



**Northern Inland**  
C R E D I T U N I O N

# Target Market Determination

Smart Home Loan Variable Interest Only

Effective Date: 5 November 2024

Status: Current

## Purpose of this document

Northern Inland Credit Union (NICU) is legally required to prepare this Target Market Determination (TMD). The TMD describes the class of customers the products have been designed for, the conditions under which the products must be distributed, and how NICU will review this document to ensure it remains appropriate. The TMD is not a substitute for the product’s terms and conditions or other disclosure documents.

Go to <https://www.nicu.com.au/disclosures> for more information about each of the savings account products.

Category	Description																
<b>Product</b>	This TMD applies to the Smart Home Loan Variable Interest Only																
<b>Issuer</b>	Northern Inland Credit Union Limited   ACN 36 087 422 AFSL/Australian Credit Licence Number 235022																
<b>Target Market</b>	<p>Customers who:</p> <ul style="list-style-type: none"> <li>• are seeking a loan to purchase, refinance, construct or renovate a home to occupy or investment</li> <li>• are willing and able to offer a first registered mortgage over real property (or other acceptable security) as security for the loan</li> <li>• are seeking an interest only option for an approved purpose and are prepared to make monthly repayments</li> <li>• need the flexibility to make additional repayments</li> <li>• need the option to redraw advance repayments</li> <li>• need lower overall fees</li> <li>• are seeking a Visa Classic Credit Card with reduced interest rate and waiving of the annual card fee</li> <li>• will benefit from a 100% offset account</li> <li>• are aged 18 years or more and can satisfactorily demonstrate that they are able to afford to repay the loan.</li> </ul>																
<b>Key attributes</b>	<table border="1"> <thead> <tr> <th>Features</th> <th></th> </tr> </thead> <tbody> <tr> <td>Borrowing Purpose</td> <td>Owner occupier or Investor</td> </tr> <tr> <td>Construction Purpose</td> <td>Yes</td> </tr> <tr> <td>Interest Rate</td> <td>Variable</td> </tr> <tr> <td>Repayment Frequency</td> <td>Monthly</td> </tr> <tr> <td>Advance Payments</td> <td>Yes</td> </tr> <tr> <td>Redraw Facility</td> <td>Yes</td> </tr> <tr> <td>Security</td> <td>Residential property</td> </tr> </tbody> </table>	Features		Borrowing Purpose	Owner occupier or Investor	Construction Purpose	Yes	Interest Rate	Variable	Repayment Frequency	Monthly	Advance Payments	Yes	Redraw Facility	Yes	Security	Residential property
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<p><b>Distribution Conditions</b></p>	<p>This product is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> <li>• Branches</li> <li>• Contact centre</li> <li>• Online</li> <li>• Off-site</li> <li>• Brokers</li> </ul> <p>NICU applies the following conditions and restrictions to the distribution of these products so that the it is likely to be provided to members in the target market:</p> <ul style="list-style-type: none"> <li>• Ensuring that retail clients meet the eligibility requirements for the product</li> <li>• Ensuring that distribution through branches, call centres, off-site and NICU website applications, is by appropriately trained staff</li> <li>• Ensuring brokers only refer applicants who meet the eligibility requirements for the product</li> </ul>																																				
<p><b>Review of the TMD</b></p>	<p>NICU will review the TMD periodically to ensure it remains appropriate.</p>																																				

Periodic Reviews of the TMD	Timing
<b>Initial review</b>	Six months after the effective date of the TMD first being issued
<b>Subsequent ongoing review</b>	No later than 2 years from the date of the previous review

In addition, NICU will review this document earlier if one or more of the following occurs, or where we reasonably suggest that the TMD is no longer appropriate:

- a material change to the product or the terms and conditions of the product which would cause the TMD to no longer be appropriate
- a significant increase in the levels of complaints or disputes from members in relation to their purchase or use of the product
- a change in law or its application, a change in relevant industry code, an AFCA determination, a court decision, or ASIC or other regulatory guidance or action that materially affect the product
- Any other event occurs or information is received that reasonably suggests the TMD is no longer appropriate

**Distribution Reporting Requirements**

The following information must be provided to NICU by third party distributors who engage in retail product distribution conduct in relation to this product within the required timeframes:

Type of information	Description	Reporting period
<b>Significant dealing(s)</b>	Date range of the significant dealing(s) and description (eg. why it is not consistent with the TMD).	As soon as practicable, and in any case within 10 business days after becoming aware.
<b>Complaints</b>	Number of complaints and the substance of those complaints	As they occur.