

ANZ BUSINESS LOAN FOR PERSONAL INVESTMENT

TARGET MARKET DETERMINATION

PURPOSE OF THIS DOCUMENT

This target market determination is made by ANZ under section 994B of the *Corporations Act 2001* (Cth). Its purpose is to describe who this product has been designed for, conditions under which the product must be distributed and how this document will be monitored for ongoing appropriateness.

TARGET MARKET

ANZ Business Loan for Personal Investment has been designed for customers who:	Key attributes of ANZ Business Loan for Personal Investment that make the product appropriate for the target market:
<ul style="list-style-type: none">• Are an individual customer who is over 18;	<ul style="list-style-type: none">• Eligibility: Only available to borrowers who are individuals over the age of 18.
<ul style="list-style-type: none">• Are seeking a term loan for investment purposes;	<ul style="list-style-type: none">• Term: Term loan of at least 1 year and up to 30 years in duration.• Investment purpose: The loan must be for an investment purpose. Business purposes and residential property investment are not permitted investment purposes for ANZ Business Loan for Personal Investment.
<ul style="list-style-type: none">• Can provide commercial property or other acceptable collateral to secure the loan;	<ul style="list-style-type: none">• Security: Customers must be able to provide commercial property to secure the loan. Other forms of security may be approved by ANZ.
<ul style="list-style-type: none">• Want the option of choosing flexibility of variable rates or certainty of fixed rates; and	<ul style="list-style-type: none">• Interest: Customers may choose fixed or variable rate options.
<ul style="list-style-type: none">• Can satisfactorily demonstrate that they are able to afford to repay the loan.	<ul style="list-style-type: none">• Affordability: Customers are required to follow ANZ's affordability and suitability checking processes.

DISTRIBUTION CONDITIONS

ANZ applies the following conditions and restrictions to the distribution of ANZ Business Loan for Personal Investment so that the product is likely to be provided to customers in the target market.

	Condition	Why do we do this?
Channel	<p>ANZ Business Loan for Personal Investment can only be provided to customers through the following channels:</p> <ul style="list-style-type: none"> • ANZ Commercial; • ANZ National Business Centre; and • ANZ Private. <p>ANZ Business Loan for Personal Investment cannot be distributed by third parties. Brokers may refer customers to ANZ, however only authorised ANZ staff may decide to issue the product to a customer.</p>	<p>So that ANZ only considers providing ANZ Business Loan for Personal Investment if the customer's application is received through channels that are subject to appropriate conditions, controls and/or monitoring by ANZ.</p>
Training & Accreditation	<p>ANZ Business Loan for Personal Investment can only be provided to customers by ANZ directly or through the following persons:</p> <ul style="list-style-type: none"> • Authorised ANZ staff who are accredited and trained. 	<p>So that:</p> <ul style="list-style-type: none"> • checks are conducted on matters like qualifications and past conduct for ANZ staff involved in the distribution of ANZ products; and • ANZ staff responsible for providing products understand the distribution process they are required to comply with when distributing ANZ products, as well as the legislative framework relevant to their activities.
Process	<p>ANZ Business Loan for Personal Investment can only be provided to customers by following ANZ's affordability and suitability checking processes. These processes are subject to ANZ's requirements to comply with the Banking Code of Practice "diligent and prudent banker" obligations to assess whether the customer can repay by considering the appropriate circumstances reasonably known to the bank about the customer's financial position or account conduct.</p>	<p>So that enquiries are made into a customer's needs and objectives and information is obtained which evidences a customer's ability to repay the loan.</p> <p>ANZ's affordability and suitability checking process includes measures to:</p> <ul style="list-style-type: none"> • collect financial information from customers that ANZ considers relevant; • analyse that information and assess whether the loan meets the "diligent and prudent banker" standard; and • make enquiries with customers about what they will use the loan for and what loan features they require so that the product is likely to be consistent with their needs and objectives.

REVIEW THE TARGET MARKET DETERMINATION (TMD)

ANZ will review the TMD periodically to ensure it remains appropriate.

Periodic Reviews of the TMD	Timing
<ul style="list-style-type: none">Initial review	<ul style="list-style-type: none">No later than 18 months from the date the TMD is made.
<ul style="list-style-type: none">Subsequent ongoing review	<ul style="list-style-type: none">No later than 18 months from the date of the previous review.

Review Triggers

In addition, ANZ will review this document earlier if one or more of the following occurs, where they reasonably suggest that the TMD is no longer appropriate:

- There is a material change to the product or its distribution.
- There is a change in law or its application, a change in relevant industry code, an AFCA determination, a court decision, or ASIC or other regulatory guidance that materially affects the product.
- There is a significant increase beyond expected levels in complaints or disputes, or a significant change in the nature of complaints or disputes relating to the product.
- ANZ has information about the way in which the product is being distributed, operating or being used by customers that reasonably suggests the TMD is no longer appropriate.
- Any other event occurs or information is received (for example, significant dealings in the product that are not consistent with the TMD) that reasonably suggests the TMD is no longer appropriate.

REPORTING

Regulated persons must provide the following information to ANZ:

Category	Description	Reporting period	Reporting timeframe
Complaints	<ul style="list-style-type: none">Whether any complaints relating to the product were received during the reporting period; andIf so:<ul style="list-style-type: none">the number of complaints received during the reporting period; andthe substance of those complaints and any general feedback relating to the product or its performance.	Every calendar quarter.	As soon as practicable and in any case within 10 business days of the relevant reporting period.

IMPORTANT INFORMATION

This target market determination is not a recommendation, opinion or advice that any person acquire the product or is within the target market for the product. It does not summarise the terms or risks of the product and is not an offer of, or invitation to apply for, the product to any person in Australia or elsewhere. It does not set out all obligations of regulated persons in relation to the product or this target market determination. Go to <https://www.anz.com.au/support/rates-fees-terms/target-market-determinations> for more information about target market determinations. Contact ANZ for information about the product.