

Target Market Determination

Version 2 dated August 2025

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* and associated Regulations. TMDs are designed to assist issuers to ensure that 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.

The 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	Well Nigh Freedom Professional Pack Home Loan – Full Doc
Reference documents	General Home Loan Terms and Conditions and Credit Guide
Issuer	Well Nigh Capital Funding No. 1 Pty Ltd ABN 17 603 911 995
Date of TMD	18 August 2025
Target Market	<p>Description of target market</p> <p>The features of this product have been assessed as meeting the <i>likely objectives, financial situation and needs</i> of consumers who:</p> <ul style="list-style-type: none"> • meet the eligibility criteria; • individual borrower (as single or joint borrowers); • meet the occupation & employment criteria below: <ul style="list-style-type: none"> ○ Selected Professionals: <ul style="list-style-type: none"> ▪ Finance manager ▪ Judge ▪ Doctor ▪ Surgeon ▪ Dentist ▪ Lawyer ▪ Barrister ▪ Accountant ▪ Software Developer ▪ Software Architect ▪ Business Analyst ▪ IT Project Manager ○ Other Professionals or Essential Workers: <ul style="list-style-type: none"> ▪ University Educated Professionals and hold an Australian or Overseas University degree in the following industries: <ul style="list-style-type: none"> • Medical and Allied Health • Legal Professionals • Accounting and Audit • Engineering and Technology ▪ Essential workers include:

- Nurses
- Paramedics
- Police Officers
- Fire Fighters
- Teachers
- require a loan to purchase, construct or refinance an owner occupied or investment residential property with low deposit;
- require the ability to borrow up to 95% of the value of the property for **Selected Professionals**, or up to 90% for **Other Professionals or Essential Workers**, without paying Lender's Mortgage Insurance;
- require the flexibility of a variable interest rate;
- require the ability to make unlimited extra repayments and access redraw;
- may want access to other optional features and benefits (such as linked offset account); and
- Require principal and interest repayments.

Whilst variable interest rates may fluctuate, the product meets the likely objectives, financial situation and needs of consumers in the target market because it allows them to make additional repayments and/or deposit funds into an offset account to reduce interest payable whilst retaining the ability to draw on those funds when required.

Owner Occupied Residential Property

This product allows consumers to finance the purchase or refinance of an owner occupied residential property with the ability to select principal and interest repayments in order to reduce the overall debt and build equity.

Investment Residential Property

This product allows consumers to finance the purchase or refinance of an investment residential property with the ability to select principal and interest repayments in order to reduce the overall debt and build equity.

Description of product, including key attributes

- Variable interest rate.
- Offset account is available.
- Redraw is available.
- Minimum loan amount \$150,000.
- Maximum loan amount \$2,000,000 (subject to postcode policy).
- Maximum loan term 30 years.
- Maximum Loan to Valuation Ratio (LVR): 95% (subject to the security property use).
- Repayment options:
 - Principal and interest only.
- Repayment frequency – weekly, fortnightly or monthly.
- Application fee is payable.
- Settlement fee is payable.
- Annual Facility fee is payable where a 100% offset account is linked.
- Nil redraw fee for redraw conducted via internet banking (a fee applies for staff assisted redraw).

	<p>Classes of consumers for who the product may not be suitable</p> <p>This product may not be suitable for consumers who:</p> <ul style="list-style-type: none"> do not meet the eligibility requirements; are seeking the certainty of fixed repayments over the term of the loan; are seeking repayments on an interest only basis; are self-employed and have limited levels of information in relation to employment and income and are therefore unable to provide the financial information necessary to access a lower interest rate; are not Professional or Essential workers as outlined above; <p>do not wish to borrow more than 80% of the value of the property.</p>				
<p>Distribution Conditions</p>	<p>Distribution conditions</p> <p>The following distribution channels and conditions have been assessed as being appropriate to direct the distribution of the product to the target market:</p> <table border="1" data-bbox="432 846 1388 1055"> <thead> <tr> <th data-bbox="432 846 767 904">Channel</th> <th data-bbox="767 846 1388 904">Conditions</th> </tr> </thead> <tbody> <tr> <td data-bbox="432 904 767 1055">Mortgage Management / White Label</td> <td data-bbox="767 904 1388 1055">All applications submitted by accredited mortgage managers must comply with our policies and procedures issued to accredited mortgage managers from time to time.</td> </tr> </tbody> </table> <p>The distribution channels and conditions are appropriate because:</p> <ul style="list-style-type: none"> the product has a wide target market; our distributors have been adequately trained to understand their DDO obligations; we rely on existing distributors, methods, controls and supervision already in place; our approval system has controls in place to flag applicants who may be outside the target market; 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; 	Channel	Conditions	Mortgage Management / White Label	All applications submitted by accredited mortgage managers must comply with our policies and procedures issued to accredited mortgage managers from time to time.
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<p>Review Triggers</p>	<p>The following review triggers would reasonably suggest that the TMD may no longer be appropriate:</p> <ul style="list-style-type: none"> A significant dealing of the product to consumers outside the target market occurs; A significant number of complaints are received from customers in relation to the product; A significant number of defaults occur; There is a material change to the product or the terms and conditions of the product. 				
<p>Review Periods</p>	<p>First review date: 18 August 2026</p> <p>Periodic reviews: at least every 12 months from the initial review and each subsequent review.</p>				

Distribution Information Reporting Requirements	The following information must be provided to the Issuer by distributors who engage in retail product distribution conduct in relation to this product:		
	Type of information	Description	Reporting period
	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.
	General Complaints Information	Number of complaints and general feedback relating to the product and its performance	Every 1 month
Significant dealing(s)	Date or date range of the significant dealing(s) and description of the significant dealing (eg, why it is not consistent with the TMD)	As soon as practicable, and in any case within 10 business days after becoming aware	