

TARGET MARKET DETERMINATION – VEHICLE LOAN

Product	<p>Car Loans</p> <p>Car Loan Types: Car Loan, Motorcycle Loan, and Leisure Vehicle Loan.</p> <p>The Motor Vehicle Loan allows individuals to borrow funds for a number of different assets, vehicles. The Motor Vehicle Loan offers a fixed interest rate and requires individuals to make regular repayments over a fixed term.</p>
Issuer	<p>This product is issued by United Loan Solutions Pty Ltd trading as Gedda Money ACN 611 343 572, Australian Credit Licence number 486303 (we, us, our and Gedda Money)</p>
Start Date	<p>5 October 2021</p>
First and Ongoing Review Period	<p>The first review, and each ongoing review, must be completed within each consecutive 12-month period from the date of issue.</p>
Purpose	<p>This target market determination (TMD) offers customers, distributors and employees with an understanding of the class of customer for which this product has been designed, having regard to the objectives, financial situation and needs of the customer.</p> <p>This document does not constitute financial advice and has not been prepared taking into account an individual’s objectives, financial situation or needs.</p> <p>Customers should refer to the Credit Guide and any other documents setting out the terms and conditions under the product when making a decision about this product. These documents are provided to a customer prior to the provision of credit.</p>
Target Market and Product Attributes	<p>1.1 This Target Market Determination (TMD) sets out the target market for our Personal Loans product, to use credit for personal or domestic purposes for the following assets:</p> <ul style="list-style-type: none"> (a) Car Loan (b) Motorcycle Loan (c) Ute or Truck under 4.5 tonnes gross vehicle mass (GVM) (d) Leisure Vehicles (e.g., caravans, jet ski, trailer, boat or camper trailer)

- 1.2 This product will only be offered for monetary amounts between \$8,000.00 - \$50,000.00 and will always require security.
- 1.3 Customers must repay the loan by making fixed principal and interest repayments on a weekly or fortnightly basis.
- 1.4 The loan term must be at least 3 years with a maximum length of 5 years. The customers financial situation must include access to sufficient income to satisfy Gedda Money's credit assessment requirements and to meet the following payments:
 - (a) Principal amounts due;
 - (b) Interest amounts due;
 - (c) Monthly fee; and
 - (d) Application fee.
- 1.5 This product offers key features including a competitive fixed interest rate, the ability to repay the loan early without substantial fees, and an option to pause repayments in the event of unforeseen circumstances. Having a fixed interest rate means certainty that the interest rate will not change throughout the duration of the loan.
- 1.6 Applicants must satisfy the following criteria to be eligible to apply for this product:
 - (a) Customers who are 18 years and over;
 - (b) Customers with an impaired credit history and/or current borrower profile (e.g. time in current employment) that is not reflective of their current creditworthiness;
 - (c) Permanent Australian residents or Australian citizens (residing in Australia or overseas) where the security is provided in Australia. Non-residents are also considered depending on visa requirements. Specifically, visas that must be either a family or partner visa, or a working and skilled visa that has a defined length of stay will be eligible; and
 - (d) Pay As You Go (PAYG) income earners with a gross annual salary of above \$30,000.00.
- 1.7 Gedda Money will make reasonable enquiries about the Customer's requirements and objectives. When applying for this product, Gedda Money will consider the following:
 - (a) Objectives
 - (i) This product offers a competitive fixed interest rate and is suitable for those who are seeking flexible early repayment options or have a credit history or profile is not reflective of the individual's current financial position or credit worthiness.
 - (b) Loan Purpose
 - (i) This product is suitable for those who are seeking to securely finance the purchase of a motor vehicle, motorcycle, ute or truck under 4.5 tonnes GVM or leisure vehicles within the restricted monetary limits.

	<p>(c) Financial Position</p> <p>(i) Gedda Money will make reasonable enquiries about the Customer's financial situation. To access whether this product is affordable to the Customer, Gedda Money will consider the Customer's income or benefits, living expenses, all other debts, credit history, specific life events, temporary difficulties and any information that will assist Gedda Money to understand the Customer's complete financial position.</p> <p>1.8 Gedda Money will need to consider if this product is suitable to the Customer's objectives, loan purpose and financial position.</p> <p>1.9 Gedda Money will not accept Customers who do not meet the above criteria or where the objectives, loan purpose and financial position do not align with the Customer's personal circumstances.</p> <p>1.10 Gedda Money has the following conditions and restrictions on this product:</p> <p>(a) Joint Loans for Non-spouses</p> <p>(i) Gedda Money will only offer this product as a joint loan to Customers who are spouses, which includes husband or wife, de facto partner, or other equivalent terms such as domestic partner. This spousal status must be clearly demonstrated by the Customer through documentation.</p> <p>(b) Aged Applicants</p> <p>(i) Gedda Money has a restriction on age and will not offer the product to Customers who will be older than the anticipated retirement age at the end of the loan, or if it could be reasonably foreseen that the Customer will undergo a significant change in financial position due to their age.</p> <p>(c) Disadvantaged Applicants</p> <p>(i) If a Customer may be at a disadvantage due to language, age or medical capabilities, the Customer will be offered the services of an interpreter or the ability to be accompanied by a person of the Customer's choice to the initial and subsequent interviews. The Customer will need to obtain independent legal and financial advice and provide supporting evidence.</p>
<p>Unsuitable Customers</p>	<p>This loan will not be suitable for individuals who:</p> <p>(a) are under 18 years old;</p> <p>(b) are on a temporary visa with no defined length of stay;</p> <p>(c) require the ability to redraw any additional repayment made on the loan;</p>

