YAMAHA
FINANCIAL SERVICES

Target Market Determination

Yamaha Motor Finance Australia Pty Ltd
(ABN 29 101 928 670)

About this document

The purpose of this document is to outline the Target Market Determination (TMD) and to describe the general product designs and distribution obligations that are relative to consumer loan products offered by YAMAHA MOTOR FINANCE AUSTRALIA PTY. LTD. that are covered by ASIC's Product Design and Distribution Obligations Bill. All financial services products for commercial loans and leases that are distributed by Yamaha Financial Services are not covered by ASIC and are therefore not a part of this Target Market Determination document (TMD).

It should be noted that this document is not intended to be used to provide financial advice, and that consumers should refer to the Terms and Conditions and any supplementary documents when making a decision about the suitability of the product, to their individual circumstance.

This target market determination document (TMD) seeks to offer consumers, distributors, and staff with an understanding of the class of consumers for which our product has been designed, having regards to the objectives, financial situation and needs of the target market.

1. Credit Licensee

Yamaha Motor Finance Australia Pty Ltd, ABN 29 101 928 670 Credit licence 394 553

2. Date the Target Market Determination is Effective

This Target Market determination is effective from the July 2025.

3. Class of consumers that fall within this target market

Yamaha Financial Services offers a consumer loan product that can be designed to meet the customers' needs, objectives and financial situation whilst taking into consideration the products eligibility criteria. These are outlined below.

3.1 Product description and key eligibility criteria

The information below summarises the overall class of consumers that fall within the target market for Consumer Loan products, based on the product key attributes and the objectives, financial situation and needs that it has been designed to meet.

This Consumer Loan has been designed for customers who need to finance a new or used asset (including various lifestyle assets) and other goods for personal or domestic use and want a fixed interest rate for the term of the loan.

	Consumer Loan Product	Consumer Loan Product with Balloon Option

Product Description and Key Attributes	The key attributes and of this Consumer Loan are:
	• Minimum loan amount of $1,500.00
	• Loan terms of a minimum 24 months through to 84 months
	  ◦ 72 and 84-month terms only available for:
	  ◦ Marine Packages (New & Used) or
	  ◦ Repower Programs (New Only) or
	  ◦ MC/ATV/SSV: Lend must be greater than $10,000 and Assets must be New)
	• Fixed Interest Rate for loan term
	• Loan secured by the asset being purchased
	• Weekly, Fortnightly or Monthly
		The key attributes and of this Consumer Loan with Balloon Option are:
		• Minimum loan amount of $1,500.00
		• Loan terms of a minimum 24 months through to 60 months
		• Fixed Interest Rate for loan term
		• Loan secured by the asset being purchased
		• Weekly, Fortnightly or Monthly Repayments
		• Early repayment of loan subject to payment of relevant fees.
		• Ability to forgo the Balloon payment until the last payment due under the loan.

	Repayments • Early repayment of loan subject to payment of relevant fees.	
Key eligibility Criteria	This product appropriate for	This product is not appropriate for
The type of asset your financing	These products are suitable for customers seeking finance for new or used assets sold by our authorised dealerships, other equipment manufacturers and trade suppliers including: - Motorcycles (off-road and On-road). - Scooters; - E- Bikes - All Terrain vehicles and Side by Side vehicles - Boats including Boat packages - Outboards; - Trailers designed for the purpose of carrying lifestyle assets; - Golf Cars; - Waverunner; - Generators; - Other related products sold in conjunction with any of the assets above such as accessories, bolt on's and authorised apparel. - Ride on Lawn Mowers	The financing of any asset category that is not manufactured by Yamaha such as - Caravan - Motor vehicle - Yellow goods - Personal loans whereby there is no asset security.

How you use the asset	This loan product is suitable if the asset is predominantly used for personal, domestic, or household purposes	This loan product is not suitable if used predominantly for business use.

The condition of the asset	Financing assets that - Are in good repair and condition - That meet the requirements in the state and territory - less than 15 years old at loan maturity for Motorcycles - Less than 30 years old for any Marine asset at loan maturity (exceptions maybe considered). - Less than 5 years at loan maturity for Golf cars.	This product is not eligible for - damaged or salvage assets - statutory write offs or repairable write offs - assets that don't meet the requirements of the state or territory - Assets that do not meet exceed our age requirements
Ability to repay the loan	This product is suitable for applicants that can repay the loan arrangement without being subject to financial hardship after taking into account their financial situation and our credit lending criteria	This product is not suitable for customers that are;- -- current bankrupts - multiple credit defaults - customers unable to repay the loan without financial hardship -visa holders that are not authorised to work in Australia - having foreseeable changes that will affect their ability to repay

Class of Consumers, Needs, objectives and financial situation. The information below summarises the class of consumer for each product variation and the needs, objectives and financial situation that the Consumer Loan (including with balloon option) has been designed to meet.

