

Target Market Determination – Secured Personal Loan

This Target Market Determination ("**TMD**") provides consumers and distributors with an understanding of the class of consumers this product has been designed for, having regard to the likely objectives, financial situation and needs of those in the target market.

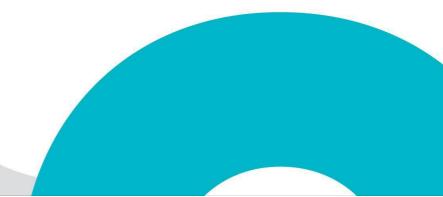
Consumers should refer to the terms and conditions of the product and any relevant supplementary documents which outline the relevant terms and conditions under the product when making a decision about the product.

This document is not 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	Secured Personal Loan ("product")	
lssuer	Fin One Pty Ltd ABN 80 139 719 903 (trading as Finance One) (" Finance One ") Australian Credit Licence 387528	
Effective Date	21 June 2024	
Target Market	Description of target market	
	The Finance One secured personal loan is designed for persons seeking an advance of money to use for acceptable purposes and who have an acceptable, unencumbered asset that can be offered as security for the loan. The product suits those who want the certainty of a fixed interest rate and a fixed repayment amount.	
	Acceptable purposes include travel, home renovations and repairs, education expenses, medical, dental, veterinary, weddings, vehicle repairs, solar panel expenses and debt consolidation.	
	An acceptable asset must be under 25 years old at the end of the loan term and includes an unencumbered registerable motor vehicle, motorcycle, caravan, camper trailer. Other vehicles can be considered and multiple vehicles may be accepted.	
Product	Description of the product, including key attributes	
Description and Key Attributes	The key attributes of the Finance One secured personal loan include:	
Allibules	 term from 36 to 48 months fixed rate of interest for the life of the loan 	

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	 option to pay weekly, fortnightly or monthly regulated under the National Consumer Credit Protection Act 2009 monthly account fees payable no early repayment penalty The Finance One secured personal loan has classifications Silver, Gold and Platinum risk classes, all of which are covered by this TMD.
Consumer needs and objectives	 Consumer needs and objectives The secured personal loan is designed for consumers who: need to borrow between \$5,000 - \$25,000 want access to money to use for an acceptable purpose and who can offer an unencumbered asset as security want a fixed rate of interest for the life of the loan want the choice to make repayments at weekly, fortnightly or monthly intervals can choose to make extra repayments without penalty
Financial Situation	 Description of financial situation of consumer for whom the product is suitable This product is designed for consumers who: receive regular and ongoing income can afford to service a loan of at least \$5,000 want to make regular repayments over a defined period may have past credit defaults meet additional lending and eligibility criteria



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Excluded Classes	 Classes of consumers for whom the product is not suitable This product is not designed for consumers who: wish to use the finance for other than an acceptable purpose have had unpaid defaults within the last six (6) 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
Consistency Between	Explanation of why the product is consistent with the objectives, financial situation and needs of consumers in the target market
Target Market and Product	The secured personal loan is designed to suit a wide group of consumers who require access to funds to use for an acceptable purpose. The loan is designed to compliment the purposes being financed and the circumstances of the consumers – including the ability for consumers to pay out the loan early without penalty. Consumers in the target market are unlikely to have sufficient savings to fund their acceptable purpose outright, yet have sufficient regular income to service a loan.
Distribution Channels and Conditions	 Distribution channels and conditions This product is designed to be distributed through the following channels: Finance One website Finance One direct business team All distribution channels are familiar with the Finance One products and the relevant target market determinations. Distribution conditions include ensuring that consumers have the appropriate borrowing capacity and meet 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 distributors and authorised internal sales consultants.
	Why the distribution conditions and restrictions will make it more likely that



	the consumers who acquire the product are in the target market			
	The distribution conditions ensure alignment to the target market by ensuring that:			
	All distributors are made aware of the target market and criteria for loan eligibility			
	 Finance One has taken reasonable steps to ensure distribution is aligned with the target market 			
	 Monitoring and reporting can happen efficiently 			
Review Triggers	Finance One will review this target market determination if any of the following triggers occurs, where they reasonably suggest that this target market determination is no longer appropriate:			
	Changes in responsible lending legislation and guidelines			
	A significant increase in default rates			
	 A significant increase in the number of hardship notices within close proximity to loan origination 			
	A significant dealing in the product outside of the target market occurs			
	 A significant number of complaints is received from customers in relation to 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	Initial Review: 05/04/2022			
Periods	<i>Periodic Reviews:</i> Periodic reviews of the TMD will be conducted at least every 18 months from the initial review date.			
	The following information must be provided to Finance One by its distributors who			
Distributor Reporting	engage in retail product distribution conduct in relation to this product: Type of information Description Reporting period			
Requirements	Complaints Number of complaints Every six (6) months related to the risks, key terms, conditions			
	or key attributes of this Product and a brief			

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	description of the complaint	
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

