



## Target Market Determination

<b>Product</b>	Variable Rate Home Loan
<b>Issuer</b>	Queensland Country Bank Limited ABN 77 087 651 027 (Queensland Country Bank) AFSL/Australian Credit Licence 244 533
<b>Date of TMD</b>	5 October 2021
<b>Target Market</b>	<p><i>Description of target market</i></p> <p>Current and future Members of Queensland Country Bank who are looking to make a home purchase in Australia on credit and want the flexibility to repay the loan sooner with no penalty fees. Members must be at least 18 years of age, be an Australian citizen or have a valid Australian Visa. Members must also meet Queensland Country Bank's loan application and servicing policy and Know Your Customer and anti-money laundering/counter terrorism financing (AML/CTF) requirements</p> <p><i>Description of product, including key attributes</i></p> <p>Variable Rate Home Loan for purchase of an existing house, vacant land or refinance.</p> <ul style="list-style-type: none"><li>• Variable Interest Rates</li><li>• Loan Terms up to 30 years</li><li>• Owner occupied and residential investments loans</li><li>• Redraw facility (owner occupied loans only)</li><li>• 100% mortgage offset</li><li>• No early repayment fees</li><li>• Available for interest only repayments to approved applicants</li><li>• Control your contribution cycle to be weekly, fortnightly or monthly</li></ul> <p><i>Description of likely objectives, financial situation and needs of consumers in the target market</i></p> <p>This product is designed for Members and future Members of Queensland Country Bank who:</p> <ul style="list-style-type: none"><li>• are looking to make a purchase of an existing house vacant land on credit or refinance</li><li>• are seeking the certainty of fixed repayments over the term of the loan and want the flexibility to repay the loan sooner with no penalty fee</li></ul>

	<ul style="list-style-type: none"> <li>• Are of a Minimum age of 18 years who meet Queensland Country Bank’s loan application and servicing policy, and Know Your Customer and AML/CTF requirements.</li> </ul> <p><i>Classes of consumers for whom the product is clearly unsuitable</i></p> <p>This product is not suitable for Members or future Members who:</p> <ul style="list-style-type: none"> <li>• are under the age of 18</li> <li>• do not meet the target market determination are without capacity (without appropriate representation) to be bound by contract</li> </ul>						
<p><b>Distribution Conditions</b></p>	<p><i>Distribution conditions</i></p> <p>Distribution of the Variable Home Loan can be provided through all channels which include, in branch, online, by phone or through our Broker Network relationships and will be undertaken by accredited lending staff. Marketing of the Variable Home Loan may include website and other media channels such as online, radio, TV and paper articles.</p> <p><i>Why the distribution conditions and restrictions will make it more likely that the consumers who acquire the product are in the target market</i></p> <p>Irrespective of the distribution channel, this account cannot be opened by Members without meeting the key eligibility requirements.</p>						
<p><b>Reviewing this Target Market Determination</b></p>	<p>We will review this Target Market Determination in accordance with the below:</p> <table border="1" data-bbox="443 1377 1426 2004"> <tr> <td data-bbox="443 1377 671 1435">Initial review</td> <td data-bbox="671 1377 1426 1435">Within twelve (12) months of the effective dated</td> </tr> <tr> <td data-bbox="443 1435 671 1525">Periodic reviews</td> <td data-bbox="671 1435 1426 1525">Review to be undertaken each 12month period after the initial commencement date</td> </tr> <tr> <td data-bbox="443 1525 671 2004">Review triggers or events</td> <td data-bbox="671 1525 1426 2004"> <p>The review triggers that would reasonably suggest that the TMD is no longer appropriate are:</p> <ul style="list-style-type: none"> <li>• A significant dealing of the product to consumers outside the target market occurs;</li> <li>• Where applicable, feedback from Members</li> <li>• A systemic issue across the product lifecycle</li> <li>• material change to the product features, benefits, fee structure or the terms and conditions</li> </ul> </td> </tr> </table>	Initial review	Within twelve (12) months of the effective dated	Periodic reviews	Review to be undertaken each 12month period after the initial commencement date	Review triggers or events	<p>The review triggers that would reasonably suggest that the TMD is no longer appropriate are:</p> <ul style="list-style-type: none"> <li>• A significant dealing of the product to consumers outside the target market occurs;</li> <li>• Where applicable, feedback from Members</li> <li>• A systemic issue across the product lifecycle</li> <li>• material change to the product features, benefits, fee structure or the terms and conditions</li> </ul>
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<b>Reporting and monitoring this Target Market Determination</b>		<ul style="list-style-type: none"> <li>External events such as adverse media coverage or regulative attention</li> </ul>
	We will collect and review/report on the following information in relation to this TMD:	
	Complaints	All complaints in relation to this product on a monthly basis. This will include written details of the complaint.
	Significant dealing(s)	Report if we become aware of a significant dealing in relation to the product that is inconsistent with the TMD as soon as practicable and in any case within 10 business days.
	Material Change	Review any material detrimental member impact from product changes at the time of effective material change