

## Target Market Determination

<b>Product</b>	<p><b>SME Business Loans Fixed Rate</b></p> <p>This Target Market Determination (TMD) document seeks to offer customers with an understanding of the class of customers for which this product has been designed, having regard to their needs and objectives and financial situation.</p> <p>This document is not intended to provide financial advice.</p> <p>Customers must refer to any other document(s) provided, when making a decision about purchasing this product.</p>							
<b>Issuer</b>	<p><b>in1bank Ltd</b></p> <p><b>ABN 62 627 541 011 ACN 627 541 011 AFSL 515926</b></p>							
<b>Date of TMD</b>	<p>11th March 2022</p>							
<b>Target Market</b>	<p><b>Description of target market</b></p> <p>The target market for the SME Loans – Fixed Rate product may include: business customers who require finance to purchase or refinance a commercial property, or who have business purposes such as funding working capital, purchase of equipment, expansion and growth of their business and seeking certainty of the interest rate for a fixed period.</p> <table border="1" data-bbox="432 1104 1414 2022"> <tr> <td data-bbox="432 1104 916 1317"> <p><b>Description of product, including key attributes</b></p> <p>The product description and key attributes for the SME Loan - Fixed Rate product include:</p> </td> <td data-bbox="916 1104 1414 1317"> <p><b>Needs and objectives of target market</b></p> <p>This product is designed for customers with the following objectives, financial situation and financial needs.</p> </td> </tr> <tr> <td data-bbox="432 1317 916 1935"> <ul style="list-style-type: none"> <li>• ability to use loan for a range of approved business and investment purposes;</li> <li>• fixed interest rate, reverting to a variable rate after the fixed rate period;</li> <li>• interest and principal repayments;</li> <li>• wide range of facility amount available (minimum loan amount is \$150,000, maximum loan amount is \$2,500,000);</li> <li>• maximum loan term of 3 years;</li> </ul> </td> <td data-bbox="916 1317 1414 1935"> <p><b>Likely objectives of the target market</b></p> <p>To support business investment and cashflow requirements while also seeking certainty of interest rates for a fixed period.</p> </td> </tr> <tr> <td data-bbox="432 1935 916 2022"> <ul style="list-style-type: none"> <li>• penalty interest rates apply on default;</li> </ul> </td> <td data-bbox="916 1935 1414 2022"> <p><b>Financial situation of the target market</b></p> </td> </tr> </table>		<p><b>Description of product, including key attributes</b></p> <p>The product description and key attributes for the SME Loan - Fixed Rate product include:</p>	<p><b>Needs and objectives of target market</b></p> <p>This product is designed for customers with the following objectives, financial situation and financial needs.</p>	<ul style="list-style-type: none"> <li>• ability to use loan for a range of approved business and investment purposes;</li> <li>• fixed interest rate, reverting to a variable rate after the fixed rate period;</li> <li>• interest and principal repayments;</li> <li>• wide range of facility amount available (minimum loan amount is \$150,000, maximum loan amount is \$2,500,000);</li> <li>• maximum loan term of 3 years;</li> </ul>	<p><b>Likely objectives of the target market</b></p> <p>To support business investment and cashflow requirements while also seeking certainty of interest rates for a fixed period.</p>	<ul style="list-style-type: none"> <li>• penalty interest rates apply on default;</li> </ul>	<p><b>Financial situation of the target market</b></p>
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	<ul style="list-style-type: none"> <li>• upfront fees, including establishment fees or settlement fees;</li> <li>• ongoing fees, including loan administration fees or discharge fees;</li> </ul>	<p>Customers who are in the financial situation to meet the in1bank's credit assessment requirements, able to offer collateral to secure the loan and having access to regular and sufficient cashflow to meet certain repayments for a fixed period of time, as well as to meet the upfront and ongoing fees of the loan.</p>
	<ul style="list-style-type: none"> <li>• monthly repayment frequency (subject to satisfying the minimum monthly repayment commitment detailed in the Offer and loan contract);</li> <li>• repayments can be made via direct credits and/or periodical payments; and</li> <li>• break costs on early termination of fixed rate;</li> </ul>	<p><b>Likely needs of the target market</b></p> <p>Consumers wanting access to a loan with certainty of interest rates for a fixed period.</p>
	<p><b>This product has not been designed for business customers who:</b></p> <ul style="list-style-type: none"> <li>• do not meet the credit eligibility requirements;</li> <li>• require a loan predominantly for non-business or non-investment purposes; or</li> <li>• intend to make extra repayments on the loan.</li> </ul>	
<p><b>Distribution Conditions</b></p>	<p><b>Condition 1 - Distribution channels</b></p> <p>The SME Loans - Fixed Rate product can only be provided to customers through the following channels:</p> <ul style="list-style-type: none"> <li>• Online (in1bank's Website);</li> <li>• in1bank's Business Development Resources; and</li> <li>• Brokers (by referral to authorised in1bank staff).</li> </ul> <p>This SME Loans - Fixed Rate product cannot be distributed by third parties. While brokers may refer customers to in1bank, only authorised in1bank staff may decide to issue this product to a customer.</p> <p>This condition is appropriate as it ensures in1bank only considers providing the SME Loans - Fixed Rate product if the customer's application through distribution channels subject to appropriate conditions, controls and monitoring by in1bank.</p> <p><b>Condition 2 - Application process</b></p> <p>The SME Loans - Fixed Rate product can only be provided to customers after they have received sufficient information (as assessed by authorised in1bank staff and brokers) about this product from the relevant distribution channel.</p> <p>This condition is appropriate when read with Conditions 1, 3 and 4. These conditions impose obligations on in1bank (and authorised brokers) to ensure that customers are only issued this product if they meet the eligibility requirements as</p>	

