Target Market Determination

For the Toyota Finance Toyota Access Consumer Fixed Rate Loan (ABN 48 002 435 181)

1. About this document

This target market determination (TMD) outlines to consumers and distributors the class of consumers for which this product has been designed, having regard to their objectives, financial situation and needs of the target market.

This document is not to be treated as a full summary of the product's terms and conditions and is not intended to provide financial advice. Consumers must refer to the Toyota Finance Consumer Fixed Rate Loan Contract Booklet – Standard Terms and Conditions and any supplementary documents which outline the relevant terms and conditions under the product when making a decision about this product.

Terms and Conditions to which this target market determination applies

This TMD applies to the Toyota Finance Toyota Access Consumer Fixed Rate Loan referred to in the Consumer Fixed Rate Loan Contract Booklet – Standard Terms and Conditions.

Date from which this TMD is effective

November 2026

2. Class of consumers that fall within this target market

This product is designed for a class of consumer who want finance to purchase a vehicle predominately for personal, domestic, or household use (including vehicle accessories, on-road costs and fees that can be financed), and want an interest rate that is fixed for the loan term and a balloon as the final repayment.

Toyota Access Consumer Fixed Rate Loan	
Product description and key attributes	The key attributes of the Toyota Access Fixed Rate Consumer Loan are as follows: • Minimum amount financed is $5,000; • Able to make extra repayments and reduce amount of interest payable, subject to an early termination fee; • Fixed interest rate for the loan term to finance an eligible vehicle; • Loan terms available of 12, 24, 36 and 48 months are available for eligible new or demonstrator vehicles, and 36 and 48 months for eligible used vehicles; • Weekly, fortnightly and monthly repayment options available; • Toyota Finance determines a Guaranteed Future Value (GFV) at the start of the loan; • A balloon final payment is payable at the end of the loan term; • At loan maturity, a consumer can choose to: – retain the vehicle by either paying out or refinancing the balloon final payment (subject to lending criteria); – sell the vehicle and use the proceeds to pay the balloon final payment; or – return the vehicle to Toyota Finance for the GFV (subject to fair wear and tear conditions and agreed kilometres being met) which will be applied against the balloon final payment. A **GFV** is the minimum value of the vehicle at the end of the loan term, as determined by Toyota Finance. The GFV is calculated using the loan term and kilometres chosen by the consumer. If the consumer decides to return the vehicle to Toyota Finance at the end of the loan term, Toyota Finance will pay the consumer the GFV by applying the GFV against the balloon final payment (as long as fair wear and tear conditions, agreed kilometres and the terms and conditions of the loan have been met). A **balloon final payment** is a final payment in the form of a lump sum. The balloon final payment is equal to the GFV at the start of the loan and may change over the loan term if repayments are not made in accordance with the repayment schedule.

Likely objectives, financial situation, and needs

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

Toyota Access Consumer Fixed Rate Loan	
Class of Consumer	This product has been designed for consumers that are at least 18 years of age, meet Toyota Finance's eligibility and lending criteria, want finance to purchase a vehicle predominately for personal, domestic, or household use, and want a GFV on an eligible vehicle.
Objectives, Financial Situation; and Needs	This product has been designed for consumers who: • Want an interest rate that is fixed with a predetermined payment structure across the term of the loan; • Want to own the vehicle from the beginning of the loan; • Want a loan that is secured against a vehicle; • Want the certainty of a Guaranteed Future Value at loan maturity; • Want flexible loan maturity options that include: – retaining ownership of the vehicle by paying out or refinancing the outstanding loan balance (subject to lending criteria); – selling the vehicle and using the sales proceeds to repay the outstanding loan balance; or – the ability to return the vehicle to Toyota Finance and apply the GFV (subject to fair wear and tear conditions, agreed kilometres and loan terms and conditions being met), against the balloon final payment; • Want to prioritise lower regular repayments over building equity in the vehicle, compared to a loan over the same term without a balloon final payment, by deferring repayment of a portion of the amount financed to the end of the loan term. • Can pay the scheduled repayments, comprising principal payments, interest as it accrues, and the fees and charges associated with the purchase and financing of a vehicle; and • Want a loan with a balloon final payment. A **balloon final payment** will reduce repayments for the loan term but accrue higher interest than compared with a loan term of the same length with no balloon final payment.

