



## BRISBANE CAPITAL

### Target Market Determination (TMD)

Issuer:	Brisbane Capital Pty Ltd - ABN 46 115 153 163
Product:	Pre-settlement Bridging Loan
Issuer Australian Credit Licence:	378356
TMD Effective date:	26 October 2023

#### Target market class of consumers.

#### Product description and key attributes.

A bridging loan is designed for borrowers who are pursuing a personal injury claim and need to borrow funds for essential expenses while they are waiting for the completion of their claim. The bridging loan will be paid out with the compensation proceeds of their injury claim.

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

#### Key product attributes:

A bridging loan provides access to funding for essential expenses, bills and purchases;

- A fixed interest rate for the life of the loan
- A variable loan term from 2 weeks to 2 years
- A minimum loan amount of \$2,001 up to a maximum loan amount of \$30,000
- No interim or periodic repayments required, interest will capitalise until the loan is fully repaid
- Interim or periodic repayments can be made
- The loan, including interest and charges is repayable from the compensation proceeds.
- If the injury claim is unsuccessful, or the compensation proceeds are insufficient to cover the outstanding loan balance there is no requirement to repay the loan; and
- Establishment fees apply.

#### Key eligibility:

- For personal use;
- Individual aged 18 years or over;
- Meet the credit criteria which includes demonstrating the ability to meet repayment obligations; and
- The customer's injury claim can satisfy BC's normal credit requirements.

#### 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.

This product is for those who:

- Need a personal loan for essential living expenses and other purposes, while they are waiting for the completion of their injury claim for damages;
- Are pursuing a personal injury claim for damages through a personal injury law firm who are acting on a no-win no-fee basis; and
- meet the eligibility criteria.

## **Needs, objectives and financial situation.**

This product is designed for consumers who:

- Need a personal loan for essential living expenses, medical services and related purchases, home and car modifications, accommodation, pay bills and debt consolidation;
- Need interest rate and/or repayment stability during the life of the loan;
- Want the term or end date of the loan to align with receipt of their compensation proceeds;
- Want a loan amount of a minimum \$2,001 up to a maximum of \$30,000;
- Are able to meet repayment obligations;
- Want the option of making no repayments until their compensation claim settles, with the loan amount and all interest and charges paid in full from the compensation proceeds;
- May want interim or periodic repayment options; and
- Would like further loan/redraw options.

This product is not designed for consumers who:

- Do not have a personal injury claim in progress with an duly accredited personal injury law firm on a “no win, no fee basis”;
- Will not clear the bridging loan in full from the compensation proceeds of their injury claim;
- Will not have their compensation proceeds paid to them via their law firm’s trust account;
- Want a loan term for less than 2 weeks or longer than 24 months;
- Will have a trustee appointed to manage their compensation proceeds
- Are seeking funding for predominantly business or investment purposes;

## **Alignment to target market.**

This product is likely to be consistent with the likely objectives, financial situation and needs of the class of consumers in the target market. This is based on an assessment of the key terms, features and attributes of the product and a determination that these are consistent with the identified class of consumers.

## **Distribution conditions and restrictions:**

### **Distribution channels.**

This product is designed to be sold via the following means:

- Online via the Brisbane Capital website ([brisbanecapital.com.au](http://brisbanecapital.com.au));
- Over the phone by calling Brisbane Capital; and

This product is not designed to be sold via third parties.

### **Distribution conditions and restrictions.**

This product should only be distributed under the following circumstances:

- If a consumer meets the eligibility criteria for this product;

### **Appropriateness of distribution conditions and restrictions.**

We have assessed that the distribution conditions and restrictions will make it likely that consumers who acquire the product are in the target market. We consider that the distribution conditions and restrictions are appropriate and will direct distribution towards the class of consumer for whom the product has been designed.

## TMD reviews.

We will review this TMD in accordance with the below:

Initial review	Within 2 years of the effective date.
Periodic reviews	At least every 2 years from the last review.
Review triggers	<p>The review triggers (which reasonably suggest the TMD is no longer appropriate) that may result in an earlier review of the TMD include material changes to the design or distribution of the product including related documentation, material changes in law or taxation policy that may affect the operation of the product, or:</p> <ul style="list-style-type: none"><li>• Significant changes in metrics. These include:<ul style="list-style-type: none"><li>◦ Customer complaints; e.g. relating to key product attributes, product suitability and sales conduct.</li><li>◦ Switching volumes;</li></ul></li><li>• Distribution conditions found to be inadequate;</li><li>• Any direction from ASIC which requires us to cease distribution of the product.</li><li>• Occurrence of a significant dealing.</li></ul>

## Distribution information.

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

Complaints	Distributors will report all complaints in relation to the product covered by this TMD on a daily basis, and for all other complaints about the distribution of the product including conduct complaints, on a quarterly [ending March, June, September, and December] calendar 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	<p>The reporting time frame for a significant dealing:</p> <ul style="list-style-type: none"><li>• within 10 business days of the date the distributor becomes aware of the significant dealing.</li></ul>

**For more information:** email: [info@brisbanecapital.com.au](mailto:info@brisbanecapital.com.au) Tel: 07 3726-6888