

## Target Market Determinations – Brighten Boss Builder

### Legal Disclaimer:

This Target Market Determination (**TMD**) is required under section 994B of the *Corporations Act 2001* (Cth) (**the Act**). It sets out the class of consumers for whom the product, including its key attributes, would likely be consistent with their likely objectives, financial situation and needs. In addition, the TMD outlines the triggers to review the target market and certain other information. It forms part of Brighten Home Loans Pty Ltd ACN 620 839 983 (**Brighten**) design and distribution arrangements for the product.

This document is not a product disclosure statement and is not a summary of the product features or terms of the product. This document does not take into account any person's individual objectives, financial situation or needs. Persons interested in acquiring this product should carefully read the Product Disclosure Statement (**PDS**) for Brighten Boss Builder before making a decision whether to buy this product.

<b>Product</b>	Brighten Boss Builder
<b>Issuer</b>	Brighten Home Loans Pty Ltd ACN 620 839 983
<b>Date of TMD</b>	5 October 2021
<b>Target Market</b>	<p><b><i>Description of target market</i></b></p> <p>The above product is for all construction loans requiring progress payments (e.g. this loan is suitable for an applicant who has bought a “house and land package”). An interest only option is available during the construction period. Upon completion, the loan reverts to a Brighten Boss Prime at a variable rate, with interest only or principal and interest repayment options available. The target market of the product includes Individuals, Companies and Trusts.</p> <p>The criteria for acceptable Individual Applicants for the product is:</p> <ul style="list-style-type: none"> <li>• Australian or New Zealand resident; and</li> <li>• Minimum age of borrower is 18.</li> </ul> <p>The criteria for acceptable Company Applicants for the product is:</p> <ul style="list-style-type: none"> <li>• The company must have a valid ACN;</li> <li>• The details of all shareholders with more than 25% shareholding in the company (if not a director) must be collected;</li> <li>• Maximum of 4 guarantors is acceptable;</li> <li>• Guarantors must be natural persons; and</li> <li>• Living expenses of the guarantors must be included.</li> </ul> <p>The criteria for acceptable Trust Applicants for the product is:</p> <ul style="list-style-type: none"> <li>• Loans to a trust must be in the name of the trustee in its/their own right and also in its/their capacity as trustee;</li> <li>• Discretionary, Unit or Family trusts permitted; and</li> <li>• Full trust deed to be provided (stamped &amp; signed).</li> </ul> <p><b><i>Description of product, including key attributes</i></b></p> <p>During construction, the interest rates are between 5.48%p.a. (3.71%p.a.#) and 5.98%p.a. (3.74%p.a.#), depending on LVR and credit assessment with a possible add on of 0.5%p.a. for loans &gt;\$1,000,000. After construction, a Brighten Boss Builder loan reverts to Brighten Boss Prime Variable Rate which currently starts from 2.99% depending on the loan purpose and repayment methods.</p> <p>Further information about the product specifications is set out below:</p>

- The purpose of the loans is house and land construction loans with progress payments;
- The repayment options include interest only during construction, and principal and interest or interest only after construction;
- The interest only periods are a maximum of 5 years;
- The repayment methods include Direct Debit, BPAY and Pay anyone;
- The loan term 15-30 years;
- There is a 100% Offset Facility included for variable rate loans post construction;
- The repayment options include principal and interest or interest only (maximum 5 years)
- The minimum loan size is \$200,000;
- The maximum loan size is \$1,500,000; and
- The maximum LVR varies based on Australian States.

The fees and charges that apply to the product is set out below:

- The conditional offer includes:
  - Application fee of \$660;
  - Valuation and administration fee of \$330, at cost, plus disbursements;
- The settlement includes:
  - Lenders legal fees of \$300, at cost, plus disbursements; and
  - Risk fee which varies depending on LVR and the loan amount;
  - Settlement fee of \$550;
- Other fees include:
  - Construction inspection fee of \$300 per progress payment;
  - Account fee of \$499 p.a.;
  - Early repayment fees of nil, for a variable loan; and
- Discharge fees of \$550, plus lenders legal fees at cost.

