

TARGET MARKET DETERMINATION

TechLend Bridging Loan

This document is the Target Market Determination (**TMD**) for the TechLend Bridging Loan. It is issued by TL Finance (**Product Designer**) on behalf of the Issuer of the product.

A Target Market Determination (**TMD**) is a written document that:

- describes the class of customers that
- make up the target market for the TechLend Bridging Loan (**Target Market**);
- specifies any conditions and restrictions on the distribution of the product (**Distribution Conditions**); and
- sets out the events or circumstances where we are required to review the TMD (**Review Triggers**).

We are required to have a TMD by law. This TMD is not a recommendation to acquire a *TechLend Bridging Loan* nor does it replace our terms and conditions or other disclosure documents that we or one of our third party brokers and referrers (**Distributors**) may provide to our customers.

Product Type	Bridging Loan
Issued By (TechLend, we, us, our)	TL Finance Pty Ltd ACN 648 580 901 Credit Representative 531730 (on behalf of the 'Issuer', Venus Capital Pty Ltd ACN 169 312 510 Australian Credit Licensee 441879)
Date TMD approved	5 October 2021
TMD Version	1.0
Initial Review Period	One year after the date of this TMD

Target Market Description

Product description and key attributes	<p>The TechLend Bridging Loan is a bridging loan is designed for borrowers who wish to buy a new property before selling their current owner-occupied or residential investment property (Existing Property) and borrowers who require finance to renovate their Existing Property before its sale.</p> <p>Borrowers must be able to repay the TechLend Bridging Loan in full following the sale of the Existing Property (either from the sale proceeds or by a refinance with another lender)</p> <p>The key attributes of the TechLend Bridging Loan are:</p> <ul style="list-style-type: none"> • Loan Term – maximum six months; • Minimum Loan Amount - \$250,000 • Maximum Loan Amount – \$5,000,000 subject to the amount of equity in the Existing Property; • Interest Rate – variable for the term of the loan. • Repayments – interest is not payable and does not accrue during the first three months of the Loan Term. Interest is capitalised from month four (this means no repayments are made during the Loan Term); • Early Repayments - at any time without penalty; • Security – registered first mortgage over unencumbered real property acceptable to TechLend. • Maximum Loan to Value Ratio (LVR) - <ul style="list-style-type: none"> ○ 75% for residential property; ○ 60% for commercial property; and ○ 50% for vacant land <p>Fees and charges (including an upfront 'set-up fee') apply.</p>
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Customers for whom the product is likely to be suitable
(Target Market)

TechLend considers that the TechLend Bridging Loan will suit borrowers who want a loan to fund the purchase a new owner-occupied residential property or residential investment property before selling their Existing Property, but who want the flexibility of interest capitalisation until the Existing Property is sold.

TechLend expects that customers in the Target Market will be:

- 'downsizers' and borrowers looking to relocate to a less expensive property;
- 'upsizers' looking to relocate to a more expensive property; and
- borrowers wishing to renovate their property before sale in order to maximise the sale price

Customers within the Target Market will:

- be 18 years or over; and
- be an Australian citizen or resident;
- not have been bankrupt in the past seven years;
- be able to demonstrate a good credit history over the past 5 years;
- can meet TechLend's credit criteria;
- want to capitalise the interest for the term of the loan; and
- be able to provide security over their Existing Property that does not exceed the maximum LVR.

Ineligible consumers

The TechLend Bridging Loan is not appropriate for customers who:

- are under 18 years old;
- would only be able to provide a 2nd mortgage security;
- wish to use the loan for construction purposes;
- would prefer the certainty of a fixed interest rate;
- do not meet TechLend's credit criteria;
- would be unable to repay the loan in full upon the sale of the Existing Property; or
- have defined goals and objectives that are not met by this product.

TechLend considers that the product, including its key attributes, is likely to be consistent with the likely objectives, financial situation and needs of consumers in the Target Market because:

- applicants will only be approved for the purposes set out above; and
- applications will only be approved if the customer meets TechLend's credit assessment and security criteria (including maximum LVRs and the provision of 1st mortgage security).

Distribution Conditions

Conditions and restrictions on the distribution of the product

The TechLend Bridging Loan may only be distributed:

- via an on-line application;
- by the customer calling TechLend directly;
- through one of our approved brokers, acting under an Australian Credit Licence; or
- as a result of an introduction from one of our Referrers, acting in accordance with the 'Referrer exemptions' in Regulation 25(2) or 25(5) of the NCCP Regulations.

TechLend considers that its Distribution Conditions are appropriate and likely to result in the product being distributed to the Target Market for the following reasons.

- Legal relationships - TechLend has:
 - employment contracts with its employees; and
 - formal legal agreements with its third-party Distributors.
- Supervision – TechLend
 - closely monitors the performance of its staff; and
 - undertakes periodic reviews in relation to the activities of our Referrers.
- Training
 - Staff and brokers acting under an Australian Credit License:
 - are appropriately trained to discuss the features of the product with customers; and
 - understand that applications will not be approved unless they satisfy TechLend’s credit assessment criteria; and
 - Referrers are provided with clear instructions regarding the limitation on their activities.

Review Trigger Reporting Requirements

Our staff and Distributors must advise TechLend if they become aware of any of the following matters within the timeframes specified.

	What must be reported	When must it be reported
Product complaint data	Information relating to complaints received about the product or the distribution of the product, including: <ul style="list-style-type: none"> • number of complaints, • the identifier of the distributor; • the product name; and • the exact details of the complaint. 	Immediately, but in any case, no later than next business day after becoming aware of the complaint.
Significant dealings	Any significant dealing of the product outside the Target Market	As soon as practicable but no later than 10 business days after becoming aware of the significant dealing.
Feedback	Any feedback received about the product or the Distribution Conditions for the product.	As soon as possible, but no later than within 20 business days of the receiving the feedback

Record Keeping

TechLend will keep records of the reasonable steps they have taken to ensure that this product is sold in a manner consistent with this TMD. Our third-party Distributors must also keep records of all customers they introduce to us.

TechLend will also keep complete and accurate records of

- all versions of the TMD for this product; and
- our decisions, and the reasons for those decisions about:
 - the determination of the TMD for this product;
 - the identification and tracking of review triggers;
 - the setting of review periods, and
 - all other the matters documented in this TMD.

