Bridgit

Target Market Determination

This document is the Target Market Determination (TMD) for the Bridgit Equity Release Home Loan. It is issued by Bridgit Financial Services Pty Ltd ABN 74 648 580 901 Australian Credit Licence Number 53254 (“Bridgit”, “we”, “us” or “our”).

A Target Market Determination (TMD) is a written document that:

- Describes the class of customers that make up the target market for the product (Target Market);
- Specifies any conditions and restrictions on the distribution of the product (Distribution Conditions); and
- Sets out the events or circumstances where we are required to review the TMD (Review Triggers).

We are required to have a TMD by law. This TMD is not a recommendation to acquire a Bridgit product nor does it replace our terms and conditions or other disclosure documents that we or one of our third party brokers and referrers (“Distributors”) may provide to our customers.

Bridgit Equity Release Home Loan

Product type	Equity Release Home Loan
Issued by (Bridgit, we, us, our)	Bridgit Financial Services Pty Ltd ABN 74 648 580 901. Australian Credit Licence Number 532542
Date TMD approved	3 August 2026
TMD version	1
Initial review period	One year after the date of this TMD

Target Market Description

Product description and key attributes

The Bridgit Equity Release Home Loan is a credit product for borrowers with strong asset and equity position, and wishing to release equity from an existing property or purchase a new property.

Borrowers must be able to repay the Bridgit Equity Release Home Loan in full. Example repayment strategies include:

- Selling their current home and purchasing a lower-value home;
- Liquidating their assets such as investment properties or shares;
- Using a lump sum from superannuation at retirement; or
- Refinancing the residual debt.

The key attributes of the Bridgit Equity Release Home Loan are:

- Loan Term – minimum 10 years, maximum 30 years;
- Minimum Loan Amount – $100,000;
- Maximum Loan Amount – $4,500,000 subject to the amount of equity in the existing property;
- Interest Rate – Interest is variable with interest only repayments throughout the loan term;
- Security:
  - Single or multiple security.
  - Registered first mortgage over real property acceptable to Bridgit;
  - Company borrowers may be required to enter into a General Security Agreement over all present and after-acquired property.
  - Directors or related parties may be required to provide a personal guarantee, depending on the borrower structure and credit assessment.
- Maximum Loan to Value Ratio (LVR): Up to 75% LVR.

Fees and charges (including an upfront 'set-up fee') apply.

Customers for whom the product is likely to be suitable for (Target Market)

Bridgit considers that the Bridgit Equity Release Home Loan will suit borrowers who want a loan to:

- Release equity in an existing property; and/or
- Purchase a new home.

Bridgit expects that customers in the Target Market will be property owners who:

- Are borrowers with strong asset and equity position, wishing to release equity from an existing property or purchase a new property;
- Want flexible drawdown options for their loan with the option to have regular equity release payments;
- Want to pay interest only repayments and do not want to pay Principal and Interest repayments;
- Do not want to increase their debt levels over time via a reverse mortgage;
- Can provide residential property as security;
- Can demonstrate that they are able to afford to pay the monthly interest repayments; and
- Have a clear and documented exit strategy to pay down the loan at the end of the loan term.

Customers within the Target Market will:

- Be an individual, company or trustee borrower;
- Have a strong asset and equity position;
- Be an Australian citizen or New Zealand Citizen or hold permanent Australian Residency ;
- Not have been bankrupt within the past seven (7) years (including any director or trustee, where applicable);
- Demonstrate a satisfactory credit history over the past five (5) years;
- Meet Bridgit's credit assessment criteria; and
- Provide security over their Existing Property within the maximum permitted LVR.

Ineligible consumers

The Bridgit Equity Release Home Loan is not appropriate for customers who:

- Who do not have a strong asset and equity position;
- Are companies or company trustees involving disqualified directors;
- Applicants under external administration;
- Would only be able to provide a 2nd mortgage security;
- Wish to use the loan for construction purposes;
- Would prefer the certainty of a fixed interest rate;
- Do not meet Bridgit's credit criteria;
- Would be unable to repay the loan in full at the end of the loan term;
- Have defined goals and objectives that are not met by this product;
- Are unable to meet the monthly interest repayments;
- Wish to pay down their loan with principal & interest repayments; or
- Are without a clear exit strategy.

Bridgit considers that the product, including its key attributes, is likely to be consistent with the likely objectives, financial situation and needs of consumers in the Target Market because:

- Applicants will only be approved for the purposes set out above; and
- Applications will only be approved if the customer meets Bridgit's credit assessment and security criteria (including maximum LVRs and the provision of 1st mortgage security).

Distribution Conditions

Conditions and restrictions on the distribution of the product

The Bridgit Equity Release Home Loan may:

- Only be distributed: via an online application;
- By the customer calling Bridgit directly;
- Through one of our approved brokers, acting under an Australian Credit Licence; or
- As a result of an introduction from one of our Referrers, acting in accordance with the 'Referrer exemptions' in Regulation 25(2) or 25(5) of the NCCP Regulations.

Bridgit considers that its Distribution Conditions are appropriate because:

Legal relationships – Bridgit has:

- Employment contracts with its employees; and
- Formal legal agreements with its third-party Distributors.

Supervision – Bridgit:

- Closely monitors the performance of its staff; and
- Undertakes periodic reviews in relation to the activities of our Referrers.

Training:

- Staff and brokers acting under an Australian Credit License:
    a. Are appropriately trained to discuss the features of the product with customers; and
    b. Understand that applications will not be approved unless they satisfy Bridgit's credit assessment criteria; and
- Referrers are provided with clear instructions regarding the limitation on their activities.

Review Trigger Reporting Requirements

Our staff and Distributors must advise Bridgit if they become aware of any of the following matters within the time frames specified.

	What must be reported	When it must be reported
Product complaint data	Information relating to complaints received about the product or the distribution of the product, including: • Number of complaints; • The identifier of the distributor; • The product name; and • The exact details of the complaint.	Immediately, but in any case, no later than next business day after becoming aware of the complaint.
Significant dealings	Any significant dealing of the product outside the Target Market.	As soon as practicable but no later than 10 business days after becoming aware of the significant dealing.
Feedback	Any feedback received about the product or the Distribution Conditions for the product.	As soon as possible, but no later than within 20 business days of receiving the feedback.

Record Keeping

Bridgit will keep records of the reasonable steps they have taken to ensure that these products are sold in a manner consistent with this TMD. Our third-party Distributors must also keep records of all customers they introduce to us.

Bridgit will also keep complete and accurate records of:

- All versions of the TMD for these products; and
- Our decisions, and the reasons for those decisions about:
    a. The determination of the TMD for these products;
    b. The identification and tracking of review triggers;
    c. The setting of review periods, and
    d. All other the matters documented in this TMD.