



TARGET MARKET DETERMINATION SMALL AMOUNT CREDIT CONTRACT

Issuer	Champion Loans
Issuer ABN	78 355 418 428
Issuer Australian Credit License	387276
Product	Small Amount Credit Contract
Date TMD approved	5 October 2021
TMD Version	1
TMD Status	Current

Purpose of this Document

The purpose of this Target Market Determination (“**TMD**”) is to comply with the Design and Distribution Obligations incorporated under Chapter 7 of the *Corporations Act 2001* (“**the Act**”) by the *Treasury Laws Amendment (Design and Distribution Obligations and Product Intervention Powers) Act 2019*.

This TMD aims to provide consumers, distributors and staff with information about the class of consumers that comprises the target market for the Product, taking into account their objectives, financial situation and needs. It also specifies any Product distribution conditions and restrictions and deals with reviews of the TMD as well as distributor arrangements.

Legal Disclaimer

This TMD is not intended to provide financial advice and it is not a credit disclosure document. It does not include all relevant terms and conditions associated with the Product and is not a substitute for the Product’s terms and conditions or other disclosure documents. It does not take into account any person’s individual objectives, financial situation or needs. Individuals interested in acquiring the Product should carefully read the Issuer’s Credit Guide, terms and conditions of the Product and any other disclosure documents of the Product before making a decision about the Product.

Description of Target Market

This section is required under section 994B(5)(b) of the Act.

Target Market Summary

The Product is likely to be appropriate for a consumer who is seeking an amount of credit up to \$2,000 repayable over a period of 1 year or less, for the primary purpose of personal use.

The target market of the Product has been established by assessing the Product (including its key attributes) and the consumer objectives, financial situation and needs for which the Product is likely to be appropriate. The class of consumers who fall within the target market of the Product is described below, based on the objectives, financial situation and needs of the consumers and the key attributes of the Product.

Description of Consumer Objectives, Financial situation and Needs

The Product is suitable for persons who are over 18 years old and:

- require a personal loan of up to \$1,600 repayable over a period of 1 year or less for a suitable purpose;

- are able to service the loan, by making the repayment, including fees and interest as the payments fall due;
- have a proven regular income;
- require fixed repayments over a specified period;
- reside in Australia; and
- want the flexibility to make additional repayments or payout the loan early.

Excluded Classes of Consumers

The Product is unsuitable for persons:

- who do not qualify under the responsible lending requirements imposed by the *National Consumer Credit Protection Act 2009* (“National Credit Act”), will be unable to comply with their financial obligations under the Product terms, or could only comply with substantial hardship, assessed at the time of application, and based on truthful answers from the applicant; or
- for whom the Product will not meet their requirements or needs.

Description of Product and Key Attributes

The key attributes of the Product are:

- Loan amount up to \$1600
- Repayable over a term up to 12 months
- Repayments weekly or fortnightly
- Early payout permissible, with no penalty
- Fixed rates of 20% establishment fee and 4% monthly fee

Product and Target Market Consistency

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 based on the following:

- The assessment 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 is based on an analysis of the attributes and characteristics of the Product and establishing that they are consistent with the likely requirements of consumers in the target market

Distribution Conditions and Restrictions

This section is required under s994B(5)(c) of the Act.

Distribution Methods

The Product is distributed through the following channels:

- by online application at www.championloans.com.au;
- by phoning 07 5452 7400; or by emailing sales@championloans.com.au.

Distribution Conditions

The Product is distributed subject to the following conditions and requirements:

- The Issuer completes an affordability and suitability assessment from information provided by the applicant, which the applicant declares to be truthful.

Reviewing the TMD

The Issuer will review this TMD as follows:

Review Triggers

This part is required under section 994B(5)(d) of the Act.

If events or circumstances occur that would reasonably suggest that this TMD is no longer appropriate, the Issuer will review the TMD within 10 business days. This may include (but not limited):

- an event or circumstance that would materially change a factor taken into account in making the target market determination for the Product (eg an external event such as a change in regulation, a substantial change in government benefits schemes rules resulting in reduced consumer income, etc.);
- a material change to the design or distribution of the Product;
- a significant dealing in the Product that is not consistent with the Product's TMD;
- distribution conditions found to be inadequate;
- the nature and extent of any feedback received by the Issuer from distributors or users of the Product;
or
- the Issuer experiencing significant regulatory issues with industry bodies or government entities.

Mandatory Review Periods

This part is required under section 994B(5)(e) and (f) of the Act.

Initial Review: This TMD will be initially reviewed within 12 months of the TMD approval date.