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Class of Consumers

	Consumer Loan	Consumer Loan Product with Balloon Option
Class of Consumer	This product is designed for a class of consumers that are 18 years or older, are Australian citizens or permanent residents, meet the relevant lending criteria and need finance to purchase a new vehicle for personal or domestic use.	This product is designed for a class of consumers that are 18 years or older, are Australian citizens, have a current working visa or permanent residents, meet the relevant lending criteria and need finance to purchase a new vehicle for personal or domestic use and want to reduce their repayments by making payment of a lump sum at the end of their loan term.

Needs & Objectives	Consumer Loan	Consumer loan with Balloon
Specialist assistance with finance application through our dealer network on in-house sales team	✓	✓
Auto Decisioning process	✓	✓
Electronic platform to execute documents	✓	✓
A fixed interest rate	✓	✓
Ability to repay the loan early*	✓	✓
An upfront application fee	✓	✓
Ability to access and update your loan account online	✓	✓
Payment frequency	Weekly, fortnightly, monthly,	Weekly, fortnightly, monthly,
Ability to change payment frequency as needs change	✓	✓

Repayment type	Direct Debit & BPay	Direct Debit & BPay
Ability to establish an affiliation with the Yamaha Group of Companies	√	√
A loan secured by the asset	√	√
A loan with a nominal monthly account keeping fee	√	√
Ability to have a lump sum payment at the end to reduce repayment (subject to credit criteria)	X	√
Loan Term: 24 to 84 months • 72 and 84-month terms only available for: • Marine Packages (New & Used) or • Repower Programs (New Only) or MC/ATV/SSV: Lend must be greater than $10,000 and Assets must be New)	√	√

3.2 Financial situation

A customer who is able to repay the agreed loan repayment over the term of the loan taking into consideration their current circumstance and any foreseeable changes to their circumstance

Relevant Financial Situation	Consumer Loan	Consumer Loan Balloon
Ability to vary the payment frequency	√	√
Ability to change payment method	√	√
Ability to update account information and payment information online	√	√
Ability to access account information online including statement, payout figures and balances	√	√
Potential to apply for hardship	√	√
Ability to sell the asset without paying out the loan	X	X

Ability to make out of schedule payments to reduce interest	✓	✓
Ability to undertake a loan application without a credit enquiry with Equifax	X	X

4. Consistency between target market and the product

The consumer loan product offered, and its key attributes are likely to be consistent with the needs and objectives of our target market taking into consideration their current financial situation and any foreseeable changes to their circumstance. This has been determined based on an assessment of our current portfolio of customers, our complaints data as well as feedback gathered on our mobile YFS Now App.

An individual's circumstances may vary, and each individual will need to review our product attributes to ensure that it still satisfies their requirements and objectives. Not all customers meeting the target market will be eligible for credit. Credit criteria still apply.

5. How this product is to be distributed

Distribution channels

This product is designed to be distributed through the following means:

- By an authorised dealership that has, or has had, a Franchise Agreement with Yamaha Motor Australia Pty Ltd and who also has a Dealership Agreement with Yamaha Motor Finance Australia.
- By an authorised manufacturer that has a "Other Equipment Manufacturer Agreement" with Yamaha Motor Australia; and
- By a Trade supplier or a retail supplier that has an authorised agreement with Yamaha Motor Finance Australia.
- Directly from Yamaha Motor Finance Staff through channels such as our Direct Sales.
- Direct to consumer online through the Yamaha Motor Finance website

Distribution conditions

This product should only be distributed by us or our authorised distributers under the following circumstances:

- Once the distributor has met Yamaha Motor Finance Australia's training and accreditation requirements (where applicable)
- Where the distributor meets the training, requirements mandated by our annual compliance review
- Where the distributor is not an employee of YMFA the distributer must have had an executed "Dealer Agreement" or "OEM" Agreement with Yamaha Motor Finance Australia Pty Ltd.
- Where the distributer utilises marketing and advertising is obtained from the Dealer Account Management system (DAM) which has been pre-approved by our Legal & Compliance team
- Where any be-spoke marketing and advertising is undertaken by our distribution channels, pre-approval must be obtained from our legal & compliance team

These distribution conditions will make it likely that the customers who acquire our products or services are from the class of customers that fall into our designated target market. These conditions have been identified after analysing our distribution arrangements including agreements, policies, procedures, and training.

6.Reviewing this target market determination

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

Initial review	Within the One Calendar Year of the effective date.
Periodic reviews	At least every 3 years from the initial review, or if there is a major change to the TMD.
Review triggers or events	Any event or circumstances arise that would suggest the TMD is no longer appropriate. This may include (but not limited): • any material changes to the design or distribution of the product, including related documentation. • distribution conditions found to be inadequate. • external events such as adverse media coverage or regulatory attention; and • significant changes in metrics, including, but not limited to, complaints, social/economic conditions

Where a review trigger has occurred, this target market determination will be reviewed within 10 business days.

7. Reporting and monitoring this target market determination

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

Complaints	YMF will monitor all complaints in relation to the product(s) covered by this TMD on an actual, real-time basis i.e., at the time a complaint occurs/or bought to their attention. This will include written details of the complaints. Source of complaint. Origination point of distributer, Resolution for the complaint.
Significant dealings	Distributors will report if they become aware of a significant dealing in relation to this TMD within 10 business days.