

Target Market Determination (TMD)

SMSF Variable Rate Home Loan

This Target Market Determination (TMD) has been prepared in accordance with the Treasury Laws Amendment (Design and Distribution Obligations and Product Intervention Powers) Act 2019 (Cth) and associated Regulations.

TMDs are designed to assist issuers to ensure that the financial products they issue are likely to be consistent with the likely objectives, financial situation and needs of the consumers for whom they are intended (the target market) and to assist distributors to ensure that financial products are distributed to the target market.

This document does not provide a complete description of all product features, fees, or terms of the product. Consumers acquiring this product should carefully read the ‘Loan Contract Terms and Conditions’ before deciding whether to proceed with the product.

This TMD is general in nature and should not be construed as financial advice. Consumers should obtain independent advice prior to acquiring the product to ensure that it is appropriate for their particular objectives, financial situation and needs.

Product Description	A variable rate home loan with no ongoing fees for customers who are a Self-Managed Super Fund (SMSF).
Issuer	Firstmac Limited ABN 59 094 145 963 Australian Financial Services and Australian Credit Licence 290600
Distributor	loans.com.au Pty Ltd ACN 082 587 095 Australian Credit Licence 395219
Effective date	17 December 2025
Target Market	
Needs and objectives	A consumer with a self-managed super fund (SMSF) who wants a home loan for: - the purchase or refinance of a residential investment property, to be owned or currently owned by a property trust as security; or, - the purchase or refinance of an owner occupied or investment commercial property, to be owned or currently owned by a property trust as security.
Key Product Attributes	- A variable rate home loan where the rate can change at any time during the term. - Principal and interest repayments only - Weekly, fortnightly or monthly principal and interest repayment options. - Available for investment purposes only. - Flexibility to make unlimited additional payments. - Maximum loan to value ratio (LVR) of 80% (sub-limits apply). - Minimum loan amount of \$50,000. - Maximum loan amount of \$2 million (sub-limits apply). - A minimum term of 15 years - A maximum term of 30 years. - Fees and charges include: - Settlement Fee; - Government Fees; - Discharge Fees; and - Other fees and charges may apply as set out in the loan contract
Key Eligibility	- Consumers with a Self-Managed Super Fund (SMSF). - Individuals 18 years or older at the time of application. - Applicants who are: - Australian or New Zealand citizens who are living & working in Australia or New Zealand, or - Living and working in Australia who are not Australian or New Zealand citizens, provided a permanent residency status is held. - Ongoing and stable employment. - An acceptable credit rating. - Meet credit and eligibility criteria including the ability to demonstrate their capacity to repay the loan over a period of time.

Classes of consumers for whom the product may not be suitable	This product is unlikely to meet the needs, objectives and financial situation of consumers who: • Require a fixed rate loan. • Require a loan with an offset sub-account feature. • Require a loan for construction purposes. • Require a loan with interest only repayments. • Require the ability to redraw extra payments made over the minimum amount. • Do not have a Self-Managed Super Fund (SMSF). • Is not an Australian or New Zealand citizen or resident. • Do not meet our credit or eligibility criteria. • Cannot demonstrate their capacity to repay the loan over the proposed term. • Do not have ongoing income or employment. • Require a loan greater than \$2 million. • Require a loan term greater than 30 years. • Require a loan with Loan to Value Ratio (LVR) greater than 80%.
Distribution Channels	This product is distributed by loans.com.au Pty Ltd via their website or over the telephone.
Restrictions on distribution	This product should not be distributed to consumers who do not meet the credit requirements for this loan.
TMD Reviews	
Initial Review	12 months from the initial effective date of the TMD.
Periodic Reviews	Every 12 months from the first review date.
Review triggers	The events that may suggest that the TMD is no longer appropriate, that may result in an earlier review of the TMD include: • Significant changes in metrics that are significantly inconsistent with the intended product performance including: - Material number of requests post settlement for loan features that are not available under this product; - Significant increase in complaints; - Significant or unexpected declined applications or customers in default or hardship when measured against internal metrics. • Material changes to the product such as changes to: - Key attributes or features; - The terms and conditions; - Credit criteria; - Changes to the fees. • Material changes from regulatory requirements; • External events such as media coverage or regulatory feedback that suggest that the target market for the product might not be appropriate; • Significant dealing of the product to consumers outside the target market occurs; • A change in distribution channels or distribution conditions. • A notification from ASIC requiring the immediate stop of the product. Where a review trigger has occurred, this TMD will be reviewed within 10 business days. Reporting should be directed to customercare@loans.com.au
Reporting	
Distribution information reporting requirements	Distributors must provide Firstmac Limited with the following information: • Complaints: the details of any complaint received, as well as the number of complaints received in each quarter ending March, June, September and December. • Significant dealings: Any dealings in the product which is not consistent with the TMD. This information must be provided as soon as practicable, and in any case within 10 business days after becoming aware.
Appropriateness Statement	Firstmac has designed this product, including its key attributes so that it is likely to be consistent with the objectives, financial situation and needs of consumers in the target market.