Periodic Reviews: This TMD will be reviewed at least every 2 years from the initial review date.

Distributors: Reporting & Required Information

This part is required under s994B(5)(g) & (h) of the Act.

Complaints

Distributors will report all complaints in relation to the Product on a monthly basis in writing with details of the complaints. All complaints will be recorded and acted upon in accordance with relevant regulations.

Appropriateness of the TMD

This section is required under s994B(5)(c) and s994B(8)(a) & (b) of the Act.

The Issuer has reviewed the Product and its key attributes by considering its purpose, past outcomes and likely future outcomes, and has reasonably concluded that the Product is likely to be consistent with the likely objectives, financial situation and needs of consumers in the target market as described above, when offered to the consumer in accordance with the distribution conditions listed above. The comparatively wide target market of the Issuer has been a factor in assessing why the distribution conditions and restrictions will make it likely that consumers who acquire the Product are in the class of consumers for which it has been designed.

TARGET MARKET DETERMINATION MEDIUM AMOUNT CREDIT CONTRACT

Issuer	Champion Loans
Issuer ABN	78 355 418 428
Issuer Australian Credit License	387276
Product	Medium Amount Credit Contract
Date TMD approved	5 October 2021
TMD Version	1
TMD Status	Current

Purpose of this Document

The purpose of this Target Market Determination (“**TMD**”) is to comply with the Design and Distribution Obligations incorporated under Chapter 7 of the *Corporations Act 2001* (“**the Act**”) by the *Treasury Laws Amendment (Design and Distribution Obligations and Product Intervention Powers) Act 2019*.

This TMD aims to provide consumers, distributors and staff with information about the class of consumers that comprises the target market for the Product, taking into account their objectives, financial situation and needs. It also specifies any Product distribution conditions and restrictions and deals with reviews of the TMD as well as distributor arrangements.

Legal Disclaimer

This TMD is not intended to provide financial advice and it is not a credit disclosure document. It does not include all relevant terms and conditions associated with the Product and is not a substitute for the Product’s terms and conditions or other disclosure documents. It does not take into account any person’s individual objectives, financial situation or needs. Individuals interested in acquiring the Product should carefully read the Issuer’s Credit Guide, terms and conditions of the Product and any other disclosure documents of the Product before making a decision about the Product.

Description of Target Market

This section is required under section 994B(5)(b) of the Act.

Target Market Summary

The Product is likely to be appropriate for a consumer who is seeking an amount of credit up to \$5000 repayable over a period of 2 year or less, for the primary purpose of personal use.

The target market of the Product has been established by assessing the Product (including its key attributes) and the consumer objectives, financial situation and needs for which the Product is likely to be appropriate. The class of consumers who fall within the target market of the Product is described below, based on the objectives, financial situation and needs of the consumers and the key attributes of the Product.

Description of Consumer Objectives, Financial situation and Needs

The Product is suitable for persons who are over 18 years old and:

- require a personal loan between \$1,601 and \$5,000 repayable over a period of 2 years or less for a suitable purpose;
- are able to service the loan, by making the repayment, including fees and interest as the payments fall due;
- have a proven regular income;

- require fixed repayments over a specified period;
- reside in Australia;
- want the flexibility to make additional repayments or payout the loan early; and
- can offer a vehicle acceptable to the Issuer to use as collateral.

Excluded Classes of Consumers

The Product is unsuitable for persons:

- who do not qualify under the responsible lending requirements imposed by the *National Consumer Credit Protection Act 2009* (“National Credit Act”), will be unable to comply with their financial obligations under the Product terms, or could only comply with substantial hardship, assessed at the time of application, and based on truthful answers from the applicant; or
- for whom the Product will not meet their requirements or needs.

Description of Product and Key Attributes

The key attributes of the Product are:

- Loan amount from \$1,601 up to \$5,000
- Repayable over a term up to 24 months
- Repayments weekly or fortnightly
- Early payout permissible, with no penalty
- Fixed interest rate for the term of the loan
- Secured by a vehicle acceptable to the Issuer

Product and Target Market Consistency

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 based on the following:

- The assessment 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 is based on an analysis of the attributes and characteristics of the Product and establishing that they are consistent with the likely requirements of consumers in the target market

Distribution Conditions and Restrictions

This section is required under s994B(5)(c) of the Act.

Distribution Methods

The Product is distributed through the following channels:

- by online application at www.championloans.com.au;
- by phoning 07 5452 7400; or by emailing sales@championloans.com.au.

Distribution Conditions

The Product is distributed subject to the following conditions and requirements:

- The Issuer completes an affordability and suitability assessment from information provided by the applicant, which the applicant declares to be truthful.

