

Target market determination

Product name:	Secured Consumer Loan ("Product") (may also be referred to as "Consumer Bridging Loan")
Issuer:	Resimac Asset Finance Pty Ltd ACN 098 034 041 Australian Credit Licence 391809 of Level 22, 201 Kent Street, Sydney NSW 2000 ("we", "our" and "us")
Effective date (from):	17 March 2025
Version	6.0
Status:	In use

1. Document information and reference documents

This document is intended for its stated purpose which is as a Target Market Determination ('TMD'). This is not to be considered as a replacement for the Product's terms and conditions, or other relevant disclosure documents. For reference documents, please refer to the Terms & Conditions and Credit Guide, which are available upon request.

2. Target market

Inside the target market

The features of this Product have been assessed as meeting the likely objectives, financial situation and needs of customers who:

1. Require a loan for the acquisition or refinance of real property which is to be secured by a first mortgage over customers residentially zoned real property, in a Category 1 (major metropolitan areas, including state capitals and large regional centres with significant populations) or Category 2 location (medium-sized regional centres);
2. Are an individual or individuals living at the same address (if jointly applying) who are:
 - 18 years or older at the time of application;
 - Australian citizen(s) currently living in Australia or a permanent Australian resident;
3. Satisfy our credit eligibility criteria, which includes having an acceptable credit rating;
4. Have a clearly identified exit strategy, noting that this product is an event based exit loan facility, meaning the full repayment of the loan is triggered by a specific event or milestone, rather than following a fixed schedule of repayments;
5. Require a loan of between \$50,000 and \$1,750,000;
6. Require a loan term between 3 to 12 months;
7. Want a fixed or variable interest rate; and
8. Want to repay the loan in full at the end of the loan term.

Outside the target market

Customers will not be in the target market if they:

1. Do not satisfy our eligibility criteria;
2. Do not require a loan for the purposes for the acquisition or refinance of real property;
3. Require a loan that is less than \$50,000 or more than \$1,750,000;
4. Require a loan term that is shorter than 3 months or longer than 12 months;
5. Lack a clearly identified exit strategy to be executed within the maximum loan term of 12 months;
6. Require an unsecured loan; or
7. Intend to use their loan to undertake construction or development on the Security Property within the loan term.

Product description and key attributes

1. Minimum loan amount \$50,000.
2. Maximum loan amount \$1,750,000.
3. Fixed or variable interest rate for the loan term to finance the purchase of real property.
4. Minimum loan term 3 months.
5. Maximum loan term 12 months.
6. Valuation fee is payable.
7. Legal fee(s) are payable.
8. Establishment fee is payable.
9. Monthly account service fee is payable.
10. Able to make (but not required) additional repayments and reduce the amount of interest payable.

We may approve exceptions to the above on a case-by-case basis.

3. Distribution channels and conditions

The Product can be distributed by:

1. Resimac Asset Finance, directly to customers (“Direct Channel”);
2. Accredited brokers, directly to customers (“Broker Direct Channel”); and
3. Accredited brokers, through our accredited aggregators, to customers (“Wholesale Channel”).

The distribution conditions are as follows:

Channel	Conditions
Direct: Online or by email or by phone or in person	<p>Only authorised staff are permitted to assist consumers with this Product.</p> <p>Authorised staff have the necessary training, skills and knowledge to:</p> <ul style="list-style-type: none"> • ensure that consumers meet the eligibility requirements for the Product; • ensure that the Product is only distributed in accordance with the most up-to-date version of this TMD; and • ensure that third party distributors are appropriately authorised to distribute the Product.
Broker Direct and Wholesale: Accredited brokers directly to customers or through accredited aggregators	<p>Accredited brokers are permitted to assist consumers with this Product:</p> <ul style="list-style-type: none"> • directly; and • through our accredited aggregators. <p>All applications submitted by accredited brokers must comply with our policies and procedures issued to accredited brokers from time to time.</p>

The distribution channels and conditions make it likely that the consumers who acquire the Product are in the target market because:

1. Customers will have been provided with sufficient information about the Product before they apply for the Product;
2. Our staff and third-party accredited distributors are adequately trained to understand this TMD, including the key Product attributes and the target market for the Product; and
3. We require customers to provide specific information and documentary evidence to confirm they meet our eligibility requirements for the Product.

