

Target Market Determination

Issued by KMAF Pty Ltd trading as Kawasaki Motors Finance
Australian Credit Licence: 391531

Effective date: 5 October 2021

Consumer Loan

This Target Market Determination (TMD) applies to our Consumer Loan. The TMD seeks to provide consumers, distributors, and employees with an understanding of the class of consumers for which this product has been designed, having regard to the objectives, financial situation and needs of those consumers.

This document is not to be treated as a full summary of the product's terms and conditions and is not intended to provide financial advice. Consumers must refer to any supplementary documents which outline the relevant terms and conditions when deciding about this product.

Target Market

Our Consumer Loan has been assessed as meeting the likely objectives, financial situation and needs of consumers who:

- want to finance the purchase of eligible **Goods** for private/personal use and require the certainty of a fixed interest rate and fixed repayments for the term of the loan.
- can comfortably service the principal balance of the loan and the interest as it accrues and pay the associated fees and charges; and
- want to have the flexibility of making either fortnightly or monthly repayments.

Key Product Features

Feature	Suitable for customers within the target market that	Attributes & Considerations
Additional Items to the Amount Financed	<p>Want to include eligible other products/services and other associated fees into the Net Amount Financed including but not limited to:</p> <ul style="list-style-type: none"> - Eligible insurance product and - Other eligible services - Establishment Fee - Dealer origination fee 	<p>This feature results in customers paying interest on the product/service's cost and associated fees, over the life of the loan.</p> <p>Eligibility is subject to our lending criteria.</p>
Fixed Loan Term	<p>Want to have use of the asset for the chosen loan term.</p> <p>Can pay an early exit fee should they decide to pay out the loan, or sell the asset, before the end of the loan term.</p>	<p>Loan terms are restricted to a minimum of 24 months and maximum of 84 months.</p> <p>An early termination fee applies if the loan is paid out before the end of the loan term for any reason.</p>
Fixed Interest Rate	<p>Want the certainty of a fixed interest rate and repayments for the term of the loan.</p> <p>Understand that if external interest rates change, the interest rate on their loan will not change.</p>	<p>The Interest rate is set on loan approval and fixed for the duration of the loan term.</p>
Fixed Repayments Including Optional Balloon Payment	<p>Want to make smaller repayments throughout the loan term and have an optional large lump sum payment ("balloon") at the end of the loan term.</p> <p>Not appropriate for customers whose financial situation means they are unlikely to be able to afford the balloon payment at the end of the loan term.</p>	<p>Repayment fee and dishonour fee are payable.</p> <p>Subject to our lending criteria.</p> <p>This feature results in customers paying more interest over the life of the loan.</p>

Distribution Channels and Conditions

- Appropriately accredited and authorised Introducers complete and submit applications.
- Applications may also be completed and submitted by the target market through relevant websites.

KMAF Pty Ltd trading as Kawasaki Motors Finance

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Distribution Information and Reporting Requirements

Our distributors must provide Kawasaki Motors Finance with the following information in writing:

Type of information	Description	Reporting Period
Specific Complaints	Details of the complaint, including name and contact details of complainant and substance of the complaint.	As soon as practicable, and in any case within 10 business days of the complaint.
Significant Dealings	Date or date range of significant dealing(s) and description of the significant dealing (e.g., Why it is not consistent with the TMD)	As soon as practicable, and in any case within 10 business days after becoming aware.

Review Periods and Review Triggers

A review trigger is any event or circumstance which arises that would suggest TMD is no longer appropriate.

Review Periods	Review Triggers
First Review Date: Within 1 year of the effective date	Any event or circumstance which arises that would suggest the TMD is no longer appropriate. This may include (but not limited to):
Periodic Reviews: At least every 1 year from the initial review	<ul style="list-style-type: none">• a material change to the design or distribution of the product, including related documentation• occurrence of a significant dealing such as substantial distribution outside of the target market• distribution conditions found to be inadequate• where applicable, feedback from distributors and/or customers• external events such as adverse media coverage or regulatory attention; and• significant changes in metrics, including, but not limited to, complaints, incidents and system limitations.