

Target Market Determination

Product:	Low Rate Car and Personal Loan
Made by:	Beyond Bank Australia Limited ABN 15 087 651 143 AFSL/Australian Credit Licence 237856
Version no.:	1.2
Date made:	5 October 2021
Last review date:	14 March 2023
Ceased date:	In use

Target Market

Customers in the target market are customers who want to:

- seek funds for any worthwhile purpose;
- offer an eligible asset as security or a Security Deposit Agreement;
- borrow between \$5,000 and \$150,000;
- repay the loan over a term of between 1 and 7 years by making principal and interest repayments:
- be able to pay out the loan early with no break fees being payable.

Customers must be 18 years of age or over.

Customers may have obtained a personal loan in the past or may be obtaining a personal loan for the first time. Customers will therefore have differing levels of knowledge and experience with car loans and other types of personal loans, including very little or no such experience.

Customers must be willing to accept a fixed rate of interest and fixed repayments over the loan term.

Customers are not in the target market if they:

- want the interest rate and their repayments to be variable over the term of the loan.
- require the loan to be unsecured

Distribution Conditions

The Product may be advertised by us on our website, in our branches and through various media channels including online.

The Product can only be distributed direct to customers by staff who are trained as personal loan lenders), with no additional requirements or distributors.

Distribution will only occur after the customer's eligibility for the product has been determined.

Review Triggers

The following review triggers apply for this Product:

- Material changes to the Product terms and conditions.
- Number of customer complaints alleging that the loan was unsuitable for the customer by reason of the product features or terms.
- Default rates on active loans of this type at the end of any 6 month period.

Review Period

An initial review of this Target Market Determination will occur within 12 months.

This Target Market Determination is then to be reviewed at least every 12 months.

The Product Manager is responsible of initiating the review process at least one month prior to the end of each review period.

Information Reporting

The following table sets out the information which we require to be reported to us in respect of the Product by persons who engage in retail distribution conduct in respect of the Product.

Unless otherwise stated, the first reporting period commences on 5 October 2021 and each subsequent reporting period commences at the end of the prior reporting period.

Information required to be reported	Who is required to report?	How frequently is a report required (reporting period)?	How will the report be made?
The number of complaints received in relation to the Product during the reporting period	Products	Quarterly	By email to Product Manager at productoperations@beyondbank.com.au
The number of loans of this type that are in default as a % of all active loans of this type, at the end of the reporting period	Products	Six-monthly	By email to Product Manager at productoperations@beyondbank.com.au

Revision management

Date	Action	Current Version
5 October 2021	TMD made	1.0
30 November 2022	TMD Annual Review – no change made	1.1
14 March 2023	TMD reviewed following change to product fees. No changes to TMD.	1.2