

**Gateway Bank
New Car Loan
Target Market Determination (TMD)
Effective Date: 5th October 2021**

About This Document

This Target Market Determination (TMD) applies to New Car Loan and is a document of Gateway Bank Limited. ABN 47 087 650 093. AFSL/Australian Credit Licence No. 238293.

This TMD seeks to give our customers, staff, product distributors, and other interested parties an understanding of the class of consumers for whom the product described has been designed, how the product is distributed, and having regard to the likely needs, objectives and financial situation of that class of customers.

This TMD is not, and should not be construed as, a full summary of the product's Terms and Conditions. Nor is it a substitute for the provision of financial advice and does not consider any individual Member's personal needs, objectives or financial situation. Examples used in this TMD are illustrative only and are not intended to be exhaustive.

A customer may fall within the target market described in this TMD but may not meet Gateway Bank Limited's eligibility criteria. When deciding about the product, consumers should refer to the product's Terms and Conditions/Product Disclosure Statement (PDS), which are available from www.gatewaybank.com.au/important-information


Target Market

Product description (including key attributes)

Borrowing purpose:	Gateway New Car Loan
	<ul style="list-style-type: none"> ■ Purchase of a motor vehicle up to 12 months old.
Repayment types:	<ul style="list-style-type: none"> ■ Principal & interest only
Interest rate types:	<ul style="list-style-type: none"> ■ Variable ■ Maximum loan term 7 years
Optional feature(s):	<ul style="list-style-type: none"> ■ Weekly, fortnightly or monthly repayments ■ Fee free unlimited additional repayments ■ Redraw available (minimum redraw amount \$250) ■ Gateway are able to facilitate payment for the vehicle
Key eligibility criteria:	<p>Borrower(s):</p> <ul style="list-style-type: none"> ■ Is over the age of 18. ■ Eligible to become a member of Gateway Bank. ■ Has the ability to service loan repayments as per the lending eligibility criteria.
Fees:	<ul style="list-style-type: none"> ■ Establishment fee of \$149 ■ No account keeping fees ■ No early repayment or exit fees. <p>For more information refer to the Fees and Charges available here www.gatewaybank.com.au/important-information</p>


Likely needs, objectives and financial situation

New Car Loan is designed for:

	Likely needs and objectives
	<p>Borrowers of this product will be wanting to buy a new car, up to 12 months old, and likely to have either some or none of the required funds saved for the purchase.</p> <ul style="list-style-type: none">■ The target borrower will need to have an exit plan for the loan product, this should be in line the loan term.■ The product offers a variable rate option with a maximum loan term of 7 years to meet borrowers' needs.■ The borrower requires minimum loan amount of \$3,000 and up to \$75,000 <p>Likely financial situation</p> <p>A person who can pay the ongoing loan repayments in accordance with the chosen home loan structure, loan term, repayment, and interest rate type.</p>

Ineligible Persons

New Car Loan is not designed for:

	<ul style="list-style-type: none">■ A person who is unable to service the loan repayments.■ A person who is under 18 years old.■ A person with their main income coming from government benefits.■ A person who is not eligible to become a member of Gateway Bank.
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Distribution

Distribution channels

The product under this TMD may be distributed or advertised through any of the following means:

- Online through Gateway Bank Website; or third-party websites
- In-store retail branch
- Direct sales team
- By calling our contact centre
- Other third-party distributors such as nationally accredited brokers

All these channels are monitored by Gateway Bank Ltd and staffed by persons who have been trained in the distribution of the Product covered by this TMD and the Gateway Bank application process.

Distribution conditions and restrictions

The distribution of the product is subject to the following conditions and restrictions:

- The Gateway Bank application process has been tailored to identify the Target Market described in this TMD as part of the eligibility criteria for the product covered by this TMD, and the use of the Gateway Bank application process would make it more likely that a product covered by this TMD will be acquired by persons in the Target Market.
- Products under this TMD can be distributed either directly by Gateway Bank, or by distributors approved by Gateway Bank.

Review Triggers

We will undertake a review of this TMD in the following circumstances:

- If we make a material change to the design or distribution of the product, including related documentation;
- If a significant inconsistent dealing in the product occurs;
- If any other event or circumstance occurs indicating that this TMD may no longer be appropriate;
- An alteration in the eligibility criteria;
- Identified systemic issues in the product or across the product lifecycle;
- Relevant material external events such as relevant litigation, adverse media coverage or regulatory attention;
- Relevant feedback, information or notification received from distributor, regulator such as ASIC or APRA or other interested parties;
- Significant changes in metrics. These include sales, portfolio changes, risk tolerance, loss ratios and complaints; and
- Any significant dealings that are inconsistent with the TMD.

Where a review trigger or event occurs, we will review this TMD within 10 business days.

Review Periods

Periodic review

We will undertake periodic reviews of this TMD at least every 12 months from the initial review.

Next review due date: 5th October 2022

Distribution Information

We require distributors to provide the following information in relation to their distribution of the product covered in this TMD:

Complaints and Feedback

All complaints in relation to this product on a monthly basis to Gateway Bank.

All feedback in relation to this product on a monthly basis to Gateway Bank.

Significant dealings

Notification if they become aware of a significant dealing in relation to this TMD that is inconsistent with this TMD within 10 business days.