

# Our Product Matrix

Effective at 16 June 2020

TEACHERS MUTUAL BANK LIMITED



	Solutions Plus Home Loan	My First Home Loan
<b>Best used when customer requires</b>	A flexible variable rate loan with a low ongoing rate for loans \$150,000 and over	Purchasing first home and occupying within 12 months
<b>Purpose</b>	Owner occupied. For Owner Occupier loans the eligibility criteria may vary from time to time. Please contact your local Broker Development Manager for details.	Owner occupied
<b>Loan size</b>	Minimum \$25,000 (total new home loan borrowings must be \$150,000)	Minimum \$25,000
<b>Repayment term</b>	Up to 30 years	Up to 35 years
<b>Repayment basis</b>	Principal and interest or Interest only	Principal and interest and Interest only for the purpose of construction
<b>Repayment frequency</b>	Weekly, fortnightly or monthly	Weekly, fortnightly or monthly
<b>Repayment method</b>	Direct credit from pay preferred	Direct credit from pay preferred
<b>Interest rate type</b>	Variable – discounted below the standard variable rate for life of loan	Variable – discounted below the standard variable rate for life of loan
<b>Fixed rate lock-in</b>	N/A	N/A
<b>Interest calculated</b>	Daily, charged monthly	Daily, charged monthly
<b>Establishment fee</b>	Yes	No
<b>Fee for full valuation</b>	No	No
<b>Ongoing fee</b>	Yes – annual package fee	No
<b>Split loan</b>	Yes – split with any fixed rate, or variable principal and interest or interest only	Yes – split with any fixed rate
<b>Break Fee</b>	No	No
<b>Additional repayments</b>	Yes	Yes
<b>Offset facility</b>	Yes – 100% with an Everyday Direct transaction account	Yes – 100% with an Everyday Direct transaction account
<b>Parental leave</b>	Use repayment pause	Use repayment pause
<b>Repayment pause</b>	Yes. Refer to the consumer lending terms and conditions for full details of conditions	Yes. Refer to the consumer lending terms and conditions for full details of conditions
<b>Redraw</b>	Yes – fee free	Yes – fee free
<b>Progressive drawdown</b>	No	Yes
<b>Portability</b>	Yes	No
<b>Top up</b>	Yes – fee free	Yes – fee applies
<b>Maximum loan-to-value ratio (LVR)</b>	Up to 95% with LMI	Up to 95% with LMI
<b>Rewards package</b>	Yes	No
<b>Family guarantee</b>	Yes. Refer to credit policy	Yes. Refer to credit policy
<b>Switching</b>	Yes – fee applies	Yes – fee applies

Products

For brokers accredited by FMB, HPB, TMB and UniBank only. For further information refer to your Broker Development Manager or our Broker Portal: <https://broker.tmbank.com.au>.

# Our Product Matrix continued

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TEACHERS MUTUAL BANK LIMITED



