

This Target Market Determination [TMD] is a document of Unity Bank Limited.

This TMD seeks to give our members, staff, product distributors, and other interested parties an understanding of the class of consumers for whom the product described has been designed, how the product is distributed, and related matters.

This TMD is not, and should not be construed as, a full summary of the product's terms and conditions. Nor is it a substitute for the provision of financial advice.

Any advice or information on this TMD does not take into account your personal objectives, financial situation or needs and you should consider whether it is appropriate for you. Please review our Disclosure Documents before acquiring any product.

<b>Product</b>	Shared Equity AdvPlus (Owner Occupied)
<b>Issuer</b>	<p>Unity Bank Limited            ABN/ACN 11 087 650 315            AFSL/Australian Credit Licence 240399</p> <p>Reliance Bank is a division of Unity Bank Limited.</p>
<b>Effective Date of TMD</b>	1 <sup>st</sup> July 2023
<b>Target Market</b>	<p><b>Description of target market</b></p> <p>Consumers that are looking to purchase or build their principal place of residence with a low deposit, who meet the eligibility criteria of the NSW Shared Equity Scheme [<a href="https://www.nsw.gov.au/housing-and-construction/shared-equity">https://www.nsw.gov.au/housing-and-construction/shared-equity</a>] and who wish to participate in the Scheme.</p> <p><b>Description of product, including key attributes</b></p> <p>The Shared Equity AdvPlus is our fully featured home loan that offers complete flexibility with a full range of features and lower interest rates. It is only available to eligible consumers who elect to participate in the NSW Shared Equity Scheme.</p> <p>The product's key attributes are:</p> <ul style="list-style-type: none"> <li>• Eligibility under the NSW Shared Equity Scheme</li> <li>• Waived annual fee</li> <li>• Low variable and/or fixed interest rate (up to 5 years)</li> <li>• Principal and interest or interest only payments</li> <li>• 100% offset interest facility with Visa Debit Card access (variable only)</li> <li>• Unlimited free redraw (fully funded loan/s only)</li> <li>• Loan period available up to 30 years</li> <li>• No monthly account keeping/service fees</li> <li>• No penalty for early pay outs (variable only)</li> <li>• Ability to make additional repayments at no extra cost (variable only)</li> <li>• Additional repayments capped at \$10,000 per year for fixed rate</li> <li>• Option to split the loan between fixed and variable (conditions apply)</li> </ul>

<p><b>Target Market (continued)</b></p>	<p><b>Description of likely objectives, financial situation and needs of consumers in the target market</b></p> <p>The product has been designed for consumers that:</p> <ul style="list-style-type: none"> <li>• Are seeking support through the NSW Shared Equity Scheme and Unity Bank</li> <li>• Are eligible and wish to participate in this NSW Government initiative in which the Scheme contributes towards the deposit required to purchase an eligible property in return for an interest in the property.</li> <li>• Are seeking the ability to save interest while having access to money by using an offset facility</li> <li>• Are seeking the flexibility to make extra repayments (\$10,000 per year cap for fixed rates)</li> <li>• Are seeking flexibility to redraw funds as required (not available while loan is part funded during construction)</li> <li>• Meet Unity Bank's credit assessment requirements and receive sufficient regular income</li> <li>• Are seeking the ability to drawdown the loan progressively for loans for construction purpose</li> <li>• Are seeking the ability switch the loan type from a variable to a fixed rate (up to five years)</li> <li>• Are seeking the ability to split the loan balance into fixed and variable rate home loans</li> <li>• Can provide residential property to secure the loan</li> <li>• Need funds to purchase an established dwelling, a house and land package, a land and separate contract to build a home, or an off-the-plan dwelling where settlement is due to occur within 90 days of the date the contract is signed</li> </ul> <p><b>Classes of consumers for whom the product is clearly unsuitable</b></p> <ul style="list-style-type: none"> <li>• Consumers who are either not eligible to participate in the NSW Shared Equity Scheme or who do not wish to participate in the Scheme</li> <li>• Consumers that do not meet Unity Bank Limited's eligibility criteria</li> <li>• Consumers that want a loan term greater than 30 years</li> <li>• Consumers that want a line of credit facility</li> <li>• Consumers that have defined goals and objectives and are not met by this product.</li> </ul>
<p><b>Distribution</b></p>	<p><b>Distribution channels</b></p> <p>The product is designed to be distributed through the following means and in accordance with Unity Bank process requirements:</p> <ul style="list-style-type: none"> <li>• Direct distribution by Unity Bank employees via branch, online (including social media) and phone</li> <li>• Online through relevant third-party websites</li> </ul> <p><b>Distribution conditions and restrictions</b></p> <p>The distribution of the product is subject to the following conditions and restrictions:</p> <ul style="list-style-type: none"> <li>• Consumer meets the minimum age of 18</li> <li>• Consumer is an Australian citizen or permanent resident</li> <li>• Consumer meets the credit eligibility criteria</li> <li>• Consumer meets the eligibility requirements for participation in the NSW Shared Equity Scheme and has elected to participate in the Scheme</li> <li>• Be a shareholder or become a shareholder of Unity Bank</li> <li>• Unity Bank to ensure staff are accredited and authorised as product distributors</li> <li>• Consumers with appropriate borrowing capacity</li> </ul>

