Target Market Determination

Product name: Allstate Alternative Altdoc

Product Issuer: Source Funding Pty Ltd ACN 622 815 294 AFSL and Australian Credit Licence 510226

What is a Target Market Determination?

A Target Market Determination (or **TMD**) describes the class of consumers that this product is targeted at (the **Target Market**) and matters relating to the product's distribution and review.

This TMD also describes the situation where we are required to review this TMD, which are called Review Triggers.

Why does Source Funding need to have a TMD?

Source Funding is required by law to have a TMD.

The purpose of the TMD is to instil discipline in the design and distribution of financial product, such as this loan, to ensure that the product is appropriately designed for the Target Market or conversely to address the circumstances where this product is not appropriate for the Target Market.

This TMD is not a substitute for the products terms and conditions and other disclosure documents required under the National Consumer Credit Protection Act 2009 (Cth) and applicable regulations (the **National Credit Laws**). Neither is this TMD intended to provide financial advice. When making a decision about this product, you also need to read the products terms and conditions including:

- Source Funding Pty Ltd Loan Agreement (including the loan general terms and conditions)
- The Mortgage (including the Mortgage Common Provisions)

TMD Version: 1.5

TMD Effective Date: 09 August 2026

TMD Next Review Date: 16 April 2027

TMD Review Period: At least every 12 months from the start date of this TMD

1. About this TMD

This TMD provides information about the Target Market for the product. It outlines the likely objectives, financial situation and needs of the Target Market as well as the key attributes of the product.

2. Eligibility Criteria for the product

To hold this product, customers will need to satisfy our lending eligibility criteria including all of the following:

- being an individual 18 years or older at the time of application;
- being a citizen of Australia or a resident of Australia with a suitable permanent or temporary resident visa type;
- Meets our lending eligibility criteria;
- provide sufficient security in accordance with our credit assessment criteria including:
  - acceptable residential mortgage and/or
  - guarantor who supports the loan when required, an example of this is where the borrower is a company but there may be other circumstances where we may require a guarantor.

3. Product description and key attributes

Product feature	Description
Repayment Options	Principal and interest loan repayments including option for interest only up to 5 years (conditions apply)
Interest Rate Type	Variable interest rate
Loan Term	Between 1 year up to a maximum of 30 years
Redraw facility	Yes – redraw is available to access prepayments / additional repayments (conditions apply)
Offset facility	Yes – offset facility is available to reduce the interest on the loan (conditions apply) (refer to the note* in the 'Target Market' section below for important information regarding the offset facility)
Maximum Loan to Value Ratio (LVR)	Between 1% LVR up to maximum of 80% LVR
Equity access	Yes – equity access may be available for a new purchase or refinance of an existing loan subject to product requirements such as, for example, the loan size and the LVR .
Minimum loan amount	$50,000
Maximum loan amount	$2,000,000 (subject to maximum LVR)

Fees and charges apply and you should refer to the Source Funding Pty Ltd Loan Agreement for further detail regarding these fees and charges.

The maximum term, loan size and LVR will vary depending on the customer's circumstances, including the method of income validation and prior credit history (for example whether the customer is a discharged bankrupt or has prior credit defaults).

4. Target Market

The table below is intended to pair the product attributes and features with the objectives and needs of the Target Market. Source Funding has assessed that the product including its key attributes and features as likely to be consistent with the objectives and needs of the Target Market.

Objectives and needs	**Product attributes and features**
Need a loan with the ability to repay early but retain flexibility to redraw funds.	The loan has a variable interest rate. Whilst variable the interest rate may fluctuate, the borrower can make early prepayments / additional repayments ahead of schedule without charge. Subject to the loan agreement terms the borrower may also redraw prepayments / additional repayments (conditions apply).
Need a loan with the ability to reduce the amount of interest that might otherwise be paid on the loan.	The loan has a variable interest rate. Whilst variable the interest rate may fluctuate, the borrower can deposit funds into a loan offset facility* (to reduce the interest payable on the loan) or directly into the loan account (to reduce the loan balance and the interest payable on the loan) in order to reduce interest payable on the loan. *Source Funding is not a bank and the offset facility account is not a bank account linked to a loan account. As a result the mortgage loan offset facility (and any amount in the loan offset facility) is not covered by the government's financial claims guarantee scheme should the credit provider fail. The amount in the loan offset facility cannot exceed the loan amount and if it does exceed the loan amount we will ask you to transfer the amount to your bank account. If the credit provider failed, the amount recorded in the loan offset facility will be applied against the outstanding loan balance.
Ability to switch from principal and interest repayments to interest only repayments	Where it meets to borrowers requirements and objectives, switching to interest only repayments can be considered (conditions apply). Interest only repayments are only available up to a maximum of 5 years.
Need a home loan for any of the following reasons:	
• Purchase or refinance of an owner-occupied and investment residential property	This product allows consumers to finance the purchase or refinance of residential property and make principal and interest repayments in

	order to reduce the overall debt and build equity in the property.
• Access equity	This product allows consumers to access part of the equity in their property in order to use the funds for an approved purpose in accordance with our lending criteria.

