

## Target Market Determination ListReady

This Target Market Determination (TMD) has been prepared in accordance with the *Treasury Laws Amendment (Design and Distribution Obligations and Product Intervention Powers) Act 2019* (Cth) and associated Regulations. TMDs are designed to assist issuers to ensure that the financial products they issue are likely to be consistent with the *likely objectives, financial situation and needs* of the consumers for whom they are intended (the target market) and to assist distributors to ensure that financial products are distributed to the target market.

This TMD is general in nature and should not be construed as financial advice. Consumers should obtain independent advice prior to acquiring the product to ensure that it is appropriate for their particular *objectives, financial situation and needs*.

|                      |  |             |          |                     |  |
|----------------------|--|-------------|----------|---------------------|--|
| <b>Product</b>       | ListReady  |             |          |                     |  |
| <b>Issuer</b>        | MoneyMe Financial Group Pty Limited ACN 163 691 236, Australian Credit Licence 442218  |             |          |                     |  |
| <b>Target Market</b> | <p><b>Description of target market, including likely objectives, financial situation and needs</b></p> <p>The product has been assessed as meeting the <i>likely objectives, financial situation and needs</i> of consumers who:</p> <ul style="list-style-type: none"> <li>• meet our eligibility criteria including (but not limited to): <ul style="list-style-type: none"> <li>- are 18 years of age or older;</li> <li>- are employed on a permanent or casual basis;</li> <li>- are a permanent resident of Australia or have an acceptable work visa (as determined by us); and</li> <li>- own a property being sold in Australia;</li> </ul> </li> <li>• require a credit facility secured by a real property mortgage to assist with maximising the sale price of their property by allowing them to cover the cost associated with preparing and selling their property (excludes large scale structural renovations);</li> <li>• require the ability to progressively draw funds;</li> <li>• are able to repay the outstanding debt on settlement of the sale of the property or, if settlement has not occurred, within 6 months of the initial drawdown;</li> <li>• require the flexibility to pay down their loan balance early without charge; and</li> <li>• are able to complete an online application process.</li> </ul> <p><b>Description of product, including key attributes</b></p> <p>The product's key attributes include the following:</p> <ul style="list-style-type: none"> <li>• General specifications <table border="1" style="margin-left: 20px;"> <tr> <td style="background-color: #e0e0e0;">Loan amount</td> <td>\$35,000</td> </tr> <tr> <td style="background-color: #e0e0e0;">Repayment timeframe</td> <td> <ul style="list-style-type: none"> <li>• 6 months from the initial drawdown; or</li> <li>• 3 days after settlement of the sale of the property,</li> </ul> </td> </tr> </table> </li> </ul> | Loan amount | \$35,000 | Repayment timeframe | <ul style="list-style-type: none"> <li>• 6 months from the initial drawdown; or</li> <li>• 3 days after settlement of the sale of the property,</li> </ul> |
| Loan amount          | \$35,000   |             |          |                     |  |
| Repayment timeframe  | <ul style="list-style-type: none"> <li>• 6 months from the initial drawdown; or</li> <li>• 3 days after settlement of the sale of the property,</li> </ul>   |             |          |                     |  |

