



**Vast Capital**

MORTGAGE MANAGEMENT

# TARGET MARKET DETERMINATION

FOR VOC SUPREME – OWNER OCCUPIED FIXED

<b>Product</b>	VOC Supreme – Owner Occupied Fixed
<b>Date Effective</b>	05/10/2021

## ABOUT THIS DOCUMENT

This target market determination (TMD) seeks to offer consumers, distributors and staff with an understanding of the class of consumers for which this product has been designed, having regard to the objectives, financial situation and needs of the target market.

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. Consumer must refer to our Terms and Conditions and any supplementary documents which outline the relevant terms and conditions under the product when making a decision about this product.

## 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
  - an Australian Citizen or a Permanent Australian Resident;
- require a loan to purchase or refinance an owner-occupied property and who may also wish to release some of the equity in their property for other purposes such as to consolidate debt or to be used for personal or investment purposes;
- require an offset account;
- require the use of a Visa Debit card;
- require the certainty of a fixed interest rate;
- are able to make up to \$20k of extra repayments without penalty; and
- want the option of either principal and interest or interest only repayments.

The product meets the likely objectives, financial situation and needs of consumers in the target market because it provides them with the certainty of a fixed rate for an initial period of time, allows them to deposit funds into an offset account and/or make additional payments directly into the loan to reduce the amount of interest payable up to \$20k additional per annum

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whilst maintaining the ability to draw on surplus funds when required. This product also allows consumers to select interest only or principal and interest repayments in order to reduce their overall debt and build equity.

## PRODUCT DESCRIPTION AND KEY ATTRIBUTES

The key eligibility requirements and product attributes of this VOC Supreme – Owner Occupied Fixed Home Loan are:

- Fixed interest rate;
- Repayment options:
  - principle and interest; or
  - interest only
- Redraw available
- Able to make up to \$20k of extra repayments without penalty
- Minimum loan size: \$50,000
- Maximum Loan Size: \$2,000,000 (subject to LVR and postcode policy)
- Maximum LVR:
  - 80% for Inner-City postcodes
  - 90% for Regional postcodes
  - 95% for Metro and Non-Metro postcodes
- Offset facility is available
- Application fee is payable
- Settlement fee is payable
- Valuation fee is payable
- Ongoing fee is payable

## EXCLUDED CLASS OF CONSUMERS

This product has not been designed for individuals who are:

- do not meet the eligibility requirements;
- are looking to purchase or refinance a residential investment property;
- are looking to construct a property; or
- require the ability to provide alternative methods of income verification.

## DISTRIBUTION CONDITIONS / RESTRICTIONS

### Distribution channels

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

- Accredited Brokers who hold an ACL
- Authorised Credit representatives

### Distribution conditions

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This product should only be distributed under the following circumstances:

- to individuals that meet eligibility requirements; individuals that have the appropriate borrowing capacity, and in accordance with lending guidelines; by third party distributors authorised by us to distribute the products

The distribution channels and conditions are appropriate because:

- the product has a wide target market;
- 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

### 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 Columbus to review this TMD, which includes:

- A significant dealing of the product to consumers outside the target market occurs;
- A significant number of complaints are received from customers in relation to the product;
- A significant number of defaults occur;
- A significant breach has occurred in connection with the issuing and distribution of this product; and
- A significant number of late repayments are being recorded;
- A material change is made to this product.
- Unexpected early stage arrears are detected

If a review trigger occurs, we will complete a review of the TMD within ten business days. Meanwhile, we will cease to offer this product to our customers 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.

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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.
Complaints	Number of complaints	Every 6 months
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

## DOCUMENT CONTROL

Version	Start Date	Comments
1.0	05/10/2021	Determination commenced as a result of the new DDO

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