RENAULT
Financial Services

Target Market Determination

For the Standard Fixed Rate Car Loan

1. About this document

This Target Market Determination (**TMD**) is made by Automotive Lending Solutions Australia Pty Ltd ABN 70 130 046 794, Australian Credit Licence No. 391464, trading as Renault Financial Services (**RFS**), and applies to the product as offered under this brand.

This TMD describes the class of consumers for which the product has been designed, having regard to the objectives, financial situation and needs of the target market.

This document is not a summary of the terms and conditions of the product and is not intended to provide financial advice. Consumers must refer to the terms and conditions for the product when applying for this product.

This TMD is effective from 22 November 2024

2. Target market

The information below describes the class of consumers that fall within the target market for the Consumer Loan, based on the product key attributes and the objectives, financial situation and needs that it has been designed to meet.

Key attributes

The key attributes of the product are outlined in the table below:

	Standard Fixed Rate Car Loan
Vehicles and other things for which finance can be used	• Any new, ex-demonstrator or used single passenger or light commercial vehicle (vans & utes). • Plus other add-ons and extras such as vehicle accessories, on-road costs and fees.
Excluded vehicles	• Grey imports (a vehicle not produced for sale in Australia) • Repairable write offs • Exotic or antique vehicles • Motorcycles • Heavy commercial vehicles (with a Gross Vehicle Mass of more than 4.5 tonnes) • Recreational vehicles (such as caravans, motor homes and ATV's)
Loan Term	1-7 years
Loan amount	Minimum of $5000
Interest	Fixed interest rate
Loan repayment structure	• Equal [weekly, fortnightly or monthly] repayments. • Option to choose a balloon payment with reduced regular payments for loan terms 1-5 years.
End of Loan Options	For loans with a balloon payment: • Trade-in the vehicle– Upgrade to a new Nissan and payout the loan.

	• Keep the vehicle – Refinance or payout the loan.
Early repayment	• Able to make extra repayments. • Early repayment in full is permitted at any time subject to early termination fees.

Class of consumers

This products is designed for consumers who want credit to finance the purchase of a vehicle that will be predominantly used for personal, domestic or household use (including certain add-ons and extras for the vehicle that can be financed), with a fixed interest rate and will use the vehicle as security for the finance.

Objectives, financial situation, and needs

A summary of the objectives, financial situation and needs of the types of consumers for which this product is designed include the following:

	Standard Fixed Rate Car Loan
Financial situation	Consumers who meet RFS lending criteria and can afford to make the scheduled repayments under the loan. Consumers who want the option to choose a balloon payment. Consumers who choose the balloon payment: • will reduce the amount of their scheduled repayments over the term of the loan; • will have a larger the final repayment and intend to pay or refinance that amount; and • are comfortable paying higher amounts of interest.
Needs and Objectives	Consumers who: • want credit to finance the purchase of an eligible vehicle; • want finance that is secured against the financed vehicle; • want to own the financed vehicle free of RFS security interest once all amounts owing under the loan contract have been paid; • want a fixed interest rate; • want certainty of scheduled equal repayments and access to repayments frequency options (such as weekly, fortnightly or monthly); and • want access to a different loan terms.

Excluded class of consumers

Persons with any of the characteristics below are not in the target market for the product consumers who:

- are under the age of 18;
- are undischarged bankrupts;
- hold a visa that is not an acceptable type;
- intend to use the financed vehicle for business purposes such as taxi, hire car or ride sharing purposes;
- seek a vehicle under finance that is an unrepairable write off or not supplied from the trading stock of an approved licensed dealership;
- have an income source solely reliant on Government benefits.

Consistency between target market and the product

The product is likely to be consistent with the likely objectives, financial situation and needs of the class of consumers in the target market because the product:

- provides credit which can be used to purchase a new/demo/used vehicle which may also include on - road costs, accessories and/or accredited insurance, extended warranty and vehicle repair plan products, repaid across a specified term;

- is only available for the purchase of a vehicle if the vehicle for personal, domestic or household use;
- enables the consumer to either own or upgrade the vehicle at the end of term; and
- is only approved for persons who are determined to be able to service the loan, including interest and fees, and are able to pay the deposit amount or other security for the amount of credit.

3. How this product is to be distributed

Distribution channels

The product is to be distributed through:

- Approved licensed dealerships; and
- Nissan Financial Services Australia Loyalty (Direct Sales) team.

Distribution conditions

The product must only be distributed under the following conditions:

- Approved licensed dealerships who offer the product must be parties to a Retail Dealer Agreement with RFS.
- Employees of dealerships who offer the product must be accredited by RFS in order to carry out all their functions in relation to the product.
- To individuals that meet the identification and lending criteria.

Adequacy of distribution conditions and restrictions

We have determined that the distribution conditions and restrictions will make it likely that consumers who use the product are in the class of consumers for which it has been designed. This is because the distribution conditions and restrictions are likely to ensure that only consumers in the target market will be offered the product, apply for the product, and be approved for the product. We consider that the distribution conditions and restrictions are appropriate and will assist distribution in being directed towards the target market for the Consumer Loan.

4. Reviewing this target market determination

We will review this TMD as follows:

Initial review	Within six (6) months of the effective date of this TMD.
Periodic reviews	At least every three (3) years from the initial review.
Review triggers or events	Any event or circumstances arise that would suggest the TMD is no longer appropriate. This may include (but is not limited to): • a material change to the design or distribution of the product, including related documentation; • occurrence of a significant dealing; • distribution conditions found to be inadequate; • material external events such as adverse media coverage or regulatory attention that may suggest the TMD is no longer appropriate; • significant changes in metrics, including, but not limited to, complaints, delinquencies, arrears, early loan payouts and flat cancellation rates; • material changes in the proportion of excluded consumers acquiring the product; • a change in law or its application, an AFCA determination, decision of a court, or ASIC or other regulatory guidance or action that materially affects the project (such as a change in law that requires RFS to remove a key attribute or distribution channel); and • identified systemic issues in the product or distribution of the product.

	Where a review trigger has occurred, this TMD will be reviewed within 10 business days of RFS first knowing of the review trigger.

RFS needs the information about review triggers or events described above to identify promptly whether a review trigger for the TMD has occurred or whether another event or circumstance has occurred that would reasonably suggest that the TMD is no longer appropriate.

5. Reporting

NFSA requires all its approved licence dealerships to provide it with the following information:

- the number of complaints received about the product to RFS at six monthly intervals;
- if they become aware of any significant dealings in relation to this TMD as soon as practicable but no more than 10 business days after they become aware of the significant dealing.