



Target Market Determination - First Business 3 Loan

This Target Market Determination (TMD) has been created for First Federal and is not intended to provide financial advice. Please refer to our Terms and Conditions and Credit Guide (available on request) before deciding if this product is right for you.

Product	First Business 3 Loan – a commercial loan for residential or commercial securities
Issuer	First Federal Pty Ltd ACN: 136 380 526 Capital Securities Mortgages Pty Ltd ACN: 651 179 298
Distributor	First Federal Home Loans Pty Ltd ACN: 160 925 146 ACL: 504317
Date Effective	1 July 2024
Objectives, financial situation and needs of the Target Market (Class of consumer)	This product is targeted at the class of consumer with the likely objectives of wanting a commercial loan, with: • A company borrower • Shorter loan term (max 3 years) • Interest only repayments for the full loan term • A variable interest rate Customers will likely need this product for: • Seeking working capital for business growth • Accessing equity for: • Business expansion • Vehicle or equipment purchase • Renovations to premises • Investment purposes • Purchasing a property • Refinance a property or existing debt (including ATO debts) The financial situation of the Target Market for this product are those that meet First Federal's credit assessment criteria, including demonstrating the capacity to make the required repayments.

Credit assessment Consumers in the Target market must: criteria for Target Be: Market o at least 18 years old o company borrowers (with current active company and ACN) and o Australian citizens, permanent Australian residents or temporary residents • Can have credit impairment and a history of bankruptcy Have an LVR of 75% or below Be able to demonstrate they can afford to repay the proposed loan Have an acceptable residential or commercial property to secure the loan (1st registered mortgage) **Key Features of the** Loan amounts from \$250,000 - \$5,000,000 product Maximum LVR 75% Loan term of up to 3 years Competitive variable interest rate Interest only repayments for the life of the loan Ability to make additional repayments without penalty Ability to apply despite credit impairment and a history of bankruptcy No doc assessment (for self-employed applicants) Borrowing capacity is based on affordability and their individual circumstances Establishment fee, application fee, risk fee, valuation fee, legal fees and on-going fees may apply Why this product is The variable interest rate will fluctuate with the market likely to match the Customers can make additional repayments objectives, financial • Customers can only obtain the product if they meet credit assessment situation and needs of criteria the Target Market • Residential and commercial property accepted **Classes of Consumer** This product may not be suitable for consumers who: this product may not be • Are seeking fixed interest rates suitable for • Are seeking a 30-year loan • Are seeking principal and interest repayments Are seeking an offset account or redraw Are looking to construct a property Do not meet the credit assessment criteria Distribution The following distribution channels and conditions have been assessed as being **Conditions/Restrictions** appropriate to direct the distribution of the product to the target market: for the product Existing Prime Capital customers (sister company) Loans introduced by our Aggregator partners • Loans introduced by our existing and future Broker network

	Direct:		
	o Online		
	By phone		
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	These distribution channels and	d conditions are appropriate because:	
	The product has a wide	target market	
	 Our staff have the necest consumer is within the t 	ssary training and knowledge to asses arget market	s if the
	We rely on existing distri in place	butors, methods, controls and supervi	sion already
	Our credit assessment p outside the TMD	process has checks and controls to flag	g applicants
	Accredited Mortgage Brokers a interests of the applicants	re required to ensure the product is in	the best
Review triggers	This TMD will be reviewed:		
	In line with any ASIC or F	G requirements	
	If a significant number of	of complaints are received from Custon	mers with
	the product		
	 If this TMD is deemed to 	be no longer be appropriate	
	 If we expand to offer add 	ditional products or features on our exi	isting loan
	products this document	would need to be reviewed	
	There are significant declared.	alings	
Review cadence	First Federal will complete an a	nnual review in January each year of c	our TMDs to
	ensure they are accurate (next	review January 2026).	
	Document created	July 2024	
	Document reviewed	January 2025	
Distribution.	The fellowing information would	harmonista de Einek Endandia anidia a	
Distribution	G	be provided to First Federal in writing I	•
Information Reporting		ribution for this product within 5 days o	•
Requirements		o risks, key terms, condition or features	S OF UNIS
	product:	nts, the nature and circumstances of th	20
	·	e of the complaint and any general fe	
	-	or its performance (to be reported ever	
		n this product that is inconsistent with	•
		ription, why it is significant, how it was	
	and what steps have be		
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Target Market Determination - First Business 30 Loan

This Target Market Determination (TMD) has been created for First Federal and is not intended to provide financial advice. Please refer to our Terms and Conditions and Credit Guide (available on request) before deciding if this product is right for you.

