



Target Market Determination (TMD)

Hejaz Auto Finance Personal



Company : Hejaz Islamic Credit Solutions Pty Ltd

ABN : 74 603 474 899

ACL : 480542

Determination Criteria	Description
Effective date	15/04/2024
First and ongoing review period	The first review, and each ongoing review, must be completed within every consecutive 12-month period from the Effective date.
Product	This TMD applies to <ul style="list-style-type: none">• Hejaz Auto Finance (for personal use)

Target market class of consumers

Product description and key attributes

This is a secured personal loan for vehicle acquisition or refinancing, featuring a fixed term and with either a fixed or variable finance rate. It's available for personal-use vehicles within acceptable categories. The loan covers purchases of new, demonstrator, or used vehicles through licenced motor dealers, as well as acceptable used vehicles through private sales. For refinancing, it transfers existing consumer car finance from other credit providers, including any residual or balloon payments. The loan amount may exceed the vehicle's market value to encompass the purchase price or refinancing amount, plus associated costs like insurance, registration, and optional accessories.

The key product attributes (including the key eligibility requirements) to acquire this product are as follows:

Key product attributes:

- A lump sum loan provided for vehicle purchase or vehicle refinance where the vehicle is used as security for the loan, and where the loan amount may exceed the vehicle's market value to cover the purchase price of the vehicle and any other expenses;
- Either a fixed or variable finance rate for the life of the loan;
- A fixed repayment term from 3 to 7 years;
- A minimum loan amount of \$10,000 and up to a maximum loan amount of
 - \$100,000 for vehicles aged 7 years or less (based on year of build date) at the commencement of the finance facility; or
 - \$50,000 for vehicles aged 8 years or more (based on year of build date) at the commencement of the finance facility;
- Repayment is made monthly.
- The product is Islamically compliant, making it suitable for clients seeking Shariah-compliant loans for vehicle purchasing or refinancing, while remaining accessible to all eligible applicants.

Key eligibility:

- For personal use;
- Owning or purchasing an eligible vehicle to use as security for the loan;
- Individual aged 18 years or over;
- Being Australian Citizen OR Australian Permanent Resident (including New Zealand Citizens permanently living in Australia);
- Having Equifax credit score of 500 or greater;
- Holding Australian Drivers Licence (current licence for the same class as motor vehicle financed);
- Meeting the credit criteria which includes demonstrating the ability to meet repayment obligations;
- Living at the same residential address should you have a joint applicant, who also meets all key eligibility criteria.

Class of consumers

This product is designed for a class of consumers whose likely needs, objectives and financial situation (as set out below) are aligned with the product and the product's key attributes.

The product caters to:

- individuals seeking a secured personal loan for vehicle acquisition or refinancing, which is structured with a predetermined term and offers both fixed and variable finance rate options. Secured against an eligible vehicle, the loan amount can potentially surpass the vehicle's market value, allowing for coverage of the purchase price and associated expenses.

Needs, objectives and financial situation

The product is designed for consumers who:

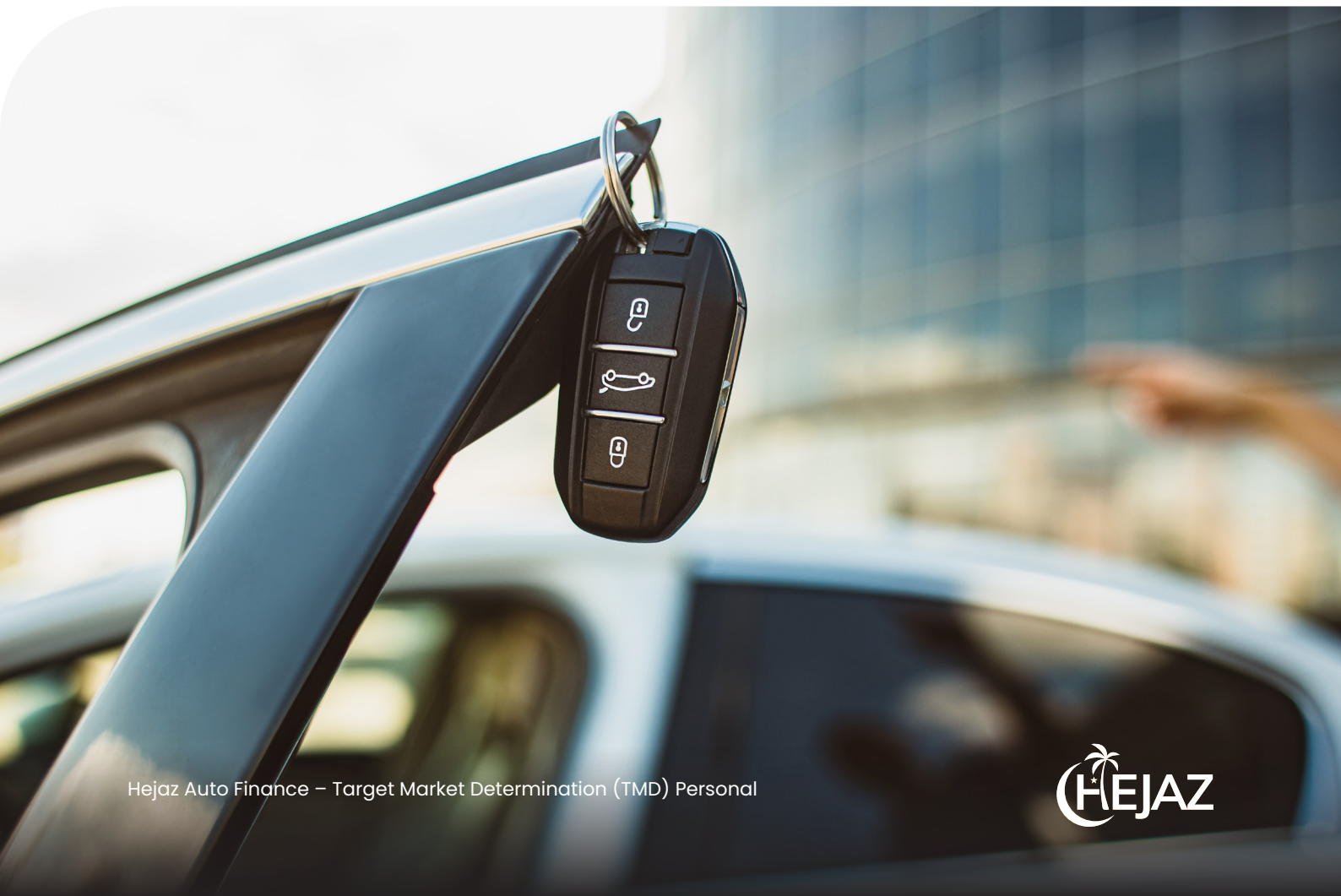
- Need a personal loan for purchasing or refinancing a vehicle that is used as security for the loan. The loan amount may exceed the vehicle's market value to cover the purchase price of the vehicle and any other expenses;
- Want a fixed or variable finance rate during the life of the loan;
- Are able to make steady repayment during the life of the loan;
- Want certainty of the end date of the loan;
- Want a loan amount of a minimum \$10,000 up to a maximum of \$100,000;
- Want a monthly repayment;
- Are able to meet repayment obligations

