TARGET MARKET DETERMINATION

RAPID B2B PTY LTD

Product	Personal Loans
Issuer	Rapid B2B Pty Ltd, ACN 635 079 113, Australian Credit Licence 518455 ("Rapid Loans")
Review of this TMD	This TMD will be reviewed: • within 2 years of the effective date; and • at least every 2 years and 10 business days from the last review.

The Product's eligibility criteria

If a customer does not fall within the eligibility criteria for the Product they will not be part of the Product's Target Market. The Product is subject to the following eligibility criteria for applicants:

- must be an individual
- must be at least 18 years old at the start of the term of the Product;
- must be a permanent resident or citizen of Australia with an Australia's residential address;
- must meet Rapid Loans' credit assessment criteria, including providing information sufficient for Rapid Loans to make an assessment of the applicant's financial situation.

The Product's Target Market

The Product is a personal loan provided to purchase an asset or other goods and services, to consolidate existing debts/bills, or pay for holidays, weddings or renovations. The table below matches the attributes of the Product with the likely objectives, needs and financial situation of the Product's target market (**Target Market**).

The Target Market's likely objectives and needs	Product attributes
Require a loan for the purpose of purchasing an asset or other goods and services, to consolidate existing debts/bills, or pay for holidays, weddings or renovations.	• The loan can be used for the purpose of purchasing an asset or other goods and services, to consolidate existing debts/bills, or pay for holidays, weddings or renovations.
Willing and able to provide security over an asset to obtain finance.	• The loan is a secured loan, with security taken over an eligible asset acceptable to Rapid Loans.

The Target Market's likely objectives and needs	Product attributes
Require repayment stability during the term of the loan.	• A fixed interest rate applies for the term of the loan. • Repayments due over the loan term with the option to repay weekly, fortnightly or monthly. • Equal repayments only. • No balloon payments.

The Target Market's likely financial situation	Product attributes
Have a stable and proven source of income that is sufficient to sustainably meet fixed, equal repayment obligations over the loan term.	• Repayments due over the loan term with the option to repay weekly, fortnightly or monthly.
Have an established credit history with any continuing debt being manageable.	• The loan will not be provided unless the customer satisfies Rapid Loans' credit assessment criteria.
May be receiving government benefits as part of overall income profile.	• Receipt of government benefits does not of itself exclude the customer from obtaining the Product. • The nature, stability and proportion of government benefit income, together with the customer's overall financial circumstances and repayment capacity, will be considered by Rapid Loans as part of its credit assessment criteria.

Description of Product, including key attributes

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

- Loan amounts between $5,001 and $55,000 (inclusive of fees);
- Loan terms from 24 to 60 months
- Fixed interest rates from 16.75% to 22% per annum
- Establishment fee:
  - 8.5% of Loan Amount, capped at a maximum of $995 (for loans introduced via a Broker)
  - 9.5% of Loan Amount, capped at a maximum of $1,545 (for loans introduced via a Referral or directly)
- Monthly administration fee: $25 per month
- Provider fee: determined having regard to the customer's risk profile and loan characteristics in accordance with Rapid Loans' credit assessment criteria
- Repayment frequency can be weekly, fortnightly or monthly
- The ability to make additional repayments without incurring a termination or early payout 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).

Exclusions from the Target Market

The following customers are excluded from the Target Market for the Product:

- an undischarged bankrupt;
- currently in a Part 9 Debt Agreement;
- unlikely to have a stable and adequate source of income during the loan term;

- Is experiencing substantial financial hardship or severe financial stress;
- are unable to provide financial or identity information required for verification during application process; and
- are unable to understand the nature of a credit contract.

Product alignment to Target Market

Rapid Loans has assessed that the Product, including its key attributes, and considers that it is likely to be consistent with the likely objectives, financial situation and needs of the class of consumers in the Target Market.

Distribution conditions

Distribution channel

The Product is distributed:

- directly by Rapid Loans. This includes through online channels and traditional advertising. Rapid Loans does not have a store front and does not itself engage in face-to-face distribution activities;
- through brokers. Brokers are third parties that Rapid Loans has engaged in accordance with the distribution conditions and restrictions described below; and
- through referral partners. Referral partners are third parties approved by Rapid Loans and engaged under formal referral arrangements with Rapid Loans.

