

TARGET MARKET DETERMINATION



Issuer Austrata Lending Services Pty Ltd ABN 28 650 628 363
and

Distributor Austrata Finance Pty Ltd ABN 88 646 360 796
Australian Credit Licence 528856

together trading as Austrata Finance (and including the terms “our” or “us”)

Effective date: 22 August 2023

STANDARD STRATA LOAN

Target Market Objectives, Financial Situation and Needs	<p>Standard Loan option</p> <p>This product is suitable for strata schemes (whether constituted as owners corporations, bodies corporate or otherwise) wanting a variable interest loan of between \$250,000 and \$10 million over a term between two and fifteen years and without providing security.</p> <p>The product may incorporate the following features:</p> <ul style="list-style-type: none">• the ability to repay the loan early;• an interest-only period of up to two years (optional);• principal and interest repayments after any interest-only period;• drawdown schedules for works; and• the ability to be used in tandem with other loans taken out by the strata scheme customer, including loans from the strata scheme’s lot owners. <p>Typical loan purposes include, but are not limited to:</p> <ul style="list-style-type: none">• Flammable cladding replacement• Refurbishment of common areas• Replacement of lifts• Repair of balconies including water ingress <p>Hybrid Loan option</p> <p>This product comprises:</p> <ol style="list-style-type: none">1. our Standard Strata Loan; and2. one or more loans from lot owners in the strata scheme (Self-Funding Owners / SFOs) to the strata scheme. <p>Loans provided by SFOs to the strata scheme are made on the same terms as the Standard Loan Option and are subject to confirmation from each SFO that it is not wholly or partly in the business of providing credit.</p> <p>The product features and purposes are the same as are set out above for the Standard Loan option.</p> <p>Customers</p> <p>The product is available to any strata scheme in Australia which meets our credit assessment and other eligibility criteria including without limitation, ability to repay the loan and being not unsuitable for the strata scheme. The product is likely to be consistent with the objectives of the customers by reason of the customer’s ability to fund building work in circumstances</p>
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This document has been prepared by Austrata Finance Pty Ltd ABN 88 646 360 796 Australian Credit Licence 528856 and Austrata Lending Services Pty Ltd ABN 28 650 628 363, together trading as Austrata Finance. This target market determination is made under section 994B of the Corporations Act 2001 (Cth). Its purpose is to describe the class of customers our products have been designed for, how we permit our products to be distributed and how we ensure that our target markets remain relevant to our products. This document is not a recommendation, does not offer any advice and does not form part of our terms and conditions. Please review the terms and conditions before taking up any product offered by Austrata Finance.

	where some lot owners can fund their portion of the work up front, whilst others need to pay smaller levies over time.
Distribution Conditions	This product is distributed via direct sales and approval by us on a case-by-case basis.
Review Triggers	<p>We will review this Target Market Determination (“TMD”) if any of the following circumstances arise, where they reasonably indicate that the TMD is not appropriate:</p> <ul style="list-style-type: none"> • a material change to the product, the terms or its distribution; • a change in law, regulation, code or regulatory guidance that materially affects the product; • a significant increase in the frequency or gravity of complaints or incidents involving the product; • a significant number of customers outside the target market acquire the product; or • any other fact or matter arises that reasonably indicates that the TMD may no longer be appropriate.
Review Period	At least every 12 months from the start date.
Distributor Reporting Requirements	Not applicable. We are the issuer and sole distributor.

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