

# Green Upgrades Loan (L72)

## Target Market Determination

This Target Market Determination (TMD) is required under section 994B of the Corporations Act 2001 (Cth). It sets out the target market for the product, triggers to review the target market and how the product is distributed.

This document is not a Product Disclosure Statement (PDS) and is not a summary of the product features or substitute for the product's terms and conditions or other disclosure documents. This TMD does not consider any person's individual objectives, financial situation or needs.

Issuer	Unity Bank Limited, ABN 72 087 650 637, AFSL & Australian Credit Licence 238311		
Effective Date	7 October 2025	Next Review Date	7 October 2026
Target Market	Description of Target Market		
	Retail customers who: <ul style="list-style-type: none"> <li>▪ are seeking an unsecured loan to help fund sustainable home improvements</li> <li>▪ are aged 18 years or more and meet the credit assessment criteria for the product; and</li> <li>▪ are unable or unwilling to offer security for the loan</li> </ul>		
	Description of Product, including key attributes		
	This is a personal loan with a number of key attributes: <ul style="list-style-type: none"> <li>▪ minimum loan amount \$1,000, maximum loan amount \$50,000</li> <li>▪ loan terms of up to 7 years</li> <li>▪ tiered interest rates based on whether the applicant has an existing mortgage with the bank</li> <li>▪ principal and interest repayment type</li> <li>▪ repayment frequency can be weekly, fortnightly or monthly</li> <li>▪ ability to make unlimited extra repayments without any fees or penalties</li> <li>▪ a redraw facility</li> <li>▪ no need to provide security for the loan</li> <li>▪ no monthly service fees</li> </ul> Additional features, fees, charges, or conditions other than those displayed in this document may be available or applicable. This document must be read together with the Account and Access Facilities Terms and Conditions, Summary of Account and Access Facilities, Fees and Charges Schedule and Interest Rate Schedule.		
	Suitability, Needs, Objectives and Financial Situation		
	This product has been designed for those requiring funds for any worthwhile environmentally-friendly, household improvement purpose. The <u>crosses indicate</u> where the product is <u>not suitable</u> for retail customers.		
	Seeking funds for clean energy household upgrades (such as solar panels, insulation materials and water-saving systems) designed to improve the environmental impact		
Want a short to medium-term loan with unlimited free extra repayments with no early payout fees			✓
Seeking a low interest rate personal loan for sustainability purposes that may be further reduced for existing home loan borrowers			✓

	Unable or unwilling to offer security for the loan	✓										
	Seeking additional features such as 100% offset facility	✗										
	Cannot meet the product and credit assessment requirements	✗										
Distribution Conditions	<p>This product is designed to be distributed through the following channels:</p> <ul style="list-style-type: none"> <li>▪ online through our website</li> <li>▪ online through relevant third-party comparison sites</li> <li>▪ targeted advertising</li> <li>▪ by phone or email through our Contact Centre</li> <li>▪ in person through our lending staff</li> <li>▪ in person through our Service Centres</li> </ul> <p>This product can only be issued to those who are eligible and meet the minimum account criteria. All applicants must be:</p> <ul style="list-style-type: none"> <li>▪ aged 18 years or older;</li> <li>▪ a permanent resident of Australia; and</li> <li>▪ able to meet our identity verification requirements</li> </ul> <p>Only representatives who have the appropriate levels of authority may advise on and distribute this product. They will have been trained on this product and in particular, the target market and relevant acceptance criteria.</p> <p>All distribution channels are subject to appropriate controls and/or monitoring.</p>											
Reviewing this Target Market Determination	<p>The initial review of this document is within 12 months of product launch. Periodic reviews will be completed every 24 months from the last review.</p> <p>We may also review this TMD sooner 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:</p> <table border="1" data-bbox="320 1256 1538 2121"> <thead> <tr> <th data-bbox="320 1256 608 1317">Review Trigger</th> <th data-bbox="608 1256 1538 1317">Description</th> </tr> </thead> <tbody> <tr> <td data-bbox="320 1317 608 1637"><b>Customer Trends</b></td> <td data-bbox="608 1317 1538 1637"> <p>Trends in customer outcomes that are significantly inconsistent with the intended product performance that reasonably suggests the TMD is no longer appropriate including:</p> <ul style="list-style-type: none"> <li>▪ number of accounts that customers opt to close shortly after the product is issued;</li> <li>▪ number of accounts that appear inactive shortly after the product is issued; and</li> <li>▪ unexpected changes in sales trends</li> </ul> </td> </tr> <tr> <td data-bbox="320 1637 608 1765"><b>Complaints</b></td> <td data-bbox="608 1637 1538 1765"> <p>Unexpected trends in complaints received from customers in relation to the use of the product including the understanding of risks, conditions suitability and/or key attributes.</p> </td> </tr> <tr> <td data-bbox="320 1765 608 1892"><b>Incidents and breaches</b></td> <td data-bbox="608 1765 1538 1892"> <p>Where deficiencies are identified in the products' design, distribution or disclosure documentation as a result of incidents related to potential breaches of legal or regulatory obligations.</p> </td> </tr> <tr> <td data-bbox="320 1892 608 2121"><b>Material product or distribution channel change</b></td> <td data-bbox="608 1892 1538 2121"> <p>Where material changes are made to the products' key attributes or terms and conditions through any of the distribution channels including but not limited to:</p> <ul style="list-style-type: none"> <li>▪ Adding, removing or changing a key attribute</li> <li>▪ A material pricing change to the associated fees and/ or charges which impacts the overall value proposition</li> </ul> </td> </tr> </tbody> </table>		Review Trigger	Description	<b>Customer Trends</b>	<p>Trends in customer outcomes that are significantly inconsistent with the intended product performance that reasonably suggests the TMD is no longer appropriate including:</p> <ul style="list-style-type: none"> <li>▪ number of accounts that customers opt to close shortly after the product is issued;</li> <li>▪ number of accounts that appear inactive shortly after the product is issued; and</li> <li>▪ unexpected changes in sales trends</li> </ul>	<b>Complaints</b>	<p>Unexpected trends in complaints received from customers in relation to the use of the product including the understanding of risks, conditions suitability and/or key attributes.</p>	<b>Incidents and breaches</b>	<p>Where deficiencies are identified in the products' design, distribution or disclosure documentation as a result of incidents related to potential breaches of legal or regulatory obligations.</p>	<b>Material product or distribution channel change</b>	<p>Where material changes are made to the products' key attributes or terms and conditions through any of the distribution channels including but not limited to:</p> <ul style="list-style-type: none"> <li>▪ Adding, removing or changing a key attribute</li> <li>▪ A material pricing change to the associated fees and/ or charges which impacts the overall value proposition</li> </ul>
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	<b>External events</b>	<ul style="list-style-type: none"> <li>▪ There is 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 affects the product.</li> <li>▪ Significant change in economic and market conditions.</li> <li>▪ Notification from ASIC requiring immediate stop of distribution.</li> </ul>
<b>Reporting</b>	<p>We will collect and record details of:</p> <ul style="list-style-type: none"> <li>▪ Product related complaints received each month from customers or distributors.</li> <li>▪ Any significant dealing which is not consistent with this TMD. Reporting must be within 10 business days of becoming aware of any such dealing.</li> </ul>	