In all cases, decision making of the acceptance of any customer as a borrower is the decision of Rapid Loans and will be made in accordance with Rapid Loan's policies and regulatory obligations including in connection with responsible lending obligations and credit assessment criteria.

Distribution conditions and restrictions

Distributors must be appropriately authorised	Brokers and Referral Partners must: • provide Rapid Loans with evidence of their appropriateness and ability to act as distributor of the Product; • hold an Australian Credit Licence or be a Credit Representative authorised to engage in credit activities under the NCCP Act; • hold membership with the Australian Financial Complaints Authority (AFCA); • provide Rapid Loans with evidence of this authorisation on an upfront and periodic basis; and • must keep this authorisation up to date and in good standing. Failure to satisfy these conditions will result in the distributor being ineligible to distribute the Product. This will be monitored through Rapid Loans' access to information and reporting requirements under its agreement with the distributors.
Distributors training and competence	Brokers and Referral Partners must: • complete Rapid Loan's accreditation and training requirements; • complete formal onboarding session with Rapid Partnerships Manager; • complete and sign 'Rapid Loans onboarding declaration' form post onboarding session.

Distributors must have and comply with an agreement with Rapid Loans	Brokers and Referral Partners must enter into an agreement with Rapid Loans covering the distribution of the Product which must be complied with on an ongoing basis. This includes obligations in connection with: • maintaining ongoing competence and capacity to distribute the Product, including ensuring training and support to staff of any broker and following the compliance and guidance materials provided by Rapid Loans in connection with the Product; • the provision of information and reports to Rapid Loans in connection with its conduct and the distribution of the Product; and • ongoing compliance with laws. Brokers and Referral Partners must escalate any issues in connection with the distribution of the Product to an appointed point of contact at Rapid Loans for that broker.
Training and oversight of Rapid Loans personnel	Rapid Loans may directly distribute the Product to customers through its website. Staff involved in the distribution of the Product: • receive ongoing training in connection with the Product, Rapid Loan's obligations in connection with the Product and Rapid Loans' regulatory obligations more generally; and • are monitored through assurance programs such as sample file monitoring for errors.
Rapid Loans' online distribution channel	Rapid Loans may directly distribute the Product through its website. The Rapid Loans website is kept up to date to ensure that the website accurately describes the Product and its key attributes.
Distribution must be consistent with regulatory requirements	Distribution of the Product must be undertaken consistently with the regulatory obligations that apply to it. Rapid Loans will only distribute the Product where: • the target market determination has been made and published for the Product and has not been withdrawn; • the distribution is consistent with the target market determination; and • ASIC has not issued any intervention restricting the distribution of the Product.

Review triggers

If any of the below events or circumstances occur, or any other event or circumstance occurs that would reasonably suggest that this TMD is no longer appropriate (**Review Trigger**), Rapid Loans will undertake a review of the TMD.

This TMD will be reviewed within 10 business days of the occurrence of any Review Trigger.

Review Trigger (event or circumstance)	Description
Significant change to external environment	There is a significant change in the following as impacting the Product: • Legislation or regulatory requirements applying to the Product or the TMD. • Economic changes, however caused, impacting on target market financial circumstances. • Cultural changes and changes in traditions and fads, impacting on borrowing habits, preferences and purchasing and timing decisions using borrowed funds, all potentially leading to changes in target market requirements. • Socio-economic changes impacting on perceived and actual target market needs.

