

Target Market Determination – Secured and Unsecured Personal Loans

Product	<p>A variable secured or unsecured personal loan for the purpose of purchasing a vehicle, boat, caravan, trailer or any other personal property security, or to consolidate debts.</p> <p>L60 Unsecured Personal Loan - Variable</p> <p>L60 Secured Personal Loan - Variable</p>
Issuer	<p>Warwick Credit Union Ltd ABN AFSL 98 087 651 116 AFSL/Australian Credit License 240556</p>
Date of TMD	<p>5 October 2021</p>
Target Market	<p>Description of target market</p> <p>Retail clients who:</p> <ul style="list-style-type: none"> • are seeking a loan to <ul style="list-style-type: none"> ○ purchase household/personal items ○ purchase a vehicle/boat/caravan/trailer; or ○ consolidate debts • are aged 18 years or more and meet the credit assessment criteria for the product • are willing and able to offer acceptable security for the loan if it is a secured loan • need the flexibility to make additional repayments • need to make regular repayments of interest and principal over the term of the loan <p>Description of product, including key attributes</p> <p>Personal Loan – L60</p> <p>Unsecured variable</p> <p>This is an unsecured variable personal loan. The key attributes are:</p> <ul style="list-style-type: none"> • loan amounts usually between \$1,000 and \$10,000 • loan terms of up to 5 years • principal and interest reducing • interest rate variable only • repayment frequency monthly (weekly/fortnightly payments are allowed) • progressive drawdowns are available • establishment fee and monthly loan service fee apply • must provide security for secured personal loans • unable to make redraws of advance payments

	<p>Secured variable</p> <p>This is an unsecured variable personal loan. The key attributes are:</p> <ul style="list-style-type: none"> • loan amounts usually between \$10,000 and \$50,000 • loan terms of up to 5 years • principal and interest reducing • interest rate variable only • repayment frequency monthly (weekly/fortnightly payments are allowed) • progressive drawdowns are available • establishment fee and monthly loan service fee apply • must provide security for secured personal loans • unable to make redraws of advance payments <p>Description of likely objectives, financial situation and needs of consumers in the target market</p> <p>This product is designed for consumers who:</p> <ul style="list-style-type: none"> • seeks finance to purchase a motor vehicle, boat, caravan or other approved personal property with a variable rate • has the financial capacity to pay fees, interest and repayments of principal as and when such amounts become payable and due <p>Classes of consumers for whom the product is clearly unsuitable</p> <ul style="list-style-type: none"> • Customer who is under the age of 18 years • Customer who cannot meet the credit assessment criteria • Customer who wants to borrow more than \$50,000 • Customer who cannot provide acceptable security for a secured personal loan • Customer who does not have the financial capacity to pay fees, interest and repayments of principal as and when amounts become payable and due • Customer who does not have 20% deposit (New best rate car loan)
<p>Distribution Conditions</p>	<p>Distribution conditions</p> <p>This product is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> • branches • call centres • online <p>Distribution conditions for this product include:</p> <ul style="list-style-type: none"> • ensuring that retail clients meet the eligibility requirements for the product • ensuring that distribution through branches and call centres is by appropriately trained staff <p>There are no other distributors for this product.</p>

<p>Review Triggers</p>	<p>The review triggers that would reasonably suggest that the TMD is no longer appropriate are:</p> <ul style="list-style-type: none"> • a significant dealing of the product to retail clients outside the target market occurs • A significant number of complaints is received from customers in relation to their purchase or use of the product that reasonably suggests that the TMD is no longer appropriate • A material change to the product or the terms and conditions of the product occurs which would cause the TMD to no longer be appropriate <p>The <i>Product Governance Framework</i> includes regular consideration of whether there has been a review trigger following each distribution information report. That consideration is by reference to paragraphs 154 to 156 of RG 274.</p>									
<p>Review Periods</p>	<p>First review date: 1 December 2021</p> <p>Periodic reviews: We will review this TMD after 3 months of release and then every year after the initial and each subsequent review.</p>									
<p>Distribution Information Reporting Requirements</p>	<p>The following information must be provided to Warwick Credit Union Ltd by distributors who engage in retail product distribution conduct in relation to this product:</p> <table border="1" data-bbox="416 1088 1410 1509"> <thead> <tr> <th data-bbox="416 1088 783 1137">Type of information</th> <th data-bbox="783 1088 1098 1137">Description</th> <th data-bbox="1098 1088 1410 1137">Reporting period</th> </tr> </thead> <tbody> <tr> <td data-bbox="416 1137 783 1413">Significant dealing(s)</td> <td data-bbox="783 1137 1098 1413">Date or date range of the significant dealing(s) and description of the significant dealing (eg, why it is not consistent with the TMD)</td> <td data-bbox="1098 1137 1410 1413">As soon as practicable, and in any case within 10 business days after becoming aware</td> </tr> <tr> <td data-bbox="416 1413 783 1509">Complaints</td> <td data-bbox="783 1413 1098 1509">Number of complaints</td> <td data-bbox="1098 1413 1410 1509">Every 3 months</td> </tr> </tbody> </table>	Type of information	Description	Reporting period	Significant dealing(s)	Date or date range of the significant dealing(s) and description of the significant dealing (eg, why it is not consistent with the TMD)	As soon as practicable, and in any case within 10 business days after becoming aware	Complaints	Number of complaints	Every 3 months
Type of information	Description	Reporting period								
Significant dealing(s)	Date or date range of the significant dealing(s) and description of the significant dealing (eg, why it is not consistent with the TMD)	As soon as practicable, and in any case within 10 business days after becoming aware								
Complaints	Number of complaints	Every 3 months								