

## Target Market Determination

<b>Product</b>	Used Car 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 a used car, caravan, boat or motorbike</li> <li>• are aged 18 years or more and meet the credit assessment criteria for the product</li> <li>• are able and willing to offer acceptable security for the loan so as to secure a lower interest rate</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 a secured 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>• acceptable security for the loan must be provided and can be no older than 10 years old at the end of the loan term</li> <li>• Fees and Charges may include an Application Fee &amp; PPSR Registration Fees. Refer to The Mac Loans Fees and Charges document found at <a href="http://www.themaccreditunion.com.au/support/the-fine-print/">www.themaccreditunion.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 1279 1426 1973"> <thead> <tr> <th data-bbox="443 1279 807 1330">Type of information</th> <th data-bbox="807 1279 1115 1330">Description</th> <th data-bbox="1115 1279 1426 1330">Reporting period</th> </tr> </thead> <tbody> <tr> <td data-bbox="443 1330 807 1655">Significant dealing(s)</td> <td data-bbox="807 1330 1115 1655">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="1115 1330 1426 1655">As soon as practicable, and in any case within 10 business days after becoming aware</td> </tr> <tr> <td data-bbox="443 1655 807 1760">Complaints</td> <td data-bbox="807 1655 1115 1760">Number of complaints</td> <td data-bbox="1115 1655 1426 1760">Every 3 months</td> </tr> <tr> <td data-bbox="443 1760 807 1865">Sales <b>outside</b> the target market</td> <td data-bbox="807 1760 1115 1865">Number of sales \$ value of sales</td> <td data-bbox="1115 1760 1426 1865">Every 3 months</td> </tr> <tr> <td data-bbox="443 1865 807 1973">Sales <b>inside</b> the target market</td> <td data-bbox="807 1865 1115 1973">Number of sales \$ value of sales</td> <td data-bbox="1115 1865 1426 1973">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	Sales <b>inside</b> the target market	Number of sales \$ value of sales	Every 3 months
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