Review Trigger (event or circumstance)	Description
Significant changes to the Product	Rapid Loans makes a material change to the Product or Product terms and conditions including: • adding to, removing or changing a key Product attribute; • significant change in the pricing of the Product for future distribution; • a significant change to distribution channel and distribution strategy.
Early arrears indicators	Rapid Loans monitors: • instances of borrowers failing to meet repayment obligations within the first 60 days of the loan draw down; and • instances of borrowers failing to meet repayment obligations within the first 6 months of the loan drawdown. (**Early Arrears Data**). Where the Early Arrears Data reaches predefined thresholds, indicating deterioration in repayment ability in these periods this will constitute a Review Trigger.
Repayment stress indicators	Rapid Loans monitors: • the average number of customers failing to meet at least 75% of their payment obligations within the first 60 days from the loan drawdown under the Product; and • the average number of customers failing to meet at least 75% of their payment obligations within the first 6 months from the loan drawdown under the Product, (**Repayment Stress Data**) Where the Repayment Stress Data reaches predefined thresholds, indicating deterioration in repayment ability in these periods, this will constitute a Review Trigger.
Hardship indicators	Rapid Loans monitors: • instances of borrowers entering hardship within the first 60 days from the loan draw down; and • instances of borrowers entering hardship within the first 6 months from the loan drawdown. (**Hardship Data**) Where the Hardship Data reaches predefined thresholds, indicating increased instances of customers facing hardship in these periods, this will constitute a Review Trigger.
Complaint indicators	Rapid Loans monitors: • complaints received from customers, both those that have obtained the Product and otherwise; • the themes present in those complaints, (**Complaints Data**). This monitoring is supported by reporting received from brokers and referral partners as described below. Where the Complaints Data reaches predefined thresholds, indicating increased dissatisfaction or other issues in connection with the Product, this will constitute a Review Trigger.

Review Trigger (event or circumstance)	Description
Distribution indicators	Rapid Loans monitors: • the performance of the top 10 distributors by origination volume over a 6-month rolling period (subject to minimum statistically meaningful origination volume thresholds); and • distribution patterns across brokers, referral partners and channels, including early arrears, repayment stress, hardship requests, to identify conduct or performance outcomes potentially inconsistent with the Product's target market or underwriting standards. (**Distribution Data**). Where the Distribution Data indicates that the proportion of a broker's originated loans over a rolling 6-month period reaches predefined thresholds, this will constitute a Review Trigger.
Multiple adverse indicators	Where there are multiple adverse indicators across Early Arrears, Hardship, Repayment Stress Complaints and Distribution Data, Rapid Loans will apply established thresholds that determine where this will constitute a Review Trigger. The threshold for each relevant indicator will be lower to constitute a Review Trigger based on clusters than when considered individually.
Feedback from distributors	Rapid Loans receives significant feedback from distributors (including brokers, referral partners or Rapid Loan personnel), or consistent feedback from distributors, that indicates that the target market or attributes of the Product may no longer be appropriate. This may include reports of a significant number of enquiries and applications are being received from potential consumers outside the defined target market.
Significant dealing	There is a significant dealing of the Product to customers who are outside of the Target Market.
Notification from ASIC	Rapid Loans receives a notification from ASIC requiring Rapid Loans to cease the distribution of the Product.

Reporting process

In addition to its internal monitoring processes, the following information must be provided to Rapid Loans by distributors to enable Rapid Loans to consider whether a Review Trigger has occurred.

Information	Description	Reporting period
Complaints information must be reported by distributors to Rapid Loan in writing.	Brokers and referral partners must collect and keep accurate records of the following information that must be reported to Rapid Loans: • number of complaints received; • time period over which the complaints were received; • name of consumers; • what the problem was, with particular attention to target market requirements, financial circumstances and needs; • what the resolution was; • the time to resolve it; and • if there are any unresolved complaints.	This information must be reported to Rapid Loans at least every **6 months** Where the numbers of type or complaint indicator a material significance, brokers must report this information to Rapid Loans as soon as practicable and, in any event, within **10 business days** of becoming aware.

Significant dealing – distributor reporting	Where a broker or referral partner becomes aware of a significant dealing in the Product, or an issue with the conduct of a distributor (whether themselves or another distributor of the product), that is not consistent with the TMD, they must notify Rapid Loans.	This must be reporting must be provided to Rapid Loans as soon as practicable and, in any event, within **10 business days** of becoming aware
Other information – distributor reporting	If a broker or referral partner believes, based on their judgement, that a trend is emerging or that the issue could become a more serious complaint if not addressed at the time of reporting.	This must be reported to Rapid Loans as soon as practicable and, in any event, within **10 business days** of becoming aware

Effective date

This TMD is effective from 24 November 2026.