



# TARGET MARKET DETERMINATION

FOR VOC NON RESI – FIXED INVESTMENT PRODUCT

<b>Product</b>	VOC Non Resi – Fixed Investment
<b>Product Manager</b>	Columbus Capital Pty Ltd ACN 119 531 252, Australian Financial Services Licence and Australian Credit Licence 337303
<b>Mortgage Manager</b>	Vast Capital Pty Ltd T/A Vast Capital Mortgage Management ACN 630 388 635, Australian Credit Licence 514947
<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;</li><li>(e) Origin Mortgages Pty Ltd ACN 629 566 794;</li><li>(f) SQL Funding Pty Ltd ACN 629 498 095; and</li><li>(g) Origin CF Pty Ltd ACN 621 866 304,</li></ul> <p>to be referred to as (Columbus/we/us).</p>
<b>Date Effective</b>	01/06/2022

## ABOUT THIS DOCUMENT

This Target Market Determination (**TMD**) document describes the class of consumers that VCMM has designed this product for, being the target market and the conditions (if any) around how the product is distributed to consumers. When considering the target market, VCMM focused on our consumer target market's objectives and needs.

This TMD is not intended to provide you with financial advice nor is it a substitute for the product's terms and conditions or other disclosure documents. Please refer to our Terms and Conditions and Credit Guide before deciding product suitability. Our product terms and conditions will be provided to you upon request.

## PRODUCT DESCRIPTION AND KEY ATTRIBUTES

<b>Product Features</b>	<b>Non-Resi Investment</b>	<b>Non-Resi Alt Doc Investment</b>	<b>Non-Resi Lease Doc Investment</b>	<b>Non-Resi Construction Investment</b>
<b>Interest Rate Type</b>	Fixed	Fixed	Fixed	Fixed



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<b>Repayment Options</b>	Principal and Interest or Interest only for an agreed period.	Principal and Interest or Interest only for an agreed period.	Principal and Interest or Interest only for an agreed period.	Principal and Interest; or Interest Only during construction phase (max 12 months)
<b>Redraw</b>	Yes	Yes	Yes	Yes
<b>Minimum Loan Size</b>	\$50,000	\$50,000	\$50,000	\$50,000
<b>Maximum Loan Size (Subject to LVR and postcode policy)</b>	\$2,500,000	\$1,500,000	\$1,000,000	\$1,000,000
<b>Maximum LVR (Subject to postcode policy)</b>	85% other than: For Western Australia (WA), Tasmania (TAS) and Northern Territory (NT) is 70% For Inner-City Postcodes is 75% For Interest Only loans is 70% For Non-Metro Postcodes loans is 75%			
<b>Additional repayments without penalty</b>	Yes up to \$20k per annum	Yes up to \$20k per annum	Yes up to \$20k per annum	Yes up to \$20k per annum
<b>Offset facility</b>	Yes	Yes	Yes	Yes

**Fees – Application fee is payable. Other fees like Settlement Fees, Valuation Fees, Offset Account Fees, Ongoing Fees, Late Payment Fees may also apply.**

## TARGET MARKET

### DESCRIPTION OF TARGET MARKET

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

- are:
  - at least 18 years old;
  - individual borrowers (as single or joint borrowers); and
  - Non-resident applicants may require approval from the Foreign Investment Review Board (FIRB) before they can purchase real estate;
  - Salary and Wage earners (Employees) and Self-Employed Consumers only (Company and business borrowers are excluded);
  - only to borrowers situated in “Approved Countries” in accordance with our Credit Policy;
- require a loan to purchase or refinance residential property as investors
- require a loan build a new home, renovate or demolish and rebuild a residential property as investors;

**Columbus Capital Pty Limited trading as Origin Mortgage Management Services**

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- require an offset account;
- require the certainty of a fixed interest rate;
- require the ability to make additional extra repayments without penalty;
- require the option of interest only repayments for an agreed period of time or principal and interest repayments; and
- satisfy our eligibility criteria;

The financial situation of the Target Market are consumers that meet our credit assessment criteria which includes demonstrating serviceability of the loan, the capacity to make the required repayments and the ability to pay off the loan without substantial hardship. Upon application VCMM will undertake an assessment to determine the consumer's ability to service the loan, which is our process of determining that the product is consistent with the financial situation of the Target Market.

#### EXCLUDED CLASS OF CONSUMERS

This product has not been designed for individuals who are:

- do not meet the eligibility requirements;
- are companies and business borrowers;
- are seeking the flexibility of a variable interest rate; or
- are an Australian Citizen or a Permanent or Temporary Resident of Australia that resides in Australia or a New Zealand Citizen that resides in Australia or New Zealand.

#### DISTRIBUTION CONDITIONS / RESTRICTIONS

##### **Distribution channels**

The following distribution channels and conditions have been assessed as being appropriate to direct the distribution of the product to the target market:

- Direct
  - Online
  - By phone
  - In person (e.g. branch, agency, or premises visit)
- Third party – Accredited mortgage brokers subject to their Best Interests Duty (BID) obligations

##### **Distribution conditions**

A distributor must:

- Hold an Australian Credit Licence or be a Credit Representative authorised to engage in credit activities on behalf of a credit licensee; and
- Comply with the terms and conditions of any relevant distribution agreement or arrangement.

This condition applies to all conduct by the distributor.

The distribution channels and conditions are appropriate because:

- the product has a wide target market;



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- our staff have the necessary training, knowledge and accreditation (if required) to assess whether the consumer is within the target market. All of our staff must continually satisfy annual compliance reviews.
- we rely on existing distributors, methods, controls and supervision already in place;
- our approval system has checks and controls in place to flag applicants who may be outside the target market; and
- accredited mortgage brokers are subject to a higher duty under BID to ensure that the product is in the best interests of the particular consumer.

## TMD REVIEWS

VCMM has outlined below its review triggers of this product. This TMD will also be reviewed if an event or circumstance has occurred that would reasonably suggest that the TMD may no longer be appropriate. Our review triggers of this product are:

### INITIAL REVIEW

Within the 12 months of the effective date.

### PERIODIC REVIEWS

Each year on the anniversary of the effective date..

### REVIEW TRIGGERS

Specific events will prompt VCMM to review this TMD, which includes:

- A significant dealing of the product to consumers outside the target market occurs;
- Unexpected trends in consumer outcomes which are significantly inconsistent with the intended product performance;
- A significant number of material complaints are received from consumers in relation to the product;
- Unexpected early stage arrears are detected;
- A significant number of defaults occur;
- A significant breach has occurred in connection with the issuing and distribution of this product;
- A significant number of late repayments are being recorded;
- A material change is made to this product;
- Evidence that the product or distributor conduct are significantly different to the target market; or
- The receipt of a product intervention power order from ASIC requiring us to immediately cease retail product distribution conduct in respect of the product.

If a review trigger occurs, we will complete a review of the TMD within ten (10) business days. Meanwhile, it will cease to offer this product to our consumers until our TMD review concludes and any necessary changes to the product or TMD, including distribution methods, are made.

## MONITORING & REPORTING OF THIS TMD

We will need to collect the following information from our distributors in relation to this TMD.

Type of information	Description	Reporting period
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Complaints	Number of 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 following the end of a calendar quarter.
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
Feedback	Details of any suggested feedback and improvements	As soon as practicable, and in any case within 10 business days after becoming aware
Information requested	Any other information requested	As soon as practicable, and in any case within 10 business days after receiving such request

## DOCUMENT CONTROL

Version	Start Date	Comments
2022.1	01/06/2022	Determination commenced as a result of the new DDO