



HOME BUYER

# Target Market Determination

For Shariah - Fixed Payment Products  
Bai'Mu'Ajjal and Istisna Shariah  
Compliant Products

Baytulmaal Finances Limited  
ABN 16 122 787 311 AFSL/ACL 355 094

*Home* for  
Islamic Investment



# Salam!

## Introduction

This Target Market Determination (**TMD**) which is required by Australian law is to make sure that our customers objectives and needs are considered when designing and distributing our credit products. This TMD describes the type of customers that our product is target at (**the Target Market**) and any conditions around how we allow the product to be distributed to our customers (Distributions Conditions). We have also included the events or circumstances that will cause us to review this TMD and ensure that it is still appropriate for our product (**Review Trigger**).

**IMPORTANT:** This TMD is general in nature and should not be construed as or used to substitute for professional financial or legal advice. It is important to understand that this TMD does not consider the specific objectives, financial situation, or needs of any customer on an individual level. If you are considering acquiring the product(s) referred to in this TMD, to ensure that these product(s) align with your unique personal and financial circumstances, we strongly recommend that you carefully review the product(s) relevant terms and conditions and credit guide and seek independent financial or legal advice before making any decision.

This TMD has been prepared by Baytulmaal Finances Limited ABN 16 122 787 311 AFSL/ACL 355094 as required by section 994B of the Corporations Act 2001 (Cth) and in accordance with ASIC Regulatory Guide 274 (Product Design and Distribution Obligations).

This TMD is available to the public free of charge either directly downloaded at [www.baytulmaal.com.au](http://www.baytulmaal.com.au) or by requesting a copy of the TMD by email at [info@baytulmaal.com.au](mailto:info@baytulmaal.com.au)

<b>Products</b>	<b>Shariah Fixed Payments Products Bai' Mu'ajjal and Istisna Contracts (for Australian residents only)</b>
<b>Product Manager</b>	Baytulmaal Finances Limited (Baytulmaal) ABN 16 122 787 311, Australian Financial Services Licence and Australian Credit Licence 355094
<b>Issuer &amp; Financier</b>	The product is issued by Baytulmaal Finances Limited ABN 16 122 787 311 as the Responsible Entity of the Baytulmaal Property Trust ARSN 674597445. AFSL & ACL 355094 to be referred to as (Baytulmaal/we/us).
<b>Effective Date of TMD</b>	10th April 2026
<b>TMD Version</b>	2026.4
<b>TMD Next Review Due</b>	At least every 2 years from the Effective Date of this Target Market Determination

## Product Details and Key Attributes

Product Features	Shariah Fixed Payment Deferred Sale - Bai' Mu'ajjal Home & Commercial Property	Shariah Fixed Payment Construction, Renovation, Refurbishment - Istisna	Shariah Fixed Payment - Deferred Sale - Baytulmaal Car Ownership
<b>Purpose</b>	Acquisition of completed Shariah compliant residential and commercial property including religious, educational and community direct real property	Construction or renovation or refurbishment of Shariah compliant residential and commercial property including religious, educational and community direct real property	Acquisition of a motor vehicle(s) for personal use, consumer and domestic purposes only
<b>Client Profile</b>	Australian resident, individual, company, unincorporated not for profit or trust	Australian resident, individual, company, unincorporated not for profit or trust	Australian resident, individuals only
<b>Instalment Payment Type</b>	Fixed repayments only over contract terms	Fixed repayments only over contract terms	Fixed repayments only over contract term
<b>Instalment Payment Frequency</b>	Monthly fixed repayments over contract term	Monthly fixed repayments over contract term	Monthly fixed repayments over contract term
<b>Contract Term</b>	5, 10, 15, 20, 25	5, 10, 15, 20, 25 (term under 5 years can be considered, subject to approval)	Maximum Up to 3 years (unless a longer term allowed by the Financier)
<b>Minimum Contract Value</b>	\$50,000 (subject to meeting credit conditions)	\$50,000 (subject to meeting credit conditions)	Any minimum amount approved by the Financier
<b>Maximum Contract Value</b>	\$2,500,000 (a higher amount subject to liquidity of Fund, credit conditions and Directors' approval).	\$2,500,000 (a higher amount subject to liquidity of Fund, credit conditions and Directors' approval).	<b>New Car: \$60,000</b> <b>Used Car: \$45,000</b> (no more than 3 years since first registration)
<b>Minimum Client Contribution or Downpayment</b>	10% to 20% of Contract Value (unless a lesser amount allowed by Financier)	10% to 20% of Contract Value (unless a lesser amount allowed by Financier)	10% to 20% of Contract Value (unless a lesser amount allowed by Financier)

