

Target Market Determination – Consumer Secured Personal Loan

ABOUT THIS DOCUMENT

This Target Market Determination (“**TMD**”) seeks to offer consumers, distributors and staff with an understanding of the class of consumers for which this Product has been designed, having regard to the objectives, financial situation and needs of the consumers in the target market.

Consumers should refer to the terms and conditions of the Product, and any relevant supplementary documents, which outline the relevant terms and conditions under the Product, when making a decision about the Product.

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, legal advice or professional advice of any kind. Consumers should seek independent legal, financial and professional advice, before making a decision about the Product.

Product	Consumer – Secured Fixed Rate Personal Loan (“ Product ”)
Issuer	Fin One Pty Ltd ABN 80 139 719 903 - ACL 387528 (trading as Finance One) (“ Finance One ”)
Effective Date	5 October 2021
Target Market	<p>Description of target market</p> <p>Consumers who want a secured personal loan to borrow funds for an acceptable purpose and who have an acceptable and unencumbered asset with the ability to be registered as security on the Personal Properties Securities Register and want the certainty of a fixed interest rate and a fixed repayment amount.</p>
Product Description and Key Attributes	<p>Description of the Product, including key attributes</p> <ul style="list-style-type: none"> • Fixed interest rate; • Loan amount from \$5,000.00 to \$25,000.00 for an acceptable purpose (for example, an acceptable purpose would include funds for expenses covering travel, wedding, medical, dental, veterinary expenses, home renovations, study, vehicle repairs, and/or solar panels or green solutions; • Weekly, fortnightly and monthly payment cycles available; and • No early termination fee applicable. <p>This TMD covers the product for Gold and Platinum risk classes.</p>

Objectives and Needs	<p><i>Description of likely objectives and needs of consumers for whom the Product is suitable</i></p> <p>This Product is designed for consumers who:</p> <ul style="list-style-type: none"> • want a personal loan which is secured against an acceptable asset (for example, an acceptable asset would include an unencumbered motor vehicle, motorbike, boat, jet ski, caravan, camper or trailer under 25 years old at the end of the loan term and is registered in the name of the applicant); • want a fixed interest rate and a fixed periodic repayment amount; • meet the lending and eligibility criteria.
Financial Situation	<p><i>Description of likely financial situation of consumers for whom the Product is suitable</i></p> <p>This Product is designed for consumers who:</p> <ul style="list-style-type: none"> • have been in continuous employment for the last 12 months; <p>meet the lending and eligibility criteria.</p>
Excluded Classes	<p><i>Classes of consumers for whom the product is not suitable</i></p> <p>This Product is not suitable for consumers who:</p> <ul style="list-style-type: none"> • have had unpaid defaults within the last three (3) months; • have poor bank account conduct; • have regular financial and direct debit dishonours; • display multiple short-term cash lender activity; • are currently Bankrupt; or • are currently not in personal control of their finances or are under third-party budgeting arrangements (e.g. Administration Order, My Budget etc).
Consistency Between Target Market and Product	<p><i>Explanation of why the product is consistent with the objectives, financial situation and needs of consumers in the target market</i></p> <p>This Product is likely to be consistent with the likely objectives, financial situation and needs of the class of consumers in the target market. This is based on an analysis of the key terms, features and attributes of the Product and a finding that these are consistent with the identified class of consumers.</p> <p>A Finance One Consumer Secured Personal Loan is a secured personal loan which has been designed to assist consumers who are looking to borrow funds for an acceptable purpose with a fixed periodic repayment amount and a fixed number of payments over the term of the loan.</p>

Distribution Channels and Conditions	<p><i>Distribution conditions</i></p> <p>This Product is designed to be distributed through the following means:</p> <ul style="list-style-type: none"> • Finance One website; and • Direct Business team. <p>Distribution conditions include ensuring that consumers have the appropriate borrowing capacity and meet all of the lending and eligibility criteria and requirements for the Product. Finance One ensures that any information in relation to the Product is disseminated in a timely and readily accessible manner to all authorised internal sales consultants.</p>
Suitability of Distribution Conditions	<p><i>Why the distribution conditions and restrictions will make it more likely that the consumers who acquire the Product are in the target market</i></p> <p>This product should only be distributed under the following circumstances:</p> <ul style="list-style-type: none"> • The consumer(s) is/are looking for a consumer loan; • The consumer(s) is/are wanting a secured personal loan; • The consumer(s) meet/s eligibility criteria; and • The consumer(s) has/have appropriate borrowing capacity.
Review Triggers	<p><i>The review triggers that would reasonably suggest that this target market determination is no longer appropriate include, but are not limited to:</i></p> <ul style="list-style-type: none"> • Changes in responsible lending legislation and guidelines; • Increased default or hardship rates; • A significant dealing of the Product outside of the target market occurs; • A significant number of complaints is received from customers in relation to their purchase or use of the Product; • A material change to the Product and/or the terms and conditions of the Product; and/or • Adverse external events occurring such as adverse media coverage or regulatory attention.
Review Periods	<p><i>Initial Review:</i> 05/04/2022</p> <p><i>Periodic Reviews:</i> Periodic reviews of the TMD will be conducted at least every 12 months from the initial review date.</p>

Distribution Information Reporting Requirements

The following information must be provided to Finance One by its distributors who engage in retail product distribution conduct in relation to this Product:

Type of information	Description	Reporting period
Complaints	Number of complaints received and a brief description of the complaint	Every six (6) months
Significant dealing(s)	Date or date range of the significant dealing(s) and description of the significant dealing(s)	As soon as practicable and in any case within 10 business days after becoming aware
Distribution conditions found to be inadequate	Internal review of process finds distribution conditions are inadequate.	As soon as practicable and in any case within 10 business days after becoming aware