Product	First Business 30 Loan – for commercial style loan for residential securities
Issuer	First Federal Pty Ltd ACN: 136 380 526 Capital Securities Mortgages Pty Ltd ACN: 651 179 298
Distributor	First Federal Home Loans Pty Ltd ACN: 160 925 146 ACL: 504317
Date Effective	1 July 2024
Objectives, financial situation and needs of the Target Market (Class of consumer)	This product is targeted at the class of consumer with the likely objectives of wanting a commercial loan, with: • A company borrower • Up to 30-year loan term • Interest only repayments for up to the first three years • A variable interest rate Customers will likely need this product for: • Seeking working capital for business growth • Accessing equity for: • Business expansion • Vehicle or equipment purchase • Renovations to premises • Investment purposes • Purchasing a property • Refinance a property or existing debt (including ATO debts) The financial situation of the Target Market for this product are those that meet First Federal's credit assessment criteria, including demonstrating the capacity to make the required repayments.

Credit assessment Consumers in the Target market must: criteria for Target Be: Market o at least 18 years old o company borrowers (with individual guarantors) and o Australian citizens or permanent Australian residents • Have minor credit impairment (small paid defaults on their credit report or missed payments) Have an LVR of 75% or below Be able to demonstrate they can afford to repay the proposed loan Have an acceptable residential property to secure the loan (1st registered mortgage) **Key Features of the** Loan amounts from \$250,000 - \$3,000,000 product Maximum LVR 75% • Loan term of up to 30 years • Competitive variable interest rate Principal and interest repayments or interest only for 3 years Ability to make additional repayments without penalty Repayment frequency can be weekly/fortnightly/monthly Ability to apply despite small defaults or one or two missed payments on unsecured debts • Lo Doc assessment (for self-employed applicants) Borrowing capacity is based on affordability and their individual circumstances • Establishment fee, application fee, risk fee, valuation fee, legal fees and on-going fees may apply Why this product is The variable interest rate will fluctuate with the market likely to match the Principal and interest repayments allow consumers to pay down their objectives, financial loan situation and needs of Customers can only obtain the product if they meet credit assessment the Target Market criteria **Classes of Consumer** This product may not be suitable for consumers who: this product may not be Are seeking fixed interest rates suitable for Are seeking an offset account or redraw Are looking to purchase or refinance vacant land or commercial property Are looking to construct a property Do not meet the credit assessment criteria **Distribution** The following distribution channels and conditions have been assessed as being **Conditions/Restrictions** appropriate to direct the distribution of the product to the target market: for the product Existing Prime Capital customers (sister company) • Loans introduced by our Aggregator partners

	Loans introduced by our existing	and future Broker network
	Direct:	
	o Online	
	o By phone	
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	These distribution channels and condition	ons are appropriate because:
	The product has a wide target m	arket
	Our staff have the necessary training	ining and knowledge to assess if the
	consumer is within the target ma	arket
	 We rely on existing distributors, n 	nethods, controls and supervision already
	in place	
	 Our credit assessment process houtside the TMD 	nas checks and controls to flag applicants
	Accredited Mortgage Brokers are require	ed to ensure the product is in the best
	interests of the applicants	·
Review triggers	This TMD will be reviewed:	
	In line with any ASIC or RG require	ements
	•	aints are received from Customers with
	the product	
	If this TMD is deemed to be no lo	nger be appropriate
	 If we expand to offer additional p 	products or features on our existing loan
	products this document would n	eed to be reviewed
	There are significant dealings	
Review cadence	·	view in January each year of our TMDs to
	ensure they are accurate (next review J	anuary 2025).
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	Document created	July 2024
	Document reviewed	January 2025
Distribution	The following information result is a second in	ded to First Fodoval in writing by
Distribution	The following information must be provided to First Federal in writing by	
Information Reporting	Distributors who engage in distribution for this product within 5 days of becoming aware of a complaint relating to risks, key terms, condition or features of this	
Requirements	product:	ey terms, condition or reduces of this
	The number of complaints, the n	ature and circumstances of the
		complaint and any general feedback
	•	ormance (to be reported every 3 months)
		oduct that is inconsistent with this TMD.
		why it is significant, how it was identified
	and what steps have been taker	,
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Target Market Determination - First Choice Home Loan

This Target Market Determination (TMD) has been created for First Federal and is not intended to provide financial advice. Please refer to our Terms and Conditions and Credit Guide (available on request) before deciding if this product is right for you.

