



Target Market Determination

Personal Loans

This document is the Target Market Determination (**TMD**) for the Cashify Personal Loan.

A Target Market Determination (**TMD**) is a written document that:

- describes the class of customers that make up the target market for the Cashify Personal Loan (**Target Market**);
- specifies any conditions and restrictions on the distribution of the product (**Distribution Conditions**); and
- sets out the events or circumstances where we are required to review the TMD (**Review Triggers**).

We are required to have a TMD by law. This TMD is not a recommendation to acquire a *Cashify Personal Loan* nor does it replace our terms and conditions or other disclosure documents that we or one of our accredited brokers (acting under an Australian Credit Licence) or persons who may refer clients to us in accordance with a Referral Agreement (**Distributors**) may provide to you.

Product Type	Personal Loan – Unsecured
Issuer (Cashify, we, us, our)	Cash Supply Pty Ltd ACN 627 780 376 trading as 'Cashify'
Australian Credit License Number	517363
Date TMD approved	5 October 2021
TMD Version	1.0
TMD Status	Current
Initial Review Period	One year after the date of this TMD
Subsequent Review Periods	Every third anniversary of the date of this TMD

Target Market Description

Product description and key attributes

The Cashify Personal Loan is an unsecured personal loan that may be used for any worthwhile purpose, including but not limited to debt consolidation, emergency expenses, household appliances, travel, medical, holiday, home renovations, car and car repairs.

The key attributes of the Cashify Personal Loan are:

- Loan Terms – 3 to 12 months;
- Interest Rates – Fixed for the term of the loan;
- Minimum Loan Amount – \$2,000.00;
- Maximum Loan Amount – \$4,999.00;
- Repayments – weekly, fortnightly or monthly repayments
- Disbursements on Settlement – unlimited; and
- Early Repayments – at any time without penalty.

Fees and charges apply.

Customers for whom the product is likely to be suitable (**Target Market**)

Cashify considers that customers taking out a Cashify Personal Loan are likely to require funds for a variety of worthwhile purposes.

The product is likely to be suitable for customers who want the certainty of a fixed interest rate with fixed repayments for the term of the loan, but who do not want to provide security for the loan.

Customers within the Target Market must be able to make the ongoing loan repayments without substantial hardship and must:

- be 18 years or over; and
 - be an Australian Citizen or Permanent Resident;
 - be employed on a full-time, part-time, casual or self-employed basis (Centrelink must not be the customer's main source of income);
 - not have been bankrupt in the past seven years;
 - satisfy Cashify's credit criteria.
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Ineligible consumers

The Cashify Personal Loan is not appropriate for customers who:

- are under 18 years old;
 - do not meet Cashify's credit criteria;
 - are unable to service the loan repayments;
 - require a loan term of less than three months or greater than 12 months;
 - would prefer a variable interest rate; or
 - have defined goals and objectives that are not met by this product.
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Cashify considers that the product, including its key attributes, is likely to be consistent with the likely objectives, financial situation and needs of consumers in the Target Market because:

- applicants will only be approved for the purposes set out above; and
- applications will only be approved if the customer meets Cashify's credit assessment criteria.

Distribution Conditions

Conditions and restrictions on distribution of the product	<p>The Cashify Personal Loan is subject to the following distribution conditions and restrictions:</p> <p>The Cashify Personal Loan will only be distributed:</p> <ul style="list-style-type: none">• via an on-line application;• through one of our Distributors, acting in accordance with Cashify's distribution requirements.
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Cashify considers that its Distribution Conditions are appropriate and likely to result in the product being distributed to the Target Market, because:

- Cashify has:
 - closely monitors its approved Distributors;
- all of our staff and our accredited brokers are appropriately trained to discuss the features of the product with customers; and
- our staff and accredited brokers understand that applications will not be approved unless they satisfy Cashify's credit assessment criteria.

Review Triggers

Circumstances which will result in the product being reviewed	<p>Cashify Personal Loan will review this TMD in the following circumstances.</p> <ul style="list-style-type: none">• we receive a significant number of complaints in relation to the product;• we identify a material adverse customer experience in relation to product appropriateness;• there is a material change to the product's key attributes or the manner of distribution;• there is a pattern of 'significant dealings' in the product which are inconsistent with the Target Market;• ASIC orders that the distribution of the product cease, or ASIC or AFCA raise concerns about the design and distribution of the product; and• Any other event or circumstance that Cashify considers mean that it is appropriate for the TMD to be reviewed.
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Review Triggers Reporting Requirements

Distributors must advise Cashify of the following matters within the timeframes specified.

Product complaint data	Information relating to complaints received about the product or the distribution of the product, including: <ul style="list-style-type: none">• number of complaints;• the identifier of the distributor;• the product name; and• the exact details of the complaint.	<ul style="list-style-type: none">• Complaints about the distribution of the product<ul style="list-style-type: none">○ quarterly, within 10 business of the end of each March, June, September and December.• Complaints about the product itself:<ul style="list-style-type: none">○ within three business days of becoming aware of the complaint.
Significant dealings	Any significant dealing of the product outside the Target Market.	As soon as practicable but no later than 10 business days after the Distributor becomes aware of the significant dealing.
Feedback	Any feedback received about the product or the Distribution Conditions for the product.	As soon as possible, but no later than within 20 business days of the receiving the feedback.

Record Keeping

Cashify and its accredited brokers will keep records of the reasonable steps they have taken to ensure that this product is sold in a manner consistent with this TMD. Our Distributors must also keep records about the customers that they introduced to us.

We will also keep complete and accurate records of:

- all versions of the TMD for this product; and
- our decisions, and the reasons for those decisions about:
 - the determination of the TMD for this product;
 - the identification and tracking of review triggers;
 - the setting of review periods; and
 - all other the matters documented in this TMD.