

## Target Market Determination OneDebt Personal Loan

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>	OneDebt Personal Loan								
<b>Issuer</b>	MoneyMe Financial Group Pty Limited ACN 163 691 236, Australian Credit Licence 442218								
<b>Date of TMD</b>	5 October 2021								
<b>Target Market</b>	<p><b><i>Description of target market, including their likely objectives, financial situation and needs</i></b></p> <p>The product has been assessed as meeting the <i>likely objectives, financial situation and needs of consumers who</i>:</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 having an acceptable work visa (as determined by us);</li> </ul> </li> <li>• are seeking to consolidate one or more debts into a single loan;</li> <li>• need to spread repayment of the loan over a fixed period over time;</li> <li>• can manage potential fluctuations in interest rate and repayments associated with a variable interest rate;</li> <li>• require flexible repayment options, including making early payments without charge, or either fortnightly or monthly repayment cycles; and</li> <li>• are able to complete an online application.</li> </ul> <p><b><i>Description of product, including key attributes</i></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;">Minimum loan amount</td> <td>\$3,100</td> </tr> <tr> <td style="background-color: #e0e0e0;">Maximum loan amount</td> <td>\$50,000</td> </tr> <tr> <td style="background-color: #e0e0e0;">Minimum loan term</td> <td>1 year</td> </tr> <tr> <td style="background-color: #e0e0e0;">Maximum loan term</td> <td> <ul style="list-style-type: none"> <li>• 3 years (loans from \$3,100 to \$15,000)</li> </ul> </td> </tr> </table> </li> </ul>	Minimum loan amount	\$3,100	Maximum loan amount	\$50,000	Minimum loan term	1 year	Maximum loan term	<ul style="list-style-type: none"> <li>• 3 years (loans from \$3,100 to \$15,000)</li> </ul>
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- Fees and charges

Interest rate type	Variable
Establishment fee	<ul style="list-style-type: none"> <li>\$295 (loans between \$3,100 to \$5,000)</li> <li>\$395 (loans between \$5,001 to \$15,000)</li> <li>\$495 (loans between \$15,001 to \$50,000)</li> </ul>
Other fees payable	<ul style="list-style-type: none"> <li>Monthly Fee</li> <li>Dishonour Fee</li> <li>Late Fee</li> </ul>

- Other specifications

Repayment frequency	Fortnightly or monthly
Redraw	Not available
Early/additional repayments permitted	Yes

***Classes of consumers for whom the product may be unsuitable***

The product may not be suitable for consumers who:

- do not meet our eligibility criteria;
- require redraw; and/or
- require the certainty of a fixed interest rate and fixed repayments for the term of the loan.

***Explanation of why the product is likely to be consistent with the likely objectives, financial situation and needs of consumers in the target market***

The product is likely to be consistent with the *likely objectives, financial situation and needs* of consumers in the target market because it will enable consumers to consolidate their existing debt obligations and replace them with a single repayment over a fixed period. The product is also consistent with the needs and objectives of customers who seek flexibility and intend to make extra repayments.

<b>Distribution Conditions</b>	<p><b><i>Distribution conditions</i></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" data-bbox="422 376 1383 987"> <thead> <tr> <th data-bbox="422 376 628 454">Distribution channel</th> <th data-bbox="633 376 1070 454">Type of distributor</th> <th data-bbox="1075 376 1383 454">Condition/restriction</th> </tr> </thead> <tbody> <tr> <td data-bbox="422 461 628 533">Direct to consumer</td> <td data-bbox="633 461 1070 533">Online application via a website</td> <td data-bbox="1075 461 1383 987" rowspan="2">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</td> </tr> <tr> <td data-bbox="422 539 628 987">Third party distributors</td> <td data-bbox="633 539 1070 987"> <ul style="list-style-type: none"> <li>• <b>Comparison websites:</b> Provide information about the product on their website and provide consumers with an opportunity to make a direct application through an electronic link.</li> <li>• <b>Lead generation partners:</b> Notify consumers that they may be eligible for a MoneyMe product and supply a link to complete a direct-to-consumer application.</li> </ul> </td> </tr> </tbody> </table> <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>The distribution channels and conditions are appropriate because:</p> <ul style="list-style-type: none"> <li>• the product has a wide target market;</li> <li>• we rely on existing distributors, methods, controls and supervision already in place;</li> <li>• our sales staff and 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>	Distribution channel	Type of distributor	Condition/restriction	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	Third party distributors	<ul style="list-style-type: none"> <li>• <b>Comparison websites:</b> Provide information about the product on their website and provide consumers with an opportunity to make a direct application through an electronic link.</li> <li>• <b>Lead generation partners:</b> Notify consumers that they may be eligible for a MoneyMe product and supply a link to complete a direct-to-consumer application.</li> </ul>
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<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> </ul>								

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<b>Review Periods</b>	<p><b>First review date:</b> 15 August 2022.</p> <p><b>Periodic reviews:</b> Every 12 months after the initial review and each subsequent review.</p> <p><b>Trigger reviews:</b> Review to be completed within 10 business days of the identification of a trigger event.</p>												
<b>Distribution Information Reporting Requirements</b>	<p>The following information must be provided to us by distributors who engage in retail product distribution conduct in relation to the product:</p> <table border="1" data-bbox="421 658 1382 1214"> <thead> <tr> <th data-bbox="421 658 715 734">Type of information</th> <th data-bbox="715 658 1078 734">Description</th> <th data-bbox="1078 658 1382 734">Reporting period</th> </tr> </thead> <tbody> <tr> <td data-bbox="421 734 715 936">Specific complaints</td> <td data-bbox="715 734 1078 936">Details of the complaint, including the name and contact details of the complainant and the substance of the complaint</td> <td data-bbox="1078 734 1382 936">As soon as practicable, and in any event within 10 business days of receipt of the complaint</td> </tr> <tr> <td data-bbox="421 936 715 981">General complaints</td> <td data-bbox="715 936 1078 981">Number of complaints</td> <td data-bbox="1078 936 1382 981">Every 3 months</td> </tr> <tr> <td data-bbox="421 981 715 1214">Significant dealing(s)</td> <td data-bbox="715 981 1078 1214">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)</td> <td data-bbox="1078 981 1382 1214">As soon as practicable, and in any event within 10 business days after becoming aware of the significant dealing</td> </tr> </tbody> </table>	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
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