Product	First Choice Home Loan – a Prime loan for Residential securities
Issuer	First Federal Pty Ltd ACN: 136 380 526
Distributor	First Federal Home Loans Pty Ltd ACN: 160 925 146 ACL: 504317
Date Effective	1 July 2024
Objectives, financial situation and needs of the Target Market (Class of consumer)	This product is targeted at the class of consumer with the likely objectives of wanting a simple home loan, with: • A variable interest rate. • Principal and interest repayments or initial interest only for up to 3 years • The flexibility to make additional repayments (without penalties) Customers will likely need this product for: • Purchasing an owner-occupied home or investment property • Refinance an owner-occupied home or investment property • Accessing equity for home renovations, personal or investment purposes The financial situation of the Target Market for this product are those that meet First Federal's credit assessment criteria, including demonstrating the capacity to make the required repayments.
Credit assessment criteria for Target Market	Consumers in the Target market must: Be: at least 18 years old individual borrowers (as single or joint borrowers) and Australian citizens or permanent Australian residents Have an LVR of 90% or below Have a clean credit report

Be able to demonstrate they can afford to repay the proposed loan Have an acceptable residential property to secure the loan (1st registered mortgage) Key Features of the Loan amounts from \$100,000 - \$1,000,000 product Maximum LVR 90% (with Lenders Mortgage Insurance LMI) Loan term of up to 30 years Variable interest rate Principal and interest repayments or interest only for up to 3 years Ability to make additional repayments without penalty Alt Doc assessment available (for self-employed applicants without lodged Tax Returns) • Full doc assessment available (where applicants have all the required documentation) Repayment frequency can be weekly/fortnightly/monthly Borrowing capacity is based on affordability and individual circumstances Application fee, LMI, risk fee, valuation fee and legal fees may apply The variable interest rate will fluctuate with the market Why this product is likely to match the Principal and interest repayments allow consumers to pay down their objectives, financial situation and needs of • Customers can make unlimited additional repayments the Target Market • Customers can redraw any additional principal reductions made Customers can only obtain the product if they meet credit assessment criteria **Classes of Consumer** This product may not be suitable for consumers who: this product may not be Have credit defaults, late payments or arrears on existing debts suitable for Are seeking fixed interest rates Are seeking interest only Are seeking an offset account Are looking to purchase or refinance vacant land or commercial property Are looking to construct a property Do not meet the credit assessment and eligibility criteria Are not Australian residents or Expats **Distribution** The following distribution channels and conditions have been assessed as being **Conditions/Restrictions** appropriate to direct the distribution of the product to the target market: for the product Existing Prime Capital customers (sister company) Loans introduced by our Aggregator partners Loans introduced by our existing and future Broker network Direct: Online

	o By phone	
	 The product has a wide to Our staff have the necess consumer is within the ta We rely on existing distribution in place Our credit assessment produtside the TMD 	sary training and knowledge to assess if the rget market butors, methods, controls and supervision already cocess has checks and controls to flag applicants kers are required to ensure the product is in the
Review triggers	the product If this TMD is deemed to b If we expand to offer add	complaints are received from Customers with be no longer be appropriate itional products or features on our existing loan would need to be reviewed
Review cadence	First Federal will complete an an ensure they are accurate (next r Document created Product re-designed	nual review in January each year of our TMDs to eview January 2025). February 2024 July 2024
	Document reviewed	January 2025
Distribution Information Reporting Requirements	The following information must be provided to First Federal in writing by Distributors who engage in distribution for this product within 5 days of becoming aware of a complaint relating to risks, key terms, condition or features of this product: • The number of complaints, the nature and circumstances of the complaint, the substance of the complaint and any general feedback relating to the product or its performance (to be reported every 3 months) • Any significant dealing in this product that is inconsistent with this TMD. Providing the date, description, why it is significant, how it was identified and what steps have been taken to rectify.	