4. Review triggers

The review triggers that would reasonably suggest that the TMD may no longer be appropriate include:

1. A significant dealing of the Product to customers outside the target market occurs;
2. Material changes are made to the Product terms and conditions;
3. There is an increase in complaints above internally set thresholds in relation to the suitability, appropriateness, or distribution of the Product that reasonably suggests that the TMD may no longer appropriate;
4. There are significant adverse shifts in metrics, such as notable negative trends in internal delinquency data, cancellations, product switching, defaults on repayments or late repayments; or
5. Material external events such as relevant litigation, adverse media coverage or regulatory attention occur which may suggest the TMD may no longer be appropriate.

5. Review period

First review date:	Maximum of 12 months from of the date of this TMD.
Periodic reviews:	Every 12 months after the initial review and each subsequent review.
Trigger reviews:	Review to be completed within 10 business days of the identification of a trigger event or the specified periodic review date.

6. Information reporting

The table below sets out the information which we require to be reported to us in respect of the Product by persons who engage in retail distribution conduct in respect of the Product. Unless otherwise stated, the first reporting period commences on the date this target market determination is made and each subsequent reporting period commences at the end of the prior reporting period.

Information required to be reported	Who is required to report?	How frequently is a report required (reporting period)?	How will the report be made?
Significant dealing(s) (Date or date range of the significant dealing(s) and description of the significant dealing (e.g. why it is not consistent with the target market determination)).	Our General Counsel for significant dealings identified by us in relation to the Product. Brokers for significant dealings identified by them in relation to the Product. Aggregators for significant dealings identified by them in relation to the Product.	As soon as practicable, and in any case within 10 business days after becoming aware.	By email to our General Counsel compliance@resimac.com.au .
Material changes to the Product terms and conditions.	Our General Manager - Product & Credit.	As soon as practicable.	By email to our General Counsel compliance@resimac.com.au .

Information required to be reported	Who is required to report?	How frequently is a report required (reporting period)?	How will the report be made?
Each individual customer complaint (details of the complaint, including name and contact details of complainant and substance of the complaint) for active loans of this type.	Our Enterprise Risk & Dispute Resolution Manager for complaints received by us in relation to the Product.	As soon as practicable and within 10 business days of receipt of complaint.	For our Enterprise Risk & Dispute Resolution Manager, by email to our General Counsel (compliance@resimac.com.au). For brokers and aggregators, by completing and submitting a complaint information form (resimac.com.au/design-distribution-obligation-complaints).
	Brokers for complaints received by them in relation to the Product.		
	Aggregators for complaints received by them in relation to the Product.		
Customer complaints information (number of complaints and general feedback relating to the Product and its performance) for active loans of this type.	Our Enterprise Risk & Disputes Resolution Manager for complaints received by us in relation to the Product.	Quarterly	For our Enterprise Risk & Dispute Resolution Manager, by email to our General Manager - Product & Credit (product@resimac.com.au). For brokers and aggregators, by responding to our quarterly email survey within 10 business days after receipt.
	Brokers for complaints received by them in relation to the Product.		
	Aggregators for complaints received by them in relation to the Product.		
30-day arrears rate for the Product.	Our Head of Credit & Operations - Asset Finance	Monthly	By email to our General Manager - Product & Credit (product@resimac.com.au).

7. Revision management

Review period:	Annually
Current version:	6.0
Approved by:	<ul style="list-style-type: none"> • General Manager - Asset Finance; • General Manager - Product & Credit; and • General Counsel.
Comments:	Target market determination made.