


Target Market Determination (TMD)

➤ Personal Loan

Product	Personal Loan
Issuer	Phoenix Mortgage Management Pty Ltd ABN 28098344006 Australian Credit Licence 393 868
Date of TMD	5 October 2021
Target Market	<p>Description of target market</p> <p>Retail clients who:</p> <ul style="list-style-type: none"> > are seeking a fixed term loan for any worthwhile purpose including to make a purchase or to consolidate an existing debt > need the flexibility to make additional repayments > are aged 18 years or more and meet the credit assessment criteria for the product <p>Description of product, including key attributes</p> <p>This is an unsecured/secured variable rate personal loan. The key attributes are:</p> <ul style="list-style-type: none"> > loan amounts between \$500 and \$50,000 > loan terms of up to 7 years > variable interest rate > repayment frequency can be weekly/fortnightly/monthly > the ability to make additional repayments <p>This product is not suitable for retail clients who:</p> <ul style="list-style-type: none"> > need the certainty of a fixed interest rate and fixed repayments for the term of the loan > are seeking a continuing credit facility to make purchases, pay bills and to manage their cash flow needs
Distribution Conditions	<p>Distribution conditions</p> <p>This product is distributed directly by Phoenix Mortgage Management Pty Ltd through the following channels:</p> <ul style="list-style-type: none"> > call centres > Brokers <p>Phoenix Mortgage Management Pty Ltd will commence directly distributing this product through the following channel prior to the first review date:</p> <ul style="list-style-type: none"> > brokers

<p>Distribution Conditions (continued)</p>	<p>Distribution conditions for this product include:</p> <ul style="list-style-type: none"> > ensuring that retail clients meet the eligibility requirements for the product > ensuring that distribution through brokers and call centres is by appropriately trained staff <p>There are no other approved distributors for this product.</p>												
<p>Review Triggers</p>	<p>The review triggers that would reasonably suggest that the TMD is no longer appropriate include:</p> <ul style="list-style-type: none"> > a significant dealing of the product to consumers 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>Phoenix Mortgage Management Pty Ltd's Product Governance Framework includes regular consideration of whether there has been a review trigger following each distribution information report.</p>												
<p>Review Periods</p>	<p>First review date: Within 6 months from the date of this TMD Periodic reviews: At least every 12 months after end of previous review</p>												
<p>Distribution Reporting Requirements</p>	<p>The following information must be provided to Phoenix Mortgage Management Pty Ltd by distributors who engage in retail product distribution conduct in relation to this product, by email to admin@phoenixmortgage.com.au:</p> <table border="1" data-bbox="563 1048 1449 1563"> <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 in relation to this TMD. This will include written details of the complaints.</td> <td>Every 3 months, within 10 business days of the end of each calendar quarter.</td> </tr> <tr> <td>Sales outside the target market</td> <td>Number of sales \$ value of sales.</td> <td>Every 3 months, within 10 business days of the end of each calendar quarter.</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 in relation to this TMD. This will include written details of the complaints.	Every 3 months, within 10 business days of the end of each calendar quarter.	Sales outside the target market	Number of sales \$ value of sales.	Every 3 months, within 10 business days of the end of each calendar quarter.
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For more information contact us:

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