

# Target Market Determination

**This document is the Target Market Determination (TMD) for the Bridgit Bridging Loan. It is issued by Bridgit Financial Services Pty Ltd on behalf of the Issuer of the products.**

A Target Market Determination (TMD) is a written document that:

- Describes the class of customers that make up the target market for the product (Target Market);
- Specifies any conditions and restrictions on the distribution of the product (Distribution Conditions); and
- Sets out the events or circumstances where we are required to review the TMD (Review Triggers).

We are required to have a TMD by law. This TMD is not a recommendation to acquire a Bridgit product nor does it replace our terms and conditions or other disclosure documents that we or one of our third party brokers and referrers (Distributors) may provide to our customers.

## Bridgit Bridging Loan

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Please record the details of the identification documents gathered from your client. Copies of these documents must be provided to Bridgit upon completion of this form.

|   |   |
|---|---|
| <b>Product type</b>                     | Bridging Loan   |
| <b>Issued by (Bridgit, we, us, our)</b> | Bridgit Financial Services Pty Ltd ACN 648 580 901. Australian Credit Licence Number 532542 |
| <b>Date TMD approved</b>                | 3 March 2026  |
| <b>TMD version</b>                      | 12  |
| <b>Initial review period</b>            | One year after the date of this TMD   |

## Target Market Description

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### Product description and key attributes

The Bridgit Bridging Loan is a short term bridging loan designed for borrowers who wish to access equity in an existing property (security).

Borrowers must be able to repay the Bridgit Bridging Loan in full either following the sale of a security property, refinance with another lender or through a combination of proceeds from the sale of a security property and refinance with another lender.

The key attributes of the Bridgit Bridging Loan are:

- Loan Term – maximum 24 months;
- Minimum Loan Amount – \$300,000;
- Maximum Loan Amount – \$10,000,000 subject to the amount of equity in the existing property;
- Interest Rate – Interest is variable with no monthly repayments throughout the loan term;
- Early Repayments – at any time without penalty;
- Security:
  - Single or multiple security.
  - Registered first mortgage over unencumbered real property acceptable to Bridgit;
  - Company borrowers may be required to enter into a General Security Agreement over all present and after-acquired property.
  - Directors or related parties may be required to provide a personal guarantee, depending on the borrower structure and credit assessment.
- Maximum Loan to Value Ratio (LVR):
  - Up to 85% LVR for residential property.
  - Up to 75% LVR for commercial property.

Fees and charges (including an upfront 'set-up fee') apply.

## **Customers for whom the product is likely to be suitable for (Target Market)**

Bridgit considers that the Bridgit Bridging Loan will suit borrowers who want a loan:

- Require short-term property finance;
- Release equity in an existing property;
- Release equity in an existing property before selling.

Bridgit expects that customers in the Target Market will be:

- Property owners looking to relocate to a new property;
- Property owners looking to purchase a new property before selling;
- Property owners looking to release equity in property prior to the sale.

Customers within the Target Market will:

- Be an individual, company or trustee borrower;
- Be 18 years or over (where the borrower is an individual);
- Be an Australian citizen or permanent resident (where applicable);
- Not have been bankrupt within the past seven (7) years (including any director or trustee, where applicable);
- Demonstrate a satisfactory credit history over the past five (5) years;
- Meet Bridgit's credit assessment criteria; and
- Provide security over their Existing Property within the maximum permitted LVR.

## **Ineligible consumers**

The Bridgit Bridging Loan is not appropriate for customers who:

- Are under 18 years old;
- Are companies or company trustees involving disqualified directors;
- Applicants under external administration;
- Would only be able to provide a 2nd mortgage security;
- Wish to use the loan for construction purposes;
- Would prefer the certainty of a fixed interest rate;
- Do not meet Bridgit's credit criteria;
- Would be unable to either repay the loan in full upon sale of the existing property or service an end debt on their new property; or
- Have defined goals and objectives that are not met by this product.

Bridgit considers that the product, including its key attributes, is likely to be consistent with the likely objectives, financial situation and needs of consumers in the Target Market because:

- Applicants will only be approved for the purposes set out above; and
- Applications will only be approved if the customer meets Bridgit's credit assessment and security criteria (including maximum LVRs and the provision of 1st mortgage security).

## Distribution Conditions

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### Conditions and restrictions on the distribution of the product

The Bridgit Bridging Loan may:

- Only be distributed: via an online application;
- By the customer calling Bridgit directly;
- Through one of our approved brokers, acting under an Australian Credit Licence; or
- As a result of an introduction from one of our Referrers, acting in accordance with the 'Referrer exemptions' in Regulation 25(2) or 25(5) of the NCCP Regulations.

Bridgit considers that its Distribution Conditions are appropriate because:

### Legal relationships – Bridgit has:

- Employment contracts with its employees; and
- Formal legal agreements with its third-party Distributors.

### Supervision – Bridgit:

- Closely monitors the performance of its staff; and
- Undertakes periodic reviews in relation to the activities of our Referrers.

### Training:

- Staff and brokers acting under an Australian Credit License:
  - a. Are appropriately trained to discuss the features of the product with customers; and
  - b. Understand that applications will not be approved unless they satisfy Bridgit's credit assessment criteria; and
- Referrers are provided with clear instructions regarding the limitation on their activities.

## Review Trigger Reporting Requirements

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Our staff and Distributors must advise Bridgit if they become aware of any of the following matters within the time frames specified.

|                               | <b>What must be reported</b>  | <b>When it must be reported</b>  |
|-------------------------------|---|--|
| <b>Product complaint data</b> | Information relating to complaints received about the product or the distribution of the product, including: <ul style="list-style-type: none"><li>• Number of complaints;</li><li>• The identifier of the distributor;</li><li>• The product name; and</li><li>• The exact details of the complaint.</li></ul> | Immediately, but in any case, no later than next business day after becoming aware of the complaint.       |
| <b>Significant dealings</b>   | Any significant dealing of the product outside the Target Market.   | As soon as practicable but no later than 10 business days after becoming aware of the significant dealing. |
| <b>Feedback</b>               | Any feedback received about the product or the Distribution Conditions for the product.   | As soon as possible, but no later than within 20 business days of receiving the feedback.                  |

## Record Keeping

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Bridgit will keep records of the reasonable steps they have taken to ensure that these products are sold in a manner consistent with this TMD. Our third-party Distributors must also keep records of all customers they introduce to us.

Bridgit will also keep complete and accurate records of:

- All versions of the TMD for these products; and
- Our decisions, and the reasons for those decisions about:
  - a. The determination of the TMD for these products;
  - b. The identification and tracking of review triggers;
  - c. The setting of review periods, and
  - d. All other the matters documented in this TMD.