

Target Market Determination AutoPay

This Target Market Determination (**TMD**) has been prepared in accordance with the *Treasury Laws Amendment (Design and Distribution Obligations and Product Intervention Powers) Act 2019* (Cth) and associated Regulations. TMDs are designed to assist issuers to ensure that the financial products they issue are likely to be consistent with the *likely objectives, financial situation and needs* of the consumers for whom they are intended (the target market) and to assist distributors to ensure that financial products are distributed to the target market.

This TMD is general in nature and should not be construed as financial advice. Consumers should obtain independent advice prior to acquiring the product to ensure that it is appropriate for their particular *objectives, financial situation and needs*.

| | |
|----------------------|---|
| Product | AutoPay |
| Issuer | MoneyMe Financial Group Pty Limited ACN 163 691 236, Australian Credit Licence 442218 |
| Date of TMD | 5 October 2021 |
| Target Market | <p><i>Description of target market, including likely objectives, financial situation and needs</i></p> <p>The product has been assessed as meeting the <i>likely objectives, financial situation and needs</i> of consumers who:</p> <ul style="list-style-type: none"> • meet our eligibility criteria, including (but not limited to): <ul style="list-style-type: none"> – are 18 years of age or older; – are employed on a permanent or casual basis; – are a permanent resident of Australia or having an acceptable work visa (as determined by us); • need to finance the purchase of a motor vehicle that will be used as security for the loan by way of a PPSR registration, or refinance other finance that has been provided for this purpose; • wish to repay the loan over a term of between 3 and 7 years by making principal and interest repayments; • require flexible repayment options, including making early payments without charge, or either fortnightly or monthly repayment cycles; and • require the flexibility of whether or not they wish to: <ul style="list-style-type: none"> – pay a cash deposit; and/or – make a balloon payment at the end of the loan term; and • are able to complete an online application. <p><i>Description of product, including key attributes</i></p> <p>The product's key attributes include the following:</p> <ul style="list-style-type: none"> • General specifications |

| | <table border="1"> <tr> <td>Minimum loan amount</td> <td>\$10,000</td> </tr> <tr> <td>Maximum loan amount</td> <td>\$100,000</td> </tr> <tr> <td>Minimum repayment period</td> <td>3 years</td> </tr> <tr> <td>Maximum repayment period</td> <td>7 years</td> </tr> <tr> <td>Secured</td> <td>Yes</td> </tr> </table> | Minimum loan amount | \$10,000 | Maximum loan amount | \$100,000 | Minimum repayment period | 3 years | Maximum repayment period | 7 years | Secured | Yes |
|--|--|--|---------------------|---|--------------------------|--|--|--------------------------|---------|---------|-----|
| | Minimum loan amount | \$10,000 | | | | | | | | | |
| Maximum loan amount | \$100,000 | | | | | | | | | | |
| Minimum repayment period | 3 years | | | | | | | | | | |
| Maximum repayment period | 7 years | | | | | | | | | | |
| Secured | Yes | | | | | | | | | | |
| <ul style="list-style-type: none"> Fees and charges <table border="1"> <tr> <td>Interest rate type</td> <td>Variable</td> </tr> <tr> <td>Fees payable</td> <td> <ul style="list-style-type: none"> Establishment fee Brokerage fee Customer fee Monthly fee Dishonour fee Overdue account fee </td> </tr> </table> <p>Classes of consumers for whom the product may be unsuitable</p> <p>The product may not be suitable for consumers who:</p> <ul style="list-style-type: none"> do not meet our eligibility criteria; and/or require an unsecured loan. <p>Explanation of why the product is likely to be consistent with the likely objectives, financial situation and needs of consumers in the target market</p> <p>The product is likely to be consistent with the <i>likely objectives, financial situation and needs</i> of consumers in the target market because it will enable consumers to finance the purchase of a motor vehicle, with the option to pay a deposit and/or have a balloon payment.</p> | Interest rate type | Variable | Fees payable | <ul style="list-style-type: none"> Establishment fee Brokerage fee Customer fee Monthly fee Dishonour fee Overdue account fee | | | | | | | |
| Interest rate type | Variable | | | | | | | | | | |
| Fees payable | <ul style="list-style-type: none"> Establishment fee Brokerage fee Customer fee Monthly fee Dishonour fee Overdue account fee | | | | | | | | | | |
| Distribution Conditions | <p>Distribution conditions</p> <table border="1"> <thead> <tr> <th>Distribution channel</th> <th>Type of distributor</th> <th>Condition/restriction</th> </tr> </thead> <tbody> <tr> <td>Third party distributors</td> <td> <ul style="list-style-type: none"> Dealerships: Assist consumers to apply under the point-of-sale exemption by referring them to MoneyMe to complete the application. Authorised aggregators/brokers: Complete and submit applications to MoneyMe. </td> <td>All applications must be completed and processed by us via our online application process, which contains knock-out questions and flags to determine whether a consumer falls within the target market</td> </tr> </tbody> </table> <p>Why the distribution conditions and restrictions will make it more likely that the consumers who acquire the product are in the target market</p> <p>The distribution channels and conditions are appropriate because:</p> <ul style="list-style-type: none"> the product has a wide target market; | Distribution channel | Type of distributor | Condition/restriction | Third party distributors | <ul style="list-style-type: none"> Dealerships: Assist consumers to apply under the point-of-sale exemption by referring them to MoneyMe to complete the application. Authorised aggregators/brokers: Complete and submit applications to MoneyMe. | All applications must be completed and processed by us via our online application process, which contains knock-out questions and flags to determine whether a consumer falls within the target market | | | | |
| Distribution channel | Type of distributor | Condition/restriction | | | | | | | | | |
| Third party distributors | <ul style="list-style-type: none"> Dealerships: Assist consumers to apply under the point-of-sale exemption by referring them to MoneyMe to complete the application. Authorised aggregators/brokers: Complete and submit applications to MoneyMe. | All applications must be completed and processed by us via our online application process, which contains knock-out questions and flags to determine whether a consumer falls within the target market | | | | | | | | | |

