



RIVWEST FINANCE
LIMITED

Target Market Determination

Consumer Mortgage Loan

Short-term, secured by mortgage over real property

Consumer Mortgage Loan Target Market Determination

Product: Consumer Mortgage Loan (short-term, secured by a registered mortgage over real property)

Issuer: Rivwest Finance Limited ABN 85 073 358 666, Australian Credit Licence No. 386803

Version: 1.0

Date of this TMD: 9 June 2026

Date of first review: 9 June 2027

Review period: At least once every 12 months

About this Target Market Determination

This Target Market Determination (TMD) is made by Rivwest Finance Limited under section 994B of the Corporations Act 2001 (Cth). It applies to the consumer credit contract secured by a mortgage over real property. It describes the class of retail clients for whom this product, including its key attributes, is likely to be consistent with their likely objectives, financial situation and needs. It also sets out the conditions on how the product is distributed, the events that would trigger a review of this TMD, and the information distributors must report to Rivwest.

This document is not financial advice and is not a recommendation that you acquire the product. It does not take into account your individual objectives, financial situation or needs, and it is not a summary of the product's terms and conditions. Before applying, you should read the product's terms and conditions and any other disclosure material, and consider whether the product is right for you.

Target market

This product is designed for retail clients who:

- are aged 18 years or over and meet Rivwest's credit assessment criteria for the product
- are a permanent resident of Australia or hold a relevant work visa
- have a genuine short-term property finance need, generally for a term of up to 2 years, for personal, domestic or household purposes, such as bridging finance to purchase a property before an existing property is sold, or another acceptable short-term purpose

- are seeking a loan secured by a first registered mortgage over acceptable real property
- can demonstrate a credible exit strategy, acceptable to Rivwest, to repay the loan in full by the end of its term, being the sale of a property in the case of a bridging loan, or another acceptable exit plan such as refinancing or expected incoming funds
- can meet Rivwest's credit assessment, demonstrating the capacity to repay the loan without substantial hardship, whether through the assessed exit strategy or, where applicable, from income
- understand that this is a specialist, higher-cost, short-term product and are seeking the speed and flexibility it offers rather than the lowest long-term cost
- want a repayment structure of principal and interest, interest only, or capitalised interest

Description of the product, including key attributes

This is a short-term consumer mortgage loan secured by a first registered mortgage over real property. Its key attributes are:

- Secured by a first registered mortgage over acceptable real property, which may include residential property, commercial property or vacant land
- A short-term loan, generally for a term of up to 2 years
- A choice of repayment structures: principal and interest, interest only, or capitalised interest (where interest is added to the loan balance and no repayments are required during the term)
- Where interest is capitalised, an interest amount sufficient to cover the term is included within the approved loan amount, so that the loan and accrued interest are repaid from the agreed exit strategy
- A fixed interest rate for the term of the loan
- Minimum loan amount of \$50,000. The maximum loan amount is generally up to \$5 million, with larger amounts considered on application, subject to the security provided and the 70% loan-to-value ratio
- A maximum loan-to-value ratio of 70% applies, including any capitalised interest
- A credible exit strategy is required and is assessed by Rivwest before the loan is approved

- Additional repayments are accepted
- No redraw facility and no offset account
- Fees apply, including establishment, valuation, legal and documentation, and early termination fees. This is a higher-cost product than a standard home loan

Why the product is appropriate for the target market

Rivwest has assessed the product, including its key attributes, and considers it is likely to be consistent with the likely objectives, financial situation and needs of the target market.

The product meets the objectives and needs of customers with a genuine short-term property finance need, such as bridging the gap between buying a property and selling an existing one, because it provides funds secured by a mortgage for a short term with a choice of principal and interest, interest only, or capitalised interest repayments. The capitalised interest option suits customers who want to defer repayments until their exit strategy is realised, with the interest budget built into the approved loan. The product suits the financial situation of customers who can provide acceptable security and who can demonstrate, through Rivwest's credit assessment, the capacity to repay the loan without substantial hardship from their assessed exit strategy or income. Because the product is short-term and higher cost, it is designed for customers seeking speed and flexibility for a temporary need, rather than customers seeking long-term finance at the lowest cost. Rivwest assesses every application, including the consumer's exit strategy, before the loan is approved.

