

## Macquarie Credit Union

### Target Market Determination – Personal Loans

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| <b>Product</b>                   | Student Loan   |
| <b>Issuer</b>                    | Macquarie Credit Union Limited ABN 85 087 650 253 AFSL 241132<br>Australian Credit Licence 241132  |
| <b>Date of TMD</b>               | 5 October 2021   |
| <b>Target Market</b>             | <p><b><i>Description of target market</i></b></p> <p>Retail clients who:</p> <ul style="list-style-type: none"> <li>• are a student or apprentice seeking a personal loan for equipment or study materials</li> <li>• are aged 18 years or more and meet the credit assessment criteria for the product</li> <li>• are seeking a variable interest rate personal loan</li> <li>• need the flexibility to make additional repayments</li> <li>• want the ability to make extra or lump sum repayments</li> <li>• would like to make weekly, fortnightly or monthly repayments</li> <li>• may need the ability to pause repayments</li> <li>• are looking for an unsecured personal loan between \$1,000 and \$2,000</li> </ul> <p><b><i>Description of product, including key attributes</i></b></p> <p>This is an unsecured variable rate personal loan and the key attributes are:</p> <ul style="list-style-type: none"> <li>• loan amounts between \$1,000 and \$2,000</li> <li>• loan terms of up to 2 years</li> <li>• variable interest rate</li> <li>• repayment frequency can be weekly, fortnightly or monthly</li> <li>• the ability to make additional repayments</li> <li>• online redraw facility, there is one free redraw per month and a \$20 fee for subsequent and staff assisted redraws</li> <li>• no need to provide security for the loan</li> <li>• no establishment fee</li> <li>• no monthly account keeping fee</li> </ul> |
| <b>Appropriateness Statement</b> | 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.   |

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|---------------------------------------|---|
| <p><b>Distribution Conditions</b></p> | <p><b><i>Macquarie Credit Union is the sole issuer and distributor of this product.</i></b></p> <p>This product is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> <li>• Macquarie Credit Union branch</li> <li>• Macquarie Credit Union website</li> <li>• Macquarie Credit Union mobile app</li> <li>• By phoning Macquarie Credit Union</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 our branch and over the phone is conducted by appropriately trained staff</li> </ul> <p>There are no other distributors for this product.</p>               |
| <p><b>Review Triggers</b></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"> <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 target market determination 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 target market determination to no longer be appropriate</li> <li>• changes to the regulatory or legislative environment for this product</li> <li>• economic and market conditions</li> </ul> |
| <p><b>Review Periods</b></p>          | <p><b><i>First review date:</i></b> 5 October 2022</p> <p><b><i>Periodic reviews:</i></b> Every 12 months from the initial review and each subsequent review.</p> <p><b><i>At any other time:</i></b> 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  |