| | <ul style="list-style-type: none"> we rely on existing distributors, methods, controls and supervision already in place; our third party distributors are required to undertake training prior to assisting applicants, and must follow documented procedures, including screening consumers prior to an application to determine whether they fall within the target market; our accreditation process to authorise a broker has controls in place to flag brokers who do not have the required skills and training to distribute the product in accordance with this TMD; and our approval system has checks and controls in place to ensure that the product is only distributed to consumers in the target market. | | | | | | | | | |
|--|--|--|-------------|------------------|---------------------|--|--|--------------------|----------------------|----------------|
| Review Triggers | <p>The following events are review triggers that would reasonably suggest that the TMD is no longer appropriate:</p> <ul style="list-style-type: none"> A significant dealing of the product to consumers outside the target market occurs. A significant number of complaints are received from consumers in relation to the product. There is a material change to the product or the terms and conditions. There is a material number of <ul style="list-style-type: none"> hardship applications; overdue loans; and/or defaults. There is a significant change to Australian credit laws that affect the product. A material number of applications submitted by third party distributors are declined. | | | | | | | | | |
| Review Periods | <p>First review date: 15 August 2022.</p> <p>Periodic reviews: Every 12 months after the initial review and each subsequent review.</p> <p>Trigger reviews: Review to be completed within 10 business days of the identification of a trigger event.</p> | | | | | | | | | |
| Distribution Information Reporting Requirements | <p>The following information must be provided to MoneyMe Financial Group by distributors who engage in retail product distribution conduct in relation to the product:</p> <table border="1" data-bbox="419 1727 1372 2020"> <thead> <tr> <th>Type of information</th> <th>Description</th> <th>Reporting period</th> </tr> </thead> <tbody> <tr> <td>Specific complaints</td> <td>Details of the complaint, including the name and contact details of the complainant and the substance of the complaint</td> <td>As soon as practicable, and in any event within 10 business days of receipt of the complaint</td> </tr> <tr> <td>General complaints</td> <td>Number of complaints</td> <td>Every 3 months</td> </tr> </tbody> </table> | Type of information | Description | Reporting period | Specific complaints | Details of the complaint, including the name and contact details of the complainant and the substance of the complaint | As soon as practicable, and in any event within 10 business days of receipt of the complaint | General complaints | Number of complaints | Every 3 months |
| Type of information | Description | Reporting period | | | | | | | | |
| Specific complaints | Details of the complaint, including the name and contact details of the complainant and the substance of the complaint | As soon as practicable, and in any event within 10 business days of receipt of the complaint | | | | | | | | |
| General complaints | Number of complaints | Every 3 months | | | | | | | | |

| | | | |
|--|------------------------|---|--|
| | Significant dealing(s) | Date or date range of the significant dealing(s) and a description of the significant dealing (eg, why it is not consistent with the TMD) | As soon as practicable, and in any event within 10 business days after becoming aware of the significant dealing |
|--|------------------------|---|--|