

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

CONCISE STRATA LOAN

Target Market Objectives, Financial Situation and Needs	<p>This product is suitable for strata schemes (whether constituted as owners corporations or bodies corporate) wanting a variable interest loan of between \$50,000 and \$250,000 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 prepay; and• principal and interest repayments. <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>Customers 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.</p>
Distribution Conditions	<p>This product is distributed via direct sales and approval by us on a case-by-case basis.</p>
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	<p>At least every 12 months from the start date.</p>
Distribution Information Reporting Requirements	<p>Not applicable. We are the issuer and sole distributor.</p>

This TMD 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 TMD 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 TMD 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.