<b>Redraw</b>	No redraw allowed	No redraw allowed	No redraw allowed
<b>Location</b>	Australian capital cities, major regional cities and larger regional towns	Australian capital cities, major regional cities and larger regional towns	Australian capital cities, major regional cities and larger regional towns
<b>Asset Profile</b>	Shariah compliant residential, commercial, community, educational, religious and medical/ care facilities	Shariah compliant residential, commercial, community, educational, religious and medical/ care facilities	Shariah Compliant Motor Vehicle (passengers vehicle only unless another type of vehicles approved by the Financier)
<b>Security</b>	1st registered mortgage (over financed property or substitute property(s)) PPSR, guarantor, liens or charges taken as applicable and required by Financier	1st registered mortgage (over financed property or substitute property(s)) PPSR, personal/ corporate guarantor, liens or charges taken as applicable and required by Financier	Registered PPSR charge over the motor vehicle, personal and corporate guarantees, other security including lien or charges over the motor vehicle
<b>Guarantor Required</b>	Yes, guarantor required to guarantee contract repayment obligations of the client	Yes, guarantor required to guarantee contract repayment obligations of the client	Yes, guarantor required to guarantee contract repayment obligations of the client

## Target Market

**We have undertaken an assessment of the product and are of the view that the Product Attributes are likely to be consistent with the Objectives and Needs of the Target Market.**

<b>Product designed for customers who:</b>	<b>Key Product attributes appropriate for target Market</b>
<p>Seeking a property acquisition product compliant with Shariah principles and with certainty of fixed repayments over a set period for following purposes:</p> <ul style="list-style-type: none"> <li>• Purchasing or renovating a residential owner occupied or investment property;</li> <li>• purchase of house and land packages;</li> <li>• building and construction finance;</li> <li>• purchasing or renovating a commercial, educational, medical, religious or community owner occupied or investment property;</li> <li>• renovation and refurbishment - commercial other permitted uses</li> <li>• Off- plan property purchase</li> <li>• Purchasing new or used motor vehicles for private, domestic, consumer purposes only</li> </ul>	<p>Repayments will be fixed for the selected term</p> <p>For property:</p> <ul style="list-style-type: none"> <li>• Term may be extended from 5 years to 25 years or lesser term subject to approval</li> </ul> <p>For motor vehicle:</p> <ul style="list-style-type: none"> <li>• Maximum term of 3 years (unless a longer term is allowed by the Financier)</li> <li>• The target market is Australian resident individuals seeking Shariah Compliant financing for the purchase of a new or used motor vehicle for personal, domestic or consumer use</li> </ul> <p>For all products:</p> <ul style="list-style-type: none"> <li>• Instalments payments are required to be made monthly</li> <li>• Fees, charges, profit and any third-party cost will be payable as detailed in the relevant contract and ancillary documentation</li> </ul>



