



# Target Market Determination

## Macquarie Consumer Loan (Asset Finance)

Issued by Macquarie Leasing Pty Ltd

ABN 38 002 674 982 and Australian Credit Licence 394925

Effective date: 5 October 2021

This Target Market Determination (TMD) describes the type of customer for which this product has been designed, having regard to the likely objectives, financial situation and needs of customers in the target market. Further information about this product can be found on the Macquarie website.

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### Target Market

This product is designed for individuals who, at the point of acquiring the product, want to:

- ✓ Borrow money to purchase an eligible motor vehicle, motorcycle or caravan (the asset) using a loan with a fixed interest rate and a fixed term; and
- ✓ Use the asset for predominantly personal use.

Customers must be able to demonstrate their capacity to repay debt over a sustained period.

This product is not designed for individuals who, at the point of acquiring the product want to:

- Repay their loan or sell the asset before the end of the fixed term without incurring additional costs; or
- Have an interest rate that varies over the term; or
- Use the asset for predominantly business use.

## Key Product Features

Feature	Appropriate for customers within the target market that	Important Considerations
Fixed Loan Term	<p>Want to have use of the asset for the chosen loan term.</p> <p>Are able to pay an early exit fee should they decide to pay out the loan, or sell the asset, before the end of the loan term.</p>	<p>Loan terms are restricted to a minimum of 12 months and maximum of 84 months.</p> <p>An early exit fee applies if the loan is paid out for any reason before the end of the loan term.</p>
Fixed Loan Interest Rate	<p>Want certainty in repayment amounts for the duration of the loan term.</p> <p>Understand that if external interest rates change, the interest rate on their loan will not change.</p>	<p>The interest rate is fixed for the duration of the loan term and is set on loan approval.</p>
Balloon Payment	<p>Want to make smaller regular repayments throughout the loan term, with a larger final payment at the end of the loan term.</p>	<p>Subject to Macquarie's credit criteria.</p> <p>This feature results in customers paying more interest over the life of the loan.</p> <p>Not appropriate for customers whose financial situation means they are unlikely to be able to afford the balloon payment at the end of the loan term.</p>

## Distribution Conditions

### When distributed by a third party:

- Applications must be submitted by an appropriately accredited introducer.
- Comparison websites may only distribute this product with the prior approval of Macquarie.

### When distributed by Macquarie:

- Only appropriately authorised Macquarie staff may distribute this product.

## Distributor Reporting Requirements

Third party distributors of this product must provide Macquarie with the information in the tables below, in writing:

### Complaints

Reporting obligation	As soon as practicable but, in any case, within 10 business days after the end of each reporting period.
Reporting period	Every quarter, ending on: <ul style="list-style-type: none"> <li>• 31 March;</li> <li>• 30 June;</li> <li>• 30 September; and</li> <li>• 31 December.</li> </ul>
Required detail	The full details of any complaints received.
Reporting method	Via <a href="http://www.macquarie.com.au/ddo">www.macquarie.com.au/ddo</a>

### Significant Dealings

Reporting obligation	As soon as practicable but, in any case, within 10 business days of becoming aware of the significant dealing.
Required detail	<ul style="list-style-type: none"> <li>• The date on which or the date range over which the dealing occurred;</li> <li>• A description of the dealing;</li> <li>• An explanation of why the dealing is considered significant;</li> <li>• An explanation of why the dealing is considered to be inconsistent with the TMD;</li> <li>• How the dealing was identified (e.g., through monitoring, complaints etc); and</li> <li>• Detail of what steps have been or will be taken in relation to the significant dealing.</li> </ul>
Reporting method	Via <a href="http://www.macquarie.com.au/ddo">www.macquarie.com.au/ddo</a>

### Additional Information

Reporting obligation	As soon as practicable but, in any case, within 10 business days of receiving a request from Macquarie.
Required detail	Any additional complaint related information (such as further information relating to the nature of complaints) that Macquarie requests from time to time.
Reporting method	As specified in any request from Macquarie.

### Review of this Target Market Determination

This TMD will be reviewed as follows:

Initial review	Within 18 months of the effective date.
Periodic review	Within 24 months from the completion of the last TMD review.
Review triggers	<p>This TMD will be reviewed should any of the following events occur:</p> <ul style="list-style-type: none"> <li>• A material, unexpected increase in complaints received about the product;</li> <li>• A material, unexpected increase in customers in default in the product;</li> <li>• Implementation of a material change to the product including a material change to the fees or terms and conditions of the product, except where a review of this TMD has already been completed in anticipation of that change;</li> <li>• Commencement of a change in law or other regulatory requirement materially affecting the product, except where a review of this TMD has already been completed in anticipation of that change;</li> <li>• The use of a regulatory order or direction (including the use by ASIC of its Product Intervention Powers) that expressly states or directly implies that this TMD is no longer appropriate; or</li> <li>• Macquarie reporting a significant dealing in the product to ASIC.</li> </ul>