

## Target Market Determination

<b>Product</b>	Personal Overdraft
<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 continuing credit facility to make purchases, pay bills and to manage their cash flow</li> <li>are aged 18 years or more and meet the credit assessment criteria for the product</li> <li>are seeking a relatively low credit limit to cover temporary and short-term fluctuations in cash flow</li> </ul> <p><b>Description of product, including key attributes</b></p> <p>This is a personal overdraft. The key attributes are:</p> <ul style="list-style-type: none"> <li>credit limits of \$1,000 to \$30,000</li> <li>variable interest rate of 15.55%pa</li> <li>no monthly fee</li> <li>security not required</li> <li>monthly statements</li> <li>minimum monthly repayments of \$20.00 or 5% of the closing balance of the statement of account whichever is the greater</li> <li>Visa Debit Card</li> <li>Online Banking</li> <li>The Mac App</li> <li>Refer to The Mac Fees Charges and Transaction Limits document found at <a href="http://www.themaccu.com.au/about-us/corporate-information/the-fine-print">www.themaccu.com.au/about-us/corporate-information/the-fine-print</a> for all relevant fees and charges.</li> </ul>
<b>Distribution Conditions</b>	<p><b>Distribution conditions</b></p> <p>This loan is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> <li>branches</li> <li>call centre</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>

<p><b>Review Triggers</b></p>	<p>The review triggers that would reasonably suggest that the TMD is no longer appropriate include:</p> <ul style="list-style-type: none"> <li>• A significant dealing of the product to consumers 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>															
<p><b>Review Periods</b></p>	<p><b>First review date:</b> 01 February 2023</p> <p><b>Periodic reviews:</b> every 2 years after the initial and each subsequent review</p>															
<p><b>Distribution Information Reporting Requirements</b></p>	<p>The following information must be provided to Macarthur Credit Union Ltd by distributors who engage in retail product distribution conduct in relation to this product:</p> <table border="1" data-bbox="443 1234 1437 1984"> <thead> <tr> <th data-bbox="443 1234 810 1290">Type of information</th> <th data-bbox="810 1234 1126 1290">Description</th> <th data-bbox="1126 1234 1437 1290">Reporting period</th> </tr> </thead> <tbody> <tr> <td data-bbox="443 1290 810 1666">Significant dealing(s)</td> <td data-bbox="810 1290 1126 1666">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="1126 1290 1437 1666">As soon as practicable, and in any case within 10 business days after becoming aware</td> </tr> <tr> <td data-bbox="443 1666 810 1771">Complaints</td> <td data-bbox="810 1666 1126 1771">Number of complaints</td> <td data-bbox="1126 1666 1437 1771">Every 3 months</td> </tr> <tr> <td data-bbox="443 1771 810 1877">Sales <b>outside</b> the target market</td> <td data-bbox="810 1771 1126 1877">Number of sales \$ value of sales</td> <td data-bbox="1126 1771 1437 1877">Every 3 months</td> </tr> <tr> <td data-bbox="443 1877 810 1984">Sales <b>inside</b> the target market</td> <td data-bbox="810 1877 1126 1984">Number of sales \$ value of sales</td> <td data-bbox="1126 1877 1437 1984">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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