

Target Market Determination

Personal loans

Product	Car Loan - fixed
Issuer	Community First Credit Union Limited ABN 80087649938 AFSL/Australian credit licence 231204
Date of TMD	21 September 2021

Target Market ***Description of target market***

Members aged 18+, seeking finance to buy a brand new or demonstrator car/boat/caravan/motorcycle car/caravan/boat/motorcycle or that is up to 5 years old, want the flexibility to make extra repayments and pay it out early if needed. Require terms up to 7 years to find a repayment that suits their budget.

Description of product, including key attributes

This is a secured fixed rate car loan. The key attributes are:

- loan amounts from \$10,000
 - loan terms of up to 7 years
 - fixed interest rate
 - repayment frequency can be weekly/fortnightly/monthly
 - the ability to make additional repayments
 - a redraw facility
 - acceptable security for the loan must be provided and includes brand new or used up to 5 years - registrable cars (demonstrator vehicles eligible), motorbikes, caravans, boats and jetskis
 - monthly fee
 - application fee
- other fees and charges may apply. Refer to the current fees and charges schedule

Distribution Conditions ***Distribution conditions***

This product is distributed by the issuer through the following channels:

- Stores
- Mobile lenders
- Call centre
- Online
- Brokers
- Unlicensed third party introducers (referrers)

Distribution conditions for this product include:

- ensuring that retail clients meet the eligibility requirements for the product
- ensuring that distribution is by appropriately trained staff

There are no other distributors for this product.

Review Triggers

The review triggers that would reasonably suggest that the TMD is no longer appropriate are:

- A significant dealing of the product to consumers 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;
- Material changes to fees or rates of interest
- 20% or more of loans are paid out early

The *Product Governance Framework* 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.

Review Periods

First review date: 5 October 2022

Periodic reviews: every 2 years after the initial and each subsequent review.

Distribution Information Reporting Requirements

The following information must be provided to Community First Credit Union by distributors who engage in retail product distribution conduct in relation to this product:

Type of information	Description	Reporting period
Complaints	Number of complaints	As soon as practicable, and in any case within 10 business days after becoming aware
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)	
Sales outside the target market	Number of sales \$ value of sales	