Target Market Determination - First Choice Plus Home Loan

This Target Market Determination (TMD) has been created for First Federal and is not intended to provide financial advice. Please refer to our Terms and Conditions and Credit Guide (available on request) before deciding if this product is right for you.

Product	First Choice Plus Home Loan – a near prime loan for residential securities
Issuer	First Federal Pty Ltd ACN: 136 380 526
Distributor	First Federal Home Loans Pty Ltd ACN: 160 925 146 ACL: 504317
Date Effective	1 July 2024
Objectives, financial situation and needs of the Target Market (Class of consumer)	This product is targeted at the class of consumer with the likely objectives of wanting a simple home loan, with: • A variable interest rate • Principal and interest repayments or initial interest only for up to 3 years • The flexibility to make additional repayments (without penalties). Customers will likely need this product for: • Purchasing an owner-occupied home or investment property • Refinance an owner-occupied home or investment property • Accessing equity for home renovations, personal or investment purposes The financial situation of the Target Market for this product are those that meet First Federal's credit assessment criteria, including demonstrating the capacity to make the required repayments.
Credit assessment criteria for Target Market	 Be: at least 18 years old individual borrowers (as single or joint borrowers) and Australian citizens or permanent Australian residents Have an LVR of 80% or below Be able to demonstrate they can afford to repay the proposed loan

	Have an acceptable residential property to secure the loan (1st registered mortgage)
Key Features of the product	 Loan amounts from \$100,000 - \$2,000,000 Maximum LVR 80% Loan term of up to 30 years Variable interest rate Principal and interest repayments or interest only for up to 3 years Ability to make additional repayments without penalty Repayment frequency can be weekly/fortnightly/monthly Alt Doc assessment available (for self-employed applicants without lodged Tax Returns) Full doc assessment available (where applicants have all the required documentation) Borrowing capacity is based on affordability and individual circumstances Application fee, risk fee, valuation fee and legal fees may apply
Why this product is likely to match the objectives, financial situation and needs of the Target Market	 The variable interest rate will fluctuate with the market Principal and interest repayments allow consumers to pay down their loan Customers can make unlimited additional repayments Customers can redraw and additional principal reductions made Customers can only obtain the product if they meet credit assessment criteria
Classes of Consumer this product may not be suitable for	 This product may not be suitable for consumers who: Are seeking fixed interest rates Are seeking an offset account Are looking to purchase or refinance vacant land or commercial property Are looking to construct a property Do not meet the credit assessment criteria
Distribution Conditions/Restrictions for the product	The following distribution channels and conditions have been assessed as being appropriate to direct the distribution of the product to the target market: • Existing Prime Capital customers (sister company) • Loans introduced by our Aggregator partners • Loans introduced by our existing and future Broker network • Direct: • Online • By phone
	These distribution channels and conditions are appropriate because: • The product has a wide target market

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		ary training and knowledge to assess if the
	consumer is within the tar	
	We rely on existing distribution in place	itors, methods, controls and supervision already
	 Our credit assessment pro outside the TMD 	cess has checks and controls to flag applicants
		ers are required to ensure the product is in the cants
Review triggers	This TMD will be reviewed:	
	 In line with any ASIC, AFCA 	or RG requirements
	 If a significant number of a the product 	complaints are received from Customers with
	If this TMD is deemed to be	e no longer be appropriate
	 If we expand to offer addit 	ional products or features on our existing loan
	products this document w	ould need to be reviewed
	There are significant deali	ngs
Review cadence	First Federal will complete an annual review in January each year of our TMDs to	
	ensure they are accurate (next re	view January 2025).
	Document created	July 2024
	Document reviewed	January 2025
Distribution	The following information must be	e provided to First Federal in writing by
Information Reporting	Distributors who engage in distribution for this product within 5 days of becoming	
Requirements	aware of a complaint relating to risks, key terms, condition or features of this	
	product:	
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	-	of the complaint and any general feedback
		ts performance (to be reported every 3 months)
		his product that is inconsistent with this TMD.
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	and what steps have beer	n taken to rectify.
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Target Market Determination - First Freedom Home Loan

This Target Market Determination (TMD) has been created for First Federal and is not intended to provide financial advice. Please refer to our Terms and Conditions and Credit Guide (available on request) before deciding if this product is right for you.

