Target Market Determination

1. About this document

This Target Market Determination ("TMD") is issued by National Motor Loans Pty Ltd trading as Aussie Credit Corporation (the "Issuer") and is designed to provide consumers, distributors, and staff with a clear view of the class of consumers for which the product is intended, in light of their likely objectives, financial situation, and needs. This document is not a complete summary of the product terms and conditions and is not intended to provide financial advice. Consumers should refer to the relevant loan contract terms and any supplementary documents.

This TMD has been prepared under section 994B of the Corporations Act 2001 (Cth) (as amended by the Design and Distribution Obligations), and forms part of the Issuer's product governance and distribution framework.

2. Products to which this TMD applies

This TMD applies to the Issuer's Vehicle / Asset Finance product(s) (the "Product"), under which credit is provided to retail consumers secured by a motor vehicle or other acceptable registrable asset. Under the updated product design, the Product may include an optional Risk Fee of up to 8% for certain higher-risk customers (see Section 4 below).

The Product may have variations (for example, different risk classes, loan terms, amount bands), but all fall under this TMD unless explicitly excluded by a separate TMD.

3. Date from which TMD is effective

Effective Date: 1 October 2025
Next Scheduled Review By: 1 October 2026

4. Target Market — Class of Consumers (s 994B(5)(b))

4.1 Objectives, financial situation and needs

This Product is designed for individuals (or joint applicants) who:

- Require finance to acquire a motor vehicle or another acceptable asset (e.g. trailer, caravan, motorbike) for predominantly personal, domestic or household use;
- Require the flexibility of purchasing an acceptable asset from a dealer or private seller;
- Prefer certainty in repayments (fixed interest rate, fixed repayment schedule) over the term of the loan;
- Seek a finance solution structured with regular, periodic repayments (weekly, fortnightly or monthly);
- Can demonstrate capacity to service principal, interest, and applicable fees over the full term;
- May require additional flexibility (through a Risk Fee option) when their credit profile deviates slightly from standard tiers;
- Must make repayments from an Australian Bank Account;
- Can provide an unencumbered security

4.2 Eligibility / Inclusion criteria

Consumers in the target market generally satisfy the following eligibility characteristics:

- Age 18 years or older;
- Australian resident or acceptable visa status subject to policy;
- Able to satisfy identity, income, and credit verification requirements;
- Able to provide security over the asset via Personal Property Securities Register (PPSR) registration;
- Applicants whose credit profile falls outside Tier 3, or those within other tiers who have minor unpaid defaults), may be considered eligible if they satisfy all other credit and servicing criteria, subject to the application of a Risk Fee;
- Applicants in standard tiers (Tier 1, Tier 2, Tier 3) may be eligible under standard terms (without a Risk Fee) where their profile meets policy thresholds.

4.3 Excluded consumers / outside target market

This Product is not designed for customers with the following characteristics:

- Applicants under 18 years of age;
- Applicants who are bankrupt or subject to personal insolvency / external administration;
- Applicants with serious credit history issues (multiple large defaults, bankruptcy, judgments, repeated charge-offs) that exceed policy thresholds;
- Applicants whose primary intention is business / commercial use of the financed asset (i.e. more than incidental personal use);
- Applicants seeking variable rate loans (this Product is fixed-rate only) or seeking highly irregular repayment structures not supported;
- Applicants who cannot or do not satisfy responsible lending obligations (e.g. insufficient stable income, poor affordability metrics);
- Applicants seeking to finance unacceptable assets (e.g. non-registrable assets not permitted by policy) or vehicles outside acceptable age / condition / mileage policies.

