

Target Market Determination (TMD) – Unsecured Variable Rate Personal Loan

Product	Unsecured Variable Rate Personal Loan
Issuer	Beyond Bank Australia Ltd ABN 15 087 651 143 AFSL/Australian Credit Licence 237856
Effective Date of TMD	October 2021
Date of TMD	1 March 2026
Target Market	<p>Retail clients who:</p> <ul style="list-style-type: none"> are seeking a loan for any worthwhile purpose including to make a purchase or to consolidate an existing debt or debts are aged 18 years or older and meet the credit assessment criteria for the product are unable or unwilling to offer security for the loan even though that means a higher interest rate will apply <p>This is an Unsecured Variable Rate Personal Loan. The key attributes are:</p> <ul style="list-style-type: none"> Loan amounts between \$2,000 and \$30,000 A number of loan terms available dependent upon the amount borrowed Variable interest rate No need to provide security for the loan Repayment frequency can be weekly, fortnightly, or monthly Ability to make additional repayments Redraw facility against advance repayments eStatements available via Internet Banking Loan establishment fees apply Other fees and charges may apply and are available on application. Please refer to the Fees and Charges Schedule.
Distribution Conditions	<p>This product is distributed by Family First through the following channels:</p> <ul style="list-style-type: none"> branches by phone online <p>Distribution conditions for this product include:</p> <ul style="list-style-type: none"> ensuring that clients meet the eligibility conditions for the product ensuring that distribution through branches, by phone or online is by appropriately authorised and trained staff

Review Triggers	<p>The review triggers that would reasonably suggest that the TMD is no longer appropriate include:</p> <ul style="list-style-type: none"> • 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. 												
Review Periods	<p>Initial review: Within 12 months of the effective date</p> <p>Periodic review: Every 2 years after the initial review and any subsequent periodic review</p>												
Distribution Information Reporting Requirements	<p>The following information is monitored by Family First in relation to the distribution of this product:</p> <table border="1" data-bbox="432 952 1437 1370"> <thead> <tr> <th data-bbox="432 952 738 1003">Type of information</th> <th data-bbox="738 952 1118 1003">Description</th> <th data-bbox="1118 952 1437 1003">Reporting period</th> </tr> </thead> <tbody> <tr> <td data-bbox="432 1003 738 1059">Complaints</td> <td data-bbox="738 1003 1118 1059">Number of complaints</td> <td data-bbox="1118 1003 1437 1059">Every 3 months</td> </tr> <tr> <td data-bbox="432 1059 738 1146">Sales outside the target market</td> <td data-bbox="738 1059 1118 1146">Number of sales \$ value of sales</td> <td data-bbox="1118 1059 1437 1146">Every 3 months</td> </tr> <tr> <td data-bbox="432 1146 738 1370">Significant dealing(s)</td> <td data-bbox="738 1146 1118 1370">Date or date range of the significant dealing(s) and description of the significant dealing (e.g. why it is not consistent with the TMD)</td> <td data-bbox="1118 1146 1437 1370">As soon as practicable, and in any case within 10 business days after becoming aware</td> </tr> </tbody> </table>	Type of information	Description	Reporting period	Complaints	Number of complaints	Every 3 months	Sales outside the target market	Number of sales \$ value of sales	Every 3 months	Significant dealing(s)	Date or date range of the significant dealing(s) and description of the significant dealing (e.g. why it is not consistent with the TMD)	As soon as practicable, and in any case within 10 business days after becoming aware
Type of information	Description	Reporting period											
Complaints	Number of complaints	Every 3 months											
Sales outside the target market	Number of sales \$ value of sales	Every 3 months											
Significant dealing(s)	Date or date range of the significant dealing(s) and description of the significant dealing (e.g. why it is not consistent with the TMD)	As soon as practicable, and in any case within 10 business days after becoming aware											