

## TARGET MARKET DETERMINATION



**Issuer** Firstrata Lending Services Pty Ltd ABN 50 684 123 582  
and

**Distributor** Firstrata Finance Pty Ltd ABN 19 682 756 190

Australian Credit Licence Number 567003

together trading as Firstrata Finance (and including the terms “our” or “us”)

**Effective date: 13 October 2025**

## HYBRID STRATA LOAN

<b>Target Market Objectives, Financial Situation and Needs</b>	<p>This product is suitable for strata schemes (whether constituted as owners corporations, bodies corporate or otherwise) wanting a variable interest loan of between \$1,000,000 and \$10 million over a term between two and fifteen years and without providing security.</p> <p>The product may incorporate the following features:</p> <ul style="list-style-type: none"><li>• the ability to repay the loan early;</li><li>• progressive draw period of up to two years, during which payments are interest-only;</li><li>• principal and interest repayments after any progressive draw period; and</li><li>• the ability to be used in tandem with other loans taken out by the strata scheme customer, including loans from the strata scheme’s lot owners.</li></ul> <p>Typical loan purposes include, but are not limited to:</p> <ul style="list-style-type: none"><li>• Flammable cladding replacement</li><li>• Refurbishment of common areas</li><li>• Replacement of lifts</li><li>• Repair of balconies including water ingress.</li></ul> <p>This product comprises:</p> <ol style="list-style-type: none"><li>1. our Standard Strata Loan (see separate Target Market Determination (<b>TMD</b>)), in conjunction with</li><li>2. one or more loans from lot owners in the strata scheme (Self-Funding Owners / SFOs) to the strata scheme.</li></ol> <p>Loans provided by SFOs to the strata scheme are made on similar terms to the Firstrata Standard Loan option and are subject to confirmation from each SFO that it is not wholly or partly in the business of providing credit.</p> <p><b>Customers</b></p> <p>The Hybrid Loan option is likely to be consistent with meeting the objectives of the customers by reason of the customer’s ability to fund building works in circumstances where some lot owners can fund their portion of the work up front, whilst others need to pay smaller levies over time.</p>
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This TMD has been prepared by Firstrata Finance Pty Ltd ABN 19 682 756 190 Australian Credit Licence Number 567003 and Firstrata Lending Services Pty Ltd ABN 50 684 123 582, together trading as Firstrata Finance. This TMD is made under section 994B of the Corporations Act 2001 (Cth). Its purpose is to describe the class of customers our products have been designed for, how we permit our products to be distributed and how we ensure that our target markets remain relevant to our products. This TMD is not a recommendation, does not offer any advice and does not form part of our terms and conditions. Please review the terms and conditions before taking up any product offered by Firstrata Finance.

<b>Distribution Conditions</b>	This product is distributed via direct sales and approval by us on a case-by-case basis.
<b>Review Triggers</b>	<p>We will review this TMD where any of the following circumstances arise which reasonably indicate that this TMD is no longer appropriate:</p> <ul style="list-style-type: none"> <li>• a material change to the product, the terms or its distribution;</li> <li>• a change in law, regulation, code or regulatory guidance that materially affects the product;</li> <li>• a significant increase in the frequency or gravity of complaints or incidents involving the product;</li> <li>• a significant number of customers outside the target market acquire the product; or</li> <li>• any other fact or matter arises that reasonably indicates that this TMD may no longer be appropriate.</li> </ul>
<b>Review Period</b>	Periodic reviews of this TMD will be undertaken at least every 12 months from the date of this TMD. Reviews will be completed within 10 business days of the specified periodic review date or identification of a trigger event.
<b>Distributor Reporting Requirements</b>	Not applicable. We are the issuer and sole distributor.

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