

## Target Market Determination (TMD)

## Fixed Car Loan

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 document does not provide a complete description of all product features, fees, or terms of the product. Consumers acquiring this product should carefully read the 'Loan Contract Terms and Conditions' before deciding whether to proceed with the product.

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.

<b>Product</b>	<b>loans.com.au Fixed Car Loan</b>
<b>Product Description</b>	A secured, fixed rate asset loan used for the purchase of an eligible car or caravan, or refinance of a secured car or caravan loan.
<b>Issuer</b>	Firstmac Limited ABN 59 094 145 963 Australian Financial Services and Australian Credit Licence 290600
<b>Effective date</b>	02/09/2025
<b>Target Market</b>	
<b>Needs and objectives</b>	<p>A consumer wants a secured asset loan for:</p> <ul style="list-style-type: none"> <li>The purchase of a new or used car or caravan for predominantly personal use; or</li> <li>The purchase of a new green or electric car; or,</li> <li>Refinancing an existing loan secured by a car or caravan</li> </ul>
<b>Key Product Attributes</b>	<ul style="list-style-type: none"> <li>A minimum loan amount of \$5,000 to a maximum loan amount of \$150,000.</li> <li>Lower interest rate offered by using the car as security for the loan.</li> <li>A minimum loan term of 3 years.</li> <li>A maximum loan term of 7 years.</li> <li>Fixed-rate principal and interest loan. A fixed interest rate loan will not benefit from interest rate decrease during the fixed rate period.</li> <li>Option of a residual value/balloon payment (for loan terms &lt; 5 years).</li> <li>Weekly, fortnightly or monthly principal and interest repayment options.</li> <li>Ability to purchase assets from a dealer or through a private sale arrangement.</li> <li>Fees and charges include: <ul style="list-style-type: none"> <li>Application Fee</li> <li>Monthly Account Keeping fee applicable</li> <li>Early termination fee may apply</li> <li>Other fees and charges may apply as set out in the loan contract.</li> </ul> </li> </ul>
<b>Target Market for Balloon Payment Feature</b>	<ul style="list-style-type: none"> <li>For consumers who may want to make smaller regular repayments over the loan term and a single larger final payment at the end of the loan term.</li> <li>This feature will result in the payment of more interest over the life of the loan.</li> <li>The balloon payment feature is subject to credit criteria.</li> <li>The balloon payment feature is not available for caravan loans.</li> </ul>
<b>Key Eligibility</b>	<ul style="list-style-type: none"> <li>Predominantly for personal use and not be utilised as a primary residence</li> <li>Individuals over 18 years or older at the time of application.</li> <li>Joint applicants living at the same address.</li> <li>Australian Citizens, or</li> <li>Australian Permanent Residents that are residing in Australia on a working visa that is acceptable as determined by our internal criteria; or</li> <li>An acceptable credit rating.</li> <li>Own or purchasing an eligible car or caravan to use as security for the loan.</li> <li>Ongoing and stable employment.</li> <li>Meet credit and eligibility criteria including the ability to demonstrate their capacity to repay the loan over a period of time.</li> <li>For caravan loans – must reside in an owner-occupied residence</li> </ul>

<b>Classes of consumers for whom the product may not be suitable</b>	<p>This product is unlikely to meet the needs, objectives and financial situation of consumers who:</p> <ul style="list-style-type: none"> <li>• Cannot demonstrate their capacity to repay the loan over the proposed loan term</li> <li>• Require a loan that is less than \$5,000 or more than \$150,000.</li> <li>• Require a loan wholly or predominantly for business purposes.</li> <li>• Require a variable interest rate loan.</li> <li>• Require debt consolidation</li> <li>• Require sale or leaseback</li> <li>• Do not meet our credit or eligibility criteria.</li> <li>• Do not wish to pay with Direct Debit.</li> <li>• Require a new loan for: <ul style="list-style-type: none"> <li>- A used caravan with an age greater than 7 years old; or</li> <li>- A used car with an age greater than 12 years at start of the loan term.</li> </ul> </li> </ul>
<b>Distribution Channels</b>	<p>This product is sold via the following channels:</p> <ul style="list-style-type: none"> <li>• <b>Online Channels:</b> via the website</li> <li>• <b>Direct Channel:</b> over the phone with lending staff</li> </ul>
<b>Restrictions on distribution</b>	<p>This product is only distributed to customers that meet the credit and eligibility criteria for this loan.</p>
<b>TMD Reviews</b>	
<b>Initial Review</b>	12 months from the initial effective date of the TMD.
<b>Periodic Reviews</b>	Every 12 months from the first review date.
<b>Review triggers</b>	<p>The events that may suggest that the TMD is no longer appropriate, that may result in an earlier review of the TMD include:</p> <ul style="list-style-type: none"> <li>• Significant changes in metrics that are significantly inconsistent with the intended product performance including: <ul style="list-style-type: none"> <li>- Significant increase in Complaints;</li> <li>- Significant or unexpected declined applications or customers in default or hardship when measured against internal metrics and Design and Distribution Policy;</li> </ul> </li> <li>• Material changes to the product such as changes to: <ul style="list-style-type: none"> <li>- Key attributes or features;</li> <li>- The terms and conditions;</li> <li>- Changes to the fees.</li> </ul> </li> <li>• Material changes from regulatory requirements;</li> <li>• External events such as media coverage or Regulatory feedback that suggest that the target market for the product might not be appropriate;</li> <li>• Significant dealing of the product to consumers outside the target market occurs;</li> <li>• Credit criteria;</li> <li>• Distribution channels; or</li> <li>• Distribution conditions deemed to be inadequate.</li> <li>• If a significant dealing of the product to consumers outside the target market occurs.</li> <li>• A notification from ASIC requiring the immediate stop of the product.</li> </ul> <p>Where a review trigger has occurred, this TMD will be reviewed within 10 business days.</p>
<b>Reporting</b>	
<b>Distribution information reporting requirements</b>	<p>Distributors must provide Firstmac Limited with the following information:</p> <ul style="list-style-type: none"> <li>• Complaints: the details of any complaint received, as well as the number of complaints received in each quarter.</li> <li>• Significant dealings: Any dealings in the product which is not consistent with the TMD. This information must be provided as soon as practicable, and in any case within 10 business days after becoming aware.</li> </ul>
<b>Appropriateness Statement</b>	<p>Loans.com.au has designed this product, including its key attributes so that it is likely to be consistent with the objectives, financial situation and needs of consumers in the target market.</p>