

Macquarie Credit Union

Target Market Determination – Car Loans

Product	Car Loan Crusher
Issuer	Macquarie Credit Union Limited ABN 85 087 650 253 AFSL 241132 Australian Credit Licence 241132
Date of TMD	5 October 2021
Target Market	<p>Description of target market</p> <p>Retail clients who:</p> <ul style="list-style-type: none"> • are seeking to refinance an existing car loan from another financial institution and their motor vehicle is less than 7 years old • are aged 18 years or more and meet the credit assessment criteria for the product • are seeking a variable interest rate car loan • need the flexibility to make additional repayments • want the ability to make extra or lump sum repayments • would like to make weekly, fortnightly or monthly repayments • may need the ability to pause repayments <p>Description of product, including key attributes</p> <p>This is an secured variable rate car loan and the key attributes are:</p> <ul style="list-style-type: none"> • loan amounts between \$10,000 and \$80,000 • loan terms of up to 7 years • variable interest rate calculated daily and charged monthly • repayment frequency can be weekly, fortnightly or monthly • the ability to make additional and lump sum repayments without penalty • online redraw facility. There is one free redraw per month and a \$20 fee for subsequent and staff assisted redraws • this is a secured car loan • application fee \$200 • monthly account keeping fee \$5 • receive a reduction of up to 2% p.a. off your current car loan interest rate from a different financial institution. A floor rate of 6% applies
Appropriateness Statement	Macquarie Credit Union has considered that the product including its key attributes is appropriate for the target market including the likely objectives, financial situation and needs of consumers in the target market.

<p>Distribution Conditions</p>	<p><i>Macquarie Credit Union is the sole issuer and distributor of this product.</i></p> <p>This product is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> • Macquarie Credit Union branch • Macquarie Credit Union website • Macquarie Credit Union mobile app • By phoning Macquarie Credit Union <p>Distribution conditions for this product include:</p> <ul style="list-style-type: none"> • ensuring that retail clients meet the eligibility requirements for the product • ensuring that distribution through our branch and over the phone is conducted by appropriately trained staff <p>There are no other distributors for this product.</p>
<p>Review Triggers</p>	<p>The review triggers that would reasonably suggest that the target market determination 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 target market determination is no longer appropriate • a material change to the product or the terms and conditions of the product occurs which would cause the target market determination to no longer be appropriate • changes to the regulatory or legislative environment for this product • economic and market conditions
<p>Review Periods</p>	<p><i>First review date:</i> 5 October 2022</p> <p><i>Periodic reviews:</i> Every 12 months from the initial review and each subsequent review.</p> <p><i>At any other time:</i> The Credit Union will review the target market determination/product at any other time it deems appropriate or necessary.</p> <p>The review periods are maximum periods and the target market determination can be reviewed either as the result of a trigger or at any other time determined by the Credit Union.</p>

Distribution Reporting Requirement

Macquarie Credit Union are the issuer and sole distributor of this product. Reporting period for this determination is every 12 months commencing from the start date.

Type of information	Description	Reporting period
Significant dealing(s)	If Macquarie Credit Union becomes aware of a significant dealing in the product that is not consistent with the target market determination	As soon as practicable, and in any case within 10 business days after becoming aware
Complaints	Number of complaints	Every 12 months
Sales outside the target market	The number and dollar value of sales	Every 12 months