

Target Market Determination (TMD)

This TMD is issued by St.George Bank - A Division of Westpac Banking Corporation ABN 33 007 457 141

Product: This TMD applies to:

- Secured Personal Loan
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Effective date: 5 October 2021

Target market class of consumers

Product description and key attributes

This product is a secured personal loan for vehicle purchase or vehicle refinance with a fixed interest rate that does not change for the life of the loan. Interest is charged on the full loan amount. The term of the loan is fixed for a period determined by the customer (up to a maximum number of years). Repayment options are available. Account fees and charges apply.

The key product attributes (including the key eligibility requirements) to acquire this product:

Key product attributes:

- A lump sum loan provided for vehicle purchase or vehicle refinance where the vehicle is provided as security for the loan
- A fixed interest rate for the life of the loan
- A fixed repayment term

Key eligibility:

- 18 years or over
- Meet credit criteria

Class of consumers

This product is designed for a class of consumers whose likely needs, objectives and financial situation (as set out below) are aligned with the product and the product's key attributes. This product is for those who:

- Want a vehicle loan with a fixed interest rate that cannot change over time to provide certainty on the repayment amounts over a set loan period
- Want to secure the loan with the vehicle being purchased or refinanced

Needs, objectives and financial situation

This product is designed for consumers who:

- Are purchasing or refinancing a vehicle
- Want certainty of loan repayments with a fixed interest rate
- Want certainty of the end date of the loan
- Can meet repayments, fees and charges

This product is not designed for consumers who:

- Have an ongoing need for credit
- Want a lending solution for any purpose other than vehicle purchase or vehicle refinance

Alignment to target market

This product is likely to be consistent with the likely objectives, financial situation and needs of the class of consumers in the target market. This is based on an assessment of the key terms, features and attributes of the product and a determination that these are consistent with the identified class of consumers.

Distribution conditions and restrictions

Distribution channels

This product is designed to be sold via the following means:

- Online through relevant websites, mobile apps and online banking
- In branch
- By calling us
- Through our relationship managers

Distribution conditions and restrictions

This product should only be distributed under the following circumstances:

- If a consumer meets the eligibility criteria for this product;
- If a consumer meets the credit criteria for this product
- If staff are accredited to sell personal loans (non-digital channels)

Appropriateness of distribution conditions and restrictions

We have assessed that the distribution conditions and restrictions will make it likely that consumers who acquire the product are in the target market. We consider that the distribution conditions and restrictions are appropriate and will direct distribution towards the class of consumer for whom the product has been designed.

TMD reviews

We will review this TMD in accordance with the below:

Initial review	Within 1 year(s) of the effective date.
Periodic reviews	At least every 3 year(s) from the last review.
Review triggers	<p>The review triggers (which reasonably suggest the TMD is no longer appropriate) that may result in an earlier review of the TMD include material changes to the design or distribution of the product including related documentation, material changes in law or taxation policy that may affect the operation of the product, and:</p> <ul style="list-style-type: none">• Significant changes in metrics. These include:<ul style="list-style-type: none">- complaints pertaining to fees, interest rates and sales conduct;• Distribution conditions found to be inadequate;• Occurrence of a significant dealing.

Distribution information

We will collect the following information from our distributors directly or indirectly in relation to this TMD.

Complaints	Distributors will report all complaints in relation to the product(s) covered by this TMD on a monthly basis. This will include written details of the complaints.
Significant dealings	Distributors will report if they become aware of a significant dealing in relation to this TMD that is inconsistent with the TMD within 10 business days.