# Eligibility Criteria for the Product

**To be eligible for this product the customer must meet certain eligibility criteria, including that of the customer:**

- have a desire to acquire or construct or renovate a permitted property under a Shariah compliant form of contract;
- purchases a new or used motor vehicle under a Shariah Compliant form of contract for private, domestic, consumer purposes only
- have a desire to acquire new or used car under a Shariah compliant form of contract for private, domestic, consumer purposes only;
- will acquire or build or renovate only that; property types allowed under the religion of Islam
- are individual borrowers (as single or joint borrowers);
- at least 18 years of age and above;
- are Australian resident companies, trusts, unincorporated not for profit entities;
- is an Australian citizen or a Permanent Resident who meets our finance eligibility criteria;
- Must have a demonstrated income source (salaried employee or otherwise demonstrate consistent and verifiable income sources to meet the contract repayments);
- or the motor vehicle/car product, a driver's licence report from the appropriate state government authority may be required;
- provide sufficient security in accordance with our eligibility criteria;
- has an eligible guarantor supporting the client's obligations under the contract, the guarantor must have sufficient financial capacity to meet the Client's contract obligations.
- all applications for finance must meet the Financier's credit and lending criteria.

## Financial Situation

**A Target Market Client is expected to:**

- meet our eligibility conditions and credit assessment criteria which includes demonstrating serviceability of the proposed fixed instalments under contract;
- demonstrate the capacity to make the required repayments and the ability to meet the full contract obligations without substantial hardship; and
- have a credit worthy guarantor who can support the contract obligations when required for the life of the contract term.

Upon application we will undertake a credit assessment to determine the Client's ability to service and repay contract obligations. At all times the Client is expected to verify sources of income as an evidence to determine that the Client can meet the contract repayments.



# Distribution Conditions & Approved Channels

Baytulmaal has oversight over how the product is promoted and issued. The following distribution channels and conditions have been assessed as being appropriate to direct the distribution of the product to the Target Market product and in accordance with our process requirements.

Distribution Channels	Product Distribution
<ul style="list-style-type: none"><li>• Staff assisted channels via email or phone</li></ul>	<ul style="list-style-type: none"><li>• Our staff have the necessary training, knowledge, are RG146 accreditation and trained in Shariah finance products (if required):<ul style="list-style-type: none"><li>» to understand and can discuss the features and rates of our products;</li><li>» to understand and can discuss the key differences of our products;</li><li>» to assess whether the consumer is within the target market;</li><li>» to assess whether the consumer meets our eligibility lending criteria; and</li><li>» to have access to product resources such as repayment calculators, stamp duty &amp; upfront cost calculator, pricing tools etc.</li></ul></li><li>• Our staff are qualified to assess the credit worthiness of the prospective client.</li><li>• We have approval control systems and processes in place that checks and flags applicants who maybe outside the Target Market.</li></ul>

