



TARGET MARKET DETERMINATION

For the Consumer Loan and the Consumer Loan with Guaranteed Future Value

1. ABOUT THIS DOCUMENT

This target market determination (**TMD**) is made by Hyundai Capital Australia Pty Ltd (**Hyundai Capital**) (ACN 611 226 316). It seeks to offer consumers, distributors, and staff an understanding of the class of consumers for which the Consumer Loan and the Consumer Loan with Guaranteed Future Value have been designed, having regard to the objectives, financial situation and needs of the target market.

This document is not a summary of the terms and conditions of these products and is not intended to provide financial advice. Consumers should refer to the applicable terms and conditions when making a decision about this product.

Date from which this target market determination is effective: 13 October 2024

2. CLASS OF CONSUMERS THAT FALL WITHIN THIS TARGET MARKET

The information below summarises the overall class of consumers that fall within the target market for the Consumer Loan and the Consumer Loan with Guaranteed Future Value, based on each product's key attributes and the consumer's objectives, financial situation and needs that the product has been designed to meet.

PRODUCT KEY ATTRIBUTES

The below table describes the product variations and the key attributes.

Consumer Loan	Consumer Loan with Guaranteed Future Value (GFV)
Product Description and Key Attributes	
<p>The key product attributes of this Consumer Loan are:</p> <ul style="list-style-type: none">the loan is a credit contract in relation to a vehicle (for example, a car), however some restrictions apply (for example, this product does not include certain vehicles such as a heavy commercial vehicle).a minimum loan amount of \$10,000loan term options between 24 months and 84 monthsan option to include a balloon payment at the end of the term which is subject to the age of the vehicle, length of the term and other eligibility and lending criteria	<p>The key product attributes of this Consumer Loan with GFV are:</p> <ul style="list-style-type: none">the loan is a credit contract in relation to a vehicle, (for example, a car), however some restrictions apply (for example, this product does not include certain vehicles such as a heavy commercial vehicle).a minimum loan amount of \$10,000loan term options between 24 months and 48 monthsa payment at the end of the term which is subject to the age of the vehicle, length of the term and other eligibility and lending criteria



Consumer Loan	Consumer Loan with Guaranteed Future Value (GFV)
<ul style="list-style-type: none"> • a fixed interest rate for the loan term is based on the applicant's risk and/or any interest rate campaign offers that may be available from time to time • the consumer takes unencumbered ownership of the financed vehicle at the end of the loan term when all contractual payments are satisfied including any pre-agreed balloon payment • the applicable interest rate is determined by factors such as loan term, whether a balloon payment applies, and other risk factors • interest is calculated daily and debited to the loan account weekly, fortnightly or monthly, in line with the chosen repayment frequency • monthly, fortnightly or weekly repayment frequencies are available • applicable fees and charges include an establishment fee, an introducer fee and ongoing administrator fees. Other event-based fees and charges may be payable. 	<ul style="list-style-type: none"> • a fixed interest rate for the loan term is based on the applicant's risk and/or any interest rate campaign offers that may be available from time to time • the consumer takes unencumbered ownership of the financed vehicle at the end of the loan term when all contractual payments are satisfied including any pre- agreed payment, or returns the vehicle to Hyundai Capital for the GFV (subject to certain conditions being met such as a maximum kilometre threshold and vehicle condition) • the applicable interest rate is determined based on factors such as loan term, the end of term payment and other risk factors • interest is calculated daily and debited to the loan account weekly, fortnightly or monthly, in line with the chosen repayment frequency • monthly, fortnightly or weekly repayment frequencies are available • applicable fees and charges include an establishment fee, an introducer fee and ongoing administrator fees. Other event-based fees and charges may be payable.

LIKELY OBJECTIVES, FINANCIAL SITUATION AND NEEDS

The below table summarises the type of consumer that falls within the target market for each product variation and the likely needs, objectives and financial situation that the product has been designed to meet.

Consumer Loan	Consumer Loan with Guaranteed Future Value ('GFV')
Class of Consumer	
<p>This product has been designed for consumers that are at least 18 years of age, meet Hyundai Capital's eligibility and lending criteria, and would like finance to purchase a vehicle predominantly for personal or domestic use.</p>	