<p><b>Distribution (continued)</b></p>	<p><b>Why the distribution conditions and restrictions will make it more likely that the consumers who acquire the product are in the target market</b></p> <p>All applications for this product are subject to Unity Banks credit assessment and loan eligibility criteria. In addition, Unity Bank completes further upfront evaluations, ongoing due diligence, and monitoring of product training to our staff.</p>
<p><b>Reviews Triggers</b></p>	<p>We will undertake a review of this TMD in the following circumstances:</p> <p><b>Complaints</b></p> <ul style="list-style-type: none"> <li>• Consumer complaints (in number or significance) within a 3 month period regarding understanding of risks, key terms, conditions or features of this product.</li> </ul> <p><b>Feedback from Third Party distributors</b></p> <ul style="list-style-type: none"> <li>• Reporting received, or consistent feedback from Third Party distributors which suggests that the target market may no longer be appropriate.</li> </ul> <p><b>Substantial product change</b></p> <ul style="list-style-type: none"> <li>• When a substantial change is made to the product terms, conditions, or key attributes</li> <li>• If we make a material change to the design or distribution of the product</li> </ul> <p><b>Product performance</b></p> <ul style="list-style-type: none"> <li>• Evidence that consumer usage is significantly different from original expectations and contrary to the design of the product</li> <li>• Evidence that product is no longer meeting the financial situation, needs and objectives of the target market</li> <li>• Evidence of substantial sales outside of the target market</li> <li>• If the product's design or distribution receive adverse media coverage</li> </ul> <p><b>Significant change to the external environment</b></p> <ul style="list-style-type: none"> <li>• Regulatory or legislative environment for this product</li> <li>• Economic and market conditions</li> </ul> <p><b>Notification from ASIC and/or AFCA</b></p> <ul style="list-style-type: none"> <li>• ASIC request immediate cessation of product distribution, or cessation of particular conduct in relation to the product</li> <li>• If ASIC raises concerns about the product's design or distribution</li> <li>• If the Australia Financial Complaints Authority or a Court raise concerns about the product's design or distribution</li> </ul> <p><b>Significant dealings</b></p> <ul style="list-style-type: none"> <li>• A significant dealing of the product to consumers outside the target market occurs</li> <li>• If any other event or circumstance occurs indicating that this TMD may no longer be appropriate.</li> </ul> <p>Where a review trigger or event occurs, we will review this TMD within 10 business days.</p>

<p><b>Review Periods</b></p>	<p><b>Initial review</b></p> <p>We will undertake a review of this TMD within 12 months of the effective date.</p> <p><b>Periodic review</b></p> <p>We will undertake periodic reviews of this TMD at least every 2 years from the initial review.</p>	
<p><b>Distributors Reporting Requirements</b></p>	<p><b>Complaints</b></p>	<p>Distributors must report any complaints to Unity Bank Limited within 10 business days (in writing) if they become aware of a complaint related to risks, key terms, conditions or features of this product.</p> <p>All complaints in relation to this product will be reviewed and reported accordingly.</p>
	<p><b>Significant dealings</b></p>	<p>Unity Bank Limited will report to those required if it becomes aware of a significant dealing that is not consistent with this TMD.</p>