5. Key Product Attributes

Some of the Product's main features, as designed, include:

Attribute	Description
Loan amount range	Typically $3,000 up to $100,000
Loan term	Typically 12 to 84 months
Interest rate	Fixed rate for term (rate determined by risk class and business considerations). Calculated daily and charged monthly.
Risk Fee optional Risk	Up to 8 % may apply for eligible higher-risk customers under the Fee structure
Repayment frequency	Weekly, fortnightly, or monthly
Repayment structure	Principal + interest (fully amortising)
Early repayment / extra repayments	Allowed (subject to any early termination / adjustment fees)
Fees & charges	Application / establishment fees, Equifax fees, monthly service / account fees, late / default fees, PPSR fees, and Risk Fee (where applicable). Other fees and charges may apply, as set out in the loan agreement.
Security	The financed asset is used as security, registered on PPSR; repossession rights apply as per contract terms

Pricing for risk: if loan is approved, the interest rate offered and fees and charges will depend on our assessment of a number of factors at the time of application including the consumer's credit history, income and financial position, the loan to value ratio (LVR), the loan term and the nature of the security property. A risk fee may apply.
The inclusion of a Risk Fee increases the overall cost of the loan for the consumer but enables more flexible access to finance for customers whose profiles fall outside the standard tiers, while maintaining risk control for the Issuer.

6. Distribution Strategy and Conditions (s 994B(5)(c))

To ensure the Product is distributed consistently with its target market, the following distribution channels, conditions, and restrictions apply:

6.1 Distribution channels

- Accredited / authorised brokers (within the same corporate / group networks or via approved aggregation);
- Internal sales / business development channels;

6.2 Distribution conditions / restrictions

Distributors must:

- Be accredited, trained, and familiar with this TMD and the Product's features;
- Conduct suitability / affordability assessments to confirm consumers fall within the target market before offering the Product;
- Clearly disclose to the customer whether they are being offered a Risk Fee and explain how it affects cost;
- Not offer this Product to consumers clearly outside the target market (e.g. with disqualifying credit issues);
- Monitor ongoing deals and intervene if patterns of unsuitable distribution emerge;
- Notify the Issuer in writing (within 10 business days) of any known "distributions outside the target market" (i.e. deals approved that are inconsistent with this TMD).

- The above conditions help ensure that the customers who acquire the Product are likely to match its target class.

7. Review Triggers, Monitoring and Reporting (s 994B(5)(d), (e), (f), (g))

7.1 Review triggers

The Issuer will review this TMD (and may revise it) if:
- A material change to the Product (e.g. changes to the eligibility rules, fee structure) is made;
- A significant dealing or pattern of dealings occurs where consumers outside the target market are receiving the Product;
- The performance of loans subject to Risk Fees deviates materially from expectations (e.g. higher default or loss rates);
- Complaints about the Product increase materially;
- External events (regulatory change, litigation, negative media) suggest risks to consumer outcomes;
- Feedback from distributors suggests the target market / distribution conditions are no longer appropriate.

7.2 Review periods

- Initial review: Within 12 months of the effective date;
- Periodic review: At least annually thereafter, or more frequently if triggered.

7.3 Monitoring & reporting metrics

The Issuer will monitor, at minimum:
- Volume of loans;
- Default and loss rates;
- Complaints / disputes relating to product features;
- Number of deals flagged as outside target market;
- Feedback from distributors about suitability, rate of rejected applications, or structural mismatches.
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Distributors must report:
- The number (and details) of distributions outside the target market;
- Complaints received concerning the Product or its attributes;
- Material changes to distribution practices or deviations from this TMD;
- Any other information reasonably requested by the Issuer to assess whether the TMD remains appropriate.

Reporting cadence should generally be every 6 months, or more frequently if requested.

8. Consistency between Target Market & Product

This Product is designed to align with the likely objectives, financial situation and needs of the target class of consumers. The product's attributes, including fixed repayments, repayment frequency, security, and optional Risk Fee, are intended to suit consumers who want certainty, credit access even in borderline profiles, and structured repayments. The distribution conditions and monitoring regime aim to help ensure that only consumers within the identified class are offered the Product.

9. Other Information / Disclaimers

- This TMD is not a contractual document nor a substitute for reading the Product's full terms and conditions.
- The decision to approve any application remains subject to full credit / risk assessment and compliant responsible lending checks.
- The introduction of a Risk Fee does not guarantee approval; it is one tool to manage elevated-risk applications.
- The Issuer reserves the right to modify or withdraw the Risk Fee program, subject to regulatory notices, and to adjust this TMD accordingly.