

Target Market Determination – Consumer Credit Contract

This Target Market Determination is a document which sets out the group of customers that form the target market for Dynamoney Limited's Consumer Credit Contract. It also outlines any conditions on distribution of the product as well as triggers for review of this determination.

Product

Dynamoney Limited's **Consumer Credit Contract** is a loan that provides a Customer with finance for an underlying assets including a car, motor bike, caravan as well as clean energy equipment (including solar & battery storage). The Customer is assessed as a credit contract under the NCCP.

Issuer

This product is issued and managed by Dynamoney Limited (ACN 613 082 698).

Target Market

Description of target market

This product has been designed for a broad range of individual borrowers who:

- Are seeking a fixed-rate loan of amounts generally between \$5,000 and \$125,000;
- Is 18 years old and meet our credit and eligibility criteria including residency requirements;
- Have likely objectives, financial situation and needs that will be met by a loan which enables them to:
 - Finance the purchase or refinance of a registrable car, caravan, trailer, or other eligible vehicle or clean energy equipment that meets our policy requirements;
 - Repay the loan amount by regular instalments; and
 - Provide security in the form of the asset being financed by the loan proceeds in order to obtain a lower interest rate than would apply to an unsecured loan;
- Balloon loan option allows for a lump-sum balloon repayment at the end of the loan term. This may be suitable for a borrower who is seeking to make lower periodic repayments throughout the term of their loan or who intends on upgrading refinancing or selling the vehicle at a future date before the end of the loan term. A balloon repayment option is only available through certain distributions channels but is not available for clean energy equipment Consumer loans.

The product is likely to be consistent with the likely objectives, financial situation and needs of Consumers in the target market because the product's key attributes enable consumers in the target market to finance the purchase of an eligible vehicle, caravan, bike or clean energy equipment and spread the cost over the term of the loan. The product also provides Consumers with the certainty of a fixed rate for the term of the loan.

Classes of Consumers for whom the product may be unsuitable

This product may not be suitable for people who:

- Do not meet our credit and eligibility criteria;
- Have a poor credit history or are currently or formerly bankrupt;
- Do not wish to pay by direct debit
- Require finance to use the asset for rideshare, taxi services or as a permanent residence;
- Want to deal with a lender in person or via a branch.

Description of product, including key attributes

- Fixed rate secured asset finance for a car, bike or caravan loan, or a loan for clean energy equipment.
- Loan amounts generally between \$5,000 and \$125,000
- Loan terms generally between 2 to 7 years
- Application fee is generally payable
- Ongoing account management fees may be payable
- Additional repayments are available with no additional fees
- Redraw is unavailable

Distribution conditions

Dynamoney's car, bike, caravan, and clean energy equipment (roof top solar, inverter and associated battery storage) consumer loans can be distributed via approved distributors. In all cases, applications for Consumer Credit loans must be submitted to Dynamoney via its Introducer Portal, an approved API or directly to the Dynamoney sales team.

1. Direct – Dynamoney's website and sales team

Dynamoney sales staff are required to undertake training prior to assisting applicants with car, bike, caravan and clean energy equipment loans and must follow all documented procedures. Dynamoney will ask screening questions as part of an application to ensure that a prospective borrower is within the target market set out above.

Dynamoney considers this is an appropriate distribution channel because of the broad nature of the target market and the requirement for all sales staff to have the necessary training, skills and knowledge to assess whether the consumer is within the target market.

2. Third Party – Accredited aggregator/ broker partners

Broker partners must be appropriately licensed to provide credit assistance in relation to its consumer loans. These partners are not permitted to distribute Dynamoney's consumer loans until they have undertaken an appropriate accreditation process, including entering into an agreement with Dynamoney. All applications submitted must comply with our policies and procedures issued to accredited broker partners from time to time.

Dynamoney considers this is an appropriate distribution channel because:

- Accredited brokers that are subject to Best Interest Duty (BID) have a higher duty to ensure that the product is in the best interests of the particular consumer;
- Brokers who are not subject to BID are trained in relation to relevant regulatory requirements;
- Of the industry knowledge of aggregator and broker partners; and
- Of the broad nature of the target market.

3. Third Party – Car dealers, OEMs and other suppliers

Car dealers, OEMs and other suppliers of cars, caravans of eligible vehicles must be appropriately licensed to provide credit assistance in relation to the product, unless they are exempted from licensing requirements. Car dealers and other suppliers may distribute the product after undertaking an appropriate accreditation process and entering into an appropriate agreement with Dynamoney. Dynamoney will generally only enter into agreements with car dealers and suppliers it deems to be reputable and have the necessary resources to comply with relevant laws.

Dynamoney considers this is an appropriate distribution channel due to the industry knowledge of car dealers and suppliers and the broad nature of the target market.

4. Third Party – Other intermediaries and rate comparison sites

Other intermediaries may include rate comparison sites who present Dynamoney car, bike, caravan or clean energy equipment loans among a number of loan options to a prospective borrower, or referrers who assist a customer in accessing Dynamoney's products. These partners must accurately represent the key attributes of the product and, where multiple products are presented, must only present it among other "like" products.

Dynamoney considers this is an appropriate distribution channel due to the broad nature of the target market.

Review Triggers

The review triggers that would reasonably suggest that the TMD is no longer appropriate include where:

- We make a material change to the Consumer Credit Contract loan product, including to the key attributes or fees;
- We receive systemic complaints regarding the design or distribution of the product;
- We become aware of a significant dealing in the product which is consistent with this TMD; or
- We identify materially adverse changes in relevant credit performance metrics, such as early repayment rates, late payment rates, default and loss rates, hardship rates, or an overrepresentation of a distributor in decline or arrears data.

Review Periods

Periodic reviews:

Every 12 months after each issue of the TMD.

Trigger review:

Review to be completed within 10 business days of the identification of a trigger event.

Reporting by our distributors

The following information must be provided to us by distributors who engage in retail product distribution conduct in relation to this product:

Type of information	Description	Reporting period
Specific complaints	Details of the complaint, including name and contact details of the complainant and the substance of the complaint	As soon as practicable and within 10 business days of receipt of complaint
General information about complaints	Number of complaints received in the reporting period.	Every 6-month reporting period.
Significant dealing(s) where the distributor believes that a significant number of customers outside the target market are obtaining this product	Date or date range of the significant dealing(s) and description of the significant dealing.	As soon as practicable, and in any case within 10 business days after becoming aware.

This document should not be taken as financial product advice and has been prepared as general information only without consideration for your particular objectives, financial circumstances or needs. More information about the product can be found on our website, or in your loan contract.