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## Target Market Determination – Home Loans

LTMD2877v.2

<b>Product</b>	Savings Secured Personal Loan L77
<b>Issuer</b>	Orange Credit Union ABN 34 087 650 477 AFSL & Australian Credit License 240768
<b>Date of TMD</b>	1 September 2022
<b>Target Market</b>	<p><b>Description of target market</b>          Customers who:</p> <ul style="list-style-type: none"> <li>• are seeking a loan for any worthwhile purpose including to make a purchase or to consolidate an existing debt</li> <li>• are aged 18 years or more and meet the credit assessment criteria for the product</li> <li>• <b>are able and willing to offer security in the form of funds in a Term Deposit =&gt; the sum of the loan amount</b></li> <li>• need the flexibility to make additional repayments and redraw advanced repayments if required</li> <li>• need the certainty of a fixed interest rate and fixed repayments for the term of the loan</li> </ul> <p><b>Description of product, including key attributes</b>          This is a secured fixed rate personal loan.          The key attributes are:</p> <ul style="list-style-type: none"> <li>• Minimum loan amount \$1000</li> <li>• Minimum 18 months</li> <li>• Loan term up to 7 years</li> <li>• Repayment frequency (Weekly, Fortnightly, Monthly)</li> <li>• The ability to make additional repayments</li> <li>• Redraw available of repayments in advance</li> <li>• Application fee</li> <li>• No ongoing fees</li> <li>• Included in Fee Rebate</li> </ul>

<b>Distribution Conditions</b>	<p><b>Distribution conditions</b> This product is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> <li>• Branch</li> <li>• Online</li> <li>• Call Centre</li> </ul> <p>Distribution conditions for this product include:</p> <ul style="list-style-type: none"> <li>• Ensuring the customer meets the eligibility conditions for the product</li> <li>• Ensuring distribution through branches and call centres is by appropriately authorised and trained staff</li> </ul>									
<b>Review Triggers</b>	<p>The review triggers that would reasonably suggest that the TMD is no longer appropriate include:</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 their purchase or use of the product that reasonably suggests that the TMD is no longer appropriate;</li> <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 RG274.</p>									
<b>Review Periods</b>	<p><b>Next review date:</b> 1 September 2024 <b>Periodic reviews:</b> Every 2 years after first review date</p>									
<b>Distribution Information Reporting Requirements</b>	<p>The following information must be provided to <b>Orange Credit Union</b> by distributors who engage in retail product distribution conduct in relation to this product:</p> <table border="1" data-bbox="402 1352 1421 1837"> <thead> <tr> <th data-bbox="402 1352 792 1402">Type of information</th> <th data-bbox="792 1352 1127 1402">Description</th> <th data-bbox="1127 1352 1421 1402">Reporting period</th> </tr> </thead> <tbody> <tr> <td data-bbox="402 1402 792 1507">Complaints</td> <td data-bbox="792 1402 1127 1507">Number of complaints</td> <td data-bbox="1127 1402 1421 1507">Every month</td> </tr> <tr> <td data-bbox="402 1507 792 1837">Significant dealing(s)</td> <td data-bbox="792 1507 1127 1837">Date or date range of the significant dealing(s) and description of the significant dealing (eg, why it is not consistent with the TMD)</td> <td data-bbox="1127 1507 1421 1837">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	Complaints	Number of complaints	Every month	Significant dealing(s)	Date or date range of the significant dealing(s) and description of the significant dealing (eg, 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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	Sales outside the target market	Number and dollar value of sales	Every 12 months	
	Sales inside the target market	Number and dollar value of sales	Every 12 months	