

TARGET MARKET DETERMINATION

PRODUCT 2: SECURED BUSINESS LOANS OVER \$5,000

Issuer	Aus Lending Pty Ltd ("Aus Lending")
Issuer ABN	96 154 091 335
Issuer ACL	418049
Product 1	Secured Business Loan over \$5,000 ("the Product")
Date initial TMD approved	28 September 2021
TMD Version	Version 2, updated 1 January 2026
TMD Status	Current

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 its 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 Aus Lending'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 an individual, a sole proprietor or small business who is seeking an amount of credit over \$5,000, repayable over a period of 2-5 years, for the primary purpose of business use, secured by a personal property asset.

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 Business Loans are:

Loan Terms: 24 – 60 Months

Credit available (subject to meeting eligibility requirements): \$5,000+

Origination Fee: Up to a maximum of \$550 (Third Party Fee)

Establishment Fee: \$1,100

Credit Search Fee: \$6.50

Security Registration Fee: \$14.75

Monthly Administration Fee: \$10

Early Termination Fee: Nil

Security required: Acceptable security assets include most auto and leisure assets, including but not limited to motor vehicles, boats, motorcycles, earth moving equipment, machinery, trucks, etc.

Description of Consumer Objectives, Financial situation and Needs

This Product is suitable for persons who:

- are aged 18 years or older.
- wish to borrow more than \$5,000 for a primarily business purpose and are able to provide security.
- wish to repay the secured loan within 24-60 months.
- have an going income source to support the agreed repayment and are not expecting their financial situation to change in the immediate future where it may impact their ability to pay.
- derive benefit from the purchase for a suitable business purpose.
- are able to service the loan, establishment fee and monthly fees as they accrue.
- hold an Australian bank account.

Excluded Classes of Consumers

This Product is unsuitable for persons:

- for whom the Product will not meet their requirements or needs.
- 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 of Statistics ([Behttps://www.abs.gov.au/ausstats/abs@.nsf/mf/1270.0.55.005](https://www.abs.gov.au/ausstats/abs@.nsf/mf/1270.0.55.005)).
- who are currently bankrupt, or subject to Part 10 arrangements or disqualification, or unlicensed drivers relevant to the item being financed that may indicate the Product is unlikely to meet the consumer class objectives.
- who require funds primarily for a personal purpose.
- whose financial situation and needs cannot be substantiated.
- who do not hold an Australian bank account.

Description of Product and Key Attributes

The key attributes of this Product are:

- secured business loans of more than \$5,000.
- a loan period of between 24-60 months.
- suitable for qualifying persons who have the financial capacity to pay the fees and principal repayments as they fall due.
- the ability to make additional and early payments on the loan with no early repayment fees or early termination fees.
- fees, costs and interest are payable in respect of the Product and include an upfront Origination Fee of up to \$550 (Third Party Fee), an Establishment Fee of \$1,100, a Credit Search Fee of \$6.50, a Security Registration Fee of \$14.75, and a Monthly Administration Fee of \$10.

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 assessment that 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 is based on an analysis of the attributes and characteristics of the Product and establishing that they are consistent with the likely requirements of consumers in the target market.
- The secured consumer loan Product has been designed to suit a wide target market of consumers who require access to funds in excess of \$5,000 for the purchase of an asset for business use or other approved business expenses and are able to provide security.
- Consumers in this class typically require access to credit particularly to obtain transport or machinery to increase their employment opportunities and/or enhance their business opportunities or meet business expenditure.

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 face-to-face and telephone contact at Aus Lending's premises.
- Through Aus Lending's website online at <https://auslending.com.au/>.

Distribution Conditions

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

- Providing specific content about the Product on Aus Lending's website and to distributors directly, including lending guidelines, targeting individuals and small businesses that have the appropriate borrowing capacity.
- Providing specific information about the key Product attributes and eligibility requirements directly through face-to-face contact or telephonically.
- Targeting customers who meet Aus Lending's eligibility requirements and who have appropriate borrowing capacity.
- The Product can only be distributed by Aus Lending to persons who meet the eligibility criteria and are within the target market, and in compliance with relevant laws (including but not limited to responsible lending assessment which forms part of Aus Lending's credit approval process).

Factors Considered

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

- The comparatively wide target market for the Product.
- Aus Lending's ability to restrict distribution by providing sufficient lending guidelines and eligibility requirements to existing and prospective distributors.
- Aus Lending's ability to manage the distribution channels.
- The capability of existing distribution methods to reach the intended target markets, based on past outcomes.

- The integrity of existing and prospective distribution methods.

Reviewing the TMD

Aus Lending 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 Aus Lending 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, e.g. an external event such as a change in regulation or a substantial change in government benefits schemes rules resulting in reduced consumer income.
- a material change to the design or distribution of the Product.
- a significant dealing in the Product that is not consistent with a Product's TMD.
- the nature and extent of any feedback received from distributors or users of the Product, e.g. significant changes in customer complaints or loan default rates.
- experiencing significant regulatory issues with industry bodies or government entities.

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 1 year of the TMD approved date.

Periodic Reviews: This TMD will be reviewed at least every 1 year 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 Aus Lending as soon as practicable, but not later than every 6 months.

Significant Dealings

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

Appropriateness of the TMD

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

Aus Lending 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 and limited distribution channels of Aus Lending have been factors 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.

Aus Lending considers that the distribution conditions make it likely that consumers who acquire the Product will be in the target market because:

- the Product can only be distributed by Aus Lending to consumers who meet the eligibility criteria and are within the target market, and in compliance with relevant laws; and
- Aus Lending has procedures and processes in place to ensure that applicants who do not meet the eligibility criteria and who do not fall within the target market will not be approved for the Product.