Target Market Determination

Fixed Rate Car Loan

Product	Fixed Rate Car Loan
Issuer	Community First Credit Union Limited ABN 80087649938 AFSL/Australian credit licence 231204
Date of TMD	7 July 2026
Next review	November 2026
Review period	Annually in November
Target Market	**Target Market objectives, financial situation and needs** Members aged 18+, seeking finance to buy a car/boat/caravan/motorcycle/jetski 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.
Key product 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 registrable and insurable cars, motorbikes, caravans, boats and jet skis up to 5 years old • monthly fee • application fee • early repayment fee if repaid before end of term • other fees and charges may apply. Refer to the current fees and charges schedule
Eligibility	You need to be: • 18 years or older • security must be brand new or used up to 5 years – registrable and insurable vehicle • Meet any other criteria we reasonably require (e.g. we may need to impose additional criteria to comply with law or a direction or instruction of an authority).
Negative Target Market	Not suitable for applicants who: • Are under 18 years of age • Do not meet criteria • Need longer than 7 years • Need less than $10,000 • Are looking for a Variable rate

Distribution Conditions

Distribution conditions

- 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.

Distribution Reporting Requirements

The following information must be provided to Community First Bank 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	