	Flexi Choice	Interest Only Variable
<b>Best used when customer requires</b>	A standard variable rate with flexibility and no ongoing fees	An interest only standard variable rate which allows the loan to be progressively drawn in the first 12 months for construction
<b>Purpose</b>	Owner occupied and investment	Owner occupied/construction and investment
<b>Loan size</b>	Minimum \$25,000	Minimum \$25,000
<b>Repayment term</b>	Up to 30 years	Up to 30 years
<b>Repayment basis</b>	Principal and interest	Interest only <sup>1</sup>
<b>Repayment frequency</b>	Weekly, fortnightly or monthly	Monthly
<b>Repayment method</b>	Direct credit from pay preferred	Direct credit from pay preferred
<b>Interest rate type</b>	Variable – the standard variable rate	Variable
<b>Fixed rate lock-in</b>	N/A	N/A
<b>Interest calculated</b>	Daily, charged monthly	Daily, charged monthly
<b>Establishment fee</b>	Yes	Yes
<b>Fee for full valuation</b>	Yes – if required	Yes – if required
<b>Ongoing fee</b>	No	No
<b>Split loan</b>	Yes – split with any fixed rate, or variable principal and interest or interest only	Yes – split with any fixed rate, or variable principal and interest or interest only
<b>Break Fee</b>	No	No
<b>Additional repayments</b>	Yes	Yes
<b>Offset facility</b>	Yes – 100% with an Everyday Direct transaction account	Yes – 100% with an Everyday Direct transaction account
<b>Parental leave</b>	Use repayment pause	Use repayment pause
<b>Repayment pause</b>	Yes. Refer to the consumer lending terms and conditions for full details of conditions	Yes. Refer to the consumer lending terms and conditions for full details of conditions
<b>Redraw</b>	Yes – fee free	Yes – fee free
<b>Progressive drawdown</b>	No	Yes – fee applies
<b>Portability</b>	Yes	Yes
<b>Top up</b>	Yes – fee applies	Yes – fee applies
<b>Maximum loan-to-value ratio (LVR)</b>	Up to 95% with LMI	Up to 95% with LMI
<b>Rewards package</b>	No	No
<b>Family guarantee</b>	Yes. Refer to credit policy	Yes. Refer to credit policy
<b>Switching</b>	Yes – fee applies	Yes – fee applies

Products

# Our Product Matrix continued

Effective at 16 June 2020

TEACHERS MUTUAL BANK LIMITED



	Fixed Rate	Classic Home Loan
<b>Best used when customer requires</b>	Principal and interest repayments and the need for repayment certainty or when rates are increasing	A low rate home loan that keeps it simple.
<b>Purpose</b>	Owner occupied and investment	Owner occupied and investment
<b>Loan size</b>	Minimum \$25,000	Minimum: \$150,000
<b>Repayment term</b>	Up to 30 years	Up to 30 years
<b>Repayment basis</b>	Principal and interest and Interest Only <sup>2</sup>	Principal and Interest
<b>Repayment frequency</b>	Weekly, fortnightly or monthly	Weekly, fortnightly or monthly
<b>Repayment method</b>	Direct credit from pay preferred	Direct credit preferred
<b>Interest rate type</b>	Fixed rates for 1, 2, 3, 4 or 5 years	Variable
<b>Fixed rate lock-in</b>	Yes – up to 90 days	N/A
<b>Interest calculated</b>	Daily, charged monthly	Daily, charged monthly
<b>Establishment fee</b>	Yes	Yes
<b>Fee for full valuation</b>	Yes – if required	Yes – if required
<b>Ongoing fee</b>	No	No
<b>Split loan</b>	Yes	No
<b>Break Fee</b>	Break Fee may apply	No
<b>Additional repayments</b>	No	Yes
<b>Offset facility</b>	Yes – 100% with an Everyday Direct transaction account	No
<b>Parental leave</b>	Not during fixed rate period	Use Repayment pause
<b>Repayment pause</b>	Not during fixed rate period	Yes. Refer to the consumer lending terms and conditions for full details
<b>Redraw</b>	Not during fixed rate period	Yes – fee free
<b>Progressive drawdown</b>	No	No
<b>Portability</b>	Yes	Yes
<b>Top up</b>	Not during fixed rate period	Yes – fee applies
<b>Maximum loan-to-value ratio (LVR)</b>	Up to 95% with LMI	Up to 85% prior to the capitalisation of LMI and any bank fees, if applicable.
<b>Rewards package</b>	No	No
<b>Family guarantee</b>	Yes. Refer to credit policy	Yes. Refer to credit policy
<b>Switching</b>	Yes – break costs plus switching fee may apply	No

Products

## Things you should know:

Any application for credit is subject to the Bank's normal lending criteria. Refer to the fees and charges brochure for details and a full list of fees and charges. Full details of all product terms and conditions are available on request. These may be varied, or new terms and conditions introduced, in the future.

1. Maximum interest only period applies please contact your Business Development Manager for maximum interest only terms.
2. Interest Only repayments can only be made monthly.