

# Target Market Determination

## Visa Debit Card

The Visa debit card (**Visa Debit Card**) attached to your ColCap loan product is a financial product for the purposes of the design and distribution obligations set out in Part 7.8A of the *Corporations Act 2001* (Cth).

**The VISA Debit Card is issued by Columbus Capital Pty Ltd ACN 119 531 252, Australian Credit License 337 303, trading as Origin Mortgage Management Services, ("ColCap") who is the issuer of the financial product and responsible for its features, terms, and conditions. Hay Limited (ABN 34 629 037 403), as the Visa licensed issuer is sponsoring ColCap into the Visa payment network. Hay Limited is not the issuer of the financial product.**

The purpose of this Target Market Determination is to provide consumers with information about the Visa Debit Card's key attributes, the target market for the card, and the distribution and monitoring arrangements between the finance product issuer & Visa licensed issuer

Your ColCap loan product is issued by Perpetual Corporate Trust Limited ACN 000 341 533, Australian Credit License 392673 (Lender) and managed and serviced by ColCap, collectively (**ColCap/we/us**).

This document is not to be treated as a full summary of the product's terms and conditions and is not intended to provide financial advice. You should refer to the Terms and Conditions of the Visa Debit Card available at [www.originmms.com.au](http://www.originmms.com.au) when making a decision about this product.

**Date from which this Target Market Determination is effective: 30 September 2025.**

### 1. Target Market

The information below summarizes the overall class of consumers that fall within the target market for the Visa Debit Card, based on the product key attributes and the objectives, financial situation and needs that it has been designed to meet. This product is targeted at customers with an eligible ColCap loan product who want to access funds held in an eligible linked account using a variety of methods.

#### (a) Class of consumers that fall within the target market.

The Visa Debit Card is for those who have an eligible loan product from ColCap and are looking for a way to access money from their loan product account or the offset account, which is a sub-account of the loan product account using a variety of methods. The Visa Debit Card is not offered as a standalone product.

#### (b) Description of the Visa Debit Card and its key attributes

The key attributes of the Visa Debit Card are that:

- It can be used at any merchant that accepts Visa.
- It can be used to access money from a loan product (or from the offset account of a loan product) using one or more of the following methods:
  - Electronic Point of Sale (EFTPOS).
  - ATMs; and
  - Online.
- The ability to use the Visa Debit Card to withdraw cash is available only at ATMs and not at point of sale (EFTPOS).

- It can only be used by the person named on the Visa Debit Card and the Visa Debit Card is not transferable.
- Transaction limits apply to the Visa Debit Card usage.

Fees and charges apply. Please refer to the terms and conditions of the card at [www.originmms.com.au](http://www.originmms.com.au). The Visa Debit Card may drive fees associated with the loan product, including payment of interest. These fees and charges are documented in the loan product agreement you have with the Lender.

**(c) Excluded class of consumers**

The Visa Debit Card has not been designed for anyone who does not have an eligible loan product from ColCap.

**(d) Consistency between target market and Likely objectives, financial situation and needs**

The Visa Debit Card is likely to be consistent with the likely objectives, financial situation and needs of consumers in the target market such as:

- It can only be linked to an eligible loan product from ColCap.
- identification and verification checks are undertaken on the cardholder by ColCap;
- ColCap has processes and procedures in place to ensure that loan products are only provided to consumers who meet the relevant loan product eligibility and are suitable based on product credit assessment criteria; and
- The Visa Debit Card has controls in place to ensure it can only be used to purchase items up to the value of available funds in the loan or offset sub- account.

**(e) Eligibility Criteria for the product**

- Be over 18 years of age; and
- Have an eligible ColCap loan product

## **2. Distribution Conditions and Restrictions**

**(a) Distribution channels**

The Visa Debit Card is designed to be distributed to consumers through the following means:

- Third parties who ColCap contracts with that:
  - hold an Australian Credit License or be a Credit Representative authorized to engage in credit activities on behalf of a credit licensee;
  - comply with the terms and conditions of any relevant distribution agreement or arrangement with Colcap.
- ColCap brokers subject to their Best Interests Duty (BID) obligations, through ColCap's broker distribution channel – Granite Home Loans;
- ColCap mortgage managers through ColCap's wholesale funding channel – Origin Mortgage Management Services; and
- directly via ColCap employees through ColCap's retail channel – Homestar Finance.

**(b) Distribution conditions and restrictions**

The Visa Debit Card should only be distributed to individuals who:

- have an eligible loan product from ColCap;
- successfully pass the identification and verification checks put in place by ColCap; and
- who have elected to link the Visa Debit Card to their loan product.

**(c) Adequacy of distribution conditions and restrictions**

Given the requirement that the cardholder have an eligible loan product with ColCap and elect to link the Visa Debit Card to the loan product, the distribution conditions and restrictions will make it likely that consumers who purchase the product are in the class of consumers for which it has been designed.

### 3. Reviewing this Target Market Determination

Colcap has outlined below its review triggers for this product (Review Triggers). This TMD will also be reviewed if an event or circumstance has occurred that would reasonably suggest that the TMD may no longer be appropriate. Our review triggers for this product are:

| Review triggers        | Description  |
|------------------------|--|
| Customer outcomes      | <ul style="list-style-type: none"> <li>▪ Unexpected trends in consumer outcomes which are significantly inconsistent with the intended product performance.</li> <li>▪ Unexpected early-stage arrears are detected.</li> <li>▪ A significant number of defaults occur.</li> <li>▪ A significant number of late repayments are being recorded.</li> <li>▪ Evidence that the product or distributor conduct are significantly different to the Target Market.</li> </ul> |
| Complaints             | <ul style="list-style-type: none"> <li>▪ A significant number of material complaints are received from consumers in relation to the product.</li> </ul>  |
| Incident Data          | <ul style="list-style-type: none"> <li>▪ A material incident or significant number of incidents in relation to the product's design or distribution that identify breaches of our legal or regulatory obligations.</li> </ul>  |
| Changes to the Product | <ul style="list-style-type: none"> <li>▪ The material alteration of the product or product terms and conditions (e.g., adding to, removing, or changing a key product attribute; significant change to distribution channel and distribution strategy).</li> </ul>   |
| Significant Dealings   | <ul style="list-style-type: none"> <li>▪ A significant dealing of the product to consumers outside the Target Market occurs.</li> </ul>  |
| Notification from ASIC | <ul style="list-style-type: none"> <li>▪ The receipt of a product intervention power order from ASIC requiring us to immediately cease retail product distribution conduct in respect of the product.</li> </ul>   |

If a review trigger occurs, Colcap will complete a review of the TMD within ten (10) business days. Meanwhile, it will cease to offer this product to its consumers until the TMD review concludes and any necessary changes to the product or TMD, including distribution methods, are made.

#### 4. Reporting and monitoring this Target Market Determination

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  |
|-------------------------------|--|---|
| <b>Complaints</b>             | Number of complaints, details of the complaint, including name and contact details of complainant and substance of the complaint.          | Quarterly, and in any case no later than 10 business days from the end of the quarter.        |
| <b>Significant dealing(s)</b> | 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.         |
| <b>Feedback</b>               | Details of any suggested feedback and improvements.  | As soon as practicable, and in any case within 15 business days after becoming aware.         |
| <b>Information requested</b>  | Any other information requested by the Product Manager.  | As soon as practicable, and in any case within 10 business days after receiving such request. |