Land Lease Home Reverse Mortgage
Target Market Determination (TMD)

About this document

This target market determination (TMD) applies to the Land Lease Home Reverse Mortgage and is a document of Land Lease Home Loans Pty Ltd ACN 642 684 053(**LLHL**). Land Lease Home Loans Pty Ltd ACN 642 684 053, holder of Australian Credit Licence 546781 is the manager of loans made by LLHL Mortgages Pty Ltd ACN 644 428 204.

This TMD seeks to offer customers, staff, and other interested parties an understanding of the class of customers for which this product has been designed, having regard to the objectives, financial situation and needs of the target market.

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. Customers must refer to the terms and conditions, product guide and any supplementary documents which outline the relevant terms and conditions under the product when making a decision about this product.

Effective date: 11 July 2026

Target Market

Class of customers that fall within this target market

The information below summarises the overall class of customers that fall within the target market for a Land Lease Home Reverse Mortgage.

This Land Lease Home Reverse Mortgage has been designed for customers whose likely objectives, financial situation and needs (as listed below) are aligned with the product (including the key attributes). The Land Lease Reverse Mortgage is for those individual customers who are 18 years or over and are an Australian resident seeking to purchase a new land lease home and would like to use their land lease home in a Hampshire Village to secure the loan.

Product description and key attributes

The key eligibility requirements and product attributes of this Land Lease Home Reverse Mortgage are:

Purpose:	• to purchase a new land lease home in a Hampshire Village. • .
Key eligibility criteria:	• Customers must be aged 70 or over with a maximum of two customers being able to apply under one loan. All tenants of the site agreement with Hampshire must also be borrowers. • The loan may not be applied for under Power of Attorney.
Property criteria:	• The land lease home must be located within a Hampshire Village. • Minimum value $250,000 and condition satisfactory to lender.

	• The home must be unencumbered. • The site agreement must be in an acceptable form.
Loan amount and term:	• Minimum loan: $20,000 • Maximum loan: The maximum amount to borrow is calculated by applying a Loan to Value Ratio (LVR) of 20%, subject to a maximum loan cap of $150,000 with restrictions described below on purpose.
Interest rate and fees:	• Interest rate is variable and subject to change. • Please refer to the Interest Rates page on our website for the current interest rate and fees. Interest is compounding (calculated daily and payable when the home is sold). • An account keeping fee and establishment fee apply, and other fees may be applicable for settlement, valuation and other product options.
Loan structure:	• Total loan amount is repayable in accordance with the repayment schedule provided in the credit contract and otherwise when the home is sold. • Applications for an increase will require a new application and the loan balance outstanding factored into the calculation to ascertain if additional funding is possible.

Objectives, financial situation, and needs of consumers in the target market

This product has been designed for individuals who meet the following criteria:

- Need an amount to purchase a new land lease home in a Hampshire Village.
- Able to provide security of an unencumbered land lease home in a Hampshire Village.
- Have an Equifax credit score of Average or better.
- Meet the responsible lending requirements. Illion (bankstatements.com.au) flags certain types of expenditure (such as gambling). If any of these flags are present, further inquiries will be made to determine if the individual is eligible.

Excluded class of customers

This product has not been designed for individuals who are:

- Under the age of 70;
- Over the age of 70 looking to purchase a resale home;
- Not or do not intend to reside in a Hampshire Village;
- Guarantors;
- Companies or trustees; and/or
- Equifax credit score below Average, including any current bankruptcies.

Consistency between target market and the product

The Land Lease Home Reverse Mortgage is consistent with the likely objectives, financial situation and needs of the class of customer in the target market as this is a niche offering where the loan is provided to suit individuals aged 70 years and over, who are living or intend to live a Hampshire Village, meet our lending guidelines, and have a property that meets the criteria in this TMD.

Distribution

Distribution channels

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

- Direct LLHL authorised representatives and employees only who are trained in the distribution of this product by this TMD and the LLHL application process. Initial contact can be online through LLHL website, email, phone or in person.

Distribution conditions and restrictions

This distribution of this product is subject to the following conditions and restrictions:

- The LLHL application process is tailored to identify individuals that meet eligibility criteria described in the TMD for this product, individuals that are 70 or over, reside or intend to reside in a Hampshire Village and in accordance with LLHL lending guidelines.

- This product is only offered directly by LLHL authorised representatives who follow the outlined TMD to ensure the customers who are provided this product are in the class of customers for which it is designed.
- LLHL considers the distribution conditions and restrictions are reasonably likely to result in the product being distributed to consumers within the target market because all applications are assessed against the target market eligibility criteria by trained LLHL representatives before a loan is offered. This process is intended to identify consumers for whom the product is suitable and reduce the likelihood of distribution to consumers outside the target market.

Review of TMD

We will review this TMD in accordance with the below:

Initial review	Within the 12 months of the effective date, next review due date: 11th July 2027.
Periodic reviews	At least every 12 months from the initial review.
Review triggers or events	Any event or circumstances arise that would reasonably suggest the TMD is no longer appropriate. This may include (but not limited): • a material change to the product or the terms and conditions of the product which would cause the TMD to no longer be appropriate; • occurrence of a significant dealing of the product to consumers outside of the target market; • distribution conditions found to be inadequate; • relevant external events such as adverse media coverage or regulatory attention; • significant changes in metrics, including, but not limited to, complaints, risk tolerance, and lending uptake that suggests the TMD is no longer appropriate; and • significant number of loans where the Security Property is not sold within the loan term.

Where a review trigger has occurred, this target market determination will be reviewed within 10 business days.

Reporting and monitoring this target market determination

We may collect the following information from our distributors in relation to this TMD.

Complaints	LLHL will report all complaints in relation to the product(s) covered by this TMD within 10 business days of receipt of a complaint is. This will include written details of the complaints.
Significant dealings	LLHL will report all complaints in relation to the product(s) covered by this TMD on a monthly basis. This will include written details of the complaints. LLHL will report after becoming aware of a significant dealing in relation to this TMD within 10 business days.