



Target Market Determination

for Skip Primary Loan –Variable

Product	Skip Primary Loan - Variable
Product Manager	Columbus Capital Pty Ltd ACN 119 531 252, Australian Financial Services Licence and Australian Credit Licence 337303
Mortgage Manager	Skip Loans Pty Ltd, ACN 106 968 370, Australian Credit Licence 443249
Issuer	<p>This product will be issued by a Lender which will be named in the loan agreement and this product is managed and serviced by the Product Manager.</p> <p>The product could be issued by any of the Lenders named below:</p> <ul style="list-style-type: none">(a) Perpetual Corporate Trust Limited ACN 000 341 533, Australian Credit Licence 392673;(b) Pioneer First Australia Pty Limited ACN 086 092 613;(c) Origin Mortgages (Aus) Pty Ltd ACN 086 045 721;(d) Origin Money Pty Ltd ACN 621 866 242; and(e) Origin Mortgages Pty Ltd ACN 629 566 794; <p>to be referred to as (Columbus/Skip/we/us).</p>
Effective Date of TMD	November 14 th 2025
TMD Version	2.1
PRODUCT DESCRIPTION AND KEY ATTRIBUTES	
Product Features	Skip Primary - Owner Occupied and Investment Loans
Interest Rate Type	Variable
Repayment Type	Principal and Interest
Redraw	Yes
Minimum Loan Size	\$300,000
Maximum Loan Size (Subject to LVR and postcode policy)	\$4,000,000
Minimum Loan Term	20 years
Maximum Loan Term	30 years
Maximum LVR (Subject to postcode eligibility criteria)	80%
Additional repayments without penalty	Yes
Loan Fees	No Application Fees, No Ongoing Fees, No Settlement Fees and No Valuation Fees. Discharge fees apply. Late Payment Fees may apply.



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TARGET MARKET DESCRIPTION	
About this TMD	<p>This Target Market Determination (TMD) document describes the class of consumers that this product has been designed for, being the target market and the conditions around how the product is distributed to consumers. When considering the target market, we focused on our consumer target market's objectives and needs.</p> <p>This TMD is not intended to provide you with financial advice nor is it a substitute for the product's terms and conditions or other disclosure documents. Please refer to our Terms and Conditions and Credit Guide before deciding product suitability. Our product terms and conditions will be provided to you upon request.</p>
Description of the target market	<p>The features of this product have been assessed as meeting the likely objectives, financial situation and needs of consumers who:</p> <ul style="list-style-type: none">▪ would like to borrow up to 100% of the value of a residential property to:<ul style="list-style-type: none">○ purchase or refinance a residential owner occupied or investment property○ consolidate existing debts into their home loan;○ borrow additional funds for a personal purpose (secured by a mortgage over residential property);▪ if borrowing above 80% LVR, do not wish to pay 'Lenders Mortgage Insurance' (LMI) but would prefer to use the Skip Primary Loan in conjunction with a <i>Skip Primary Loan</i> (see relevant TMD at www.skiploans.com.au)▪ require the ability to make additional extra repayments without penalty;▪ can afford to pay and wish to pay principal and interest repayments to build equity in a property; and▪ require redraw. <p>The financial situation of are consumers in the 'target market' must be strong enough to satisfy our eligibility and credit assessment criteria which includes demonstrating the ability to repay, without substantial hardship.</p> <p>Therefore, consumers in the 'target market' must:</p> <ul style="list-style-type: none">▪ be at least 18 years old;▪ be individual borrowers (as single or joint borrowers);▪ be an Australian citizen, NZ citizen, permanent Australian resident or on an acceptable visa;▪ can provide sufficient evidence of income or are self-employed and can provide sufficient recent financial information;▪ have a satisfactory credit rating <p>Upon application Skip will undertake an assessment to determine the consumer's ability to service a <i>Skip Primary Loan</i> which is our process of determining that the product is consistent with the financial situation of the 'target market'.</p>
Ineligible consumers	<p>This product may not be suitable for consumers who:</p> <ul style="list-style-type: none">▪ do not meet Skip's eligibility and credit criteria;▪ are seeking the certainty of fixed repayments over the term of the loan;▪ require an offset account;▪ require finance for a property not within Skip's Accepted Postcode List;

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- require finance for vacant land; or
- require finance for construction of a residential property.

