



# TARGET MARKET DETERMINATION

FOR VE RESIDENTIAL SMSF VARIABLE PRODUCT

<b>Product</b>	VE Residential SMSF Variable Source product: SMSF
<b>Mortgage Manager</b>	Vast Capital Pty Ltd T/A Vast Capital Mortgage Management ("VCMM") ACN 630 388 635, Australian Credit Licence 514947
<b>Issuer</b>	Source Funding Pty Ltd ACN 622 815 294 AFSL and Australian Credit Licence 510226
<b>Date Effective</b>	08/03/2023

## ABOUT THIS DOCUMENT

This Target Market Determination (TMD) provides information about the target market for VE Residential SMSF Variable – Source = SMSF Residential home loan product<sup>1</sup>. It outlines the likely objectives, financial situation and needs of the target market as well as the key attributes of the product.

This document is not to be treated as a full summary of the product's terms and conditions and is not intended to provide financial advice. Consumers must refer to the product terms and conditions detailed below when making a decision about this product:

- General Terms & Conditions
- Source Funding Pty Ltd Loan Agreement
- Mortgage Common Provisions

Target market determination date 8<sup>th</sup> March 2023.

## DESCRIPTION OF THE TARGET MARKET, INCLUDING LIKELY OBJECTIVES, FINANCIAL SITUATION AND NEEDS

The features of this product, including its key attributes, have been assessed as meeting the likely objectives, financial situation and needs of consumers who:

- satisfy our eligibility criteria, including (but not limited to):
  - being 18 years or older at the time of application;
  - being resident of Australia; and
  - receiving sufficient and consistent income; and
  - Being eligible to have a complying Self Managed Superannuation Fund (SMSF)
- require an investment loan secured over property for the purpose of:
  - purchasing residential property;
  - refinancing a loan secured against the residential property
- require the flexibility of a variable interest rate;
- may require the ability to make unlimited extra repayments.

<sup>1</sup> Credit services for VE Residential SMSF Variable products are provided by Vast Capital Pty Ltd trading as Vast Capital Mortgage Management ABN 56 630 388 635, Australian Credit Licence 514947 ("VCMM") and its appointed representatives. Credit for VCMM products is provided by Source Funding Pty Ltd ACN 622 815 294 Australian Credit Licence 510226 ("Source").





Whilst variable interest rates fluctuate, the product has been assessed as meeting the likely objectives, financial situation and needs of consumers in the target market because it allows them to make additional repayments.

It is a specialist product only for Self Manager Superannuation funds.

### Purchase or refinance of an investment residential property

This product allows consumers to finance the purchase or refinance of an investment residential property and make principal and interest repayments in order to reduce the overall debt and build equity in the property for retirement.

### Key product attributes

- Principal and interest loan repayments
- Interest only loan repayments up to 5 years
- Loan term up to 30 years
- Ability to make additional repayments at no additional cost
- Access to online banking (Restricted – Redraw & Pay anyone)

\* Note: This product does not allow Redraw.

### Fees and charges

- Establishment fees (Application, valuation, settlement)
- Annual account keeping fee
- Legal fee plus disbursements
- Mortgage risk fee may apply
- Discharge fee

Other fees and charges may apply, as set out in the loan agreement.

### Excluded class of consumers

This product may not be suitable for individuals who:

- do not satisfy our eligibility criteria;
- need to borrow greater than 80% Loan to Valuation Ratio;
- require a loan term greater than 30 years;
- require a fixed interest rate loan;
- require for owner occupation;
- are borrowing to construct a dwelling; and/or
- require a line of credit facility

## HOW THIS PRODUCT IS TO BE DISTRIBUTED

### Distribution channels and conditions

This product is designed to be distributed through the following channels:

- VCMM through its accredited mortgage brokers; and

The distribution channels are appropriate because:

- the product has a wide target market;





- our application and approval process has controls in place to ensure all approved consumers meet our eligibility and lending requirements; and
- we conduct adequate training, upfront and ongoing due diligence and monitoring of distributors including the ongoing provision of information to these distributors.

## REVIEWING THIS TARGET MARKET DETERMINATION

We will review this TMD in accordance with the following:

### Review periods

- **First review date:** within twelve months of the effective date.
- **Periodic reviews:** every twelve months after the initial review and each subsequent review.

### Review triggers

The review triggers that would reasonably suggest that the TMD is no longer appropriate include (but are not limited to):

- There is a material change to the product or the terms and conditions of the product
- A significant dealing of the product to consumers outside the target market occurs
- External events such as adverse media coverage or regulatory attention suggest that the target market for the product might not be appropriate; and
- There is a significant change in product-related metrics, including, but not limited to:
  - increased complaints in relation to the purchase or use of the product;
  - increased declined loan applications;
  - high rates of default;
  - high rates of hardship;

Where a review trigger has occurred, this TMD will be reviewed within 10 business days. Meanwhile, we will cease to offer this product to our consumers until our review concludes and any necessary changes to the product or TMD, including distribution methods, are made.

## REPORTING AND MONITORING THIS TARGET MARKET DETERMINATION

The following information must be provided by VCMM, distributors to VCMM, this must then be provided to Source by VCMM, in relation to the distribution conduct of the VE Residential SMSF Variable Home Loan products:

Distributors should provide all reporting to [info@sourcefunding.com.au](mailto:info@sourcefunding.com.au).

Type of Information	Description	Reporting Period
Complaints received in relation to the product, Source Funding Pty Ltd or the distributor	Written details of the complaint, including name and contact details of the complainant and substance of the complaint.	As soon as practicable and in any case within 10 business days of receipt of the complaint.
Significant dealings	Any significant dealing which is not consistent with this TMD.	As soon as practicable, and in any case within 10 business days after becoming aware





DOCUMENT CONTROL

Version	Start Date	Comments
1.1	08/03/2023	

