

# Specialist Plus Home Loan

Target market Determination (TMD)

November 2025

This Target Market Determination (TMD) is required under section 994B of the Corporations Act 2001 (Cth) and has been prepared in accordance with the Treasury Laws Amendment (Design and Distribution Obligations and Product Intervention Powers) Act 2019 (Cth) and associated regulations. It sets out the target market for the product, triggers to review the target market and certain other information. It forms part of the lender's design and distribution framework for the product. This document is not a product disclosure statement and is not a summary of the product features or terms of the product. This document does not take into account any person's individual objectives, financial situation or needs. Persons interested in acquiring this product should carefully read the loan offer and general terms and conditions and obtain independent advice before making a decision whether to buy this product to ensure that it is appropriate for their particular objectives, financial situation

## Target Market

<b>Specialist Plus Home Loan</b>	Specialist+ is for customers who find it hard to obtain finance and are recovering from credit issues or bankruptcy.
<b>Objectives</b>	<ul style="list-style-type: none"> <li>• The primary objective of consumers in the target market is to obtain funding for: <ul style="list-style-type: none"> <li>○ Purchasing a residential property</li> <li>○ Refinancing of an existing home loan</li> </ul> </li> <li>• Consumers may also have a secondary objective to obtain funding for: <ul style="list-style-type: none"> <li>○ Consolidation of other debts</li> <li>○ Other personal or approved purposes</li> </ul> </li> </ul>
<b>Target market</b>	<ul style="list-style-type: none"> <li>• Borrowers with severe credit history (including bankruptcy)</li> <li>• Income that may be irregular or not easily verifiable (e.g., self-employed with limited financial history).</li> <li>• LVR up to 80% (inclusive of capitalised fees).</li> <li>• Borrowers seeking debt consolidation or refinancing options.</li> <li>• Can meet the repayment requirements of the home loan over the loan term.</li> </ul>
<b>Not suitable for</b>	<ul style="list-style-type: none"> <li>• Borrowers eligible for prime, near-prime or Specialist products.</li> <li>• Borrowers seeking LVR above 80%.</li> <li>• Short-term loan seekers (less than 10 years).</li> </ul>

## Distribution of product

- The Lender conducts a full credit assessment on every loan application ensuring that the objectives, financial situation and needs of the consumer are met.
- Mortgage Brokers are required to hold an Australian Credit License or maintain an appointment as a Credit Representative authorised to engage in credit activities on behalf of a credit licensee as part of the lender's accreditation requirements. In addition, Mortgage Brokers are subject to a higher duty under Best Interests Duties to ensure that the product is in the best interests of the consumer.
- The product is distributed by accredited brokers.
- Reasonable enquiry and verification are made to ascertain the borrower's financial situation and credit record.
- An assessment is made to determine that the borrower can service the loan, and the product is not unsuitable for the borrower.
- The security is valued.
- The product should not be distributed to consumers who do not meet the credit requirements for this loan. This product is unlikely to meet the needs, objectives and financial situation of consumers who do not meet the eligibility criteria.
- These products can only be distributed by accredited mortgage brokers, financial advisers, or SMSF specialists who have completed appropriate training and understand the specific requirements of the products they distribute.
- Distributors must assess the suitability of the product based on the borrower's financial situation, objectives, and risk tolerance.

- The products must not be distributed to individuals outside of the target market unless a documented assessment justifies the sale.

## Review Triggers

Each TMD will be reviewed upon the occurrence of any of the following triggers:

- A material change to the design or distribution of the product, including related documentation or policies;
- Product performance is materially inconsistent with the Lenders expectations of the appropriateness of the product to consumers:
  - Where there is a significant change in our total borrowers (joint borrowers to be treated as a single borrower) requiring financial assistance at any one time;
  - Where there is a significant change in our total borrowers (joint borrowers to be treated as a single borrower) that are in arrears;
  - Where there is a significant change in loan applications declined;
  - Where there is a significant or unexpectedly high number of complaints that arise from product or distribution concerns
- Reporting from distributors, or consistent feedback from distributors on the target market which suggests that the determination may no longer be appropriate
- Regulator orders or directions in relation to the distribution of this product where the lender considers this reasonably suggests that this TMD is no longer appropriate
- The occurrence of a significant dealing in the product outside the target market
- A material change to the design or distribution of the product, including related documentation or policies;
- A material change to the lenders Credit Policy

### Review Periods

Subject to intervening review triggers, the first review will occur no more than 12 months after the introduction of this TMD, and this TMD will be reviewed every 12 months thereafter.

## Distributor Reporting Requirements

Each accredited broker and aggregator must provide the following information in relation to the product(s) they have distributed:

### Complaints

The number, substance and nature of complaints received about the product, including those relating to product design, availability, or distribution conditions, must be reported to Bluestone **at least quarterly** within 10 business days of the quarter ending, or more frequently if requested.

### Significant Dealings

Any significant dealing in the product that is inconsistent with this Target Market Determination must be reported to Bluestone **as soon as practicable**, and **no later than 10 business days** after becoming aware of the significant dealing.

## Contact Us

If you have any questions or feedback on this TMD, please call 13 25 83 or visit [Bluestone.com.au](http://Bluestone.com.au)