DISTRIBUTION CONDITIONS

Distribution Channels

Distribution conditions

The following distribution channels and conditions have been assessed as being appropriate to direct the distribution of the product to the target market:

Channel	Conditions
Directly by Skip's staff – online, webchat or by phone	<p>Skip holds an Australian Credit Licence, authorising it to engage in credit activities on behalf of a credit licensee.</p> <p>Skip must comply with the terms and conditions of any relevant distribution agreement or arrangement with the Product Manager.</p> <p>Only authorised staff that have met Skip's qualification and training requirements (i.e. Tier 2 competent staff) are permitted to assist consumers with this product.</p> <p>Authorised staff have the necessary training, skills and knowledge to:</p> <ul style="list-style-type: none"> • discuss the features, costs, benefits, and risks associated with the product; • assess whether the consumer is within the target market; and <p>comply with our regulatory obligations.</p>
Third party – Accredited mortgage brokers subject to Best Interests Duty (BID) and related obligations	<p>Accredited mortgage brokers are permitted to assist consumers with this product.</p> <p>All applications submitted by accredited mortgage brokers must comply with our policies and procedures issued to accredited brokers from time to time.</p> <p>Accredited mortgage brokers are subject to a higher duty under 'best interests duty' (BID) to ensure that the Product is in the best interests of the particular consumer.</p>

The distribution channels and conditions are appropriate because:

- the product has a clear target market;
- our direct and third party distributors have been adequately trained to understand the product and our regulatory obligations, including our design and distribution obligations;
- our approval system has controls in place to flag applicants who may be outside the target market;
- distributors are appropriately authorised to provide the relevant regulated financial services and will comply with the commercial terms agreed between the distributor and Product Manager; and
- accredited mortgage brokers are subject to a higher duty under BID to ensure that the product is in the best interests of the particular consumer

TMD REVIEWS

This TMD will be reviewed if an event or circumstance has occurred that would reasonably suggest that the TMD may no longer be appropriate. Our review triggers of this product are:



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Initial review	Within 12 months of the date of this TMD
Periodic review	Each year on the anniversary of this TMD.
Review triggers	<p>Specific events will prompt us to review this TMD, which includes:</p> <ul style="list-style-type: none"> ▪ A significant dealing of the product to consumers outside the target market occurs; ▪ We identify unexpected trends in consumer outcomes which are significantly inconsistent with the expected product performance; ▪ A significant number of material complaints are received from consumers in relation to the product; ▪ Unexpected levels of early stage arrears are detected; ▪ A significant number of defaults occur; ▪ A significant breach has occurred in connection with the issuing and distribution of this product; ▪ A significant number of late repayments are being recorded; ▪ A material change is made to this product; ▪ There is evidence that the product or the distribution of it are not appropriate for the target market; or ▪ The receipt of a product intervention power order from ASIC requiring us to immediately cease retail product distribution conduct in respect of the product. <p>If a review trigger occurs, we will complete a review of the TMD within ten (10) business days. Meanwhile, we will cease to offer this product to our consumers until our TMD review concludes and any necessary changes to the product or TMD, including distribution methods, are made.</p>

DISTRIBUTOR REPORTING REQUIREMENTS

The following data must be provided to us by any person who engages in retail product distribution conduct in relation to this product:

Type of information	Description	Reporting period
Specific Complaints	Details of the complaint, including name and contact details of complainant and substance of the complaint	As soon as practicable and within 10 business days of receipt of complaint.
Number of Complaints	Number of complaints and general feedback relating to the product and its performance	As soon as practicable and within 10 business days following the end of a calendar quarter
Significant dealing(s)	Date or date range of the significant dealing(s) and description of the significant dealing (e.g., why it is not consistent with the TMD)	As soon as practicable, and in any case within 10 business days after becoming aware
Information requested	Any other information requested by the Product Manager	As soon as practicable, and in any case within 10 business days after receiving such request