

# RAMS Target Market Determination (TMD).



This TMD is issued by Westpac Banking Corporation ABN 33 007 457 141 as credit provider for loans originated by RAMS Financial Group Pty Limited ABN 30 105 207 538

**Product:** This TMD applies to:

- RAMS Essential Home Loan
- RAMS Fixed Rate Classic Home Loan

**Effective date:** 5 October 2021

## Target market class of consumers

### Product description and key attributes

These products are basic home loans that have been designed for consumers who are looking for a basic home or investment loan (when compared to home loan products with more features), which is not tied to any package or bundle, for the purchase or construction of a residential property, to use the equity in their property for other non-residential personal purposes or to refinance an existing loan.

The key product attributes (including the key eligibility requirements) to acquire these products:

#### Attributes

- Available for owner occupied or investment purposes.
- Progressive drawdown feature allows consumers to finance a new build or major renovation and only pay interest on the amount drawn.
- Choice of rate types available to suit the consumer's needs:
  - Variable rate
    - A variable rate that moves both up and down.
    - No monthly account keeping fees or fees for redraw.
    - Flexibility of unlimited additional payments and access to surplus funds via redraw.
    - Flexibility to switch from variable to fixed rate or from variable to part variable/part fixed rate.
    - Loans can be increased/topped up or switched to other home loan product types without break costs as a consumer's needs change throughout the life of the loan (subject to approval).
  - Fixed rate
    - Provides rate and repayment stability and ease of budgeting for the fixed rate period.
    - Fixed Rate periods of 1, 2, 3, 4, 5 or 10 years (NB: the 10 year fixed rate period is not available for owner occupiers repaying Interest Only).
    - Monthly service fee.
    - Additional repayments allowed, up to a maximum of \$30,000 during the fixed rate period before break costs may apply.
    - Redraw available, up to a maximum of \$30,000 during the fixed rate period.
    - Fixed Rate Lock-In may be available.
    - At the expiry of the fixed rate period, or if the fixed rate period is broken early (at which point break costs may apply), the loan will automatically revert to a variable rate Essential Home Loan.
- Choice of repayment types available to suit the consumer's needs:
  - Principal and Interest (P&I)
  - Interest Only\*
  - Interest Only\* in Advance – to allow investment consumers who have a need to pay 12 months interest in advance for cash flow or tax purposes. This feature is not available for owner occupied loans and must be selected at origination.

\*Note: Interest Only repayments revert to P&I repayments after the initial Interest Only period. The P&I repayments for a loan that reverts from Interest Only will be set so as to repay the loan balance over the remaining term and will be higher than if P&I repayments were made from the start of the loan (that is, over the full term of the loan).
- Fees and charges apply to selected features and transactions.

### Eligibility

A Consumer must be:

- aged 18 and over;
- an individual or company or trust with an incorporated or individual trustee(s);
- an Australian permanent resident, temporary resident (some visa holders considered, subject to conditions); and
- the application needs to meet credit criteria, including that the loan is to be secured by Australian residential property.

### Class of consumers

These products are designed for a class of consumers whose likely needs, objectives and financial situation (as set out below) are aligned with the product and the product's key attributes.

### Needs, objectives and financial situation

These products are designed for consumers who:

- want a basic home or investment loan (when compared to home loan products with more features), not tied to package discounts, with no annual maintenance fees,
- may want a choice of rate type (variable or fixed) throughout the life of the loan,
- are looking:
  - for finance to buy, build or renovate a residential property to live in or for investment purposes, or
  - to refinance a home or investment loan from another lender secured by residential property, or
  - for variable rate bridging finance, or
  - to use the equity in the security property for other non-residential purposes, and/or
- may need access to loan increase/top up, switching to other home loan product types or switching from variable to fixed rate or from variable to part variable/part fixed rate as a consumer's needs change throughout the life of the loan (subject to approval).

These products are not designed for consumers who:

- need a loan for predominantly business purposes,
- are seeking a package and/or offset facility.

Consumers will have acceptable income and expenses to pass the bank's serviceability requirements to qualify for the loan amount requested.

### Alignment to target market

These products are likely to be consistent with the likely objectives, financial situation and needs of the class of consumers in the target market. This is based on an assessment of the key terms, features and attributes of the products and a determination that these are consistent with the identified class of consumers.

## Distribution conditions and restrictions

### Distribution channels

These products are designed to be sold via the following means:

- RAMS Home Loan Centres.
- Variations to existing home loans may be performed by Unisys Mortgage Processing under a service provider agreement with Westpac.
- Licensed referrers – if they engage in retail product distribution conduct prior to referring the consumer to a RAMS Home Loan Centre.

### Distribution conditions and restrictions

These products should only be distributed under the following circumstances:

- If a consumer meets the eligibility criteria for these products;
- If the distributor is accredited to sell these products.

### Appropriateness of distribution conditions and restrictions

We have assessed that the distribution conditions and restrictions will make it likely that consumers who acquire the products are in the target market. We consider that the distribution conditions and restrictions are appropriate and will direct distribution towards the class of consumer for whom the products have been designed.

#### TMD reviews

We will review this TMD in accordance with the below:

<b>Initial review</b>	Within 1 year(s) of the effective date.
<b>Periodic reviews</b>	At least every 3 year(s) from the last review.
<b>Review triggers</b>	<p>The review triggers (which reasonably suggest the TMD is no longer appropriate) that may result in an earlier review of the TMD include material changes to the design or distribution of the products including related documentation, material changes in law or taxation policy that may affect the operation of the products, and:</p> <ul style="list-style-type: none"> <li>• Significant changes in metrics. These include: <ul style="list-style-type: none"> <li>- Complaints,</li> <li>- Account activity and balance levels,</li> <li>- Switching and closed account volumes;</li> </ul> </li> <li>• Distribution conditions found to be inadequate;</li> <li>• Occurrence of a significant dealing.</li> </ul>

#### Distribution information

We will collect the following information from our distributors directly or indirectly in relation to this TMD.

<b>Complaints</b>	Distributors will report all complaints in relation to the product(s) covered by this TMD on a daily basis at a minimum, and for all other complaints about distribution of the product including conduct complaints, unless otherwise previously reported, on a quarterly calendar [ending in March, June, September, and December] basis. This will include written details of the complaints.
<b>Significant dealings</b>	Distributors will report if they become aware of a significant dealing in relation to this TMD that is inconsistent with the TMD within 10 business days.