



Target Market Determination

Smart Home Loan Variable

Effective Date: 30 March 2026

Purpose of this document

Northern Inland Credit Union (NICU) is legally required to prepare this Target Market Determination (TMD). The TMD describes the class of customers the products have been designed for, the conditions under which the products must be distributed, and how NICU will review this document to ensure it remains appropriate. The TMD is not a substitute for the product’s terms and conditions or other disclosure documents.

Go to <https://www.nicu.com.au/disclosures> for more information about each of the savings account products.

Category	Description	
Product	This TMD applies to the Smart Home Loan Variable	
Issuer	Northern Inland Credit Union Limited ACN 36 087 422 AFSL/Australian Credit Licence Number 235022	
Target Market	Objectives and needs Requires a home loan for any of the following purposes: <ul style="list-style-type: none"> • purchasing, constructing, or renovating a residential owner occupied or investment property; • refinancing an existing home loan; • off the plan purchase; • purchasing land; • consolidation of debts; and/or • access equity for personal needs or investments. 	Product attributes This home loan provides the ability to use credit for any one or more of the listed objectives or needs.
	Requires a home loan with a variable interest rate.	The home loan product has a variable interest rate meaning that repayments will vary based on changes to the interest rate.

	Requires the ability to make extra repayments in excess of the required repayment amount.	Unlimited additional payments can be made without charge.
	Requires flexible repayment options.	Repayment types can be set up as weekly, fortnightly or monthly instalments.
	Requires access to a redraw facility.	The home loan has a redraw facility which enables customers to access additional repayments made over and above the minimum required repayments.
	Needs to make regular repayments of principal and interest over the term of the loan	The home loan product has a principal and interest repayment method.
	Needs the option of having an offset account	Will benefit from a 100% offset account

Financial situation

The Financial Situation of the Target Market are customers that:

- meet NICU's credit assessment criteria which includes demonstrating the capacity to make the required repayments without substantial hardship;
- can provide an acceptable residential mortgage to secure the home loan;
- where determined by NICU to be required, will pay Lenders Mortgages Insurance or have an acceptable guarantor

Eligibility criteria

This product may only be distributed to a customer who meet the following eligibility criteria:

- be an individual at least 18 years of age; and
- be an Australian citizen or permanent resident of Australia.

Eligible customers must also meet NICU's credit eligibility and assessment criteria including:

- ability to provide sufficient security in accordance with NICU's credit criteria;
- ability to provide sufficient income to service the minimum loan repayment requirements;
- able to demonstrate substantial benefit in a joint application scenario; and
- are taking on a borrowing between \$20,000 and \$2,000,000.

Distribution Conditions

This product is distributed by the issuer through the following channels:

- Branches
- Contact centre
- Online
- Off-site
- Brokers

NICU applies the following conditions and restrictions to the distribution of these products so that the it is likely to be provided to members in the target market:

- Ensuring that retail clients meet the eligibility requirements for the product
- Ensuring that distribution through branches, call centres, off-site and NICU website applications, is by appropriately trained staff
- Ensuring brokers only refer applicants who meet the eligibility requirements for the product

Review of the TMD

NICU will review the TMD periodically to ensure it remains appropriate.

Periodic Reviews of the TMD	Timing
Initial review	Six months after the effective date of the TMD first being issued
Subsequent ongoing review	No later than 2 years from the date of the previous review

In addition, NICU will review this document earlier if one or more of the following occurs, or where we reasonably suggest that the TMD is no longer appropriate:

- a material change to the product or the terms and conditions of the product which would cause the TMD to no longer be appropriate
- a significant increase in the levels of complaints or disputes from members in relation to their purchase or use of the product
- a change in law or its application, a change in relevant industry code, an AFCA determination, a court decision, or ASIC or other regulatory guidance or action that materially affect the product
- Any other event occurs or information is received that reasonably suggests the TMD is no longer appropriate

Distribution Reporting Requirements

The following information must be provided to NICU by third party distributors who engage in retail product distribution conduct in relation to this product within the required timeframes:

Type of information	Description	Reporting period
Significant dealing(s)	Date range of the significant dealing(s) and description (eg. why it is not consistent with the TMD).	As soon as practicable, and in any case within 10 business days after becoming aware.
Complaints	Number of complaints and the substance of those complaints	As they occur.