***Description of likely objectives, financial situation and needs of consumers in the target market***

This product is designed for consumers who are:

- Seeking construction loans with progress payments (excluding owner builders);
- If the customer chose a variable rate they would be seeking flexibility to make extra repayments without a fee; seeking flexibility to redraw funds as required; seeking additional features on their home loan (ie. offset account); and
- The customer would need to meet Brighten's credit assessment and AML/CTF requirements.

***Classes of consumers for whom the product is clearly unsuitable***

Applicants will not be considered from the following:

- Minors;
- Companies or company trustee's involving disqualified directors;
- Companies and/or individuals where a significant portion of their income is derived from the purchase / development / re-sale of property, unless to purchase or refinance their owner-occupied residence (cash out limited to \$10,000);
- Bankrupts discharged < 3 years ago;
- Applicants under external administration;
- Superannuation funds (either applicant or security provider);
- Superannuation funds (either applicant or security provider);
- Public companies;
- Owner Builders;
- Limited Liability Companies;
- Associations;
- Churches;

	<ul style="list-style-type: none"> <li>• Clubs; and</li> <li>• Borrowers of Convenience.</li> </ul> <p><b><i>Explanation of why the product is likely to be consistent with the likely objectives, financial situation and needs of consumers in the target market</i></b></p> <p>This product is likely to be consistent with the likely objectives, financial situations and needs of the customers within the target market as it is a simple loan construct to understand with variable interest rates only. Repayments may be principal and interest or interest only up to 5 years. To be eligible to purchase this product, requirements must be met in relation to:</p> <ul style="list-style-type: none"> <li>• Employment; and</li> <li>• Income,</li> </ul> <p>which would mean that, without exceptional circumstances, the Borrowers will be able to meet their repayment obligations.</p>
<p><b>Distribution Conditions</b></p>	<p><b><i>Distribution conditions</i></b></p> <p>The main distribution channel for this product is through third party distributors, being mortgage brokers, mortgage managers, and aggregator panels (<b>Distribution Partners</b>).</p> <p>The distribution conditions which Distribution Partners must comply with include ensuring that potential customers within the target market meet the eligibility requirements for the product.</p> <p>In order to distribute this product to a potential customer within the target market, the customer must not:</p> <ol style="list-style-type: none"> <li>1. fall into a class of customers set out under the above heading, “<i>Classes of consumers for whom the product is clearly unsuitable</i>”; or</li> <li>2. provide an unacceptable security type.</li> </ol> <p>Further eligibility requirements to purchase this product include:</p> <ol style="list-style-type: none"> <li>1. Employment requirements of the target market; and</li> <li>2. Income requirements of the target market.</li> </ol> <p><b><i>Why the distribution conditions and restrictions will make it more likely that the consumers who acquire the product are in the target market</i></b></p> <p>Brighten monitors the quality and content of applications received from its Distribution Partners for trends and patterns of unacceptable practices or just poor quality and/or incomplete loan applications. Feedback is given, if and when needed. Brightens distributing Mortgage Brokers and Mortgage Managers are all party to agreements that contain commission or fee claw back clauses for unacceptable loans, poor performing loans, fraud and AML/CTF issues amongst other criteria. Brighten also reserves the right in these agreements to terminate Brokers for any reason on two weeks’ notice.</p>
<p><b>Review Triggers</b></p>	<p>The review triggers that would reasonably suggest that the TMD is no longer appropriate include:</p> <ul style="list-style-type: none"> <li>• A significant dealing of the product to consumers outside the target market occurs;</li> <li>• A significant number of complaints or dissatisfaction by the customers in relation to Distribution Partners;</li> <li>• A significant number of complaints is received from customers in relation to their purchase or use of the product that reasonably suggests that the TMD is no longer appropriate;</li> <li>• 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;</li> <li>• Hindsight reviews indicate that the product has been sold to classes of customers for whom the product is clearly unsuitable;</li> <li>• Material changes to the regulatory environment or relevant legislation;</li> </ul>