Product	First Freedom Home Loan – a specialist loan for residential securities
Issuer	First Federal Pty Ltd ACN: 136 380 526
Distributor	First Federal Home Loans Pty Ltd ACN: 160 925 146 ACL: 504317
Date Effective	1 July 2024
Objectives, financial situation and needs of the Target Market (Class of consumer)	This product is targeted at the class of consumer with the likely objectives of wanting a simple home loan, with: • A variable interest rate • Principal and interest repayments or interest only for 3 years • The flexibility to make additional repayments (without penalties) Customers will likely need this product for: • Purchasing an owner-occupied home or investment property • Refinance an owner-occupied home or investment property • Accessing equity for home renovations, personal or investment purposes The financial situation of the Target Market for this product are those that meet First Federal's credit assessment criteria, including demonstrating the capacity to make the required repayments.
Credit assessment criteria for Target Market	Consumers in the Target market must: Be: at least 18 years old individual borrowers (as single or joint borrowers) and Australian citizens or permanent Australian residents Have minor credit impairment (small paid defaults on their credit report or missed payments)

	 Have an LVR of 80% or below Be able to demonstrate they can afford to repay the proposed loan Have an acceptable residential property to secure the loan (1st registered mortgage)
Key Features of the product	 Loan amounts from \$100,000 - \$3,000,000 Maximum LVR 80% Loan term of up to 30 years Competitive variable interest rate Principal and interest repayments or interest only for 3 years Ability to make additional repayments without penalty Repayment frequency can be weekly/fortnightly/monthly Ability to apply despite small defaults or one or two missed payments on unsecured debts Alt Doc assessment available (for self-employed applicants without lodged Tax Returns) Borrowing capacity is based on affordability and their individual circumstances Application fee, risk fee, valuation fee and legal fees may apply
Why this product is likely to match the objectives, financial situation and needs of the Target Market	 The variable interest rate will fluctuate with the market Principal and interest repayments allow consumers to pay down their loan Customers can make unlimited additional repayments and redraw if desired Customers can only obtain the product if they meet credit assessment criteria
Classes of Consumer this product may not be suitable for	This product may not be suitable for consumers who: Are seeking fixed interest rates Are seeking an offset account Are looking to purchase or refinance vacant land or commercial property Are looking to construct a property Do not meet the credit assessment criteria
Distribution Conditions/Restrictions for the product	The following distribution channels and conditions have been assessed as being appropriate to direct the distribution of the product to the target market: • Existing Prime Capital customers (sister company) • Loans introduced by our Aggregator partners • Loans introduced by our existing and future Broker network • Direct: • Online • By phone

These distribution channels and conditions are appropriate because: The product has a wide target market • Our staff have the necessary training and knowledge to assess if the consumer is within the target market We rely on existing distributors, methods, controls and supervision already • Our credit assessment process has checks and controls to flag applicants outside the TMD Accredited Mortgage Brokers are required to ensure the product is in the best interests of the applicants **Review triggers** This TMD will be reviewed: • In line with any ASIC, AFCA or RG requirements • If a significant number of complaints are received from Customers with the product • If this TMD is deemed to be no longer be appropriate If we expand to offer additional products or features on our existing loan products this document would need to be reviewed There are significant dealings **Review cadence** First Federal will complete an annual review in January each year of our TMDs to ensure they are accurate (next review January 2025). Document created January 2021 January 2023 (no changes) First Review Second review January 2024 (no changes) Product re-designed July 2024 Document reviewed January 2025 (no changes) **Distribution** The following information must be provided to First Federal in writing by **Information Reporting** Distributors who engage in distribution for this product within 5 days of becoming Requirements aware of a complaint relating to risks, key terms, condition or features of this product: The number of complaints, the nature and circumstances of the complaint, the substance of the complaint and any general feedback relating to the product or its performance (to be reported every 3 months) Any significant dealing in this product that is inconsistent with this TMD. Providing the date, description, why it is significant, how it was identified and what steps have been taken to rectify.