Unity Bank

Standing with you

Car Loan (L17)

Target Market Determination

This Target Market Determination (TMD) is required under section 994B of the Corporations Act 2001 (Cth). It sets out the target market for the product, triggers to review the target market and how the product is distributed.

This document is not a Product Disclosure Statement (PDS) and is not a summary of the product features or substitute for the product's terms and conditions or other disclosure documents. This TMD does not consider any person's individual objectives, financial situation or needs.

Issuer	Unity Bank Limited, ABN 72 087 650 637, AFSL & Australian Credit Licence 238311		
Effective Date	2 October 2026	Next Review Date	2 October 2028

Target Market

Description of Target Market

Retail customers who:

- are seeking a secured loan to purchase or refinance a new or used vehicle, caravan, camper trailer or motorcycle;
- want the certainty of a fixed interest rate and fixed repayments for the term of the loan;
- are aged 18 years or more and meet the credit assessment criteria for the product; and
- are willing and able to offer acceptable security for the loan

Description of Product, including key attributes

This is a car loan with a number of key attributes:

- minimum loan amount $1,000, maximum loan amount $150,000
- loan terms of up to 7 years
- tiered fixed interest rates based on the vehicle's age
- principal and interest repayment type
- repayment frequency can be weekly, fortnightly or monthly
- ability to make unlimited extra repayments without any fees or penalties
- a redraw facility
- acceptable security for the loan must be provided
- establishment fee
- no monthly service fees

Additional features, fees, charges, or conditions other than those displayed in this document may be available or applicable. This document must be read together with the Account and Access Facilities Terms and Conditions, Summary of Account and Access Facilities, Fees and Charges Schedule and Interest Rate Schedule.

Suitability, Needs, Objectives and Financial Situation

This product has been designed for those requiring funds to purchase or refinance a new or used vehicle. The crosses indicate where the product is not suitable for retail customers.

Requires a short to medium-term personal loan and willing to provide the vehicle as security in exchange for a lower interest	✓
Seek low costs to maintain the loan and may want the option to pay off their loan quickly. Unlimited free extra repayments are permitted, and there are also no early payout fees	✓

	Seeking consistency and certainty of a fixed interest rate and ongoing repayments	✓
	Unable or unwilling to offer security for the loan	✗
	Seeking additional features such as 100% offset facility	✗
	Cannot meet the product and credit assessment requirements	✗

Distribution Conditions

This product is designed to be distributed through the following channels:

- online through our website
- online through relevant third-party comparison sites
- targeted advertising
- by phone or email through our Contact Centre
- by our team of mobile lenders and relationship managers
- in person through our Service Centres

This product can only be issued to those who are eligible and meet the minimum account criteria. All applicants must be:

- aged 18 years or older;
- a permanent resident of Australia; and
- able to meet our identity verification requirements

Only representatives who have the appropriate levels of authority may advise on and distribute this product. They will have been trained on this product and in particular, the target market and relevant acceptance criteria.

All distribution channels are subject to appropriate controls and/or monitoring.

Reviewing this Target Market Determination

The initial review of this document is within 12 months of product launch. Periodic reviews will be completed every 24 months from the last review.

We may also review this TMD sooner if any of the below review triggers occur, or if an event or circumstance has occurred that would reasonably suggest that the TMD may no longer be appropriate:

Review Trigger	Description
Customer Trends	Trends in customer outcomes that are significantly inconsistent with the intended product performance that reasonably suggests the TMD is no longer appropriate including: ▪ number of accounts that customers opt to close shortly after the product is issued; ▪ number of accounts that appear inactive shortly after the product is issued; and ▪ unexpected changes in sales trends
Complaints	Unexpected trends in complaints received from customers in relation to the use of the product including the understanding of risks, conditions suitability and/or key attributes.
Incidents and breaches	Where deficiencies are identified in the products' design, distribution or disclosure documentation as a result of incidents related to potential breaches of legal or regulatory obligations.
Material product or distribution channel change	Where material changes are made to the products' key attributes or terms and conditions through any of the distribution channels including but not limited to: ▪ Adding, removing or changing a key attribute

		▪ A material pricing change to the associated fees and/ or charges which impacts the overall value proposition ▪ A change in our acceptance criteria that impacts on the suitability of the product for the target market; ▪ A substantial change to the distribution strategy or channel(s) of the product.
	External events	▪ There is 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 affects the product. ▪ Significant change in economic and market conditions. ▪ Notification from ASIC requiring immediate stop of distribution.
Reporting	We will collect and record details of: ▪ Product related complaints received each month from customers or distributors. ▪ Any significant dealing which is not consistent with this TMD. Reporting must be within 10 business days of becoming aware of any such dealing.	