Target Market Determination
Credit Products

Flexible Choice Introduction Housing Loan - Owner Occupied or Residential Investment

WAW Credit Union Co-Operative Ltd.

ABN 48 087 651 787

Australian Financial Service Licence 247298

Australian Credit Licence 247298

Target Market Determination

Flexible Choice Introduction Housing Loan - Owner Occupied or Residential Investment

Issuer	WAW Credit Union Cooperative Ltd ABN 48 087 651 787 AFSL & Australian Credit Licence 247298
Date of TMD	01 November 2024
Target Market	*Description of target market* • Retail customers being; individual or joint account holders • located in or associated with North East Victoria and Southern New South Wales • are seeking a loan to purchase or renovate a home or refinance an existing home loan or are seeking a loan to renovate an investment property or refinance and investment loan • 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 to make regular repayments of interest and principal over the term of the loan • need to redraw advance repayments • need a mortgage offset account *Description of product, including key attributes* This is a Variable Rate P & I Loan secured over real property. The key attributes are: • loan amounts of between $45,000.00 and $3,500,000.00 or subject to APRA approval, • loan term is 30 years, delete next line • is only available to loans where the loan value ratio is less than 80%, • the discounted Introduction Variable Rate will revert to the Standard Variable Rate two years from the commencement of the loan, • repayment frequency can be weekly, fortnightly or monthly, • unlimited additional repayments during the loan term • a redraw facility, • A 100% mortgage offset account available, • must provide a registered first mortgage over real property or other acceptable security,

	• no monthly or annual account keeping fees and free redraws for owner occupied loans, This product is not suitable for retail customers who are geographically remote from BankWAW operational footprint being North East Victoria/Southern NSW or, who cannot satisfy BankWAW's know your customer requirements.
Distribution Conditions	*Distribution conditions* This product is distributed by the issuer through the following channels: • branches • mobile lenders • mortgage brokers Distribution conditions for this product include: • ensuring that clients meet the eligibility conditions for the product • ensuring that distribution through branches and mobile lenders and locally based mortgage brokers is by appropriately authorised and trained personnel The product distribution channels are all located with BankWAW's operational footprint and therefore primarily service consumers located within that footprint or consumers who have an association with BankWAW which leads to contact with a regionally based distribution channel.
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; • material changes to the key attributes of product or distribution conditions such that current target market determination is misleading or inaccurate.
Review Periods	*Periodic review date 01 November 2026* *Periodic reviews:* Two years after the initial and each subsequent review
Distribution Information Reporting Requirements	The following information must be provided to BankWAW by distributors who engage in retail product distribution conduct in relation to this product: <table><tr><th>Type of information</th><th>Description</th><th>Reporting period</th></tr><tr><td>Complaints</td><td>Number of complaints</td><td>Every two months</td></tr></table>

	Significant dealing(s)	Date or date range of the significant dealing(s) and description of the significant dealing (eg, why it is not consistent with the TMD)	As soon as practicable, and in any case within 10 business days after becoming aware