



Target Market Determinations

Nimble Australia Pty Ltd
ACN 135 501 807

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What is a Target Market Determination?

It's a document that describes the type of customer for which the product is designed (target market), and conditions and circumstances for how the product can be distributed and when it needs to be reviewed.

Why does Nimble need to have Target Market Determinations?

Nimble is required to have Target Market Determinations under the *Treasury Laws Amendment (Design and Distribution Obligations and Product Intervention Powers) Act 2019*. This Act sets out obligations to ensure a customer-centric approach to designing, marketing and distributing financial products.



Target Market Determination for Nimble Small Personal Loans

About this document

This target market determination (TMD) seeks to offer consumers, distributors and staff with an understanding of the class of consumers for which this credit product has been designed, having regard to the objectives, financial situation and needs of the target market.

The TMD will also describe how the product is distributed, when this document will be reviewed and what information is required to be provided to help maintain the accuracy of this document.

The product is issued by Nimble Australia Pty Ltd. More information about this product is contained on Nimble's website (nimble.com.au). Consumers should consider whether the product is appropriate for them before making any decision about whether to apply for or enter into the product.

This document is not a product disclosure statement and is not to be treated as a full summary of the product's terms and conditions. It has been prepared without taking into account any person's particular objectives, financial situation or needs and is not intended to provide financial advice. Consumers should consider the product's full terms and conditions when making a decision about this product.

Who this product is designed for

The Nimble Small Personal Loan has been designed for customers who:

- require a loan for an amount between \$300 and \$2,000 (or, where the initial request is for a higher amount, are willing to accept a loan between those amounts) for a specified purpose;
- are seeking a loan that is repayable over a fixed term of between 16 days and 12 months, with the scheduled term to be agreed in the credit contract;
- do not want a revolving or continuing line of credit or a long term credit contract that is repayable over a number of years;
- are currently working and residing in Australia;
- require the loan proceeds to be promptly disbursed to their nominated bank account;
- are willing to apply online and provide Nimble with access to their bank transaction history and credit history to help us assess their application.

Who this product is not suitable for

This product is not suitable for customers who:

- are unable to access the internet;
- require a loan for an amount less than \$300 or more than \$2,000;
- are seeking an ongoing credit limit that may be drawn down as required from time to time;
- are unlikely to be able to meet their payment obligations under the loan either at all or only with substantial hardship;
- are unemployed or receive more than 50% of their income from Government benefits;
- do not want to pay the establishment fee or other fees and charges arising under the credit contract;
- require a longer term loan that can be repaid over a number of years;
- are under 18 years of age.



Distribution conditions

An application for a Nimble small loan can only be made via the Nimble website or mobile app, with support provided by employees in Nimble's contact centre where required. Nimble employees can only provide assistance in relation to an application for a Nimble Small Personal Loan if they have received adequate training and they must follow Nimble's applicable policies and processes. The online application assessment process includes a number of questions that help to determine if the applicant is within the target market for this product. The information provided by the applicant during the application process will be used to determine if we will offer to provide a loan to the customer and, if so, for what range in amount and loan term. The customer should always answer these questions accurately and check with Nimble if they are not sure what a question means.

These conditions make it likely that Nimble Small Personal Loans will only be offered to customers within the target market for this product because Nimble's employees have knowledge of the product terms and conditions and Nimble's processes are designed to identify instances where a product is not suitable for the applicant.

Reviewing this document

Nimble, as the issuer and distributor of this product, collects information and prepares reports regarding loan volumes, average loan amounts, default rates, complaints and any occasions where this product has been provided contrary to the TMD on an at least quarterly basis to help improve our products and services.

We will review this TMD if:

- there is a material change to the design or distribution of the product, including the terms and conditions applicable to the product or other related documentation;
- we introduce other ways in which this product can be provided or distributed;
- we receive a significant number of complaints regarding the design or distribution of this product;
- there is an external events such as adverse media coverage or regulatory attention;
- the business performance and value provided by the product indicates that the TMD is no longer appropriate, having regard to appropriate data such as customer demand for the product, loan volumes, application approval rates, customer default or loss rates and the nature and number of customer complaints;
- we identify that there has been a significant dealing in the product that is not consistent with the TMD.