	<ul style="list-style-type: none"> <li>• The extent and nature of any negative feedback from Distribution Partners indicating that they are unable to sell the product to eligible customers within the target market;</li> <li>• The extent and nature of any negative feedback from Borrowers indicating that they are dissatisfied with the product;</li> <li>• High rates of default by the customers in the target market; and</li> <li>• Customers of the target market seeking to switch to other loan products.</li> </ul>																								
<b>Review Periods</b>	<p><b>First review date:</b> 5 April 2022</p> <p><b>Periodic reviews:</b> Every 12 months, and in the event it comes to our knowledge that a review trigger is triggered or that the product is not meeting the target market.</p>																								
<b>Distribution Information Reporting Requirements</b>	<p>The following information must be provided to Brighten by distributors who engage in retail product distribution conduct in relation to this product:</p> <table border="1" data-bbox="346 629 1444 1715"> <thead> <tr> <th data-bbox="346 629 545 757"><u>Type of information</u></th> <th data-bbox="545 629 1195 757"><u>Description</u></th> <th data-bbox="1195 629 1444 757"><u>Reporting period</u></th> </tr> </thead> <tbody> <tr> <td data-bbox="346 757 545 848">Customer Complaints</td> <td data-bbox="545 757 1195 848">Number of complaints received in relation to the product</td> <td data-bbox="1195 757 1444 848">Every 6 months</td> </tr> <tr> <td data-bbox="346 848 545 972">Broker Complaints</td> <td data-bbox="545 848 1195 972">The extent and the nature of the complaints received from brokers about difficulty in selling to the targets market</td> <td data-bbox="1195 848 1444 972">Every 6 months</td> </tr> <tr> <td data-bbox="346 972 545 1189">Significant dealing(s)</td> <td data-bbox="545 972 1195 1189">Date or date range of the significant dealing(s) and description of the significant dealing (ie. why it is not consistent with the TMD)</td> <td data-bbox="1195 972 1444 1189">As soon as practicable, and in any case within 10 business days after becoming aware</td> </tr> <tr> <td data-bbox="346 1189 545 1346">Application details</td> <td data-bbox="545 1189 1195 1346">The broker is responsible to sight the original documents and make reasonable enquiries as to their authenticity to ensure that eligible customers are purchasing the product.</td> <td data-bbox="1195 1189 1444 1346">As soon as practicable</td> </tr> <tr> <td data-bbox="346 1346 545 1498">Dealings outside of the target market</td> <td data-bbox="545 1346 1195 1498">To the extent a broker is aware of dealings outside of the target market, these should be reported to Brighten, including the reason why acquisition is outside of target market</td> <td data-bbox="1195 1346 1444 1498">Within 10 business days</td> </tr> <tr> <td data-bbox="346 1498 545 1590">Customer payment default</td> <td data-bbox="545 1498 1195 1590">Customers within the target market are unable to meet their loan repayments</td> <td data-bbox="1195 1498 1444 1590">As soon as practicable</td> </tr> <tr> <td data-bbox="346 1590 545 1715">Customer's dissatisfaction with the product</td> <td data-bbox="545 1590 1195 1715">The customer inquiring to change the product or making complaints about it</td> <td data-bbox="1195 1590 1444 1715">Every 6 months</td> </tr> </tbody> </table>	<u>Type of information</u>	<u>Description</u>	<u>Reporting period</u>	Customer Complaints	Number of complaints received in relation to the product	Every 6 months	Broker Complaints	The extent and the nature of the complaints received from brokers about difficulty in selling to the targets market	Every 6 months	Significant dealing(s)	Date or date range of the significant dealing(s) and description of the significant dealing (ie. why it is not consistent with the TMD)	As soon as practicable, and in any case within 10 business days after becoming aware	Application details	The broker is responsible to sight the original documents and make reasonable enquiries as to their authenticity to ensure that eligible customers are purchasing the product.	As soon as practicable	Dealings outside of the target market	To the extent a broker is aware of dealings outside of the target market, these should be reported to Brighten, including the reason why acquisition is outside of target market	Within 10 business days	Customer payment default	Customers within the target market are unable to meet their loan repayments	As soon as practicable	Customer's dissatisfaction with the product	The customer inquiring to change the product or making complaints about it	Every 6 months
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