Unity Bank

Standing with you

Retirees Access Home Loan (L53)

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	2 October 2026	Next Review Date	2 October 2028

Target Market

Description of Target Market

Retail customers who:

- have reached, or are nearing, retirement age and own their home
- are willing and able to offer a first registered mortgage over real property as security for the loan

Description of Product, including key attributes

This is a reverse mortgage with a number of key attributes:

- no minimum loan amount
- maximum loan amount available to borrow is determined by the age of the youngest borrower and the Loan-to-Value Ratio (LVR) (up to a prescribed limit)
- maximum Loan-to-Value Ratio (LVR) of 40%
- no term, loan is repayable on the death of the last surviving borrower or on vacating or sale of the property
- variable interest rate
- interest only repayment type
- regular loan repayments are not required, borrowers are free to make voluntary repayments of any amount or to repay the loan via lump sum repayments at any time at no extra cost or penalty
- a redraw facility
- no mortgage offset facility
- an establishment fee, but no monthly service fees

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 retirees who are wanting to borrow against the equity in their home, where the balance of the loan is paid by their estate or when the property is vacated or sold. The crosses indicate where the product is not suitable for retail customers.

Want to borrow money using the equity in your home as security	✓
Need the flexibility to make voluntary repayments at any time	✓

	Prefer the flexibility of features and conditions over a lower interest rate	✓
	Are aware the loan is to be repaid in full if you sell your home, on the death of the last surviving borrower or in some cases move into aged care	✓
	Seek a high loan amount without any restrictions based on age	✗
	Cannot meet the minimum product eligibility requirements	✗

Distribution Conditions

This product is designed to be distributed through the following channels:

- online through our website
- online through relevant third-party comparison sites
- targeted advertising
- by phone or email through our Contact Centre
- our team of mobile lenders and relationship managers
- in person through our Service Centres

This product can only be issued to those who are eligible and meet the minimum account criteria. All applicants must be:

- aged 60 years or older;
- a permanent resident of Australia;
- able to meet our identity verification requirements; and
- title holders to the property

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.

All distribution channels are subject to appropriate controls and/or monitoring.

Reviewing this Target Market Determination

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.

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:

Review Trigger	Description
Customer Trends	Trends in customer outcomes that are significantly inconsistent with the intended product performance that reasonably suggests the TMD is no longer appropriate including: ▪ number of accounts that customers opt to close shortly after the product is issued; ▪ number of accounts that appear inactive shortly after the product is issued; and ▪ unexpected changes in sales trends
Complaints	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.
Incidents and breaches	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.

	Material product or distribution channel change	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: ▪ Adding, removing or changing a key attribute ▪ A material pricing change to the associated fees and/or charges which impacts the overall value proposition ▪ A change in our acceptance criteria that impacts on the suitability of the product for the target market; ▪ A substantial change to the distribution strategy or channel(s) of the product.
	External events	▪ 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. ▪ Significant change in economic and market conditions. ▪ Notification from ASIC requiring immediate stop of distribution.
Reporting	We will collect and record details of: ▪ Product related complaints received each month from customers or distributors. ▪ Any significant dealing which is not consistent with this TMD. Reporting must be within 10 business days of becoming aware of any such dealing.	