



122 Pagan Road

Yatala Qld 4207

Australian Credit Licence No: 418049

## TARGET MARKET DETERMINATION

<b>Issuer</b>	<i>AUS LENDING PTY LTD</i>
<b>Issuer ABN</b>	<i>96 154 091 335</i>
<b>Issuer ACL</b>	<i>418049</i>
<b>Product</b>	<i>Secured Loan Contract and Mortgage above \$5,000.00 ("the Product")</i>
<b>Date TMD approved</b>	<i>28.09.2021</i>
<b>TMD Version</b>	<i>1</i>
<b>TMD Status</b>	<i>Current</i>

### Purpose of this Document

The purpose of this Target Market Determination ("**TMD**") is to comply with the Design and Distribution Obligations incorporated under Chapter 7 of the *Corporations Act 2001* ("**the Act**") by the *Treasury Laws Amendment (Design and Distribution Obligations and Product Intervention Powers) Act 2019*.

The TMD aims to provide consumers and distributors with information about the class of consumers that comprises the target market for the Product, taking into account their objectives, financial situation and needs. It also specifies any Product distribution conditions and restrictions and deals with reviews of the TMD as well as distributor arrangements.

### Legal Disclaimer

This document is not a credit disclosure document and does not include all relevant terms and conditions associated with this Product. It does not take into account any person's individual objectives, financial situation or needs. Individuals interested in making use of this product should carefully read the Issuer's Credit Guide and any other disclosure documents before making a decision whether to use this Product.

### Description of Target Market

This section is required under section 994B(5)(b) of the Act.

## Target Market Summary

This Product is likely to be appropriate for a consumer who is *seeking an amount of credit from \$5,000 to \$25,000 repayable over a period of 2-5 years, for the primary purpose of personal use.*

The target market has been established by assessing the Product (including its key attributes detailed below) and the consumer objectives, financial situation and needs for which the Product is likely to be appropriate. The class of consumers who fall within the target market for the Product is described below, based on the objectives, financial situation and needs of the consumer and the key attributes of the Product.

The key and product attributes of Aus Lending's Secured Consumer Loans are:

Loan Terms	24 – 60 Months
Credit available	\$5,000 - \$25,000
Origination Fee	Up to a maximum \$550
Establishment Fee	\$990
Credit Search Fee	\$6.50
Security Registration Fee	\$14.75
Monthly Administration Fee	\$10
Early Termination Fee	Nil
Acceptable assets include most auto and leisure assets	

## Description of Consumer Objectives, Financial situation and Needs

This Product is suitable for persons who:

- Derived benefit from the purchase, has an going income source to support the agreed repayment and is NOT expecting their financial situation to change in the immediate future where it may impact the ability to pay. eg requires a loan over \$5,000 repayable over a period between 2-5 years for a suitable purpose, is able to service the loan, establishment fee and monthly fees as they accrue.

## Excluded Classes of Consumers

This Product is unsuitable for persons:

- Who do not qualify under the responsible lending requirements imposed by the *National Consumer Credit Protection Act 2009* (“National Credit Act”), will be unable to comply with their financial obligations under the Product terms, or could only comply with substantial hardship.
- For whom the Product will not meet their requirements or needs.
- *For consumers who are under 18 years of age, Temporary residents with a visa with under 1 year remaining and or live in a very remote region of Australia according to the Australian Bureau*
- *Be <https://www.abs.gov.au/ausstats/abs@.nsf/mf/1270.0.55.005>*
- *Current bankruptcy, Part 10, disqualification or unlicensed drivers relevant to the item being financed that may indicate the Product is unlikely to meet the consumer class objectives, financial situation and needs can't be substantiated.*

## Product and Target Market Consistency

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 based on the following:

- The secured consumer loan product has been designed to suit a wide target market of consumers who require access to funds for the purchase of an asset for personal use.
- Consumers in this class require access to credit particularly for transport, to enhance their employment opportunities and their lifestyle overall.

## Distribution Conditions and Restrictions

This section is required under s994B(5)(c).

### Distribution Methods

This product is distributed through the following channels:

- Through Aus Lending's accredited finance brokers within Australia
- Through Aus Lending's approved referral partners
- Direct applications via online, face to face and telephone

Aus Lending's Secured Consumer Loan may also be advertised in accordance with the target market.

## Distribution Conditions

This product is distributed subject to the following conditions and requirements:

- customers who meet the eligibility requirements;
- customers who have appropriate borrowing capacity;
- in accordance with responsible lending guidelines; and
- by third party authorised distributors.

## Factors Considered

In assessing the appropriateness of the distribution methods, conditions and restrictions, the Issuer has taken into account the following factors:

- The comparatively wide target market for the Product
  - The Issuer's ability to restrict distribution by providing sufficient lending guidelines and eligibility requirements
- The Issuer's ability to manage the distribution channel
  - The capability of existing distribution methods to reach the intended target market based on past outcomes

## Reviewing the TMD

The Issuer will review this TMD as follows:

### Review Triggers

This part is required under section 994B(5)(d) of the Act.

If events or circumstances occur that would reasonably suggest that the TMD is no longer appropriate, the Issuer will review the TMD. This may include:

- an event or circumstance that would materially change a factor taken into account in making the target market determination for the Product *eg an external event such as a change in regulation, a substantial change in government benefits schemes rules resulting in reduced consumer income, etc.*
- a material change to the design or distribution of the Product
- a significant dealing in the Product that is not consistent with the product's TMD

- the nature and extent of any feedback received from distributors or users of the product [*eg significant changes in customer complaints, loan default rates, etc.*]
- experiencing significant regulatory issues with industry bodies or government entities [*eg ASIC investigations*]

### **Mandatory Review Periods**

This part is required under section 994B(5)(e) and (f) of the Act.

**Initial Review:** This TMD will be reviewed within 2 years of the TMD approved date.

**Periodic Reviews:** This TMD will be reviewed at least every 2 years from the initial review date.

### **Distributors: Reporting & Required Information**

This part is required under s994B(5)(g) & (h).

#### **Complaints**

Distributors are required to report and detail in writing all complaints in relation to the Product covered by this TMD to the Issuer as soon as practicable.

#### **Significant Dealings**

Distributors are required to report any significant dealing in the Product that is not consistent with this TMD, within 10 business days.

### **Appropriateness of the TMD**

This section is required under s994B(5)(c) and s994B(8)(a) &(b).

The Issuer has reviewed the Product and its key attributes by considering its purpose, past outcomes and likely future outcomes, and has reasonably concluded that the Product is likely to be consistent with the likely objectives, financial situation and needs of consumers in the target market as described above, when offered to the consumer in accordance with the distribution conditions listed above. The comparatively wide target market of the Issuer has been a factor in assessing why 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.