



Product Design and Distribution
Governance Framework and Policy

Current Target Market Determination (TMD)

Wisr's TMD can be defined as follows:

- Consumers seeking a short to medium term secured or unsecured loan for a worthwhile purpose
- Consumers whose annual gross income is sufficient to service the loan
- Consumers who are over 18 years of age
- Consumers who are in a prime credit worthy segment, as defined in Wisr's credit policy
- Consumers who can afford the loan repayments without financial difficulty and are not currently in financial hardship

Permanent Australian residents or citizens and currently residing in Australia, including New Zealand citizen Exclusions are classified as those consumers that do not qualify under the TMD.

Wisr offers Unsecured Personal Loans and Secured Vehicle loans. As well as the criteria above, secured loans have the following additional condition:

- Eligible motor vehicles (see Wisr's credit policy) are the only acceptable asset class

This TMD will be publicly available on our website and available to all distributors through Wisr's Partner Portal. All distributors will be sent a copy of our latest TMD whenever the TMD is changed.

Wisr's TMD will be reviewed annually, the review will consider whether the product is meeting the likely objectives, financial situation and needs of the target market and whether the performance of the product is materially different from what Wisr originally expected and communicated to consumers and distributors.

Specific distribution conditions for broker aggregation groups

- All broker aggregation groups or brokerages we have agreements with need to review and acknowledge Wisr's TMD
- If the TMD changes, all will be informed of the changes and be required to review and acknowledge any changes made.
- The right to distribute products is for accredited brokers only. These brokers need to be onboarded and managed by Wisr subject to its accreditation and training process.
- Wisr's TMD is included in the broker accreditation form.
- Brokers will be required to inform Wisr monthly of the number and content of all complaints or any cases where they distribute the product outside of the TMD
- This will be done in writing by email and will be reviewed by tracking the number of complaints at the broker and aggregator level.
- Brokers need to continue to provide complete and accurate application forms and all necessary supporting financials documents (as per Wisr's credit policy).