Excluded class of consumers

This product has not been designed for consumers who:

- Want a loan for which the main purpose is not to purchase a vehicle predominantly for personal, domestic or household use;
- Do not want a loan that includes a balloon final payment;
- Are temporary visa holders;
- Want a redraw facility; or
- Want a variable interest rate.

Consistency between target market and the product

This product is likely to be consistent with the likely objectives, needs and financial situation of the class of consumers in the target market. This is based on an analysis of the key terms, features and attributes of the product and a finding that these are consistent with the identified class of consumers.

3. How this product is to be distributed

Distribution channels

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

- By our accredited Motor Vehicle Dealer network acting as agents for Toyota Finance under Toyota Finance's Australian Credit Licence; and
- Directly by Toyota Finance through the Toyota Finance National Direct Centre, either over the phone or via email.

Distribution conditions

This product may only be distributed where the following conditions are satisfied:

- The consumer meets Toyota Finance's eligibility and lending criteria, including being assessed by Toyota Finance as having the capacity to meet the proposed loan repayments.
- The consumer has been provided with the required disclosure documents, including the Terms and Conditions and Credit Guide.
- Key product conditions have been explained to the consumer, and the product and loan structure align with the consumer's requirements and objectives and the consumer is likely to be able to comply with the financial obligations under the contract without substantial hardship.
- The consumer understands and acknowledges the key features of the product and loan, including the interest rate, fees, loan term and repayment structure (including the balloon final payment).
- The balloon final payment has been explained to the consumer, and the consumer has indicated how they intend to meet that obligation.

Persons who distribute this product must:

- Be accredited by Toyota Finance and be an employee of a dealership acting as an agent of Toyota Finance, or be an employee of Toyota Finance.
- Report any complaints received about this product or the finance sales process to Toyota Finance as soon as practicable.
- Be adequately trained and deemed competent by Toyota Finance to offer the product described in this TMD, including to explain the key product features and restrictions.
- Be subject to Toyota Finance's monitoring and supervision arrangements, including requirements to complete any continuing professional development training as directed by Toyota Finance.

Adequacy of distribution conditions and restrictions

Toyota Finance have determined that the distribution conditions and restrictions will make it likely that the consumers who purchase the product are in the class of consumers for which it has been designed. Toyota Finance consider that the distribution conditions and restrictions are appropriate and will assist distribution in being directed towards the target market for whom the product has been designed.

4. Reviewing this TMD

We will review this TMD in accordance with the below:

Initial review	Within 12 months of the original effective date.
Periodic reviews	At least every year from the last review to ensure it remains appropriate.
Review triggers or events	Any event or circumstances arise that would suggest the TMD is no longer appropriate. This may include (but is not limited to): • A material change to the design or distribution of the product, including related product documentation and acceptance/lending criteria; • The occurrence of a significant dealing; • Distribution conditions found to be inadequate through identifying significant changes in metrics including, but not limited to, material adverse trends in internal delinquency data, cancellations, hardship applications, late repayments and/or complaints; • Identified systemic issues in the product or across the product lifecycle; • Regulatory or legal developments that indicate the target market, product design or distribution conditions described in this TMD is no longer appropriate; or • Relevant feedback, information or notification received from a distributor, regulatory body such as ASIC or APRA, or other interested parties.

This TMD will be reviewed within 10 business days of the occurrence of any review trigger.

5. Distribution Information

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

Complaints	Distributors will refer all complaints in relation to the product covered by this TMD to Toyota Finance as and when a complaint arises or the distributor becomes made aware of a complaint.
Significant dealings	Distributors will report if they become aware of a significant dealing in relation to this TMD as soon as practicable but not more than 10 business days after.
System Controls	Toyota Finance will review and assess the adequacy of distribution conditions and restrictions to ensure alignment with the TMD and that they are working effectively
Transaction Data	Toyota Finance will review transaction data relevant to the TMD on a monthly basis and report any significant dealing in relation to this TMD.
Sales Practice Monitoring	Toyota Finance will review the results of the bi-annual Compliance Competency Assessment and report any significant dealing in relation to this TMD.