

## Target Market Determination: Ultra Prime

Version 1 dated October 2021

This Target Market Determination (TMD) has been prepared in accordance with the *Treasury Laws Amendment (Design and Distribution Obligations and Product Intervention Powers) Act 2019* and associated Regulations. TMDs are designed to assist issuers to ensure that financial products they issue are likely to be consistent with the *likely objectives, financial situation and needs* of the consumers for whom they are intended (the target market) and to assist distributors to ensure that financial products are distributed to the target market.

The TMD is general in nature and should not be construed as financial advice. Consumers should obtain independent advice prior to acquiring the product to ensure that it is appropriate for their particular *objectives, financial situation and needs*.

<b>Product</b>	Ultra Prime (Essentials)
<b>Reference documents</b>	General Home Loan Terms and Conditions and Credit Guide
<b>Program Issuer</b>	Well Nigh Capital Funding No. 1 Pty Ltd   ACN 603 911 995 (Australian Credit Licence 392216)
<b>Mortgage Manager</b>	Yard Home Loans Pty Ltd   ACN 634 101 901   Credit Representative Number 517113 for Yard Financial Pty Ltd ACN 623 357 513 (Australian Credit Licence 509481)
<b>Date of TMD</b>	5 October 2021
<b>Target Market</b>	<p><b>Description of target market</b></p> <p>The features of this product have been assessed as meeting the <i>likely objectives, financial situation and needs</i> of consumers who:</p> <ul style="list-style-type: none"> <li>• meet the eligibility criteria;</li> <li>• require a loan to purchase or refinance an owner occupied or investment residential property;</li> <li>• require the flexibility of a variable interest rate;</li> <li>• require the ability to make unlimited extra repayments and access redraw;</li> <li>• may want access to other optional features and benefits (such as linked offset account; and</li> <li>• require the option of either principal and interest or interest only repayments.</li> </ul> <p>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 and/or deposit funds into an offset account to reduce interest payable whilst retaining the ability to draw on those funds when required.</p> <p><b>Owner Occupied Residential Property</b></p> <p>This product allows consumers to finance the purchase or refinance of an owner occupied residential property with the ability to select principal and interest repayments in order to reduce the overall debt and build equity or interest only.</p> <p><b>Investment Residential Property</b></p> <p>This product allows consumers to finance the purchase or refinance of an investment property with the ability to select:</p>

- principal and interest repayments in order to reduce the overall debt and build equity; or
- interest only for tax purposes.

**Description of product, including key attributes**

- Variable interest rate.
- Offset account is available.
- Redraw is available .
- Minimum loan amount \$150,000.
- Maximum loan amount \$1,000,000.
- Minimum loan term 2 years.
- Maximum loan term 30 years.
- Maximum Loan to Valuation Ratio (LVR): 95% including LMI
- Lenders Mortgage Insurance applies if LVR is above 80%.
- Repayment options:
  - principal and interest and interest only for Owner Occupied.
  - principal and interest and interest only for Investment.
- Repayment frequency – weekly, fortnightly or monthly.
- Valuation fee may be payable.
- Lender legal fee is payable.
- Settlement fee is payable.
- Annual Facility fee is payable where a 100% offset account is linked.
- Nil redraw fee for redraw conducted via internet banking (a fee applies for staff assisted redraw).
- Discharge fee is payable.
- Fees and charges may be payable depending on the features of the product chosen and all fees will be advised at loan application stage.

**Classes of consumers for who the product may not be suitable**

This product may not be suitable for consumers who:

- do not meet the eligibility requirements;
- are not Australian citizens or Permanent residents;
- are seeking the certainty of fixed repayments over the term of the loan;
- are looking to construct a property;
- are looking to consolidate more than 4 debts;
- are self-employed other than medical professionals;
- have less than a 5% deposit not including LMI and government costs;
- are looking to borrow under a Self-managed Superannuation Fund (SMSF) structure.

<b>Distribution Conditions</b>	<p><b>Distribution conditions</b></p> <p>The following distribution channels and conditions have been assessed as being appropriate to direct the distribution of the product to the target market:</p> <table border="1" data-bbox="432 405 1385 533"> <thead> <tr> <th data-bbox="432 405 762 439">Channel</th> <th data-bbox="762 405 1385 439">Conditions</th> </tr> </thead> <tbody> <tr> <td data-bbox="432 439 762 533">Direct via online application on Yard's website (www.yard.com.au)</td> <td data-bbox="762 439 1385 533">All applications are reviewed by Yard's representatives to ensure they are in accordance with this TMD.</td> </tr> </tbody> </table> <p>The distribution channels and conditions are appropriate because:</p> <ul style="list-style-type: none"> <li>the product has a wide target market;</li> <li>our representatives have been adequately trained to understand their DDO obligations;</li> <li>we rely on established methods, controls and supervision already in place;</li> <li>our approval system has controls in place to flag applicants who may be outside the target market.</li> </ul>	Channel	Conditions	Direct via online application on Yard's website (www.yard.com.au)	All applications are reviewed by Yard's representatives to ensure they are in accordance with this TMD.								
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<b>Review Triggers</b>	<p>The following review triggers would reasonably suggest that the TMD may no longer be appropriate:</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 are received from customers in relation to the product;</li> <li>A significant number of defaults occur;</li> <li>There is a material change to the product or the terms and conditions of the product.</li> </ul>												
<b>Review Periods</b>	<p><b>Effective date:</b> 1 October 2021</p> <p><b>Periodic reviews:</b> at least every 12 months from the Effective date and each subsequent review.</p>												
<b>Distribution Information Reporting Requirements</b>	<p>The following information must be provided to the Issuer by distributors who engage in retail product distribution conduct in relation to this product:</p> <table border="1" data-bbox="432 1509 1385 2027"> <thead> <tr> <th data-bbox="432 1509 783 1559">Type of information</th> <th data-bbox="783 1509 1086 1559">Description</th> <th data-bbox="1086 1509 1385 1559">Reporting period</th> </tr> </thead> <tbody> <tr> <td data-bbox="432 1559 783 1771">Specific Complaints</td> <td data-bbox="783 1559 1086 1771">Details of the complaint, including name and contact details of complainant and substance of the complaint.</td> <td data-bbox="1086 1559 1385 1771">As soon as practicable and within 10 business days of receipt of complaint.</td> </tr> <tr> <td data-bbox="432 1771 783 1912">General Complaints Information</td> <td data-bbox="783 1771 1086 1912">Number of complaints and general feedback relating to the product and its performance</td> <td data-bbox="1086 1771 1385 1912">Every 1 month</td> </tr> <tr> <td data-bbox="432 1912 783 2027">Significant dealing(s)</td> <td data-bbox="783 1912 1086 2027">Date or date range of the significant dealing(s) and description of the</td> <td data-bbox="1086 1912 1385 2027">As soon as practicable, and in any case within 10</td> </tr> </tbody> </table>	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.	General Complaints Information	Number of complaints and general feedback relating to the product and its performance	Every 1 month	Significant dealing(s)	Date or date range of the significant dealing(s) and description of the	As soon as practicable, and in any case within 10
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		significant dealing (e.g. why it is not consistent with the TMD)	business days after becoming aware
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