Target Market Determination

Personal Loan: Secured

Westlawn Finance

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Product

Personal Loan: Secured

Issuer

Westlawn Finance Limited ABN 19 096 725 218
Australian Credit Licence No. 387844

Date of TMD

5 October 2025

Target Market

Description of target market

Retail clients who:

- are a permanent resident of Australia or hold a relevant work visa
- are seeking a loan of at least $3,000 to;
  - purchase a new or used asset for personal use
  - refinance where original loan purpose was for purchase
- are aged 18 years or more and meet the credit assessment criteria for the product
- are able and willing to offer security for the loan, and Security interest noted on the Personal Property Securities Register (PPSR)
- need the certainty of a fixed interest rate and fixed repayments for the term of the loan
- need the flexibility to make additional repayments

Description of Product, including key attributes

This is a secured fixed rate personal loan. The key attributes are:

- Loan amounts from $3,000
- Maximum loan amount 100% of security purchase price or market value
- Loan terms of up to maximum of 5 years
- Fixed interest rate
- Repayment calculated monthly, however weekly or fortnightly allowable
- Able to make additional repayments without incurring a break cost fee
- Unable to make redraws of advance payments
- Acceptable security for the loan must be provided
- Security interest noted on the Personal Property Securities Register (PPSR)
- Establishment fee applicable
- Early termination fee payable based on the scheduled remaining term of the contract at the time of termination

Appropriateness of Product for target market

The product's attributes are designed to support the target market's objectives, needs and financial situation.

Distribution conditions

This product is distributed by the issuer through the channels of the Westlawn branch network.

Distribution conditions for this product include:

- ensuring that retail clients meet the eligibility requirements for the product
- ensuring that distribution is by appropriately trained staff only

There are no other distributors for this product.

How the distribution channels will enable the product to reach consumers in the target market:

- Provide product support and information via staff located in branch network either by face to face interview or telephone or email
- Staff are appropriately trained and accredited
- All applications regardless of channel go through an assessment process

Review triggers

The review triggers that would reasonably suggest that the TMD is no longer appropriate include:

- 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

The *Product Governance Framework* 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.

Review periods

First review date: 5 October 2022

Period reviews: Annually

Distribution information reporting requirements

The following information must be provided to Westlawn Finance Limited by distributors who engage in retail product distribution conduct in relation to this product:

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	Monthly