

## Target Market Determination

<b>Product</b>	Unsecured Personal Loan
<b>Issuer</b>	The Mac (Macarthur Credit Union Ltd) ABN/ACN 83 087 650 244 AFSL/ACL 239933
<b>Date of TMD</b>	1 October 2021
<b>Target Market</b>	<p><b>Description of target market</b></p> <p>Retail clients who:</p> <ul style="list-style-type: none"> <li>• are seeking a loan for any worthwhile purpose including to make a purchase or to consolidate an existing debt</li> <li>• are aged 18 years or more and meet the credit assessment criteria for the product</li> <li>• are unable or unwilling to offer security for the loan even though that means a higher interest rate will apply</li> <li>• need the flexibility to make additional repayments and a contractual right to redraw advance repayments as required</li> </ul> <p><b>Description of product, including key attributes</b></p> <p>This is an unsecured variable rate personal loan. The key attributes are:</p> <ul style="list-style-type: none"> <li>• loan amounts of \$1,000 and more</li> <li>• loan terms of up to 7 years</li> <li>• variable interest rate</li> <li>• repayment frequency can be weekly/fortnightly/monthly</li> <li>• the ability to make additional repayments</li> <li>• a redraw facility</li> <li>• no need to provide security for the loan</li> <li>• Fees and Charges may include an Application Fee. Refer to The Mac Loans Fees and Charges document found at <a href="http://www.themaccu.com.au/support/the-fine-print/">www.themaccu.com.au/support/the-fine-print/</a> for all specific fees and charges.</li> </ul>
<b>Distribution Conditions</b>	<p><b>Distribution conditions</b></p> <p>This product is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> <li>• branches</li> <li>• call centres</li> <li>• online</li> </ul> <p>Distribution conditions for this product include:</p> <ul style="list-style-type: none"> <li>• ensuring that retail clients meet the eligibility requirements for the product</li> <li>• ensuring that distribution through branches, mobile lenders and call centres is by appropriately trained staff</li> <li>• ensuring that information is correct online</li> </ul>

	There are no other distributors for this product.												
<b>Review Triggers</b>	<p>The review triggers that would reasonably suggest that the TMD is no longer appropriate are:</p> <ul style="list-style-type: none"> <li>• a significant dealing of the product to retail clients outside the target market occurs</li> <li>• A significant number of complaints is received from customers in relation to their purchase or use of the product that reasonably suggests that the TMD is no longer appropriate</li> <li>• A material change to the product or the terms and conditions of the product occurs which would cause the TMD to no longer be appropriate</li> </ul> <p>The <i>Product Governance Framework</i> includes regular consideration of whether there has been a review trigger following each distribution information report. That consideration is by reference to paragraphs 154 to 156 of RG 274.</p>												
<b>Review Periods</b>	<p><b>First review date:</b> 1 October 2022</p> <p><b>Periodic reviews:</b> every 2 years after the initial and each subsequent review</p>												
<b>Distribution Information Reporting Requirements</b>	<p>The following information must be provided to Macarthur Credit Union by distributors who engage in retail product distribution conduct in relation to this product:</p> <table border="1" data-bbox="443 1444 1428 2033"> <thead> <tr> <th data-bbox="443 1444 805 1496">Type of information</th> <th data-bbox="805 1444 1114 1496">Description</th> <th data-bbox="1114 1444 1428 1496">Reporting period</th> </tr> </thead> <tbody> <tr> <td data-bbox="443 1496 805 1821">Significant dealing(s)</td> <td data-bbox="805 1496 1114 1821">Date or date range of the significant dealing(s) and description of the significant dealing (eg, why it is not consistent with the TMD)</td> <td data-bbox="1114 1496 1428 1821">As soon as practicable, and in any case within 10 business days after becoming aware</td> </tr> <tr> <td data-bbox="443 1821 805 1928">Complaints</td> <td data-bbox="805 1821 1114 1928">Number of complaints</td> <td data-bbox="1114 1821 1428 1928">Every 3 months</td> </tr> <tr> <td data-bbox="443 1928 805 2033">Sales <b>outside</b> the target market</td> <td data-bbox="805 1928 1114 2033">Number of sales \$ value of sales</td> <td data-bbox="1114 1928 1428 2033">Every 3 months</td> </tr> </tbody> </table>	Type of information	Description	Reporting period	Significant dealing(s)	Date or date range of the significant dealing(s) and description of the significant dealing (eg, why it is not consistent with the TMD)	As soon as practicable, and in any case within 10 business days after becoming aware	Complaints	Number of complaints	Every 3 months	Sales <b>outside</b> the target market	Number of sales \$ value of sales	Every 3 months
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