

TARGET MARKET DETERMINATION

Product Name	Bridging Loan
Start Date	5 October 2021
Description	A loan which assists customers transitioning between one home to another.
Target Market	<p>Objectives, financial situation and needs of the Target Market</p> <ul style="list-style-type: none"> Customers who are required to settle on the purchase of a new property while awaiting the sale of the existing property. <p>Eligibility criteria for the product</p> <ul style="list-style-type: none"> This loan is available to new and existing customers. Available to applicants over the age of 18 years. Applicant must meet the Bank's Credit criteria. <p>Key features of the product</p> <ul style="list-style-type: none"> Switching into this loan from another product is permitted. Flexible Repayments based upon Interest Only for six months Option to capitalize the interest over the loan period Option to establish an automatic repayment schedule linked to an existing Arab Bank Australia transaction account Ability to monitor the loan account, including making loan repayments, via internet banking at abal.online <p>Fees and Charges</p> <ul style="list-style-type: none"> Application fee: from \$750 No monthly account keeping fees or ongoing annual fees No early repayment fees or fees for repaying the loan in one lump sum <p>Why the product is likely to be consistent with the likely objectives, financial situation and needs of the target market</p> <ul style="list-style-type: none"> Provides peace of mind that customers will be able to settle on a new house while awaiting the sale of their existing house. Lack of monthly fees and early repayment fees aligns with customers' needs to reduce their costs during times of transition
Distribution Conditions	<p>Distribution Conditions for the product</p> <p>The distribution of this product is subject to the following conditions and restrictions:</p> <ul style="list-style-type: none"> ABAL staff that distribute this product must meet ABAL's minimum qualification requirement and hence must possess the following: <ul style="list-style-type: none"> Tier 2 General Advice Deposit Products This product cannot be distributed through third parties The product can only be distributed to retail customers in accordance with ABAL's product and process requirements This product can be distributed: <ul style="list-style-type: none"> In branch. <p>ABAL views that these conditions are appropriate and are of a nature that the distribution of the product will likely be consistent with the target market as ABAL will have close oversight of how the product is promoted and distributed by staff who are sufficiently qualified.</p>
Review Triggers	The TMD may no longer be considered appropriate and a review of this TMD must be undertaken by ABAL, if any of the below review triggers occur:

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	<ul style="list-style-type: none"> A significant number of complaints received from customers who acquired the product, which relate to the customer's purchase or use of the product, and which shows that the TMD may no longer be appropriate for the product A material incident or significant number of incidents which relates to customer's purchase or use of the product, and which shows that the TMD may no longer be appropriate for the product A significant dealing of this product to customers who are outside the Target Market The receipt of a product intervention power order note from ASIC requiring ABAL to immediately cease retail product distribution conduct in respect of the product Any other event or circumstance that ABAL views would materially change a factor considered in making the TMD
First Review Date	5 October 2023
Review Periods	<ul style="list-style-type: none"> Reviews to be conducted at least every two years Reviews to be conducted, if necessary, as prompted by a Review Trigger (mentioned above)
Review Trigger Information Requirements	This product is not distributed by third parties; therefore, no review trigger information reporting requirements are applicable to this product.