This product is NOT designed for consumers who:

- Want a loan for which the main purpose is not vehicle purchase or vehicle refinance;
- Are Non-Australian Citizens OR Non-Australian Permanent Residents (excluding New Zealand citizens permanently living in Australia);
- Are Non-Australian or New Zealand Citizens that hold a temporary working and skilled visa subclass where the Visa does not exceed the finance term, and/or Visa details cannot be verified;
- Are currently in bankruptcy or in a debt arrangement;
- Are currently in arrears on any existing finance facility.

Alignment to Target Market

The product's design aligns closely with the anticipated objectives, financial situations, and needs of the defined class of consumers. This alignment is established through a comprehensive evaluation of the product's principal terms, characteristics, and attributes, which have been determined to be compatible with the identified consumer group. The assessment indicates a high likelihood that the product will effectively serve the needs of its intended target market.



Distribution conditions and restrictions

Distribution channels

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

- Broker-assisted channels, including in their business premises and/or over the phone;
- Online channels, such as our website.

Distribution conditions and restrictions:

This product should only be distributed under the following circumstances:

- If a consumer meets the eligibility criteria for this product;
- Broker-assisted channels, including in their business premises and/or over the phone, with the broker who:
 - Meet the role-based accreditation requirements;
 - Are able to discuss product features, eligibility, finance rates, fees and charges, including key differences from other loan products we offer;
 - Have access to tools and resources such as product information and product comparison tools;
 - Are required to follow the policies, procedures and systems including in relation to eligibility criteria and assessing the customer's ability to meet repayment obligations.
- Online channels, such as our website provides customers with access to:
 - Information about the product's features, eligibility requirements, interest rates, fees and charges to assist customers to make an informed choice of product;
 - The application process which includes an assessment of meeting product eligibility requirements, including assessing the customer's ability to meet repayment obligations;
 - An optional product selector tool and product comparison tools to assist customers in making an informed choice of product.
- All distribution channels are subject to appropriate controls and/or monitoring.

Distribution conditions and restrictions appropriateness

We have assessed the distribution conditions and restrictions and are satisfied with their effectiveness in ensuring that the product reaches its intended audience. These measures are deemed appropriate and well-designed to channel distribution toward the specific class of consumers for whom the product was developed. The implemented conditions and restrictions are expected to increase the likelihood that product acquirers will be within the defined target market, aligning acquisition patterns with the product's intended user base.

TMD Reviews

Initial review	Within 12 months of the effective date.
Periodic reviews	At least every 12 months from the last review.
Review triggers	<p>The review triggers (which reasonably indicate that the TMD may no longer be appropriate) that could prompt an earlier review include significant changes to the product's design or distribution, including related documentation, material changes in law or taxation policies that could impact the product's operation, or the following review triggers:</p> <ul style="list-style-type: none"> • Major shifts in key metrics, such as: <ul style="list-style-type: none"> ○ Complaints (e.g., concerning key product features, suitability, or sales conduct); ○ Customers facing repayment difficulties; ○ Distribution conditions being found inadequate; ○ Any directive from ASIC requiring Hejaz to stop distributing the product; ○ The occurrence of significant dealing.



Distribution information

We will collect the following information from our distributors directly or indirectly in relation to this TMD.

Complaint	Distributors will report all complaints in relation to the product covered by this TMD on a regular basis. This will include written details of the complaints.
Significant dealings	Distributors will report if they become aware of a significant dealing in relation to this TMD that is inconsistent with the TMD within 10 business days.
Other information required	The reporting timeframe for a significant dealing: <ul style="list-style-type: none"> within 10 business days of the date of the distributor becoming aware of the significant dealing.

This product is issued by Hejaz Islamic Credit Solutions Pty Ltd ABN 74 603 474 899 Australian Credit Licence 480542.