	<ul style="list-style-type: none"> (d) require an unsecured loan; and/or (e) require credit for personal everyday spending.
<p>Distribution Channel and Conditions</p>	<p>1.11 Gedda Money applies the following conditions and restrictions to the distribution of the Motor Vehicle Loan so that this product is likely to be provided to customers who are in the target market.</p> <p>1.12 Distribution Channels:</p> <ul style="list-style-type: none"> (a) The Gedda Money website; (b) Authorised third party distributors such as: <ul style="list-style-type: none"> (i) finance brokers and aggregators (c) Authorised referrers <p>1.13 Distribution Conditions</p> <ul style="list-style-type: none"> (a) The Motor Vehicle Loan can only be distributed: To customers who meet the eligibility requirements; (b) To customers who have appropriate borrowing capacity; (c) In accordance with responsible lending guidelines and the Gedda Money's product and process requirements; and (d) Through authorised Distributors who have met the Gedda Money's accreditation, training, resourcing and experience requirements.
<p>Review Triggers</p>	<p>1.14 There may be events and circumstances (called 'review triggers') that would reasonably suggest that this TMD is no longer appropriate. These review triggers include:</p> <ul style="list-style-type: none"> (a) If the distribution conditions are found to be inadequate; (b) If there is a significant change in metrics, including but not limited to, complaints, default rates and application rates. (c) the number of applicants outside the target market; (d) the number of Customers refinancing from Gedda Money to another financial institution; (e) the average loan duration; (f) occurrence of a significant dealing (where the Motor Vehicle Loan is not consistent with this TMD); (g) if there is an external event, such as regulatory recommendations; (h) a material change to the terms and conditions of this product; (i) promotional features that materially changes this product;

	<ul style="list-style-type: none"> (j) employee feedback; and (k) key risk indicators reports. <p>1.15 Gedda Money will review this TMD within 10 business days if it knows, or reasonably knows, that a review trigger, or an event or circumstance that reasonably suggests that this TMD is no longer appropriate, has occurred.</p> <p>1.16 Gedda Money will notify the Australian Securities and Investments Commission within 10 business days of it becoming aware of a significant dealing in this product that is not consistent with this TMD.</p> <p>1.17 Distributors must notify Gedda Money when they identify a significant dealing that is not consistent with this TMD. Gedda Money acknowledges whether a dealing is significant may be dependent on the circumstances of a distributor's business however, this information will assist Gedda Money to determine whether the dealing is significant and reportable.</p>
<p>Review Periods</p>	<p>1.18 The first initial review of this TMD will occur on 5 April 2022.</p> <p>1.19 To ensure that this TMD remains appropriate for this product, Gedda Money will review this TMD:</p> <ul style="list-style-type: none"> (a) periodically, and at least every 12 months; (b) in response to any review triggers; and/or (c) other events or circumstances that would reasonably suggest that this TMD is no longer appropriate. <p>1.20 If Gedda Money becomes aware of information that would reasonably suggest that this TMD is no longer appropriate (e.g., a review trigger has occurred), Gedda Money will stop issuing this product and direct its distributors to stop distributing until the Gedda Money has reviewed this TMD and product.</p>
<p>Distribution Information and Reporting Requirements</p>	<p>1.21 Complaints, defaults, and general feedback about a credit product are a useful indicator of whether this TMD may still be appropriate.</p> <p>1.22 A distributor must provide the following information in writing as soon as practicable, or within 10 business days after the reporting period unless otherwise specified:</p> <ul style="list-style-type: none"> (a) complaint and all related information; (b) feedback that the target market or key product attributes may no longer be appropriate; (c) significant dealings outside the target market; and (d) general feedback relating to this product and its performance. <p>1.23 The following is an example of the type of information that must be provided to Gedda Money by its distributors who engage in distribution of this product:</p>

	Type of Information	Description	Reporting Period
	Complaint / Significant Dealings / Others	<p>The following information is required:</p> <ol style="list-style-type: none"> 1. Distributor name 2. Date of complaint 3. Product 4. Nature of the complaint 5. AFCA status (if applicable) 	<p>Complaint / Others - As soon as complaint is received by the distributor</p> <p>Significant Dealings – As soon as practicable, and in any case within 10 business days after becoming aware.</p>

Version Control

Version	State Date	Comment
1.0	05 October 2021	TMD Issued (start date)
1.1	05 April 2022	TMD reviewed
1.2	25 July 2023	TMD Updated