Reviewing the TMD

The Issuer will review this TMD as follows:

Review Triggers

This part is required under section 994B(5)(d) of the Act.

If events or circumstances occur that would reasonably suggest that the TMD is no longer appropriate, the Issuer will review the TMD within 10 business days. This may include (but not limited to):

- an event or circumstance that would materially change a factor taken into account in making the target market determination for the Product (eg an external event such as a change in regulation, a substantial change in government benefits schemes rules resulting in reduced consumer income, etc.);
- a material change to the design or distribution of the Product;
- a significant dealing in the Product that is not consistent with the Product's TMD;
- distribution conditions found to be inadequate;
- the nature and extent of any feedback received by the Issuer from distributors or users of the Product; or
- the Issuer experiencing significant regulatory issues with industry bodies or government entities.

Mandatory Review Periods

This part is required under section 994B(5)(e) and (f) of the Act.

Initial Review: This TMD will be initially reviewed within 12 months of the TMD approval date.

Periodic Reviews: This TMD will be reviewed at least every 2 years from the initial review date.

Distributors: Reporting & Required Information

This part is required under s994B(5)(g) & (h) of the Act.

Complaints

Distributors will report all complaints in relation to the Product on a monthly basis in writing with details of the complaints. All complaints will be recorded and acted upon in accordance with relevant regulations.

Appropriateness of the TMD

This section is required under s994B(5)(c) and s994B(8)(a) & (b) of the Act.

The Issuer has reviewed the Product and its key attributes by considering its purpose, past outcomes and likely future outcomes, and has reasonably concluded that the Product is likely to be consistent with the likely objectives, financial situation and needs of consumers in the target market as described above, when offered to the consumer in accordance with the distribution conditions listed above. The comparatively wide target market of the Issuer has been a factor in assessing why the distribution conditions and restrictions will make it likely that consumers who acquire the Product are in the class of consumers for which it has been designed.

TARGET MARKET DETERMINATION

Large Loans

Issuer	Champion Loans
Issuer ABN	78 355 418 428
Issuer Australian Credit License	387276
Product	Large Loans
Date TMD approved	5 October 2021
TMD Version	1
TMD Status	Current

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Description of Target Market

This section is required under section 994B(5)(b) of the Act.

Target Market Summary

The Product is likely to be appropriate for a consumer who is seeking an amount of credit up to \$25,000 repayable over a period of 7 years or less, for the primary purpose of personal use.

The target market of the Product has been established by assessing the Product (including its key attributes) and the consumer objectives, financial situation and needs for which the Product is likely to be appropriate. The class of consumers who fall within the target market of the Product is described below, based on the objectives, financial situation and needs of the consumers and the key attributes of the Product.

Description of Consumer Objectives, Financial situation and Needs

The Product is suitable for persons who are over 18 years old and:

- require a personal loan between \$2,000 - \$25,000 repayable over a period up to 7 years for a suitable purpose;
- are able to service the loan, by making the repayment, including fees and interest as the payments fall due;
- have a proven regular income;

- require fixed repayments over a specified period;
- reside in Australia;
- want the flexibility to make additional repayments or payout the loan early; and
- can possibly offer a vehicle acceptable to the Issuer to use as collateral.

Excluded Classes of Consumers

The Product is unsuitable for persons:

- who do not qualify under the responsible lending requirements imposed by the *National Consumer Credit Protection Act 2009* (“National Credit Act”), will be unable to comply with their financial obligations under the Product terms, or could only comply with substantial hardship, assessed at the time of application, and based on truthful answers from the applicant; or
- for whom the Product will not meet their requirements or needs.

Description of Product and Key Attributes

The key attributes of the Product are:

- Loan amount from \$2,000 up to \$25,000
- Repayable over a term up to 7 years
- Repayments weekly or fortnightly
- Early payout permissible, with no penalty
- Fixed interest rate for the term of the loan
- May or may not be secured by a vehicle acceptable to the Issuer

Product and Target Market Consistency

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 based on the following:

- The assessment 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 is based on an analysis of the attributes and characteristics of the Product and establishing that they are consistent with the likely requirements of consumers in the target market

Distribution Conditions and Restrictions

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Distribution Methods

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- by phoning 07 5452 7400; or by emailing sales@championloans.com.au.

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- a material change to the design or distribution of the Product;
- a significant dealing in the Product that is not consistent with the Product's TMD;
- distribution conditions found to be inadequate;
- the nature and extent of any feedback received by the Issuer from distributors or users of the Product;
or
- the Issuer experiencing significant regulatory issues with industry bodies or government entities.

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