



# Target Market Determination

## Personal Loan Unsecured Variable (1-5 years)

Effective Date: 20 March 2025

### Purpose of this document

Northern Inland Credit Union (NICU) is legally required to prepare this Target Market Determination (TMD). The TMD describes the class of customers the products have been designed for, the conditions under which the products must be distributed, and how NICU will review this document to ensure it remains appropriate. The TMD is not a substitute for the product's terms and conditions or other disclosure documents.

Go to <https://www.nicu.com.au/disclosures> for more information about each of the personal loan products.

Category	Description	
Product	This TMD applies to the Personal Loan Unsecured Variable (1-5 years)	
Issuer	Northern Inland Credit Union Limited   ACN 36 087 422 AFSL/Australian Credit Licence Number 235022	
Target Market	Objectives and needs	Product attributes
	Requires a loan for personal purposes including, but not limited to: <ul style="list-style-type: none"><li>• buying a car</li><li>• debt consolidation</li><li>• home improvements; and</li><li>• holiday expenses.</li></ul>	<ul style="list-style-type: none"><li>• Purpose – this personal loan provides the ability to use credit for the listed purpose.</li><li>• Security is not required for the loan.</li><li>• Repayments may vary when there are changes to interest rates.</li></ul>
	Requires a short to medium term personal loan	<ul style="list-style-type: none"><li>• Loan term – from 1 to 5 years</li></ul>
	Low costs to access and maintain the loan	<ul style="list-style-type: none"><li>• \$200 establishment fee</li><li>• \$8 monthly fee</li></ul>
	Make flexible repayments.	<ul style="list-style-type: none"><li>• Repayment types – Individuals have the option to establish repayments in weekly, fortnightly or monthly instalments.</li></ul>

	Pay off their loan quickly	<ul style="list-style-type: none"> <li>Additional repayments and early payout – Unlimited free extra repayments are permitted, and there are no early payout fees.</li> </ul>
	<p><b>Financial situation</b></p> <p>The Financial Situation of the Target Market are customers that:</p> <ul style="list-style-type: none"> <li>meet NICU's credit assessment criteria which includes demonstrating the capacity to make the required repayments without substantial hardship; and</li> <li>can choose a loan amount typically between \$5,000 and \$50,000.</li> </ul>	
<b>Eligibility criteria</b>	<p>To hold this product, customers must be:</p> <ul style="list-style-type: none"> <li>at least 18 years of age;</li> <li>a permanent resident of Australia;</li> <li>employed or receive regular income;</li> <li>able to meet NICU's credit assessment criteria; and</li> <li>able to demonstrate substantial benefit in a joint application scenario.</li> </ul>	
<b>Distribution Conditions</b>	<p>This product is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> <li>Branches</li> <li>Contact centre</li> <li>Online</li> <li>Off-site</li> </ul> <p>NICU applies the following conditions and restrictions to the distribution of these products so that the it is likely to be provided to members in the target market:</p> <ul style="list-style-type: none"> <li>Ensuring that retail clients meet the eligibility requirements for the product</li> <li>Ensuring that distribution through branches, call centres, Off-site and NICU website applications, is by appropriately trained staff</li> </ul>	
<b>Review of the TMD</b>	<p>NICU will review the TMD periodically to ensure it remains appropriate.</p>	

Periodic Reviews of the TMD	Timing
<b>Initial review</b>	Six months after the effective date of the TMD first being issued
<b>Subsequent ongoing review</b>	No later than 2 years from the date of the previous review

In addition, NICU will review this document earlier if one or more of the following occurs, or where we reasonably suggest that the TMD is no longer appropriate:

- a material change to the product or the terms and conditions of the product which would cause the TMD to no longer be appropriate
- a significant increase in the levels of complaints or disputes from members in relation to their purchase or use of the product
- a change in law or its application, a change in relevant industry code, an AFCA determination, a court decision, or ASIC or other regulatory guidance or action that materially affect the product
- Any other event occurs or information is received that reasonably suggests the TMD is no longer appropriate

#### **Distribution Reporting Requirements**

The following information must be provided to NICU by third party distributors who engage in retail product distribution conduct in relation to this product within the required timeframes:

Type of information	Description	Reporting period
<b>Significant dealing(s)</b>	Date range of the significant dealing(s) and description (eg. why it is not consistent with the TMD).	As soon as practicable, and in any case within 10 business days after becoming aware.
<b>Complaints</b>	Number of complaints and the substance of those complaints	As they occur.

**Appropriateness statement**

The product is appropriate for the target market on the basis that the key attributes of the product listed in this determination directly address the objectives, financial situation and needs of consumers in the target market as described in this determination