

**Issuer:** Revolut Payments Australia Pty Ltd (Revolut Australia) (ABN 21 634 823 180 AFSL 517589)

**Product:** Revolut Unsecured Personal Loan

**Effective Date:** 01 / 12 / 2022

This Target Market Determination (TMD) seeks to offer an understanding of the class of customers for which this product has been designed, the distribution conditions, and how it is reviewed and monitored for ongoing appropriateness.

## Product Description

A digital, low-fee unsecured personal loan with a tailored interest rate based on your individual financial situation, which may be used for personal purposes such as (but not limited to) home improvements, holidays, vehicles, weddings and debt consolidation.

Revolut's unsecured personal loan also offers the flexibility of making additional repayments at no additional cost to assist customers who wish to get ahead on their repayments or pay off their loan early, and the ability for customers to select their own repayment date.

## Key Eligibility Criteria

Key eligibility criteria include (but are not limited to):

- Must be an individual
- Must be 18 years of age or older
- Must have an Australian address

## Target Market and Product Attributes

Customer Objectives and Needs	Product Attributes
Requires an unsecured loan for personal purposes for a fixed term	<ul style="list-style-type: none"><li>• No security required</li><li>• Required loan amount and term is confirmed during the application process</li><li>• Not available for the following purposes:<ol style="list-style-type: none"><li>1. Ongoing living expenses</li><li>2. Investment purposes or running a business</li></ol></li></ul>

<b>Customer Objectives and Needs</b>	<b>Product Attributes</b>
Requires a fixed interest rate and regular repayment amounts	<ul style="list-style-type: none"> <li>Interest rate and repayments are fixed (unless additional repayments are made)</li> </ul>
Requires ability to make additional repayments	<ul style="list-style-type: none"> <li>Additional repayments can be made at no additional cost</li> </ul>
Has a preference to access their account through digital channels	<ul style="list-style-type: none"> <li>Accounts can only be accessed through the Revolut app or web app</li> </ul>

<b>Customer Financial Situation</b>	<b>Product Attributes</b>
Has the ability to meet Revolut's credit assessment criteria including being able to afford the required repayments without substantial hardship	<ul style="list-style-type: none"> <li>The financial situation of the customer is considered in the application for every loan.</li> </ul>
Requires no establishment or periodic account keeping fees	<ul style="list-style-type: none"> <li>No establishment fees or ongoing account keeping fees apply</li> </ul>

## Distribution Conditions

Revolut Australia applies the following conditions on the distribution of the product so that it is likely to be provided to customers in the target market:

<b>Condition</b>	<b>Reason for Condition</b>
<p>The product can only be distributed by Revolut Australia following completion of an online application through either of the following channels:</p> <ul style="list-style-type: none"> <li>The Revolut Website</li> <li>The Revolut Personal App</li> </ul>	<p>Revolut Australia's digital distribution model aligns to the target market's preference to use digital channels.</p>
<p>All applications must capture the standard set of information required to complete a credit assessment, including mandatory verification activities.</p>	<p>The information capture and verification process for all applications enables Revolut Australia to understand the customer's needs, objectives and financial situation and assess that the loan is not unsuitable.</p>

Condition	Reason for Condition
A variety of marketing and promotional channels may be used, including digital and physical advertisements, social media, in-person advertising, and comparison websites, subject to Revolut Australia's internal approval process.	Although these channels may be used to provide information about the product, applications must be completed through the approved digital channels to ensure customers are always provided with a consistent set of information about the product and the plans available to them.

## When will the TMD be reviewed?

This TMD will be reviewed on a minimum two year basis unless a particular event or circumstance occurs that might materially change the information contained in this TMD or suggest that it is no longer appropriate.

Periodic Review	Review triggers
The TMD will be reviewed at least every two years.	<p>A review of the TMD will be undertaken in the following circumstances, where relevant and applicable to the TMD:</p> <ul style="list-style-type: none"> <li>• Introduction of new products or features.</li> <li>• Changes to the existing features or products (including fee changes).</li> <li>• Changes to the distribution method.</li> <li>• External events such as regulatory change, adverse media coverage.</li> <li>• Reporting and monitoring identifies a need for review.</li> </ul>

## Reporting and Monitoring

As issuer and distributor of the product, Revolut will collect and analyse the following information to ensure the TMD remains consistent with how the product performs in the market:

### Product performance data

Loan approval rates, termination rates for early term loans, or default rates for early term loans.

### Customer feedback and Complaints

Customer feedback on product experience, including the volume and category of complaints received.

**Feedback from other sources**

Feedback from other sources including regulators and other entities within the Revolut Group.

**Significant dealings**

Revolut becomes aware of a significant dealing of the product that is not consistent with the target market as described in this TMD.

The information in this TMD is not financial advice and does not take into account your individual objectives, financial situation or needs. Before acting on the information in this document, you should consider the product's appropriateness having regard to your personal circumstances.