

Target Market Determination

RAZORBAY PTY LTD

Product: Small Amount Credit Contract (SACC)

Date TMD Approved: 28th September 2021

TMD Version: 1

TMD Status: Current

Issuer: Razorbay Pty Ltd

Issuer ACL: 411014

This Target Market Determination (TMD) is a determination City Finance has made to:

- Describe what this product is designed to do & which class of customers this product has been designed for
- Specify TMD review periods and triggers
- Specify reporting requirements

Target Market Summary

This product is likely to be appropriate for a consumer seeking fast, short-term finance to be used for an emergency, to meet an unexpected expense or to make a discretionary purchase.

Summary of Key Product Attributes

A small, short-term credit facility to be used for personal purposes with the following key attributes:

- Ability to use the credit for personal purposes
- Ability to repay the credit early without financial penalty
- Requirement to make payments of fees & principal

This product is only available to consumers that meet standard eligibility criteria.

Target Market Determination

This product is likely to be appropriate for the target market on the basis that the key attributes & eligibility criteria are consistent with the objectives, financial situation & needs of the customer.

Key Eligibility Criteria	This product is appropriate for	This product is not appropriate for
The income you earn	<ul style="list-style-type: none"> • People who earn income as an employee • People who are self-employed & earn regular income • People who receive regular Government Benefit payments 	<ul style="list-style-type: none"> • People who do not earn an income
Needs and Objectives	<ul style="list-style-type: none"> • People who require credit for a personal purpose 	<ul style="list-style-type: none"> • People who require funds to pay basic living expenses • People who require funds to repay other forms of credit
Repayment Terms	<ul style="list-style-type: none"> • People who wish to borrow funds short term between 12 & 52 weeks 	<ul style="list-style-type: none"> • People who wish to borrow funds for more than 52 weeks • People who wish to borrow funds for less than 12 weeks
Loan Size	<ul style="list-style-type: none"> • People who wish to borrow \$2000 or less 	<ul style="list-style-type: none"> • People who wish to borrow more than \$2000
Security	<ul style="list-style-type: none"> • People who require credit but do not wish to provide security 	<ul style="list-style-type: none"> • People who wish to obtain secure credit
Financial Situation	<ul style="list-style-type: none"> • People who will have the financial capacity to pay fees & principal repayments as they are due 	<ul style="list-style-type: none"> • People who have do not have financial capacity to repay fees & principal repayments as they are due at the time of borrowing

How this product is to be distributed

The following distribution conditions apply:

This product is authorised to be distributed by City Finance by any of the following means:

- In person (visit to a premises)
- Online through relevant websites
- By contacting a customer service centre or branch

This product can only be distributed to people who are considered not inappropriate based on Key Eligibility criteria.

This product can only be distributed to people who meet standard eligibility criteria and in compliance with relevant laws.

Distribution of this product must comply with all our underwriting criteria.

This product can only be distributed by staff of City Finance who have received appropriate training.

These distribution conditions will make it likely that the consumers to whom this product is distributed are in the target market.

Reviewing this Target Market Determination

This table sets out review periods and the type of information we need to identify to ensure that the TMD for this product continues to be appropriate.

Information	Who is required to report	Reporting Period
Initial Review	Issuers & Distributors	Within one (1) year of the approved date
Periodic Reviews	Issuers & Distributors	At least every two (2) years from the initial review
Complaints Review <ul style="list-style-type: none">• Number of complaints• Nature of complaints• Resolutions of complaints	Issuers & Distributors	Quarterly
Bad Debts Review <ul style="list-style-type: none">• % of Bad Debts	Issuers & Distributors	Annually
Sales Information <ul style="list-style-type: none">• Conversion Rates• Cancellation Rates	Issuers & Distributors	Quarterly
Customer outside of TMD acquires product	Issuers & Distributors	As soon as practicable but within 10 business days
Customer within TMD acquires product but it is unsuitable	Issuers & Distributors	As soon as practicable but within 10 business days
There is a material change to the product structure or offering	Issuers & Distributors	As soon as practicable but within 10 business days
Any regulatory orders or directions are received from a regulator in respect to the product / its distribution	Issuers & Distributors	As soon as practicable but within 10 business days

Target Market Determination

RAZORBAY PTY LTD

Product: Medium Amount Credit Contract (MACC)

Date TMD Approved: 28th September 2021

TMD Version: 1

TMD Status: Current

Issuer: Razorbay Pty Ltd

Issuer ACL: 411014

This Target Market Determination (TMD) is a determination City Finance has made to:

- Describe what this product is designed to do & which class of customers this product has been designed for
- Specify TMD review periods and triggers
- Specify reporting requirements

Target Market Summary

This product is likely to be appropriate for a consumer seeking fast, short-term finance to be used for an emergency, to meet an unexpected expense or to make a discretionary purchase.

Summary of Key Product Attributes

A medium, short-term credit facility to be used for personal purposes with the following key attributes:

- Ability to use the credit for personal purposes
- Ability to repay the credit early without financial penalty
- Requirement to make payments of interest, fees & principal

This product is only available to consumers that meet standard eligibility criteria.

Target Market Determination

This product is likely to be appropriate for the target market on the basis that the key attributes & eligibility criteria are consistent with the objectives, financial situation & needs of the customer.

Key Eligibility Criteria	This product is appropriate for	This product is not appropriate for
The income you earn	<ul style="list-style-type: none"> • People who earn income as an employee • People who are self-employed & earn regular income • People who receive regular Government Benefit payments 	<ul style="list-style-type: none"> • People who do not earn an income
Needs and Objectives	<ul style="list-style-type: none"> • People who require credit for a personal purpose 	<ul style="list-style-type: none"> • People who require funds to pay basic living expenses • People who require funds to repay other forms of credit
Repayment Terms	<ul style="list-style-type: none"> • People who wish to borrow funds short term between 12 & 104 weeks 	<ul style="list-style-type: none"> • People who wish to borrow funds for more than 104 weeks • People who wish to borrow funds for less than 12 weeks
Loan Size	<ul style="list-style-type: none"> • People who wish to borrow \$2001 - \$5000 	<ul style="list-style-type: none"> • People who wish to borrow more than \$5000 or less than \$2001
Security	<ul style="list-style-type: none"> • People who require credit but do not wish to provide security 	<ul style="list-style-type: none"> • People who wish to obtain secure credit
Financial Situation	<ul style="list-style-type: none"> • People who will have the financial capacity to pay fees & principal repayments as they are due 	<ul style="list-style-type: none"> • People who have do not have financial capacity to repay fees & principal repayments as they are due at the time of borrowing

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