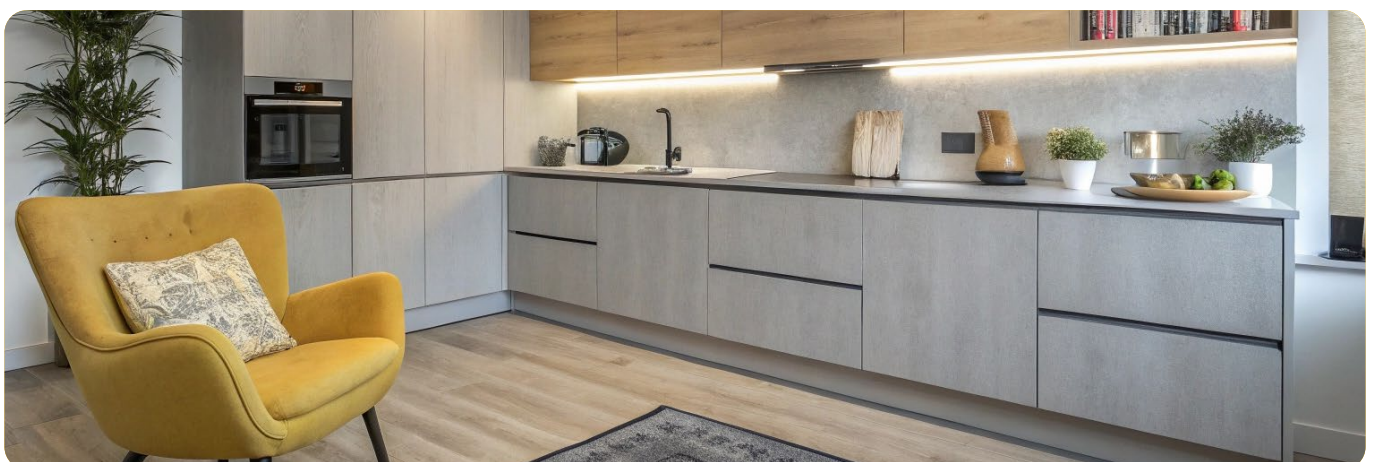


# Review Triggers

Baytulmaal has outlined below its review triggers of this product (Review Triggers). This TMD will also be reviewed if an event or circumstance has occurred that would reasonably suggest that the TMD may no longer be appropriate. Our review triggers of this product are:

Review triggers	Description
Customer outcomes	<ul style="list-style-type: none"> <li>• Unexpected trends in customer outcomes are significantly inconsistent with the intended product performance</li> <li>• Unexpected early-stage arrears are detected. A significant number of defaults occur</li> <li>• A significant number of late repayments are being recorded</li> <li>• Evidence that the product or distributor conduct is significantly different to the target market</li> </ul>
Complaints	<ul style="list-style-type: none"> <li>• A significant number of material complaints are received by the Financier</li> </ul>
Incident Data	<ul style="list-style-type: none"> <li>• A material incident or significant number of incidents in relation to the product's design or distribution that identifies breaches of our legal or regulatory obligations.</li> </ul>
Changes to the Product	<ul style="list-style-type: none"> <li>• The material alteration to the product or product terms and conditions (e.g. adding to, removing, or changing a key product attribute; significant change to distribution changes and distribution strategy)</li> </ul>
Significant Dealings	<ul style="list-style-type: none"> <li>• A significant dealing of the product to customers outside the target market occurs</li> </ul>
Notification from ASIC	<ul style="list-style-type: none"> <li>• The receipt of a product intervention power order from ASIC requires us to immediately cease retail product distribution conduct in respect of the product.</li> </ul>

**If a review trigger occurs, Baytulmaal will complete a review of the TMD within ten (10) business days. Meanwhile, it will cease offering this product to our customers until our TMD review concludes and any necessary changes to the product or TMD, including distribution methods, are made.**



# Distributor Reporting Requirements

The following data must be provided to us by any person who engages in retail product distribution conduct in relation to this product:

Type of information	Description	Reporting period	Reporting period
<b>Complaints</b>	Number of complaints, details of the complaint, including name and contact details of complainant and substance of the complaint.	Quarterly, and in any case no later than 10 business days from the end of the quarter.	Quarterly, and in any case no later than 10 business days from the end of the quarter.
<b>Significant dealing(s)</b>	Date or date range of the significant dealing(s) and description of the significant dealing (e.g., why it is not consistent with the TMD).	As soon as practicable, and in any case within 10 business days after becoming aware.	As soon as practicable, and in any case within 10 business days after becoming aware.
<b>Feedback</b>	Details of any suggestions, feedback and improvements.	As soon as practicable, and in any case within 15 business days after becoming aware.	As soon as practicable, and in any case within 15 business days after becoming aware.
<b>Information requested</b>	Any other information requested by the Product Manager.	As soon as practicable, and in any case within 10 business days after becoming aware.	As soon as practicable, and in any case within 10 business days after becoming aware.

“

“Gold for gold, silver for silver, wheat for wheat, barley for barley, dates for dates, and salt for salt, (must be) like for like and hand-to-hand  
Whoever adds or asks for an addition, has dealt in riba.”

PROPHET MUHAMMAD (PBUH)

”



*Home* for Islamic Finance

[baytulmaal.com.au](http://baytulmaal.com.au)