

<b>Laboratories Credit Union – Target Market Determination</b>	
<b>Product</b>	L12 New Car Loan
<b>Issuer</b>	Laboratories Credit Union Limited  ABN/ACN 77 087 650 217 AFSL/ACL 240807
<b>Effective Date of TMD</b>	March 2024
<b>Next Review Date</b>	01 <sup>st</sup> October 2024
<b>Target Market</b>	<p>Retail clients who:</p> <ul style="list-style-type: none"> <li>• Require a loan when they are looking to purchase a new motor vehicle including a boat, caravan or motorbike</li> <li>• Are 18 years of age or more and can meet the credit assessment criteria for the product.</li> <li>• Are willing to offer a registered security over the loan (or other acceptable security) as security for the loan.</li> </ul> <p>Description and key attributes of the L12 New Car Loan are:</p> <ul style="list-style-type: none"> <li>• For loan amounts from \$2000 to a maximum of \$75,000</li> <li>• Loan terms of up to 10 years.</li> <li>• The motor vehicle (Car, Boat, Caravan, Motor bike) has not previously been owned or registered but demonstrator (otherwise known as a display model) vehicles eligible.</li> <li>• Variable interest rate</li> <li>• Acceptable security is required for this product.</li> <li>• Periodical payment or Credit allocation available (payroll allocation)</li> <li>• Repayment cycle; weekly, fortnightly, or monthly</li> <li>• Redraw facility available with no added fees or charges</li> <li>• Additional repayments with no added fees or charges</li> <li>• No application fee, annual fees or monthly fees.</li> <li>• 3<sup>rd</sup> party fees are applicable.</li> <li>• You can find access to our fees and charges brochure here <a href="#">FeesChargesJUN23.pdf (lcu.com.au)</a></li> </ul>
<b>Distribution conditions</b>	<p>This product is distributed through the following channels:</p> <ul style="list-style-type: none"> <li>• Online</li> <li>• In Branch</li> </ul> <p>Distribution conditions for this product include:</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 LCU branches is by appropriately trained staff</li> </ul>									
<b>Review Triggers</b>	<p>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 consumers outside the target market occurs;</li> <li>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;</li> <li>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;</li> </ul> <p>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 RG 274.</p>									
<b>Review Periods</b>	<p>Initial review: We will undertake a review of this TMD within 12 months of the effective date. Periodic review: We will undertake periodic reviews of this TMD at least every 2 years from the initial review.</p>									
<b>Distribution reporting Requirements</b>	<p>LCU is the sole distributor for this product and will collect the following distribution information in relation to the product.</p> <table border="1" data-bbox="440 1283 1369 1727"> <thead> <tr> <th>Type of information</th> <th>Description</th> <th>Reporting period</th> </tr> </thead> <tbody> <tr> <td>Significant dealing(s)</td> <td>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)</td> <td>As soon as practicable, and in any case within 10 business days after becoming aware</td> </tr> <tr> <td>Complaints</td> <td>Number of complaints</td> <td>Every 3 months</td> </tr> </tbody> </table>	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	Every 3 months
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