Our review will occur within 10 business days of any of the above events occurring.

In any event, a review of this TMD will be completed no later than two years from the publication date of this TMD and subsequently at two-year intervals.

Questions?

If you have any questions about our credit products or this TMD, please contact us on 133 156 or by email at customercare@nimble.com.au

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Target Market Determination for Nimble Medium Personal Loans

About this document

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Who this product is designed for

The Nimble Medium Personal Loan has been designed for customers who:

- require a loan for an amount between \$2,050 and \$5,000 for a specified purpose;
- are seeking a loan that is repayable over a fixed term of between 16 days and 2 years, with the scheduled term to be agreed in the credit contract;
- do not want a revolving or continuing line of credit or a long term credit contract that is repayable over more than 2 years;
- are employed;
- require the loan proceeds to be promptly disbursed to their nominated bank account;
- are willing to apply online and provide Nimble with access to their bank transaction history and credit history to help us assess their application.

Who this product is not suitable for

This product is not suitable for customers who:

- require a loan for an amount less than \$2,050 or more than \$5,000;
- are seeking an ongoing credit limit that may be drawn down as required from time to time;
- are unlikely to be able to meet their payment obligations under the loan either at all or only with substantial hardship;
- are unemployed or receive more than 50% of their income from Government benefits;
- do not want to pay the establishment fee or other fees and charges arising under the credit contract;
- require a longer term loan that can be repaid over a number of years;
- are under 18 years of age.

Distribution conditions

An application for a Nimble Medium Personal Loan can only be made via the Nimble website, with support provided by employees in Nimble's contact centre where required. Nimble employees can only provide



assistance in relation to an application for a Nimble medium loan if they have received adequate training and they must follow Nimble's applicable policies and processes. The online application assessment process includes a number of questions that help to determine if the applicant is within the target market for this product. The information provided by the applicant during the application process will be used to determine if we will offer to provide a loan to the customer and, if so, for what amount and loan term. The customer should always answer these questions accurately and check with Nimble if they are not sure what a question means.

These conditions make it likely that Nimble Medium Personal Loans will only be offered to customers within the target market for this product because Nimble's employees have knowledge of the product terms and conditions and Nimble's processes are designed to identify instances where a product is not suitable for the applicant.

Reviewing this document

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Target Market Determination for Nimble AnyTime Virtual Mastercard

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Who this product is designed for

The Nimble AnyTime Virtual Mastercard has been designed for customers who:

- require a loan with a credit limit between \$1,000 and \$10,000;
- are seeking a revolving line of credit that provides ongoing access to a credit limit, provided that repayments are made on time;
- want the certainty of a fixed periodic repayment amount;
- want the flexibility to either use the Virtual Mastercard for purchases at the point of sale or online or draw down some or all of their available balance to their bank account;
- are willing to apply online and provide Nimble with access to their bank transaction history and credit history to help us assess their application.

Who this product is not suitable for

This product is not suitable for customers who:

- require a credit limit that is less than \$1,000 or more than \$10,000;
- are seeking a loan that is fully repayable over a fixed term;
- are unlikely to be able to meet their payment obligations under the loan either at all or only with substantial hardship;
- are unemployed or receive more than 50% of their income from Government benefits;
- require a longer term loan that can be repaid over a number of years;
- are under 18 years of age.

Distribution conditions

An application for a Nimble AnyTime Virtual Mastercard can only be made via the Nimble website, with support provided by employees in Nimble's contact centre where required. Nimble employees can only provide assistance in relation to an application for a Nimble loan if they have received adequate training and they must follow Nimble's applicable policies and processes. The online application assessment process



includes a number of questions that help to determine if the applicant is within the target market for this product. The information provided by the applicant during the application process will be used to determine if we will offer to provide a loan to the customer and, if so, for what amount and loan term. The customer should always answer these questions accurately and check with Nimble if they are not sure what a question means.

These conditions make it likely that Nimble AnyTime Virtual Mastercards will only be offered to customers within the target market for this product because Nimble's employees have knowledge of the product terms and conditions and Nimble's processes are designed to identify instances where a product is not suitable for the applicant.