The features of this product, including its key attributes have been assessed as not meeting the likely objectives, financial situation and needs of a customer:

- self managed superannuation fund borrowers.
- foreign registered or incorporated corporations / companies
- a customer that needs to borrow less than 1% of the LVR or more than 80% of the LVR;
- a customer that requires a loan term less than 1 year or greater than 30 years;
- a customer that requires a fixed interest rate loan;
- a customer that requires a line of credit facility.
- A customer that requires a Home Loan with full transactional banking (For example – Salary Credits, Direct Debits for external loans are not available for this product)
- individuals residing overseas and earning income overseas.

5. Financial situation

The features of this product, including its key attributes have been assessed as meeting the likely objectives, financial situation and needs of consumers who:

- meet our lending eligibility and credit assessment criteria, which includes receiving sufficient and consistent income to be able to service the loan;
- demonstrates capacity to make the required repayments to repay the loan without incurring substantial hardship;
- where determined by Source Funding to be required (based on the applicant and loan attributes), has an acceptable guarantor.

When a customer makes an application an assessment will be made of the customer's ability to service the loan, to make the required repayments and to repay the loan without incurring substantial hardship. This process will mean that the product will likely be consistent with the financial situation of the Target Market.

6. How this product is to be distributed

Distribution channels and conditions

Source Funding has oversight over how this product is distributed. The following channels have been assessed as being appropriate to direct the distribution of the product to the Target Market in accordance with our process requirements:

Distribution channel	Product distribution
Mortgage Managers and their accredited mortgage brokers	• Source Funding only permits Mortgage Managers to distribute the product that are appointed by Source Funding under a written mortgage management agreement.

(subject to their best interest duty obligations of the accredited mortgage brokers)	• Source Funding only permits mortgage brokers of the Mortgage Manager who are first accredited by Source Funding to distribute the product. Mortgage brokers must comply with their best interest duty obligation when dealing with this product. • A Mortgage Manager and each accredited mortgage broker must hold an Australian Credit License or be an authorised Credit Representative of an Australian Credit Licensee (under the National Credit Laws) acceptable to Source Funding. • In addition the Mortgage Manager and each accredited mortgage broker must hold appropriate qualifications, industry membership and authorisations to engage in credit activities. • If Mortgage Managers and their accredited mortgage brokers fail to comply with the above requirements, it may result in Source Funding terminating their authority to distribute this product. These conditions ensure distributors are appropriately qualified and authorised to distribute this product.

7. Review Triggers

If any of the below review triggers occur, or if an event or circumstance has occurred that would reasonably suggest that the TMD may no longer be appropriate, Source Funding will undertake a review of this TMD within 10 business days.

Information Type	**Description**
Customer outcomes	• unexpected trends in consumer outcomes which are significantly inconsistent with the intended product performance; • unexpected early-stage arrears are detected; • a significant number of defaults occur; • a significant number of late repayments are being recorded; and • evidence that the product or distributor conduct are significantly different to the Target Market.
Complaints	A significant number of material complaints are received from consumers in relation to the product
Incident Data	A material incident or significant number of incidents in relation to the product's design or

	distribution that identify breaches of our legal or regulatory obligations.
Significant Dealings	A significant dealing of the product to consumers outside the Target Market occurs.
Notification from ASIC	The recipient of a product intervention power order from ASIC requiring us to immediately cease retail product distribution conduct in respect of the product.
Changes to the product / Target Market	Source Funding makes any material change to the product or product terms and conditions (such as adding or removing or changing a key product attribute or a significant change to the distribution channel or strategy) or the Target Market.

Where a review trigger has occurred, this TMD will be reviewed within 10 business days. Meanwhile, we will cease to offer this product to customers until the review concludes and any necessary change to the product and / or this TMD (including distribution methods), are made.

8. Distributor reporting and monitoring

The following information must be provided by Mortgage Managers and their accredited mortgage brokers in relation to the product

Distributors should provide all reporting to info@sourcefunding.com.au

Type of Information	Description	Reporting Period
Complaints received in relation to the product, Source Funding Pty Ltd or the distributor	Written details of the complaint, including the product, the relevant accredited broker that distributed the product, the name and contact details of complainant and full details of the complaint.	As soon as practicable and in any case within 10 business days of receipt of the complaint.
Significant dealings	Any significant dealing which is not consistent with this TMD / outside the Target Market.	As soon as practicable, and in any case within 10 business days after becoming aware
Feedback	Details of any suggested feedback and improvements.	As soon as practicable and in any case within 10 Business Days after become aware
Information Requested	Any other information required by Source Funding.	As soon as practicable and in any case within 10 Business Days after receiving such request.