

# Target Market Determination

Home Loans dated 04 September 2023

AFG Home Loans Retro Thrive (Product).

## Purpose of this document

This target market determination (TMD) is made by AFG Securities Pty Ltd ACN 119 343 118 (AFG Securities) Australian Credit Licence 389658 under section 994B of the *Corporations Act 2001* (Cth). Its purpose is to describe the class of clients that comprises the target market, conditions under which the product must be distributed and how this document will be monitored for ongoing appropriateness.

## Target Market

### Products:

AFG Securities Home Loan, known as **AFG Home Loans Retro Thrive**.

### Issuer:

Perpetual Corporate Trust Limited ACN 000 341 533 Australian Credit Licence 392673 is the issuer of the Products and AFG Securities is the manager of the Products and issues this TMD.

**The AFG Home Loans Retro Thrive product has been designed for a customer who is likely to have the following objectives and needs and financial situation:**

- Well-established borrowers with strong balance sheets who are retired, partially retired, or approaching retirement and wish to refinance, consolidate debts, or release equity in an investment property.
- Want to pay interest only repayments and do not want to pay Principal and Interest repayments.
- Do not want to increase their debt levels over time via a reverse mortgage.
- Can provide residential property as security.
- Require the flexibility to make principal repayments, with the ability to access those payments made to the loan in the future.
- Can satisfactorily demonstrate that they are able to afford to pay the monthly interest payments.
- Have a clear and documented exit strategy detailing the plan to continue repayments for the loan beyond retirement and/or pay down the loan.

**Key attributes of the AFG Home Loans Retro Thrive product that make this product appropriate for the target market:**

- **Repayments:** Interest Only repayments for the full loan term with the ability to make additional repayments of the principal at any time without penalty.
- **Term:** Term loan of at least 8 years and up to 40 years in duration.
- **Minimum and Maximum application amount:** Customers seeking to borrow \$100,000 up to \$2,000,000.
- **Maximum Loan to Value Ratio (LVR):** 65%
- **Repayment profile:** Customers make regular, scheduled interest only repayments, for the duration of the loan.
- **Interest rate:** A variable interest rate means the applicable interest rate can increase or decrease during the loan term.
- Additional options or features such as an offset are available.

**Classes of customers for whom the product is likely to be unsuitable:**

- Customers who do not meet the eligibility requirements.
- Customers who are seeking the certainty of fixed repayments over the term of the loan.
- Customers who want to pay down their loan with contracted principal and interest repayments over the duration of the loan.
- Customers who wish to purchase a property or construct a property.
- Customers who are seeking a second mortgage.
- Customers without a clear exit strategy from the loan.

## Distribution Conditions

AFG Securities applies the following conditions and restrictions to the distribution of the AFG Securities Home Loan Products so that it is reasonably likely that the product will be provided to customers in the target market.

### Eligibility Criteria:

The Home Loan Product must only be distributed to customers who meet the following eligibility requirements:

- Customer(s) must be permanent resident(s) of Australia.
- Customer(s) must be at least 50 years of age.
- Customer(s) must be less than 75 years of age.
- Customer(s) must be employed or receive regular income.

### Channel:

AFG Securities Home Loan Products can only be provided to customers through Australian Finance Group Ltd accredited brokers as this channel is subject to appropriate training, conditions, controls and/or monitoring by AFG Securities.

This requirement is imposed to ensure that:

- Checks are conducted on matters like qualifications and past conduct for relevant individuals who are involved in the distribution of the Products.
- Individuals understand the distribution process they are required to undertake when distributing the Products, as well as the legislative framework relevant to their activities.

## Review of the Target Market Determination

AFG Securities will review this document periodically to ensure it remains appropriate.

### Periodic Reviews of the TMD

An initial review of this TMD will occur no later than 18 months from the date this TMD is made.

Subsequent ongoing reviews will occur no later than 18 months from the date of the previous review, or earlier if a review trigger occurs.

### Review Triggers

In addition to periodic reviews, AFG Securities will review this document if one or more of the following events occurs, which reasonably suggests that the TMD is no longer appropriate:

- There is a material change to a Product or the terms and conditions of the Product.
- Any of the distribution conditions changes materially.
- A change in the acceptance criteria for a Product, impacts on the suitability of the Product for the target market.
- There is a change in law or its application, a change in relevant industry code, an AFCA determination or a court decision, or ASIC or other regulatory guidance that materially affects a Product.
- There is a significant increase beyond expected levels in complaints or disputes, or a significant change in the nature of complaints or disputes relating to a Product.
- AFG Securities has information about the way in which the product is being distributed, operating, or being used by customers (including, but not limited to, rates of default or hardship and evidence of sale to vulnerable customers).

## Reporting

The following information must be provided to AFG Securities by distributors who engage in retail product distribution conduct in relation to a Product.

| Type of Information         | Description  | Reporting Period  |
|-----------------------------|--|---|
| <b>Specific Complaints</b>  | Written details of the complaint, including name and contact details of complainant and substance of the complaint.  | As soon as practicable and in any case within 10 business days of receipt of complaint. |
| <b>Complaints</b>           | Number of complaints.  | Every 3 months.   |
| <b>Significant dealings</b> | Written notification of any significant dealing setting out: <ul style="list-style-type: none"><li>• Date(s) the significant dealing occurred.</li><li>• Description of the significant dealing and why it is not consistent with this TMD.</li><li>• Why the dealing is significant.</li><li>• How the significant dealing was identified; and</li><li>• What steps, if any, have been, or will be, taken in relation to the significant dealing.</li></ul> | As soon as practicable, and in any case within 10 business days after becoming aware.   |

### Important information

This target market determination is not a recommendation, opinion, or advice that any person should acquire the product or is within the target market for a product. It does not summarise the terms or risks of a product and is not an offer of, or invitation to apply for, a product to any person in Australia or elsewhere. Click [here](#) or visit [www.afghomeloans.com.au/tmd](http://www.afghomeloans.com.au/tmd) for more information about target market determinations. Click [here](#) or visit [www.afghomeloans.com.au/home-loan-products/retro/](http://www.afghomeloans.com.au/home-loan-products/retro/) for information about the product.