

## Target Market Determination – Personal Loans

<b>Product</b>	Unsecured Variable Rate Personal Loans Secured Variable Rate Personal Loans
<b>Issuer</b>	South West Credit (SWC) ABN 44 087 651 705 AFSL/ACL 241258
<b>Date of TMD</b>	This TMD is effective 5 <sup>th</sup> October 2021
	This TMD is not, and should not be construed as a full summary of the products Terms and Conditions. Nor is it a substitute for the provision of financial advice. When deciding about the product, consumers should refer to the products Terms and Conditions and other promotional material available.
<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 loan for any worthwhile purpose including to make a purchase</li> <li>• are aged 18 years or more and meet the credit assessment criteria for the product</li> </ul> <p><b>Unsecured variable</b></p> <ul style="list-style-type: none"> <li>• Consumers who meet the eligibility and credit assessment criteria for a unsecured variable rate personal loan product and are seeking a loan for any worthwhile purpose which could include a purchase and want the flexibility of making additional repayments and are unable to provide security for the loan</li> </ul> <p><b>Secured variable</b></p> <ul style="list-style-type: none"> <li>• Consumers who meet the eligibility and credit assessment criteria for a secured variable rate personal loan product and are seeking a loan for any worthwhile purpose which could include a purchase and want the flexibility of making additional payments and are able and willing to offer acceptable security for the loan</li> </ul> <p><b>Description of product, including key attributes</b></p> <p><b>Unsecured variable</b></p> <p>This is an unsecured variable rate personal loan. The key attributes are:</p> <ul style="list-style-type: none"> <li>• loan terms of up to 5 years</li> <li>• variable interest rate</li> <li>• interest is calculated daily and charged monthly</li> <li>• repayment frequency can be weekly/fortnightly/monthly, and can be variable or lump sum</li> <li>• the ability to make additional repayments</li> <li>• no need to provide security for the loan</li> <li>• early payout without penalty</li> <li>• auto repayments</li> <li>• Establishment fee and loan set up costs will apply</li> </ul>

	<ul style="list-style-type: none"> <li>• Statements are issued 30<sup>th</sup> June and 31<sup>st</sup> December</li> </ul> <p><b>Secured variable</b></p> <p>This is a secured variable rate personal loan. The key attributes are:</p> <ul style="list-style-type: none"> <li>• loan terms of up to 5 years (Consideration given for extended loan terms if secured by First Residential Mortgage)</li> <li>• variable interest rate</li> <li>• interest is calculated daily and charged monthly</li> <li>• repayment frequency can be weekly/fortnightly/monthly, and can be variable or lump sum</li> <li>• the ability to make additional repayments</li> <li>• early payout without penalty</li> <li>• auto repayments</li> <li>• acceptable security for the loan must be provided</li> <li>• Establishment fee and loan set up costs will apply</li> <li>• Statements are issued 30<sup>th</sup> June and 31<sup>st</sup> December</li> </ul> <p><b>Description of likely objectives, financial situation and needs of consumers in the target market</b></p> <p><b>Products eligibility criteria</b></p> <p>The product eligibility criteria are: Subject to meeting the criteria of SWC This product is designed for consumers who:</p> <ul style="list-style-type: none"> <li>• <b>likely objectives:</b> Seeking a personal loan with the flexibility to make extra repayments without incurring a fee and no fee for early repayment of the loan</li> <li>• <b>likely needs:</b> Need funds to facilitate a purchase, or fund a lifestyle need or debt consolidation (Debt Consolidation secured loans only)</li> <li>• <b>likely financial situation:</b> Receives a regular income and meets SWCs credit assessment requirements</li> </ul> <p><b>Classes of consumers for whom the product is clearly unsuitable</b></p> <p>This product is not suitable for retail clients who:</p> <p>Do not meet the eligibility requirements for the loan or who are seeking a fixed rate personal loan product with a lower interest rate</p> <p><b>Explanation of why the product is likely to be consistent with the likely objectives, financial situation and needs of consumers in the target market</b></p> <p>Who are seeking the need to make extra repayments at no cost and also wanting the option of repaying the loan early at no cost</p>
<p><b>Distribution Conditions</b></p>	<p><b>Distribution conditions</b></p> <p>This product is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> <li>• in branch</li> <li>• by telephone</li> <li>• website</li> </ul>

	<ul style="list-style-type: none"> <li>• direct marketing</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, by telephone and website is by appropriately trained staff</li> </ul> <p>There are no other distributors for this product.</p> <p><b><i>Why the distribution conditions and restrictions will make it more likely that the consumers who acquire the product are in the target market</i></b></p> <p>Will be enforced in each distribution channel to ensure that only eligible customers can acquire the personal loan product.</p>												
<p><b>Review Triggers</b></p>	<p>The review triggers that would reasonably suggest that the TMD is no longer appropriate are:</p> <ul style="list-style-type: none"> <li>• a significant dealing of the product to retail clients outside the target market occurs and/or is no longer consistent with the likely objectives, financial situation and needs of consumers;</li> <li>• A significant number of complaints or negative feedback 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> SWC will undertake an initial review of this TMD within 1 year of the effective date</p> <p><b>Periodic reviews:</b> SWC will undertake periodic reviews of this TMD within 2 years from the initial review and each subsequent review.</p>												
<p><b>Distribution Information Reporting Requirements</b></p>	<p>The following information must be provided to South West Credit by distributors who engage in retail product distribution conduct in relation to this product:</p> <table border="1" data-bbox="432 1541 1425 2078"> <thead> <tr> <th>Type of information</th> <th>Description</th> <th>Reporting period</th> </tr> </thead> <tbody> <tr> <td>Significant dealing(s)</td> <td>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>As soon as practicable, and in any case within 10 business days after becoming aware</td> </tr> <tr> <td>Complaints</td> <td>Number and substance of complaints, including nil complaints</td> <td>Every quarter</td> </tr> <tr> <td>Sales <b>outside</b> the target market</td> <td>Number of sales</td> <td>Every quarter</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 and substance of complaints, including nil complaints	Every quarter	Sales <b>outside</b> the target market	Number of sales	Every quarter
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		\$ value of sales	
	Sales <b>inside</b> the target market	Number of sales \$ value of sales	Every quarter
	Product Performance	Description of positive and negative feedback	Half yearly
<b>Availability of this TMD</b>	This TMD is available to the public free of charge		