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Target Market Determination for Nimble Large Personal Loans

About this document

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Who this product is designed for

The Nimble Large Personal Loan has been designed for customers who:

- require a loan for an amount between \$5,000 and \$25,000 for a specified purpose;
- are seeking a loan that is repayable over a fixed term of between 6 months and 4 years, with the scheduled term to be agreed in the credit contract;
- do not want a revolving or continuing line of credit or a long term credit contract;
- are employed;
- require the loan proceeds to be promptly disbursed to their nominated bank account;
- are willing to apply online and provide Nimble with access to their bank transaction history and credit history to help us assess their application.

Who this product is not suitable for

This product is not suitable for customers who:

- require a loan for an amount less than \$5,000 or more than \$25,000;
- are seeking an ongoing credit limit that may be drawn down as required from time to time;
- are unlikely to be able to meet their payment obligations under the loan either at all or only with substantial hardship;
- are unemployed or receive more than 50% of their income from Government benefits;
- do not want to pay the establishment fee or other fees and charges arising under the credit contract;
- are under 18 years of age.

Distribution conditions

An application for a Nimble Large Personal Loan can only be made via the Nimble website, with support provided by employees in Nimble's contact centre where required. Nimble employees can only provide assistance in relation to an application for a Nimble medium loan if they have received adequate training and



they must follow Nimble's applicable policies and processes. The online application assessment process includes a number of questions that help to determine if the applicant is within the target market for this product. The information provided by the applicant during the application process will be used to determine if we will offer to provide a loan to the customer and, if so, for what amount and loan term. The customer should always answer these questions accurately and check with Nimble if they are not sure what a question means.

These conditions make it likely that Large Personal Loans will only be offered to customers within the target market for this product because Nimble's employees have knowledge of the product terms and conditions and Nimble's processes are designed to identify instances where a product is not suitable for the applicant.

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- we identify that there has been a significant dealing in the product that is not consistent with the TMD.

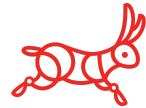
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Target Market Determination for Nimble Auto Loans

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Who this product is designed for

The Nimble Auto Loan has been designed for customers who:

- require a secured loan for an amount between \$5,000 and \$50,000 for the specific purpose of purchasing a passenger vehicle;
- are seeking to purchase a vehicle that has travelled less than 200,000km, with no encumbrances;
- are seeking a loan that is repayable over a fixed term of between 6 months and 8 years, with the scheduled term to be agreed in the credit contract;
- do not want a revolving or continuing line of credit or a long term credit contract;
- are employed;
- require the loan proceeds to be promptly disbursed to the nominated bank account of the seller;
- are willing to apply online and provide Nimble with access to their bank transaction history and credit history to help us assess their application.

Who this product is not suitable for

This product is not suitable for customers who:

- require a loan for an amount less than \$5,000 or more than \$50,000;
- require a loan on an unsecured basis;
- are seeking to purchase a vehicle that has travelled more than 200,000km, or is encumbered;
- are seeking an ongoing credit limit that may be drawn down as required from time to time;
- are unlikely to be able to meet their payment obligations under the loan either at all or only with substantial hardship;
- are unemployed or receive more than 50% of their income from Government benefits;
- do not want to pay the establishment fee or other fees and charges arising under the credit contract;
- are under 18 years of age.



Distribution conditions

An application for a Nimble Auto Loan can only be made via the Nimble website, with support provided by employees in Nimble's contact centre where required. Nimble employees can only provide assistance in relation to an application for a Nimble medium loan if they have received adequate training and they must follow Nimble's applicable policies and processes. The online application assessment process includes a number of questions that help to determine if the applicant is within the target market for this product. The information provided by the applicant during the application process will be used to determine if we will offer to provide a loan to the customer and, if so, for what amount and loan term. The customer should always answer these questions accurately and check with Nimble if they are not sure what a question means.

These conditions make it likely that Auto Loans will only be offered to customers within the target market for this product because Nimble's employees have knowledge of the product terms and conditions and Nimble's processes are designed to identify instances where a product is not suitable for the applicant.

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