

## Target Market Determination

<b>Product</b>	<b>Personal Loan - Fully Secured Personal Loan</b>
<b>Issuer</b>	The Capricornian Ltd ABN/ACN 54 087 650 940 Australian Financial Service Licence / Australian Credit Licence 246780
<b>Date of TMD</b>	10 January 2025
<b>Target Market</b>	<p><b>Description of target market</b></p> <p>Retail clients who:</p> <ul style="list-style-type: none"> <li>• Are an Australian resident; Are aged 18 years or more and meet the credit assessment criteria for the product;</li> <li>• Are seeking a loan to purchase a brand new motor vehicle, motor bike, boat, jet ski caravan and/or a motor home;</li> <li>• Are able and willing to offer the item purchased as acceptable security for the loan, so as to secure the personal loan interest rate - security value must be more or equivalent to the value of the loan;</li> <li>• Need the flexibility to make additional repayments and a contractual right to redraw advance repayments as required;</li> <li>• Are wanting a competitive rate that moves with market changes; and</li> <li>• Is currently or wishes to become a shareholding member of The Capricornian Ltd.</li> </ul> <p><b>Description of product, including key attributes</b></p> <p>This is a secured variable rate personal loan. The key attributes are:</p> <ul style="list-style-type: none"> <li>• New Security</li> <li>• Loan amounts between \$3,000 and \$100,000</li> <li>• Loan terms of up to 7 years</li> <li>• Variable interest rate</li> <li>• Acceptable security totalling the value of the loan must be provided or greater</li> <li>• Repayment frequency can be weekly, fortnightly and monthly</li> <li>• The ability to make additional repayments</li> <li>• Redraw facility</li> <li>• Free redraws</li> <li>• No penalty for extra payments or early payouts</li> </ul>

	<ul style="list-style-type: none"> <li>• No monthly loan fees (establishment fee applicable)</li> <li>• Internet Banking access</li> <li>• Banking App access</li> <li>• Direct Credits, Periodical Payments, Payroll Allocations or Online Deposits</li> </ul> <p><b>Classes of consumers for whom the product is clearly unsuitable</b></p> <p>This product is not suitable for retail clients who:</p> <ul style="list-style-type: none"> <li>• Are without capacity (without appropriate representation) to be bound by contract;</li> <li>• Are unable or unwilling to offer suitable security for the loan, so as to secure a lower interest rate;</li> <li>• Borrowers who require a loan less than \$3,000;</li> <li>• Need the certainty of a fixed interest rate and fixed repayments for the term of the loan;</li> <li>• Are under the age of 18 years;</li> <li>• Do not meet the credit assessment criteria for the product; or</li> <li>• Do not wish to become a shareholding member of The Capricornian Ltd.</li> </ul>
<p><b>Distribution Conditions</b></p>	<p><b>Distribution conditions</b></p> <p>This product is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> <li>• Branches</li> <li>• Mobile Lenders</li> <li>• Call Centre</li> <li>• Online</li> <li>• The Capricornian Broker Network relationships</li> </ul> <p><b>Distribution conditions for this product include:</b></p> <ul style="list-style-type: none"> <li>• Ensuring that clients meet the eligibility conditions for the product</li> </ul> <p>Ensuring that distribution through Branches, Mobile Lenders and Call Centre, Online and Brokers is by appropriately authorised and trained staff. There are no other distributors for this product.</p>
<p><b>Review Triggers</b></p>	<p>The review triggers that would reasonably suggest that the TMD is no longer appropriate are:</p> <ul style="list-style-type: none"> <li>• A significant dealing of the product to retail clients outside the target market occurs.</li> <li>• 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; or</li> </ul>

	<ul style="list-style-type: none"> <li>• 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.</li> </ul> <p>The <i>Product Governance Framework</i> 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.</p>															
<b>Review Periods</b>	<p><b>First review date:</b> 30 June 2025</p> <p><b>Periodic reviews:</b> After initial review, subsequent reviews are on an annual basis.</p>															
<b>Distribution Information Reporting Requirements</b>	<p>Distribution of the Fully Secured Personal Loan can be provided through all channels which include, in branch, online, by phone or through our broker network relationship and will be undertaken by accredited lending staff. Marketing of the Fully Secured Personal Loan may include website and other media channels such as online, radio, TV, print and paper articles.</p> <p>The Capricornian Ltd as the issuer and distributor of this product will ensure that the following information is regularly monitored, reviewed and reported in relation to distribution conduct for this product.</p> <table border="1" data-bbox="440 1081 1437 1888"> <thead> <tr> <th>Type of information</th> <th>Description</th> <th>Reporting period</th> </tr> </thead> <tbody> <tr> <td>Significant dealing(s)</td> <td>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>As soon as practicable, and in any case within 10 business days after becoming aware</td> </tr> <tr> <td>Complaints</td> <td>Number of complaints</td> <td>Every 3 months</td> </tr> <tr> <td>Sales outside the target market</td> <td>Number of sales \$ value of sales</td> <td>Every 3 months</td> </tr> <tr> <td>Sales inside the target market</td> <td>Number of sales \$ value of sales</td> <td>Every 3 months</td> </tr> </tbody> </table>	Type of information	Description	Reporting period	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	Complaints	Number of complaints	Every 3 months	Sales outside the target market	Number of sales \$ value of sales	Every 3 months	Sales inside the target market	Number of sales \$ value of sales	Every 3 months
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