

Target Market Determination

Premium Investment Loan Package Interest Only



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Product

Premium Investment Loan Package Interest Only

430 – Premium Investment Home Loan Package Variable Interest Only

454 – Premium Investment Home Loan Package Fixed Interest Only

Issuer

Bank Australia Limited | ABN 21 087 651 607 | AFSL/

Australian Credit Licence Number 238431

Date of TMD

June 1, 2022

Target market

Description of target market

Retail clients who:

- are seeking a loan to:
 - build, purchase or renovate an investment property;
 - refinance an investment loan; or
 - top up an existing loan for any worthwhile purpose
- are aged 18 years or more and meet the credit assessment criteria for the product
- are willing and able to offer a first registered mortgage over real property (or other acceptable security) as security for the loan
- need an interest only period for tax planning reasons
- do not need the facility to redraw advance repayments
- are seeking an offset account (the balance which can be offset is capped at \$20,000 whenever the linked loan has a fixed interest rate), discounted insurance and a fee free Platinum Rewards Credit Card, even if that means higher interest or fees on the loan
- need the flexibility to make additional repayments

For 454:

- need the certainty of a fixed interest rate and fixed repayments for a selected term (1, 2, 3 or 5 years)



Description of product, including key attributes

This is a Premium Investment Home Loan Package Interest only secured over real property. The key attributes are:

- Minimum loan amount: \$10,000
- Loan terms of 1, 2, 3 and 5 years where the LVR is <80%
- Interest Only repayments
- Interest rate can be variable or fixed
- Repayment frequency is Monthly
- Additional repayments accepted (Maximum of \$30,000 in total during a fixed rate period)
- Fees: annual package fee, break fee (during fixed rate periods) discharge fee, variation fee (refer to Loan Fee Schedule)
- Progressive drawdown is available for construction
- Offset is available (the balance which can be offset is capped at \$20,000 whenever the linked loan has a fixed interest rate)
- Split loan between variable and fixed is available
- \$0 annual fee on Platinum Visa for life of the home loan with 12 month zero interest on balance transfers (external debt only)
- \$0 establishment fee for personal loans and home loan top-ups
- 10% discount on general insurance products
- Free progress inspections for construction loans
- Must provide a registered first mortgage over real property or other acceptable security

For further information refer to Disclosures <https://www.bankaustralia.com.au/> for:

- Product terms and conditions
- Product fees and rates

Distribution conditions

This product is distributed by the issuer through the following channels:

- Branches
- Call centre
- Online
- Brokers

Distribution conditions for this product include:

- ensuring that retail clients meet the eligibility requirements for the product
- ensuring that distribution is by appropriately trained staff
- online distribution set-up guides applicant to select right loan for their needs
- Mortgage Brokers must hold an accreditation with Bank Australia

There are no other distributors for this product



Review triggers

The review triggers that would reasonably suggest that the TMD is no longer appropriate include:

- a significant dealing of the product to consumers outside the target market occurs
- 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
- 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

The *Product Governance Framework* includes regular consideration of whether there has been a review trigger following each distribution information report. That consideration is by reference to paragraphs 154 to 156 of RG 274.

Review periods

First review date: 5 Oct 2022

Periodic reviews: Annually

Distribution information reporting requirements

The following information must be provided to Bank Australia by distributors who engage in retail product distribution conduct in relation to this product:

Type of information	Description	Reporting period
Significant dealing(s)	Date or date range of the significant dealing(s) and description of the significant dealing (e.g., why it is not consistent with the TMD)	As soon as practicable, and in any case within 10 business days after becoming aware
Complaints	Number of complaints	Monthly
Sales outside the target market – Purpose Code	Number of sales \$ value of sales	Monthly
Sales inside the target market – Purpose Code	Number of sales \$ value of sales	Monthly

