



This Target Market Determination (TMD) is designed to provide customers, distributors and SCCU staff with the appropriate information to understand who this product has been designed for and our approach to determining that the product is likely to be consistent with the objectives, financial situations and needs of the customer and the distribution conditions.

In this document the terms “SCCU”, “we”, “us” or “our” refer to SCCU Limited, AFSL 241000.

SCCU Basic Home Loan Products

The SCCU Home Loan Products can provide finance for residential property. This TMD sets out the target market for:

- Basic Home Loan (Owner Occupied);
- Standard Home Loan (Owner Occupied);
- Premium Home Loan (Owner Occupied); and,
- Bridging Loan.

This is set out in the Appendix to this statement.

Distribution of this product

This product is designed to be distributed by our representatives via:

- SCCU contact centres by calling 1300 360 744
- SCCU website by visiting sccu.com (where available), and
- SCCU Financial Service Centres (FSC) otherwise referred to as branches.

Only these representatives are authorised to distribute this product as they understand the market this product has been designed for, have been trained in the relevant acceptance criteria and have the appropriate levels of authority.

SCCU will make risk-based decisions to determine its acceptance criteria about insurance cover that can be offered to you. Some of the key acceptance criteria relating to this TMD may include:

- why a credit product is sought by the consumer, and what terms and features are important to them, so that you can determine whether the type, length, rate, terms, credit limit, special conditions, charges and other aspects of the proposed contract meet this purpose, or suggest contracts that do match the purpose for which the consumer has sought credit;
- and the consumer’s ability to meet all repayments, fees, charges and transaction costs under the proposed credit product.

Home Loan Product Appendix

All products outlined in this TMD are subject to credit eligibility criteria. For a full list of products, service, features and rates available visit <https://www.sccu.com.au/personal/loans/home-loans/>

Basic Home Loan (Owner Occupied)

This product is designed for people who are seeking finance for residential property who intend on living in the property, where they value a discounted variable rate over additional features such as offset account.

This product is suitable for	This product is not suitable for
<ul style="list-style-type: none"> ✓ Those seeking Principal and Interest (P&I) repayments. ✓ Home buyer seeking a finance greater than \$250K for a residential property. ✓ Borrower looking for a discounted variable rate over features such as loan flexibility or an offset account. ✓ Those whose main source of income is not derived from property investing. ✓ Borrower looking for loan with no monthly or annual fees. ✓ Those looking for a construction loan to build a residential owner occupied property. 	<ul style="list-style-type: none"> ✗ Those seeking Interest Only repayments. Those seeking finance for less than \$250K. ✗ Borrower wanting a fixed rate. ✗ Those seeking finance for investment purposes. ✗ Borrowers who require an offset account. ✗ Those seeking finance for business purposes.

Standard Home Loan (Owner Occupied)

This product is designed for people who are seeking finance for residential property who intend on living in the property

This product is suitable for	This product is not suitable for
<ul style="list-style-type: none"> ✓ Those seeking Principal and Interest (P&I) repayments. ✓ Borrower seeking home loan between \$10K and up to \$250K. ✓ Those seeking finance with Fixed or Variable interest rate options ✓ Those looking for a home loan with an offset account and redraw facility. ✓ Those looking to refinance existing mortgage. ✓ Those looking for a construction loan to build a residential owner occupied property. 	<ul style="list-style-type: none"> ✗ Those seeking finance with Interest Only repayments. ✗ Those seeking finance over \$250K. ✗ Those seeking finance for investment purposes. ✗ Those seeking finance for business purposes.



Premium Home Loan (Owner Occupied)

This product is designed for people who are seeking finance for residential property who intend on living in the property.

This product is suitable for	This product is not suitable for
<ul style="list-style-type: none"> ✓ Those seeking a Principal and Interest (P&I) repayments. ✓ Home owner seeking a loan greater than \$250K . ✓ Those seeking finance with Fixed or Variable interest rate options ✓ Those looking for a home loan with an offset account and redraw facility. ✓ Those looking to refinance existing mortgage. ✓ Those looking for a construction loan to build a residential owner occupied property. 	<ul style="list-style-type: none"> ✗ Those seeking finance with Interest Only repayments. ✗ Those seeking finance less than \$250K. ✗ Those seeking finance for investment purposes. ✗ Those seeking finance for business purposes.

Bridging Loan (Owner Occupied)

This product is has been designed for people who are requiring finance to buy a new home whilst in the process of selling their existing property.

This product is suitable for	This product is not suitable for
<ul style="list-style-type: none"> ✓ Those seeking an Interest Only (IO) Variable rate. ✓ Homeowner who requires finance to buy a new home while they sell their existing home. 	<ul style="list-style-type: none"> ✗ Someone who does not require funds from the sale of their existing home to purchase a second home. ✗ Those seeking a fixed rate. ✗ Those seeking finance for investment purposes.