

TARGET MARKET DETERMINATION (TMD)

MA Money Prime Non-Resident

Product	PRIME NON-RESIDENT HOME LOAN
Issuer	MA Money Financial Services Pty Ltd. ABN 64 639 174 315 Australian Credit Licence 522267
Date of TMD	13 January 2025
Acceptable borrowers	<p>Individual borrower including individual as trustee for a trust. Individual borrowers must be non-citizens of Australia or temporary resident visa holders of Australia.</p> <p>Acceptable Trusts are discretionary trust; Unit Trust; Family Trust. Must be domiciled in Australia.</p> <p>Company borrower including company as Trustee for a Trust. Company to have no more than five (5) directors. Company must be domiciled in Australia.</p> <p>Foreign Investment Review Board (FIRB) Approval: borrowers may require FIRB approval before being able to purchase property in Australia.</p> <p>Approved Country List: Australia, Canada, China, France, Germany, Hong Kong, India, Japan, Malaysia, New Zealand, Philippines, Qatar, Saudi Arabia, Singapore, South Africa, South Korea, Switzerland, Taiwan, United Kingdom, United Arab Emirates, United States of America, Vietnam.</p>
Target Market	<p>Description of target market, including likely objectives, financial situation, and needs of borrowers within the target market:</p> <p>The features of this product have been assessed as meeting the likely objectives, financial situation and needs of:</p> <ul style="list-style-type: none"> • consumers who are looking for funding to purchase an owner occupied or residential investment property and/or refinance existing debt and/or equity release ("cash out") secured by residential property; • consumers who are PAYG employed or who have been self-employed for more than 12 months (company registration of more than 12 months) and have no credit impairment history (paid defaults of up to \$500 may be considered); • consumers who want the flexibility to make additional repayments at no additional cost; and want the option of either principal and interest or interest only repayments; and / or • whilst variable interest rates may fluctuate, the product meets the likely objectives, financial situation and needs of consumers in the target market because it allows them to make additional repayments to reduce interest payable. <p>Classes of consumers for whom the product may be unsuitable</p> <p>This product may not be suitable for consumers who are:</p> <ul style="list-style-type: none"> • borrowers under the age of 18 years; • borrowers of convenience; • diplomats;

	<ul style="list-style-type: none"> do not meet the eligibility requirements; are seeking the certainty of fixed repayments over the term of the loan; require a sub-offset account in which available balances offset interest on the linked loan account; require a loan for construction purposes; or require a loan to finance the acquisition of a security property that is non-residential.
<p>Description of product, including key attributes:</p>	<p>This product has the following key features</p> <ul style="list-style-type: none"> Variable interest rate; Minimum loan amount: \$100,000; Maximum loan amount: \$2,000,000; Loan term: 30 Years; Type of repayment available: principal and interest/ interest only for up to 5 years then reverting to principal and interest; Repayment frequency: monthly in arrears; Maximum LVR: 80%; Types of fees payable include: application fee, valuation fee, risk fee, legal fees, annual fee, discharge fee. Option for sub-loan servicing account in order to transfer funds to direct debit repayments. The sub-loan servicing account does not offset interest on the linked loan account, however, can be used to redraw funds. Redraw is not available for this product.
<p>Distribution</p>	<p>Distribution channels</p> <p>The product may be distributed to borrowers in the target market by:</p> <ul style="list-style-type: none"> Mortgage Brokers subject to Best Interests Duty (BID) and related obligations. Accredited Mortgage Managers. Accredited Aggregators; or Direct to consumer - MA Money and related bodies corporate may distribute this product to consumers via an appropriately trained staff member. <p><i>Distribution conditions</i></p> <p>The following conditions apply to the distribution of this product:</p> <ul style="list-style-type: none"> brokers must comply with their legal obligations, which includes the best interests duty; and brokers, mortgage managers and aggregators must meet our accreditation requirements which can be accessed by contacting MA Money on 1300 762 151. <p>The distribution channels and conditions are appropriate because:</p> <ul style="list-style-type: none"> our distributors have been adequately trained to understand their DDO obligations; all applications submitted by our distributors must comply with our policies and procedures, including meeting the eligibility requirements for the loan; mortgage brokers, mortgage managers and aggregators must be appropriately authorised; and mortgage brokers are subject to a higher duty under BID to ensure that the product is in the best interests of the particular consumer.

Review Triggers	<p>The review triggers that would reasonably suggest that the TMD is no longer appropriate include:</p> <ul style="list-style-type: none"> • A significant dealing of the product to consumers outside the target market occurs; • A significant number of complaints (>15 complaints in a calendar month) are received from customers in relation to their purchase or use of the product; • There is a material change to the product or the terms and conditions of the product occurs which would cause the TMD to no longer be appropriate; • There are material changes to regulatory environment, including but not limited to the use of Product Intervention Powers, regulator orders or directions that affects the product; • There are high default rates (90+ days in arrears), being the higher of either >5% or 10 loans for the product; and • There are high rates of hardship, the higher of 5% or 10 loans for the product. 		
Review Periods	<p>Review date: 13 January 2025</p> <p>Periodic reviews: The first review, and each ongoing review, will be completed within each consecutive 12-month period from the Review date.</p> <p>Trigger reviews: review to be completed within 10 business days of the identification of a trigger event.</p>		
Distribution Information Reporting Requirements	<p>The following information must be provided to MA Money Financial Services Pty Ltd. ABN 64 639 174 315 Australian Credit Licence 522267 by distributors who engage in retail product distribution conduct in relation to this product:</p>		
	Type of information	Description	Reporting period
	Specific Complaints	Details of the complaint, including name and contact details of complainant and substance of the complaint.	As soon as practicable and within 10 business days of receipt of complaint.
	Complaints	Number of complaints	Every 6 month period where one or more complaint is received
	Significant dealing(s)	Date or date range of the significant dealing(s) and description of the significant dealing (eg, why it is not consistent with the TMD)	As soon as practicable, and in any case within 10 business days after distributor becomes aware of the significant dealing