Consumer Loan	Consumer Loan with Guaranteed Future Value ('GFV')
Needs and Objectives	
<p>The Consumer Loan product has been designed for consumers who:</p> <ul style="list-style-type: none"> • require funds to purchase a new, demonstrator or used vehicle including on road costs, any accessories, options and/or eligible insurance, extended warranty and vehicle repair products, repaid across a specified term • want to purchase the vehicle predominantly for personal or domestic use • can service the principal balance of the loan and the interest as it accrues, inclusive of associated fees and charges • may want to provide a deposit amount • want the certainty of a fixed interest rate and repayments over the loan term • want to own the vehicle outright at the end of the loan term, subject to the discharge of Hyundai Capital's security interest 	<p>The Consumer Loan product with GFV has been designed for consumers who:</p> <ul style="list-style-type: none"> • require funds to purchase a new or demonstrator eligible vehicle including on road costs, accessories, options and/or eligible insurance, extended warranty and vehicle repair products, repaid across a specified term • want to purchase the vehicle predominantly for personal or domestic use • can service the principal balance of the loan and the interest as it accrues, inclusive of associated fees and charges • may want to provide a deposit amount • want the certainty of a fixed interest rate and repayments over the loan term • want access to a GFV for their vehicle at loan maturity (subject to relevant terms and conditions) • want flexible end of loan term options including the ability to return the vehicle to Hyundai Capital for the GFV (subject to relevant GFV terms and conditions)
Financial Situation	
<p>Consumers that can demonstrate capacity to make the required repayments of principal and interest amounts over the contracted loan term and, and, where a pre-agreed balloon is selected, are able to pay any residual value amount (or pre-agreed balloon) at the end of the loan term.</p>	

The following alternative repayment options for the Consumer Loan and the Consumer Loan with Guaranteed Future Value are designed for consumers in the target market who have the characteristics described below:

- **repayments with no balloon (fully amortising):** consumers who want to repay all of the principal balance during the loan term.
- **repayments with a final balloon:** consumers who want to defer repayment of a portion of the principal balance by instead paying a lump sum at the end of the loan term.
- **repayments with a Guaranteed Future Value:** consumers who want to be able to return the vehicle with nothing additional to pay subject to meeting all relevant Terms and Conditions.



EXCLUDED CLASS OF CONSUMERS

Consumers with any of the characteristics listed below are not in the target market for the Consumer Loan or the Consumer Loan with Guaranteed Future Value:

- under 18 years of age
- undischarged bankrupts
- hold a visa that is not an acceptable type
- have an income that is unpredictable or inconsistent
- intend to use the financed vehicle for predominantly business purposes (including ride share)
- want a variable interest rate finance option to purchase a vehicle
- want to make extra or additional repayments without incurring fees or charges

CONSISTENCY BETWEEN TARGET MARKET AND THE PRODUCT

The Consumer Loan or the Consumer Loan with Guaranteed Future Value 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.

3. HOW THIS PRODUCT IS TO BE DISTRIBUTED

DISTRIBUTION CHANNELS

These products are designed to be distributed through the following means:

Accredited dealerships / business managers	Through our accredited dealerships / business managers who are authorised to distribute the Consumer Loan and/or the Consumer Loan with Guaranteed Future Value.
Online channel	Direct to consumer via the website.

DISTRIBUTION CONDITIONS AND RESTRICTIONS

These products should only be distributed under the following circumstances:

- For the accredited dealership / business manager channel:
 - Dealerships / business managers must be accredited and authorised to distribute one or both
 - Employees of dealerships must be accredited and trained by Hyundai Capital in order to carry out all their functions, including to distribute the Consumer Loan and the Consumer Loan with GFV product in accordance with the distribution conditions having regard to the target market of the product.
- All financial advertising and promotional material must either be approved by Hyundai Capital prior to issue to market, or in line with Hyundai Capital's guidelines.
- The consumer must meet the eligibility criteria for either one of the products.



- The consumer must meet Hyundai Capital's identification requirements, lending criteria and credit/suitability assessment for the product.

ADEQUACY OF DISTRIBUTION CONDITIONS AND RESTRICTIONS

We have assessed that the distribution conditions and restrictions will make it likely that consumers who acquire the Consumer Loan and the Consumer Loan are in the class of consumers for which it has been designed. This is because the distribution conditions and restrictions are likely to ensure that only consumers in the target market will be offered the product, apply for the product, and be approved for the product. 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.

4. REVIEWING THIS TARGET MARKET DETERMINATION

We will review this target market determination in accordance with the below:

Initial Review	Within 12 months of the effective date of this TMD.
Periodic review	At least every two (2) years from the initial review
Review triggers or events	<p>Any event or circumstance arises that would suggest the TMD is no longer appropriate. This may include (but not limited to):</p> <ul style="list-style-type: none">• A material change to the design or distribution of the Consumer Loan (with or without GFV), including related documentation• the occurrence of a significant dealing to customers who are outside the target market• distribution conditions found to be inadequate, including, but not limited to, sales practices, ongoing monitoring, training, and marketing/promotional channels• external events such as adverse media coverage or regulatory attention• as measured through internal metrics, significant changes in metrics, including, but not limited to, complaints, cancellations, defaults on repayments, late repayments, unusual patterns or clusters of agreed hardship arrangements• a material change in the proportion of excluded consumers acquiring the product

5. DISTRIBUTION INFORMATION

We may collect the following information from our distributors in relation to this TMD:

Complaints	Accredited dealer distributors will report all complaints in relation to the products covered by this TMD on a six-monthly basis from the effective date of this TMD, within 10 business days of the end of each period.
Significant dealings	Accredited dealer distributors will report if they become aware of a significant dealing in relation to this TMD as soon as practical, and in any case within 10 business days.