|   |   |  | whichever is earlier |  |                          |  |  |  |
|---|---|--|----------------------|--|--------------------------|--|--|--|
|   | Minimum progressive draw  |  | \$100                |  |                          |  |  |  |
|   | <ul style="list-style-type: none"> <li>Fees and charges</li> </ul>  | <table border="1"> <tr> <td>Fees payable</td> <td> <ul style="list-style-type: none"> <li>Monthly Fee</li> <li>Late fee</li> <li>Card fee (dependant on card provider and method of payment)</li> </ul> </td> </tr> </table> | Fees payable         | <ul style="list-style-type: none"> <li>Monthly Fee</li> <li>Late fee</li> <li>Card fee (dependant on card provider and method of payment)</li> </ul> |                          |  |  |  |
|   | Fees payable  | <ul style="list-style-type: none"> <li>Monthly Fee</li> <li>Late fee</li> <li>Card fee (dependant on card provider and method of payment)</li> </ul>   |                      |  |                          |  |  |  |
| <ul style="list-style-type: none"> <li>Product features</li> </ul> <ul style="list-style-type: none"> <li>– Online application process.</li> <li>– Online portal to review progress, payment details and key service details.</li> <li>– Agency can request more funds on behalf of the vendor before and during the term of the contract, subject to the vendor's approval.</li> <li>– Ability to repay the loan amount before the contract expiry date without incurring any fees or charges for early repayment.</li> <li>– Customer support through email, over the phone and live chat facilities.</li> <li>– Digital approval and online electronic signature.</li> <li>– Funds can be transferred directly to the marketing or advertising service provider.</li> </ul> <p><b>Classes of consumers for whom the product may not be suitable</b></p> <p>The product may not be suitable for consumers who:</p> <ul style="list-style-type: none"> <li>do not meet our eligibility criteria or</li> <li>do not have a source of funds to repay the credit in full at the end of the 6-month term if settlement of the sale of the property has not occurred.</li> </ul> <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>The product allows property owners that want to sell their property to attempt to maximise the sale price by providing a loan facility to pay for upfront marketing costs and other expenses associated with the sale of their property while providing them with the ability to repay the debt over an extended period. The product also provides property owners with the ability to access funds progressively to cover ongoing marketing and other expenses associated with the sale of their property.</p> |   |  |                      |  |                          |  |  |  |
| <b>Distribution Conditions</b>  | <p><b>Distribution conditions</b></p> <p>The following distribution channels and conditions have been assessed as being appropriate to direct the distribution of the product to the target market:</p> <table border="1"> <thead> <tr> <th>Distribution channel</th> <th>Type of distributor</th> <th>Condition/restriction</th> </tr> </thead> <tbody> <tr> <td>Third party distributors</td> <td><b>Real estate agents or Partners accredited by us:</b> Direct the</td> <td>All applications must be completed and processed by us via</td> </tr> </tbody> </table> | Distribution channel   | Type of distributor  | Condition/restriction  | Third party distributors | <b>Real estate agents or Partners accredited by us:</b> Direct the | All applications must be completed and processed by us via |  |
| Distribution channel  | Type of distributor   | Condition/restriction  |                      |  |                          |  |  |  |
| Third party distributors  | <b>Real estate agents or Partners accredited by us:</b> Direct the  | All applications must be completed and processed by us via   |                      |  |                          |  |  |  |

|                        |   |   |  |
|------------------------|---|---|--|
|                        |   | distribution of the product to the consumers by referring them to MoneyMe to complete an online application | our online application process, which contains knock-out questions and flags to determine whether a consumer falls within the target market  |
|                        | Direct to consumer  | Online application via a website  | All applications must be completed and processed by us via our online application process, which contains knock-out questions and flags to determine whether a consumer falls within the target market |
|                        | <p><b>Why the distribution conditions and restrictions will make it more likely that the consumers who acquire the product are in the target market</b></p> <p>The distribution channels and conditions are appropriate because:</p> <ul style="list-style-type: none"> <li>the product is distributed through real estate agents who have an understanding of the vendor's needs and the equity in their home;</li> <li>we rely on existing distributors, methods, controls and supervision already in place;</li> <li>our third party distributors are required to undertake training prior to assisting applicants, and must follow documented procedures, including screening consumers prior to an application to determine whether they fall within the target market; and</li> <li>our approval system has checks and controls in place to ensure that the product is only distributed to consumers in the target market.</li> </ul> |   |  |
| <b>Review Triggers</b> | <p>The following events are review triggers that would reasonably suggest that the TMD is no longer appropriate:</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 are received from consumers in relation to the product.</li> <li>There is a material change to the product or the terms and conditions.</li> <li>There is a material number of: <ul style="list-style-type: none"> <li>hardship applications;</li> <li>overdue loans; and/or</li> <li>defaults.</li> </ul> </li> <li>There are significant changes to Australian credit laws that affect the product.</li> </ul>  |   |  |
| <b>Review Periods</b>  | <p><b>Last review date:</b> 30 August 2022.</p> <p><b>Periodic reviews:</b> Every 12 months after the initial review and each subsequent review.</p>  |   |  |

|  | <b>Trigger reviews:</b> Review to be completed within 10 business days of the identification of a trigger event.                               |   |  |
|--|--|---|--|
| <b>Distribution Information Reporting Requirements</b> | The following information must be provided to us by distributors who engage in retail product distribution conduct in relation to the product: |   |  |
|  | Type of information  | Description   | Reporting period   |
|  | Specific complaints  | Details of the complaint, including the name and contact details of the complainant and the substance of the complaint.                   | As soon as practicable, and in any event within 10 business days of receipt of the complaint.                    |
|  | General complaints   | Number of complaints  | Every 3 months   |
|  | Significant dealing(s)   | Date or date range of the significant dealing(s) and a description of the significant dealing (eg, why it is not consistent with the TMD) | As soon as practicable, and in any event within 10 business days after becoming aware of the significant dealing |