



# TARGET MARKET DETERMINATION

## TEAM MEMBER HOME LOANS

### About this document

A Target Market Determination (TMD) is a document which describes who a product is intended to be appropriate for based on a class of consumer's needs, financial situation and objectives (target market). A TMD is not a product disclosure statement and is not a full summary of the product features or the terms of the product. A TMD should not be used as a substitute for financial advice.

It helps us make sure we're keeping customers at the centre of our approach to the design and distribution of our financial products. The design and distribution obligations are intended to help consumers obtain appropriate financial products by requiring issuers and distributors to have a consumer-centric approach to the design and distribution of products. A TMD describes conditions around how the product can be distributed to customers. It also describes the trigger events or circumstances where we may need to review the TMD.

<b>Products</b>	Team Member Home Loan
<b>Issuer</b>	Woolworths Team Bank Limited (ABN 67 087 651 803) (AFSL/Australian Credit Licence 240720)
<b>Effective date</b>	1 April 2026.
<b>Target market</b>	<p>The product has been designed for retail consumers who:</p> <ul style="list-style-type: none"><li>• Are employees of Woolworths Group or Endeavour Group.</li><li>• Are seeking a loan as either owner occupiers or investors to:<ul style="list-style-type: none"><li>○ Build, purchase or renovate a home;</li><li>○ Refinance an existing home loan;</li><li>○ Top up an existing loan for any worthwhile purpose.</li></ul></li><li>• Are aged 18 years or more and meet the credit assessment criteria for the product and has access to sufficient income to meet the following repayments:<ul style="list-style-type: none"><li>○ Principal amounts due,</li><li>○ Interest amounts due,</li><li>○ Loan set ups costs.</li></ul></li><li>• Must offer a first registered mortgage over real property (or other acceptable security) as security for the loan.</li><li>• Need the flexibility of a variable rate or the certainty of a fixed interest rate and fixed repayments.</li><li>• Need the flexibility to make additional repayments (up to \$10,000 per year on variable home loans).</li><li>• Need the flexibility to redraw advance repayments.</li><li>• Need to make regular repayments of interest and principal over the term of the loan and may also need the option to make interest only repayments for a period of the loan term.</li></ul>

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### TEAM MEMBER HOME LOANS

<p><b>Product description including key attributes</b></p>	<p>This is a <b>Team Member Home Loan</b> secured over real property. The key attributes are:</p> <ul style="list-style-type: none"> <li>• Minimum loan amount of \$50,000 and maximum loan amount of \$2,000,000.</li> <li>• Loan term of up to 30 years.</li> <li>• Interest only for investment loans up to 5 years.</li> <li>• Interest rate can be fixed for nominated term of 1, 2 or 3 years.</li> <li>• Repayment frequency can be monthly, fortnightly, weekly on a principal and interest basis.</li> <li>• Interest only facilities are available during the construction phase of a home, reverting to principal and interest on completion. For residential investment home loans, interest only facilities can be ongoing.</li> <li>• Interest is calculated daily and charged monthly.</li> <li>• Loan set up costs may apply.</li> <li>• No annual fee.</li> <li>• Lump sum repayments are allowed, along with a free redraw facility (online).</li> <li>• 100% offset account available on variable home loans.</li> <li>• Early repayment without penalty allowed.</li> <li>• No penalty for early termination.</li> <li>• Discharge fee applies upon payout of loan.</li> <li>• Auto repayments available.</li> <li>• Statements issued 30 June and 31 December.</li> </ul>
<p><b>Distribution conditions</b></p>	<p><b>Distribution channels</b> The product is designed to be distributed through the following channels:</p> <ul style="list-style-type: none"> <li>• In branch</li> <li>• By telephone</li> <li>• Website</li> </ul> <p><b>Distribution conditions and restrictions</b> Ensuring that branch and telephone distribution is done by appropriate authorised staff who ensure that customers meet the eligibility requirements for the loan. All online, website and targeted advertising will clearly note loan eligibility requirements.</p> <p><b>There are no other distributors for this product.</b></p>
<p><b>Review triggers</b></p>	<p>The review triggers that would reasonably suggest that this TMD is no longer appropriate and therefore is subject to review are:</p> <ul style="list-style-type: none"> <li>• A significant dealing of the product to consumers outside the target market occurs and/or is no longer consistent with the likely objectives, financial situation and needs of consumers.</li> <li>• A significant number of complaints or negative feedback is received from customers in relation to their purchase or use of the product that reasonably suggests that this TMD is no longer appropriate.</li> <li>• A material change to the product or the terms and conditions of the product occurs which would suggest this TMD is no longer appropriate.</li> </ul>

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	<p>The Product Governance Framework of Woolworths Team Bank includes regular consideration of whether there has been a review trigger following each distribution information report.</p> <p>Where a review trigger or event occurs, Woolworths Team Bank will review this TMD within 10 business days after becoming aware of a trigger event.</p>																					
<p><b>Review periods</b></p>	<p><b>Initial review (first review date)</b> Woolworths Team Bank will undertake an initial review of this TMD within 1 year of the effective date.</p> <p><b>Periodic reviews</b> Woolworths Team Bank will undertake periodic reviews of this TMD at least every 2 years from the initial review and each subsequent review.</p> <p><b>Next review date:</b> 31 March 2028.</p>																					
<p><b>Distribution information reporting requirements</b></p>	<p>The following information must be provided to/by Woolworths Team Bank who engages in retail product distribution conduct in relation to this product:</p> <table border="1" data-bbox="541 1010 1399 1662"> <thead> <tr> <th>Type of information</th> <th>Description</th> <th>Reporting period</th> </tr> </thead> <tbody> <tr> <td>Significant dealing(s)</td> <td>Date or date range of the significant dealing(s) and description of the significant dealing (e.g. why it is not consistent with the TMD)</td> <td>As soon as practicable, and in any case within 10 business days after becoming aware.</td> </tr> <tr> <td>Complaints</td> <td>Number and substance of complaints, including nil complaints</td> <td>Every quarter</td> </tr> <tr> <td>Review triggers</td> <td>Date when review triggers occurred other than complaints and significant dealings</td> <td>As soon as practicable, and in any case within 10 business days after becoming aware</td> </tr> <tr> <td>Sales outside the target market</td> <td> <ul style="list-style-type: none"> <li>• Number of sales</li> <li>• \$ value of sales</li> </ul> </td> <td>Every quarter</td> </tr> <tr> <td>Sales inside the target market</td> <td> <ul style="list-style-type: none"> <li>• Number of sales</li> <li>• \$ value of sales</li> </ul> </td> <td>Every quarter</td> </tr> <tr> <td>Product performance and general feedback relating to the product</td> <td>Description of positive and negative feedback</td> <td>Half yearly</td> </tr> </tbody> </table> <p><b>Note:</b> Woolworths Team Bank is both the issuer and the distributor of this product.</p>	Type of information	Description	Reporting period	Significant dealing(s)	Date or date range of the significant dealing(s) and description of the significant dealing (e.g. 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 and substance of complaints, including nil complaints	Every quarter	Review triggers	Date when review triggers occurred other than complaints and significant dealings	As soon as practicable, and in any case within 10 business days after becoming aware	Sales outside the target market	<ul style="list-style-type: none"> <li>• Number of sales</li> <li>• \$ value of sales</li> </ul>	Every quarter	Sales inside the target market	<ul style="list-style-type: none"> <li>• Number of sales</li> <li>• \$ value of sales</li> </ul>	Every quarter	Product performance and general feedback relating to the product	Description of positive and negative feedback	Half yearly
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