



Product	OwnHome Primary Loan – Owner Occupier Variable	
Product Manager	Columbus Capital Pty Ltd ACN 119 531 252, Australian Financial Services Licence and Australian Credit Licence 337303	
Mortgage Manager	OwnHome Finance Pty Ltd ABN 47 673 239 604, Australian Credit Licence 555197	
Issuer	This product will be issued by Perpetual Corporate Trust Limited (ACN 000 341 533), Australian Credit Licence 392673 which will be named in the loan agreement and this product is managed and serviced by the Product Manager. to be referred to as (Columbus/OwnHome/we/us).	
Effective Date of TMD	October 21st 2024	
TMD Version	1.1	
PRODUCT DESCRIPTION AI	ND KEY ATTRIBUTES	
Interest Rate Type	Variable	
Repayment Type	Principal and Interest	
Redraw	Yes	
Minimum Loan Size	\$50,000	
Maximum Loan Size (Subject to LVR and postcode policy)	\$2,500,000	
Minimum Loan Term	20 years	
Maximum Loan Term	30 years	
Maximum LVR (Subject to postcode eligibility criteria)	80%	
Additional repayments without penalty	Yes	
Loan Fees	No Application Fees and no Ongoing Fees. Discharge fees apply. Late Payment Fees ma apply.	
TARGET MARKET DESCRIP	TION	
About this TMD	This Target Market Determination (TMD) document describes the class of consumers that this product has been designed for, being the target market and the conditions around how the product is distributed to consumers. When considering the target market, Columbus 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 an conditions will be provided to you upon request.	

for OwnHome Primary Loan - Owner Occupier



Description of the target market

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

- would like to borrow up to 100% of the value of a residential property;
- do not wish to pay 'Lenders Mortgage Insurance' (LMI) but would prefer to use the OwnHome Primary Loan in conjunction with an OwnHome Deposit Boost Loan (see relevant TMD at (www.ownhome.com) to:
 - refinance an existing 'owner occupied home loan'; or
 - o purchase residential property as an owner occupier;
 - o consolidate existing debts into their home loan;
 - borrow additional funds for a personal purpose (secured by a mortgage over residential property);
- require the ability to make additional extra repayments without penalty; and
- can afford to pay and wish to pay principal and interest repayments to build equity in a property.

The financial situation of are consumers in the 'target market' must be strong enough to satisfy our eligibility and credit assessment criteria which includes demonstrating the ability to repay both an *OwnHome Primary Loan* and an *OwnHome Deposit Boost Loan*, without substantial hardship.

Therefore, consumers in the 'target market' must:

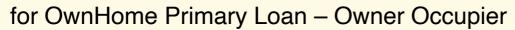
- be at least 18 years old;
- be individual borrowers (as single or joint borrowers);
- be an Australian citizen, NZ citizen, permanent Australian resident or on an acceptable visa:
- can provide sufficient evidence of income or are self-employed and can provide sufficient recent financial information; and
- have a satisfactory credit rating.

Upon application, we will undertake an assessment to determine the consumer's ability to service an *OwnHome Primary Loan* and an *OwnHome Deposit Boost Loan*, which is our process of determining that the product is consistent with the financial situation of the 'target market'.

Ineligible consumers

This product may not be suitable for consumers who:

- do not meet OwnHome's eligibility and credit criteria;
- have the funds to pay at least 20% deposit for the purchase of an owner-occupied residential property or will have at least 20% equity In the property after the settlement of an OwnHome Primary Loan plus an OwnHome Deposit Boost Loan;
- are seeking the certainty of fixed repayments over the term of the loan;
- require an offset account;
- require finance for a property not within OwnHome's Accepted Postcode List;
- require finance for an off-the-plan property;
- require finance for vacant land; or
- require finance for construction of a residential property.





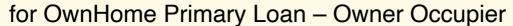
DISTRIBUTION CONDITIONS

Distribution Channels

Distribution conditions

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

Channel	Conditions	
Staff assisted channels (e.g., via email or phone)	Our staff have the necessary training, knowledge, and accreditation (if required):	
	 to understand and can discuss the features and rates of our products; 	
	 to understand and can discuss the key differences of our products. 	
	 to assess whether the consumer is within the Target Market, 	
	 to assess whether the consumer meets our lending eligibility lending criteria; and 	
	 have access to product resources such as borrowing and repayment calculators, stamp duty & upfront cost calculator, pricing tools etc. 	
	 Our staff are part of assurance programs, and we rely on existing distributors, methods, controls, and supervision already in place. 	
	We have approval control systems and processes in place to	
	check and flag applicants who may be outside the Target Market.	
Online channels (e.g., website and the mobile	The product cannot be distributed through online channels however the application process may commence online.	
арр)	Applications commenced through an online channel will be directed through to a staff assisted channel.	
Third party – Accredited	Accredited mortgage brokers are permitted to assist consumers with this product	
mortgage brokers subject to Best Interests Duty (BID) and related obligations	All applications submitted by accredited mortgage brokers must comply with our policies and procedures issued to accredited brokers from time to time.	
	Accredited mortgage brokers are subject to a higher duty under 'best interests duty' (BID) to ensure that the Product is in the best interests of the particular consumer.	





The distribution channels and conditions are appropriate because:

- the product has a clear target market;
- our direct and third party distributors have been adequately trained to understand the product and our regulatory obligations, including our design and distribution obligations;
- our approval system has controls in place to flag applicants who may be outside the target market;
- distributors are appropriately authorised to provide the relevant regulated financial services and will
 comply with the commercial terms agreed between the distributor and Product Manager; 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

This TMD will 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 12 months of the date of this TMD	
Periodic review	Each year on the anniversary of this TMD.	
Review triggers	Specific events will prompt us to review this TMD, which includes:	
neview triggers	 A significant dealing of the product to consumers outside the target market occurs; We identify unexpected trends in consumer outcomes which are significantly inconsistent with the expected product performance; A significant number of material complaints are received from consumers in relation to the product; Unexpected levels of 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; There is evidence that the product or the distribution of it are not appropriate for 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, we will cease to offer this product or TMD, including distribution 	
	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, we will cease to offer this product to our consumers until our TMD review.	

DISTRIBUTOR REPORTING REQUIREMENTS

The following data must be provided to us by any person who engages in retail product distribution conduct in relation to this product:

Type of information De	Description	Reporting period
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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.
Number of Complaints	Number of complaints and general feedback relating to the product and its performance	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
Information requested	Any other information requested by the Product Manager	As soon as practicable, and in any case within 10 business days after receiving such request