# Target Market Determination – Business Renovation Loan

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| **Product** | Business Renovation Loan |
| **Issuer / Distributor** | Prime Capital Mortgages Pty Ltd ACN 687 580 249<br>Prime Capital Securities Pty Ltd ACN 623 195 871<br>Capital Securities Mortgages Pty Ltd ACN 651 179 298 |
| **Effective date** | 1 October 2026 |
| **Review period** | At least annually from the effective date of this TMD to ensure they are accurate. |

## TARGET MARKET CLASS OF CUSTOMERS

### Product description and key attributes

This product is for customers requiring a short-term commercial loan to fund the purchase and renovation of an acceptable residential property.

The key product attributes are:

- variable interest rate;
- loan amounts from $500,000 to $5,000,000;
- facility terms from six (6) months to three (3) years;
- progressive drawdowns for approved renovation work;
- interest and fees may be capitalised within the facility; and
- fees apply.

The key eligibility requirements are that the customer:

- is an eligible Australian registered company;
- requires funding for the purchase and renovation of an acceptable residential property for a business or investment purpose; and
- meets the applicable credit assessment, project assessment and legal requirements.

### Class of customers

This product is designed for a class of customers whose likely needs, objectives, and financial situation align with the product and its key attributes.

This product is designed for customers seeking finance to purchase and renovate an acceptable residential property, where the renovation component is less than 50% of the completed value of the property.

**Needs, objectives and financial situation**

This product is designed for customers who want:

- a variable interest rate;
- finance for the purchase and renovation of an acceptable residential property;
- progressive drawdowns for approved renovation work;
- the option to capitalise interest and fees within the facility;
- the ability to make additional repayments, where permitted; and
- the ability to repay the facility before maturity, subject to the applicable loan terms.

This product is not designed for customers who:

- are seeking fixed interest rates;
- are seeking a loan term of less than six (6) months or more than three (3) years;
- are seeking an offset account;
- are seeking finance without a renovation component;
- are seeking finance where the renovation component is 50% or more of the completed value of the property;
- do not wish to obtain independent legal advice;
- are seeking credit regulated under the National Consumer Credit Protection Act 2009; or
- do not meet the applicable credit assessment, project assessment and eligibility requirements.

**Alignment to target market**

This product is likely to be consistent with the likely objectives, financial situation and needs of the class of customers in the target market. This is based on an assessment of the product's key terms, features, and attributes, and a determination that they align with the identified customer class.

## DISTRIBUTION CONDITIONS AND RESTRICTIONS

**Distribution channels**

This product is designed to be distributed through:

- accredited brokers or referrers who refer customers to us; and
- direct contact from customers.

**Distribution conditions and restrictions**

This product should only be distributed where:

- the customer meets the eligibility requirements for the product; and
- reasonable steps are taken to ensure distribution is consistent with this TMD.

Where the product is distributed through a broker or referrer, the distributor must:

- be accredited directly with us or through an aggregator acceptable to us;
- maintain their accreditation; and
- have access to current product information.

Where the product is distributed directly, the customer must meet the eligibility requirements and have access to appropriate product information.

All distribution channels are subject to appropriate controls and monitoring.

**Appropriateness of distribution conditions and restrictions**

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

## TMD REVIEWS

We will review this TMD in accordance with the below:

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| **Periodic Review** | At least every 12 months from the last review. |
| **Review Triggers** | 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 product including related documentation, material changes in law or taxation policy that may affect the operation of the product, or:<br>• Significant changes in metrics. These include complaints and early cancellation volumes;<br>• Any direction from ASIC which requires us to cease distribution of the product;<br>• Distribution conditions found to be inadequate;<br>• Occurrence of a significant dealing. |

## DISTRIBUTION INFORMATION

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

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| **Complaints** | Distributors must report all complaints relating to the product quarterly, for the quarters ending in March, June, September and December.<br>Reports must include written details of the complaints. |
| **Significant dealings** | A distributor that becomes aware of a significant dealing inconsistent with this TMD must report the dealing to us as soon as practicable and within 10 business days after becoming aware of it. |