# Target Market Determination (TMD)

# SMSF Home Loan

Issued by Firstmac Limited ("Firstmac")
ABN 59 094 145 963 and Australian Financial Services and Australian Credit Licence 290600

**Effective Date:** 21 September 2026

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.

## 1. Product

Self-Managed Super Fund loan – A loan for customers who are a Self-Managed Super Fund (SMSF) looking to purchase or refinance a property in the super fund, where the transaction is permitted under the *Superannuation Industry (Supervision) Act 1993 (Cth)* ("SIS Act") or any other applicable SMSF borrowing and property acquisition laws and regulations.

## 2. Target Market

This product (including its key attributes set out below) is likely to be consistent with the needs, objectives and financial situation of customers in the target market who want to borrow money to:

- Purchase or refinance a residential investment property or commercial property in their self-managed super fund, where the transaction is permitted under the SIS Act or any other applicable SMSF borrowing and property acquisition laws and regulations.

### Key Product Attributes

The following are the key attributes of this Product:

- Maximum loan amount of A$2,000,000[1] and minimum loan amount of A$50,000.
- Maximum Loan to Value Ratio (LVR) of 80%[1].
- Minimum loan term of 15 years and maximum loan term of 30 years.
- Available for self-managed super funds with a corporate trustee.
- The option of either a variable or fixed interest rate.
- Principal and interest repayments only.
- Weekly, fortnightly or monthly principal and interest repayment options.
- Fees and charges include:
  - Settlement Fee
  - Government Fees and Charges

1. Loan amount and LVR sub-limits may apply based on security location, security type and/or repayment type.

- Discharge Fees
- Other fees and charges may apply, as set out in the loan contract.

## Additional Product Attributes – Variable Interest Rate Option

This interest rate option is likely to be appropriate for consumers within the target market who:

- Want a loan where the interest rate and associated repayment amount can change at any time during the loan term.
- Want flexibility to make unlimited additional payments.
- The ability to redraw extra payments made over the minimum amount is not available for loans to self-managed super funds.

## Additional Product Attributes – Fixed Interest Rate Option

This interest rate option is likely to be appropriate for consumers within the target market who:

- Want a loan where the interest rate and associated repayment is fixed and does not change for a selected period of 1 – 5 years.
- Make additional repayments limited to $10,000 per calendar year (the ability to redraw extra payments made over the minimum amount is not available on fixed rate loans or loans to self-managed super funds).
- Understand that a Break Fee may apply if all or part of the loan is converted to a variable interest rate, or if all or part of the loan (more than $10,000 per calendar year) is repaid during the fixed rate period.
- The ability to redraw extra payments made over the minimum amount is not available for loans to self-managed super funds.

## Key Eligibility

The key eligibility criteria of this Product are:

- Consumers with a Self-Managed Super Fund (SMSF) where the trustee of the super fund is a corporate entity.
- 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 and have permanent residency status.
- Have an acceptable credit rating, ongoing and stable employment and meet our credit and eligibility criteria including the ability to demonstrate their capacity to repay the loan over a period of time.

## Consumers for whom this product may not be appropriate

This product is unlikely to meet the needs, objectives and financial situation of consumers who:

- Do not have a self-managed super fund.
- Buy or refinance a residential investment property or commercial property in their self-managed super fund, where the transaction is not permitted under applicable SMSF borrowing and property acquisition laws and regulations.
- Do not hold an active Australian Business Number (ABN).
- Require a loan for construction purposes.
- Require a loan with the option of interest only repayments.
- Require an offset sub-account.
- Require the ability to redraw extra payments made over the minimum amount.

- Require a loan to access equity.
- Are 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, or receive the majority of their income from government support or child maintenance payments.
- Require a loan greater than $2,000,000, a loan term greater than 30 years, and/or require a loan with Loan to Value Ratio (LVR) greater than 80%.

# 3. Distribution Conditions

This product is designed to be distributed to consumers through the following channels:

- Firstmac accredited and licensed mortgage brokers (Direct Brokers),
- Accredited and licensed brokers through Firstmac accredited Aggregators (Broker Channel); and
- Firstmac internal sales staff (Direct Retail Channel).

The distribution channels and conditions are appropriate because:

- Internal sales staff are appropriately trained and have the necessary skills and knowledge to distribute the Product in accordance with this TMD and appropriate monitoring programs are in place, such as call sampling and quality assurance reviews;
- Accredited brokers undertake appropriate training as part of the accreditation and onboarding process prior to being authorised to distribute this product;
- Accredited brokers must demonstrate adequate skills and knowledge to distribute the product in order to meet our accreditation requirements; and
- Accredited brokers are appropriately licenced and are subject to a professional duty to ensure that the Product meets the requirements and objectives of the particular consumer.

Prior to application, the distributor must confirm that the consumer:

- Meets the key eligibility listed above,
- Is seeking a loan to buy or refinance a property in their self-managed super fund (not an owner occupier or construction loan), and has requested a loan size, LVR, term, interest rate type and repayment option that are within the specified product attributes.

# 4. Review of the Target Market Determination

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| **Initial Review** | 12 months from the Effective Date detailed above |
| **Periodic Reviews** | Every 12 months from the Initial Review date. |
| **Review Triggers** | Events that may suggest that the TMD is no longer appropriate, that may result in an earlier review of the TMD include:<br>• Significant changes in metrics that are significantly inconsistent with the intended product performance including:<br>- Material number of requests post settlement for loan features that are not available under this product;<br>- Significant increase in complaints;<br>- Significant or unexpected declined applications or customers in default or hardship when measured against internal metrics.<br>• Material changes to the product such as changes to:<br>- Key attributes or features;<br>- The terms and conditions;<br>- Credit criteria;<br>- Changes to the fees.<br>• Material changes from regulatory requirements;<br>• External events such as media coverage or regulatory feedback that suggest that the target market for the product might not be appropriate;<br>• Significant dealing of the product to consumers outside the target market occurs;<br>• A change in distribution channels or distribution conditions.<br>• 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.

# 5. Reporting

## Distribution Information Reporting Requirements

Distributors must provide Firstmac with the following information:

- The details of any complaint received, as well as the number of complaints received in each quarter ending March, June, September and December.
- The details of any breach or incident relating to these distribution conditions received in each quarter ending March, June, September and December.
- Any dealing 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 of the dealing.

Reporting should be directed to customercare@firstmac.com.au