Customers for whom the product is likely to be unsuitable

This product is not designed for customers who:

- need long-term finance, for whom a standard home loan would generally be more suitable and lower cost
- do not have a credible exit strategy, acceptable to Rivwest, to repay the loan in full by the end of its term
- would be unable to repay the loan without substantial hardship
- cannot meet Rivwest's credit assessment criteria
- cannot provide a first registered mortgage over acceptable real property
- are borrowing wholly or predominantly for business purposes

- are seeking the lowest-cost option or require features such as redraw or an offset account
- require lenders mortgage insurance

Distribution conditions

This product is distributed through the following channels:

- Rivwest Finance Limited directly, in person at the Rivwest office in Dubbo and by telephone and email
- accredited finance brokers, who from time to time refer or arrange applications for the product

The following conditions and restrictions apply to the distribution of this product so that it is likely the customers who acquire it are in the target market:

- the product is only distributed to retail clients who meet the eligibility criteria for the product
- the product is only distributed by appropriately trained and accredited Rivwest staff, or by accredited finance brokers
- a broker may refer or arrange an application for the product only if the broker holds an Australian Credit Licence, or is a credit representative authorised to engage in credit activities, and is accredited by Rivwest under a distribution or referral arrangement
- accredited brokers must have regard to this TMD before referring or arranging the product, and are subject to appropriate training, conditions, controls and monitoring by Rivwest
- Rivwest assesses and decides every application, regardless of the channel through which it is received, including applications introduced by a broker, applying its credit assessment and its exit-strategy assessment in accordance with its responsible lending obligations under the National Consumer Credit Protection Act 2009

Rivwest considers that these conditions are appropriate and make it likely that the product will be distributed to customers in the target market, because Rivwest assesses and decides every application, whether received directly or introduced by a broker, applying an eligibility check, a credit assessment and an exit-strategy assessment before the product is issued.

Review triggers

Rivwest will review this TMD if any of the following events or circumstances occur, where they reasonably suggest the TMD is no longer appropriate:

- a significant dealing in the product to a customer who is outside the target market
- a significant number of complaints about the design or distribution of the product
- a material change to the product or its terms and conditions
- a material change to a distribution condition or channel, or distribution conditions found to be inadequate
- a significant increase in arrears, defaults, financial hardship applications, loans not repaid by the end of their term or term extensions
- a relevant change in law, an industry code, a court or AFCA decision, or ASIC regulatory guidance or action that materially affects the product
- an ASIC product intervention order or stop order, or other regulator action in relation to the product

Rivwest considers whether a review trigger has occurred following each distribution information report.

Review periods

First review: Within 12 months of the date of this TMD (by 9 June 2027)

Periodic reviews: At least once every 12 months from the date of the previous review, or earlier if a review trigger occurs

Distribution information reporting requirements

The following information must be provided to Rivwest Finance Limited by any distributor who engages in retail product distribution conduct in relation to this product:

Type of information	Description	Reporting period
Complaints	Whether any complaints were received about the product during	Annually, within 10 business days after the

Type of information	Description	Reporting period
	the period and, if so, the number of complaints and written details.	end of each 12 month period.
Significant dealing(s)	The date or date range of the significant dealing and a description of the dealing, including why it is not consistent with this TMD.	As soon as practicable, and in any case within 10 business days after becoming aware.

A significant dealing is not defined in the law. In general, it includes the issue of the product to a customer who is outside the target market, or distribution that is otherwise materially inconsistent with this TMD, having regard to the potential for harm to customers. A distributor should weigh the nature and extent of any inconsistency, and the actual or potential harm, in deciding whether a dealing is significant.

Where to find this TMD

This TMD is available free of charge on the Rivwest website at www.rivwest.com. The current version, and any previous version of this TMD, are available free of charge on request by contacting Rivwest.

Important information

This TMD contains general information only. It is not financial advice and does not take into account your individual objectives, financial situation or needs. It is not a recommendation to acquire the product, and it is not an offer or invitation to apply for the product. To the extent permitted by law, no liability is accepted for any loss or damage arising from reliance on this information. Before making any decision about this product, you should read the product's terms and conditions and consider whether the product is appropriate for you.