

Target Market Determination

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* and associated Regulations.

TMDs are designed to assist issuers to ensure that 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.

The TMD is general in nature and should not be construed as financial advice. Consumers should obtain independent advice prior acquiring the product to ensure that it is appropriate for their particular *objectives, financial situation and needs*.

Product	EBP Money Fixed Rate Personal Loan (unsecured)
Issuer	EBP Money Pty Ltd ACN 167 062 526 Australian Credit Licence 535879 (EBP)
Date of TMD	1 July 2023
Target Market	<p><i>Description of target market, including likely objectives, financial situation and needs of consumers in the target market</i></p> <p>The product has been assessed as meeting the <i>likely objectives, financial situation and needs</i> of consumers who:</p> <ul style="list-style-type: none"> • satisfy EBP’s eligibility criteria (including but not limited to); <ul style="list-style-type: none"> ○ are an individual who is a permanent Australian resident or Australian citizen and resides in Australia; and ○ are PAYG employees and can provide sufficient supporting income documents; • either: <ul style="list-style-type: none"> ○ have an excellent credit score; or ○ have history of credit impairment; • require finance: <ul style="list-style-type: none"> ○ to purchase or refinance a new or used motor vehicle from a licenced motor vehicle dealer or from a private vendor (predominately for personal use); or ○ to consolidate debt; or ○ for any appropriate purpose in accordance with our credit policy;

- require the certainty and peace of mind of a fixed interest rate and fixed repayments.

This product meets the likely objectives, financial situation and needs of consumers in the target market because it enables consumers in the target market to finance the purchase or refinance of a motor vehicle, or consolidate debt or for any appropriate purpose (in accordance with our credit policy) and spread the cost over the term of the loan. The product also provides consumers certainty of a fixed interest rate and fixed repayments over the life of the loan, assisting with household budgeting.

The product provides consumers with an excellent credit score with lower rates. The product provides consumers with a history of credit impairment with access to finance at a higher interest rate.

Description of product, including key attributes

- Fixed interest rate
- Minimum 3 year loan term
- Maximum 5 year loan term
- Principle & Interest repayments
- Minimum loan amount \$5,000
- Maximum loan amount \$25,000 (exclusive of any fees)
- Weekly, fortnightly or monthly repayments
- Types of fees:
 - Application Fee
 - Risk Assessment Fee
 - Loan Settlement Fee
 - Account Service Fee

Classes of consumers for whom the product may be unsuitable:

This product may not be suitable for consumers who:

- do not meet EBP's eligibility criteria;
- are self-employed; or
- are seeking the flexibility of a variable rate.

<p>Distribution Conditions</p>	<p><i>Distribution conditions</i></p> <p>The following distribution channels and conditions have been assessed as being appropriate to direct the distribution of the product to the target market:</p> <table border="1" data-bbox="432 434 1385 1355"> <thead> <tr> <th data-bbox="432 434 767 521">Channel</th> <th data-bbox="767 434 1385 521">Conditions</th> </tr> </thead> <tbody> <tr> <td data-bbox="432 521 767 801">Direct (related entity) – online, in-person or by phone</td> <td data-bbox="767 521 1385 801"> <p>Only authorised staff are permitted to assist consumers with this product.</p> <p>Authorised staff have the necessary training, skills and knowledge to assess whether the consumer is within the target market.</p> </td> </tr> <tr> <td data-bbox="432 801 767 1355">Authorised Finance Brokers (credit representatives)</td> <td data-bbox="767 801 1385 1355"> <p>Only authorised Finance Brokers (credit representatives) are permitted to assist consumers with this product.</p> <p>All applications submitted by authorised finance brokers (credit representatives) must comply with our policies and procedures issued to authorised finance brokers from time to time.</p> <p>Authorised Finance Brokers (credit representatives) have the necessary training, skills and knowledge to assess whether the consumer is within the target market.</p> </td> </tr> </tbody> </table> <p>The distribution channels and conditions are appropriate because:</p> <ul style="list-style-type: none"> • the product has a wide target market; • our distributors have been adequately trained to understand their DDO obligations; • we rely on existing distributors, methods, controls and supervision already in place; and • our approval system has controls in place to flag applicants who may be outside the target market. 	Channel	Conditions	Direct (related entity) – online, in-person or by phone	<p>Only authorised staff are permitted to assist consumers with this product.</p> <p>Authorised staff have the necessary training, skills and knowledge to assess whether the consumer is within the target market.</p>	Authorised Finance Brokers (credit representatives)	<p>Only authorised Finance Brokers (credit representatives) are permitted to assist consumers with this product.</p> <p>All applications submitted by authorised finance brokers (credit representatives) must comply with our policies and procedures issued to authorised finance brokers from time to time.</p> <p>Authorised Finance Brokers (credit representatives) have the necessary training, skills and knowledge to assess whether the consumer is within the target market.</p>
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<p>Review Triggers</p>	<p>The review triggers that would reasonably suggest that the TMD is no longer appropriate include:</p> <ul style="list-style-type: none"> • A significant dealing of the product to consumers outside the target market occurs; • 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; 						

	<ul style="list-style-type: none"> • 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; • A significant number of defaults; and • A significant number of applications for hardship. 												
Review Periods	<p>First review date: Within 6 months</p> <p>Periodic reviews: Every 12 months after the initial and each subsequent review.</p> <p>Trigger reviews: review to be completed within 10 business days of the identification of a trigger event.</p>												
Distribution Information Reporting Requirements	<p>The following information must be provided to EBP by distributors who engage in retail product distribution conduct in relation to this product:</p> <table border="1" data-bbox="432 943 1385 1776"> <thead> <tr> <th data-bbox="432 943 783 1032">Type of information</th> <th data-bbox="783 943 1082 1032">Description</th> <th data-bbox="1082 943 1385 1032">Reporting period</th> </tr> </thead> <tbody> <tr> <td data-bbox="432 1032 783 1323">Specific Complaints</td> <td data-bbox="783 1032 1082 1323">Details of the complaint, including name and contact details of complainant and substance of the complaint.</td> <td data-bbox="1082 1032 1385 1323">As soon as practicable and within 10 business days of receipt of complaint.</td> </tr> <tr> <td data-bbox="432 1323 783 1413">Complaints</td> <td data-bbox="783 1323 1082 1413">Number of complaints</td> <td data-bbox="1082 1323 1385 1413">Every 3 months</td> </tr> <tr> <td data-bbox="432 1413 783 1776">Significant dealing(s)</td> <td data-bbox="783 1413 1082 1776">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="1082 1413 1385 1776">As soon as practicable, and in any case within 10 business days after becoming aware</td> </tr> </tbody> </table>	Type of information	Description	Reporting period	Specific Complaints	Details of the complaint, including name and contact details of complainant and substance of the complaint.	As soon as practicable and within 10 business days of receipt of complaint.	Complaints	Number of complaints	Every 3 months	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
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