	<p>assessed by authorised trained in1bank staff and brokers who have undergone training.</p> <p><b>Condition 3 - Eligibility requirements</b></p> <p>The SME Loans - Fixed Rate product can only be provided to a customer after the authorised in1bank staff or broker in the relevant distribution channels have conducted affordability and suitability checks.</p> <p>This condition is appropriate to ensure that enquiries are made into each customer's needs, objectives and financial situation demonstrating the customer's ability to repay the loan, as well as whether the product will meet the customer's needs and expectations.</p> <p><b>Condition 4 - Training</b></p> <p>Staff who distribute in1bank products (and brokers who refer customers to in1bank) must be qualified and meet in1bank's requirements.</p> <p>This condition is appropriate to ensure that all distribution channels through which the SME Loans - Fixed Rate product could be distributed or provided understand the distribution process with which they are required to comply when distributing in1bank products, as well as their legal obligations when doing so.</p>
<p><b>Review Triggers</b></p>	<p>In addition to conducting periodic reviews of this TMD, in1bank and any distributor of this product must cease all retail product distribution conduct in respect of this product within 10 business days of in1bank identifying a review trigger, unless:</p> <ul style="list-style-type: none"> <li>• in1bank has determined that this TMD continues to be appropriate; or</li> <li>• a new TMD has been made.</li> </ul> <p>Certain events may trigger a review of this TMD if in1bank determines it may relate to the appropriateness of the TMD. 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 customers outside the target market as described in this TMD;</li> <li>• a significant number of complaints (i.e. more than 10 complaints) is received from members 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 (such as the Features of the Product, Fees &amp; Charges of the product occurs which would cause the TMD to no longer be appropriate.</li> </ul>

<b>Review Periods</b>	<p><b>First review date: 11th March 2023</b></p> <p><b>Periodic reviews:</b> each periodic review of this product and TMD must be completed within each consecutive 12 month period from the first review date.</p>											
<b>Distribution Reporting Requirements</b>	<p>Distributors who engage in retail product distribution conduct in relation to this product must provide the following information in writing within the relevant reporting periods :</p>											
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