

## TARGET MARKET DETERMINATION

<b>Product Name</b>	Personal Loans (and associated Guarantee, where applicable)															
<b>Start Date</b>	5 October 2023															
<b>Description</b>	Consists of Personal Loans. Aims to assist the funding of worthwhile personal requirements, such as a car, boat, travel, or the consolidation of personal debt.															
<b>Target Market</b>	<p><b>Objectives, financial situation and needs of the Target Market</b></p> <ul style="list-style-type: none"> <li>Individuals requiring the ability to purchase any worthwhile personal goods.</li> <li>Adult Children of existing clients who do not have any security but wish to borrow funds to purchase personal items.</li> <li>Staff and any customer needing funds to purchase a new car, to consolidate their debts, or for any personal purpose.</li> </ul> <p><b>Eligibility criteria for the product</b></p> <p>The following is subject to the Bank's lending criteria:</p> <ul style="list-style-type: none"> <li>New and existing customers</li> <li>Individuals who are 18 years of age or over</li> <li>Available only for private or domestic use and cannot be used for business purposes.</li> <li>Successful completion of applicable Arab Bank Australia Limited (ABAL) identification check requirements.</li> </ul> <p><b>Key features of the product</b></p> <ul style="list-style-type: none"> <li>Minimum Loan Term – 1 Years</li> <li>Maximum Loan Term – 5 Years</li> <li>Maximum loan amount up to \$50,000</li> <li>Monthly Principal and Interest (P&amp;I) Repayments over the term of the loan</li> <li>Option of weekly, fortnightly or monthly repayments</li> <li>Option between fixed or variable interest rates on personal loan.</li> <li>Secured and unsecured options (security is not mandatory) <ul style="list-style-type: none"> <li>Security can be a car, boat, property, or a guarantee.</li> </ul> </li> <li>Ability to consolidate all debt under one account.</li> <li>Ability to access loan account online via internet banking application</li> <li>Ability to make extra repayments on variable rate personal loan without any penalties.</li> <li>Regular statements available and sent every six months (June and December)</li> <li>Interest is calculated daily on the outstanding balance and charged to the monthly account in arrears (refer to Comparison Rate Schedule at <a href="http://www.arabbank.com.au/personal/personal-loans">www.arabbank.com.au/personal/personal-loans</a>)</li> </ul> <p><b>Personal Loan Account Fees</b></p> <table border="1"> <thead> <tr> <th></th> <th>Variable Rate</th> <th>Fixed Rate</th> </tr> </thead> <tbody> <tr> <td><b>Application Fee</b></td> <td>\$200</td> <td>\$200</td> </tr> <tr> <td><b>Service Fee</b></td> <td>\$8 per month</td> <td>\$8 per</td> </tr> <tr> <td><b>Break Cost</b></td> <td>Nil</td> <td>Applies if loan is discharged during a fixed rate period</td> </tr> <tr> <td><b>Exit (Discharge) Fee</b></td> <td>\$250</td> <td>\$250</td> </tr> </tbody> </table> <p><b>Why the product is likely to be consistent with the likely objectives, financial situation and needs of the target market</b></p>		Variable Rate	Fixed Rate	<b>Application Fee</b>	\$200	\$200	<b>Service Fee</b>	\$8 per month	\$8 per	<b>Break Cost</b>	Nil	Applies if loan is discharged during a fixed rate period	<b>Exit (Discharge) Fee</b>	\$250	\$250
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<b>Application Fee</b>	\$200	\$200														
<b>Service Fee</b>	\$8 per month	\$8 per														
<b>Break Cost</b>	Nil	Applies if loan is discharged during a fixed rate period														
<b>Exit (Discharge) Fee</b>	\$250	\$250														

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<b>Product Name</b>	Personal Loans (and associated Guarantee, where applicable)
	<ul style="list-style-type: none"> <li>• Individuals requiring the ability to purchase any worthwhile personal goods</li> <li>• Individuals requiring funds for travel or worthwhile personal purpose.</li> <li>• Secured and unsecured options provide flexibility</li> </ul>
<b>Distribution Conditions</b>	<p><b>Distribution Conditions for the product</b></p> <p>The distribution of this product is subject to the following conditions and restrictions:</p> <ul style="list-style-type: none"> <li>• ABAL staff that distribute this product must meet ABAL's minimum qualification requirement and hence must possess the following: <ul style="list-style-type: none"> <li>- Tier 2 General Advice Deposit Products</li> </ul> </li> <li>• This product cannot be distributed through third parties</li> <li>• The product can only be distributed to retail customers in accordance with ABAL's product and process requirements <ul style="list-style-type: none"> <li>- This product can be distributed In branch</li> </ul> </li> </ul> <p>ABAL views that these conditions are appropriate and are of a nature that the distribution of the product will likely be consistent with the target market as ABAL will have close oversight of how the product is promoted and distributed by staff who are sufficiently qualified.</p>
<b>Review Triggers</b>	<p>The TMD may no longer be considered appropriate and a review of this TMD must be undertaken by ABAL, if any of the below review triggers occur:</p> <ul style="list-style-type: none"> <li>• A significant number of complaints received from customers who acquired the product, which relate to the customer's purchase or use of the product and which shows that the TMD may no longer be appropriate for the product</li> <li>• A material incident or significant number of incidents which relates to customer's purchase or use of the product and which shows that the TMD may no longer be appropriate for the product</li> <li>• A significant dealing of this product to customers who are outside the Target Market</li> <li>• The receipt of a product intervention power order note from ASIC requiring ABAL to immediately cease retail product distribution conduct in respect of the product</li> <li>• Any other event or circumstance that ABAL views would materially change a factor considered in making the TMD</li> </ul>
<b>First Review Date</b>	5 October 2025
<b>Review Period (ongoing)</b>	<ul style="list-style-type: none"> <li>• Reviews to be conducted at least every two years</li> <li>• Reviews to be conducted, if necessary, as prompted by a Review Trigger (mentioned above)</li> </ul>
<b>Review Trigger Information Requirements</b>	This product is not distributed by third parties; therefore, no review trigger information reporting requirements are applicable to this product.