

## Target Market Determination: Prime

Version 1 dated 4 April 2023

This Target Market Determination (**TMD**) describes the group of customers that our product is targeted at and the product attributes and objectives and needs of the Target Market. Our TMD has been designed to ensure that our Product is consistent with the *likely objectives, financial situation and needs* of the consumers for whom they are intended (the **Target Market**).

The TMD is general in nature and should not be construed as financial advice. Consumers should refer to all relevant terms and conditions or other disclosure documents for this Product and should obtain independent advice prior to acquiring the product to ensure that it is appropriate for their particular *objectives, financial situation and needs*.

<b>Product</b>	Personal Loan – Unsecured
<b>Reference documents</b>	General Personal Loan Terms and Conditions and Credit Guide
<b>Lender</b>	Yard Financial Pty Ltd   ACN 623 357 513 (Australian Credit Licence 509481)
<b>Date of TMD</b>	4 April 2023
<b>Target Market</b>	<p><b><i>Description of Target Market, including likely objectives, financial situation and needs</i></b></p> <p>The customers will need to satisfy the below outlined criteria to be eligible for this Product:</p> <ul style="list-style-type: none"> <li>• meet Yard's eligibility criteria including credit assessment which includes having capacity to make the required payments without any substantial hardship;</li> <li>• be 18 years or over;</li> <li>• be an Australian citizen or resident, residing in Australia;</li> <li>• be able to demonstrate a good credit history;</li> <li>• are property owners in Australia.</li> </ul> <p>The features of this product have been assessed as meeting the <i>likely objectives, financial situation and needs</i> of consumers who:</p> <ul style="list-style-type: none"> <li>• do not want to provide a security for the loan;</li> <li>• require a loan to perform home improvements or renovations;</li> <li>• require a loan to consolidate debts;</li> <li>• require a loan to fund a property purchase deposit gap;</li> <li>• require to obtain additional funds for personal expenditure for any other credit worthy purpose deemed acceptable to us;</li> <li>• Variable interest rate;</li> <li>• Minimum loan amount \$5,000;</li> <li>• Maximum loan amount \$30,000;</li> <li>• Minimum loan term 1 year;</li> <li>• Maximum loan term 7 years;</li> <li>• Repayment options: principal and interest;</li> <li>• Repayment frequency: weekly monthly;</li> </ul>

	<ul style="list-style-type: none"> <li>• Additional repayments: unlimited;</li> <li>• Redraw: not available;</li> <li>• Establishment fee may be payable;</li> <li>• Lender legal fee is payable;</li> <li>• Settlement fee is payable;</li> <li>• Monthly service fee is payable;</li> <li>• Discharge fee is payable;</li> <li>• Fees and charges may be payable depending on the features of the product chosen and all fees will be advised at loan application stage.</li> </ul> <p><b><i>Classes of consumers for who the product may not be suitable</i></b></p> <p>This product may not be suitable for consumers who:</p> <ul style="list-style-type: none"> <li>• do not meet the eligibility requirements;</li> <li>• are under 18 years old;</li> <li>• are not Australian citizens or Permanent residents;</li> <li>• are unable to service the loan repayments;</li> <li>• would prefer a fixed rate;</li> <li>• would prefer a loan product that includes the provision of a security;</li> <li>• have defined goals and objectives that are not met by this product.</li> </ul>				
<p><b>Distribution Conditions</b></p>	<p><b><i>Distribution conditions</i></b></p> <p>The following distribution channels and conditions have been assessed as being appropriate to direct the distribution of the product to the Target Market:</p> <table border="1" data-bbox="432 1122 1385 1249"> <thead> <tr> <th>Channel</th> <th>Conditions</th> </tr> </thead> <tbody> <tr> <td>Direct online via Yard's website (www.yard.com.au)</td> <td>All applications are reviewed by Yard's representatives to ensure they are in accordance with this TMD.</td> </tr> </tbody> </table> <p>The distribution channels and conditions are appropriate because:</p> <ul style="list-style-type: none"> <li>• the product has a wide Target Market;</li> <li>• our representatives have been adequately trained to understand their DDO obligations;</li> <li>• we rely on established methods, controls and supervision already in place;</li> <li>• our approval system has controls in place to flag applicants who may be outside of the Target Market.</li> </ul>	Channel	Conditions	Direct online via Yard's website (www.yard.com.au)	All applications are reviewed by Yard's representatives to ensure they are in accordance with this TMD.
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<p><b>Review Triggers</b></p>	<p>The following review triggers would reasonably suggest that the TMD may no longer be appropriate:</p> <ul style="list-style-type: none"> <li>• A significant dealing of the product to consumers outside the Target Market occurs;</li> <li>• A significant number of complaints are received from customers in relation to the product;</li> <li>• General feedback relating to the product and its performance and unexpected outcomes which are inconsistent with the intended performance;</li> <li>• A significant number of defaults occur;</li> <li>• There is a material change to the product or the terms and conditions of the product;</li> </ul>				

	<ul style="list-style-type: none"> <li>• A material incident occurs or significant number of incidents occur in relation to the Product's design and distribution that identify potential breaches of our regulatory and legal obligations; or</li> <li>• A product intervention order is received from ASIC requiring us to immediately cease distribution of our Product.</li> </ul>												
<b>Effective Date and Review Periods</b>	<p><b>Effective date:</b> 4 April 2023</p> <p><b>Periodic reviews:</b> at least every 12 months from the Effective date and each subsequent review.</p>												
<b>Distribution Information Reporting Requirements</b>	<p>The following information must be provided to the Issuer by distributors who engage in retail product distribution conduct in relation to this product:</p> <table border="1" data-bbox="432 757 1385 1420"> <thead> <tr> <th data-bbox="432 757 778 808">Type of information</th> <th data-bbox="778 757 1086 808">Description</th> <th data-bbox="1086 757 1385 808">Reporting period</th> </tr> </thead> <tbody> <tr> <td data-bbox="432 808 778 1016">Specific Complaints</td> <td data-bbox="778 808 1086 1016">Details of the complaint, including name and contact details of complainant and substance of the complaint.</td> <td data-bbox="1086 808 1385 1016">As soon as practicable and within 10 business days of receipt of complaint.</td> </tr> <tr> <td data-bbox="432 1016 778 1167">General Feedback Information</td> <td data-bbox="778 1016 1086 1167">Number of complaints and general feedback relating to the product and its performance</td> <td data-bbox="1086 1016 1385 1167">Every 1 month</td> </tr> <tr> <td data-bbox="432 1167 778 1420">Significant dealing(s)</td> <td data-bbox="778 1167 1086 1420">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="1086 1167 1385 1420">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	Specific Complaints	Details of the complaint, including name and contact details of complainant and substance of the complaint.	As soon as practicable and within 10 business days of receipt of complaint.	General Feedback Information	Number of complaints and general feedback relating to the product and its performance	Every 1 month	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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