

New Car Loan

Target Market Determination

5 October 2021

Issuer	Victoria Teachers Limited, ABN 44 087 651 769, AFSL and Australian Credit Licence 240 960, trading as Bank First
Target Market	<p>Description of target market (including likely objectives, financial situation and needs of the consumer)</p> <p>Retail clients who:</p> <ul style="list-style-type: none"> • are seeking a loan for the purchase of a new motor vehicle that is less than 12 months old • are aged 18 years or more and meet the credit assessment criteria for the product <p>Secured (variable or fixed)</p> <ul style="list-style-type: none"> • are able and willing to offer acceptable security for the loan <p>Variable Rate</p> <ul style="list-style-type: none"> • need the flexibility to make additional repayments and an ability to redraw advance repayments as required <p>Fixed Rate</p> <ul style="list-style-type: none"> • need the certainty of a fixed interest rate and fixed repayments for the fixed term chosen • do not need the option of being able to make additional repayments without penalty <p>Description of product, including key attributes</p> <p>This can be a variable or fixed rate New Car Loan. The key attributes are:</p> <ul style="list-style-type: none"> • minimum loan amount \$10,000 • loan terms of up to 7 years • variable interest rate • fixed interest rate options from 1-5 years • repayment frequency can be weekly, fortnightly or monthly • a lower interest rate than a used car loan • the ability to make additional repayments when on a variable rate • unable to make additional repayments without incurring a break cost fee when on a fixed rate • a redraw facility • establishment fee (no ongoing fees)
Distribution Conditions	<p>Distribution conditions</p> <p>This product is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> • branches • mobile lenders • relationship officers • call centre • online <p>Distribution conditions for this product include:</p> <ul style="list-style-type: none"> • ensuring that retail customers meet the eligibility requirements for the product • ensuring that distribution through the above channels is by appropriately trained staff <p>There are no other distributors for this product.</p>

<p>Distribution Conditions - Continued</p>	<p>Why the distribution conditions and restrictions will make it more likely that the consumers who acquire the product are in the target market</p> <p>New Car Loans issued by Bank First are simple, well understood, and suitable for the vast bulk of our customers. The nature of New Car Loans issued by Bank First means that distribution through all of its usual channels will generally be appropriate.</p> <p>The distribution conditions will enable the product to reach consumers in the target market while providing relevant and sufficient information about the product through the distribution channels. Eligibility requirements are enforced in each distribution channel to ensure that only eligible consumers can acquire the product.</p>										
<p>Review Triggers</p>	<p>The review triggers that would reasonably suggest that the TMD is no longer appropriate are:</p> <ul style="list-style-type: none"> • a significant dealing of the product to retail clients 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 										
<p>Review Periods</p>	<p>First review date: 30 September 2022</p> <p>Periodic reviews: Every 2 years after the initial and each subsequent review</p>										
<p>Distribution Information Reporting Requirements</p>	<p>The following information must be provided to Bank First by distributors who engage in retail product distribution conduct in relation to this product:</p> <table border="1" data-bbox="379 801 1506 1084"> <thead> <tr> <th data-bbox="379 801 632 880">Type of information</th> <th data-bbox="632 801 1192 880">Description</th> <th data-bbox="1192 801 1506 880">Reporting period</th> </tr> </thead> <tbody> <tr> <td data-bbox="379 880 632 987">Complaints</td> <td data-bbox="632 880 1192 987">Number of complaints Summary of each complaint including nature of complaint, resolution undertaken and customer outcome</td> <td data-bbox="1192 880 1506 987">Every 3 months</td> </tr> <tr> <td data-bbox="379 987 632 1084">Significant dealing(s)</td> <td data-bbox="632 987 1192 1084">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="1192 987 1506 1084">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 Summary of each complaint including nature of complaint, resolution undertaken and customer outcome	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
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