

# Target Market Determination

## for Non-Resident Rate tracker- Variable Product



This Target Market Determination (**TMD**) which is required by law is to make sure that our customers' objectives and needs are considered when designing and distributing our credit products. This TMD describes the type of customers that our product is targeted at (the **Target Market**) and any conditions around how we allow the product to be distributed to our customers (**Distribution Conditions**). We have also included the events or circumstances where we will review this TMD and ensure that it is still appropriate for our product (**Review Triggers**).

***IMPORTANT:** This TMD is general in nature and should not be construed as or used to substitute for professional financial or legal advice. It is important to understand that this TMD does not consider the specific objectives, financial situation, or needs of any customer on an individual level. If you are considering acquiring the product(s) referred to in this TMD, to ensure that these product(s) align with your unique personal and financial circumstances, we strongly recommend that you carefully review the product(s) relevant **terms and conditions** and **credit guide** and seek independent financial or legal advice before making any decision.*

### Product

### Aspire Non-resident RBA Rate Tracker- variable with an optional Visa Debit Card

|                              |   |
|------------------------------|---|
| <b>Product Manager</b>       | Columbus Capital Pty Ltd ACN 119 531 252, Australian Financial Services Licence and Australian Credit Licence 337303  |
| <b>Issuer</b>                | <p>This product will be issued by a Lender* which will be named in the loan agreement and these products are managed and serviced by the Product Manager.</p> <p>The product could be issued by any of the Lenders* named below;</p> <ul style="list-style-type: none"> <li>(a) Perpetual Corporate Trust Limited (ACN 000 341 533), Australian Credit Licence 392673;</li> <li>(b) Pioneer First Australia Pty Limited ACN 086 092 613;</li> <li>(c) Origin Mortgages (Aus) Pty Ltd ACN 086 045 721.</li> <li>(d) Origin Money Pty Ltd ACN 621 866 242; and</li> <li>(e) Origin Mortgages Pty Ltd ACN 629 566 794,</li> </ul> <p>to be referred to as (<b>Columbus/we/us</b>).</p> |
| <b>Effective Date of TMD</b> | 26 June 2023  |
| <b>TMD Version</b>           | 2023.1  |
| <b>Next review due:</b>      | At least every 12 months from the Effective Date of this Target Market Determination  |

**\*The Visa Debit Card is issued by Indue Ltd ACN 087 822 464. Refer to Visa Debit Card Conditions of Use and Target Market Determination for the Visa Debit Card at [www.originmms.com.au](http://www.originmms.com.au).**

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## for Non-Resident Rate tracker- Variable Product



### Target Market

We have undertaken an assessment of the product and are of the view that the Product Attributes are likely to be consistent with the Objectives and Needs of the Target Market.

| Product designed for customers who:  | Key Product attributes appropriate for target Market   |
|--|--|
| <ul style="list-style-type: none"> <li>▪ Seeking a home loan with a range of features including repayments that can vary over the life of the loan for any of the following purposes:               <ul style="list-style-type: none"> <li>○ purchasing, refinancing, or renovating a residential owner occupied or investment property;</li> <li>○ consolidation of personal debt;</li> <li>○ purchase of house and land package;</li> <li>○ building and construction finance;</li> <li>○ personal needs or personal investments; and / or</li> <li>○ off the plan purchase</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>▪ The home loan account has a variable interest rate meaning that repayments will vary based on changes to the RBA cash interest rate.</li> <li>▪ Interest Rate is combination of the RBA cash rate plus a margin, which may reset monthly. The loan amount can be used for any one or more of the listed purposes.</li> </ul>  |
| <ul style="list-style-type: none"> <li>▪ Flexibility to make additional payments more than the required monthly repayment amount and switch between principal &amp; interest, interest only repayments</li> </ul>  | <ul style="list-style-type: none"> <li>▪ Unlimited additional repayments (including the ability to pay the loan out early) can be made without additional charge.</li> <li>▪ A customer can switch between principal and interest and interest only repayment methods (T&amp;C apply).</li> </ul>  |
| <ul style="list-style-type: none"> <li>▪ Access to a redraw facility</li> </ul>  | <ul style="list-style-type: none"> <li>▪ The home loan account has a redraw facility which enables customers to access additional repayments made over and above the minimum required repayments.</li> </ul>   |
| <ul style="list-style-type: none"> <li>▪ Option to link an Offset Account for the purposes of reducing the amount of interest payable under the loan</li> </ul>  | <ul style="list-style-type: none"> <li>▪ Credit balances in the Offset Account will reduce the balance on which interest is charged.</li> <li>▪ Customers can deposit, withdraw, or transact on the account via a broad range of channels by using:               <ul style="list-style-type: none"> <li>○ Visa Debit Card (available for customers residing in Australia only);</li> <li>○ Online and Mobile Application access;</li> <li>○ Direct Debit Facility and BPAY;</li> <li>○ Staff assisted channels; and</li> <li>○ ATMs.</li> </ul> </li> </ul> |