

Target Market Determination

This Target Market Determination (**TMD**) has been prepared in accordance with the *Corporations Act 2001* (Cth) and associated Regulations.

TMDs are designed to assist issuers to ensure that financial products they issue are likely to be consistent with the *likely objectives, financial situation and needs* of the consumers for whom they are intended (the target market) and to assist distributors to ensure that financial products are distributed to the target market.

The TMD is general in nature and should not be construed as financial advice. Consumers should obtain independent advice prior acquiring the product to ensure that it is appropriate for their particular *objectives, financial situation and needs*.

Product	Home Plan
Issuer	Funder: Salaam Finance Master Income Fund Pty Ltd ACN 667 331 535 The Manager, Allied Financial Consulting Pty Limited ACN 059 732 419 Australian Credit Licence 393845, arranges for the Funder to make the finance facility available, which is managed by the Program Manager, Salaam Finance Licensing Pty Ltd ACN 666 538 076 (Credit Representative Number 549757).
Date of TMD	22 April 2024
Target Market	<p>Description of target market, including likely objectives, financial situation and needs of consumers in the target market</p> <p>The product has been assessed as meeting the <i>likely objectives, financial situation and needs</i> of consumers who:</p> <ul style="list-style-type: none"> • satisfy our eligibility and credit criteria, including: <ul style="list-style-type: none"> ○ are an individual who is a permanent Australian resident or Australian citizen and resides in Australia ○ are PAYG employees and can provide sufficient supporting income documents or are self-employed and sufficient recent financial information is available; and ○ have a satisfactory credit rating; • require Shariah-compliant finance secured by a mortgage to fund the purchase of residential property for an amount of up to 80% of the value of the property; • require the ability to pay instalments which are comprised of an acquisition amount plus a ljarah payment (which is determined based on the applicable facility rate); and • require the flexibility to make additional payments without a penalty. <p>The product meets the likely objectives, financial situation and needs of consumers in the target market because it enables consumers to:</p> <ul style="list-style-type: none"> • fund up to 80% of the purchase price of a residential property using Shariah-compliant finance; • pay instalments which are comprised of an acquisition amount plus a ljarah payment (which is determined based on the applicable facility rate) in order to reduce the overall debt and build equity; and

	<ul style="list-style-type: none"> • make additional payments. <p>Description of product, including key attributes</p> <ul style="list-style-type: none"> • Monthly instalment comprised of an acquisition amount plus a ljarah payment payable based on the applicable facility rate • Minimum finance term: 10 Years • Maximum finance term: 30 years • Minimum finance amount: \$200,000 • Maximum finance amount: \$5,000,000 • FTV (Financing to Value Ratio) up to 80% • Redraw unavailable • Offset unavailable • Types of fees paid by consumer (other fees and charges may be payable): <ul style="list-style-type: none"> - Application Fee - \$1,100 (non-refundable and payable on successful and unsuccessful applications) - Valuation Fee - At cost - Document preparation costs and out-of-pocket expenses - At cost - Annual Fee - \$295 • Types of fees received on settlement by consumer: <ul style="list-style-type: none"> - Purchasing and Custody Agent - \$100 <p>Classes of consumers for whom the product may be unsuitable:</p> <p>This product may not be suitable for consumers who:</p> <ul style="list-style-type: none"> • do not meet our eligibility and credit criteria; • do not require a Shariah-compliant finance option and can therefore access a wider selection of finance options; • purchasing an investment property; • are seeking the certainty of fixed payments over the term of the finance; and • require a redraw facility or an offset account. 				
Distribution Conditions	<p>Distribution conditions</p> <p>The following distribution channels and conditions have been assessed as being appropriate to direct the distribution of the product to the target market:</p> <table border="1" data-bbox="467 1570 1360 1864"> <thead> <tr> <th data-bbox="467 1570 781 1629">Channel</th> <th data-bbox="781 1570 1360 1629">Conditions</th> </tr> </thead> <tbody> <tr> <td data-bbox="467 1629 781 1864">Direct – online or by phone</td> <td data-bbox="781 1629 1360 1864"> Only authorised staff are permitted to assist consumers with this product. Authorised staff have the necessary training, skills and knowledge to: <ul style="list-style-type: none"> • discuss the features, costs, benefits, and risks associated with the product; </td> </tr> </tbody> </table>	Channel	Conditions	Direct – online or by phone	Only authorised staff are permitted to assist consumers with this product. Authorised staff have the necessary training, skills and knowledge to: <ul style="list-style-type: none"> • discuss the features, costs, benefits, and risks associated with the product;
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	<ul style="list-style-type: none"> • assess whether the consumer is within the target market; and • comply with our regulatory obligations. <p>The distribution channels and conditions are appropriate because:</p> <ul style="list-style-type: none"> • the product has a specific target market; • our distributors have been adequately trained to understand the product and our regulatory obligations, including our design and distribution obligations; and • our approval system has controls in place to flag applicants who may be outside the target market. 												
Review Triggers	<p>The review triggers that would reasonably suggest that the TMD is no longer appropriate include:</p> <ul style="list-style-type: none"> • a significant dealing of the product to consumers outside the target market occurs; • a material change to the product design and strategy; • a material change to the product attributes, fees, charges, terms or conditions; • a material change to the law, regulatory environment and/or the economy; • a material number of complaints totalling 10% of the total home finance book in relation to the product and/or distribution conduct; or • a significant number of defaults or applications for hardship (5% or more of the total home finance book). 												
Review Periods	<p>First review date: 22 April 2024</p> <p>Periodic reviews: Every 12 months after the initial and each subsequent review.</p> <p>Trigger reviews: Review to be completed within 10 business days of the identification of a trigger event.</p>												
Distribution Information Reporting Requirements	<p>The following information must be provided to Salaam by distributors who engage in retail product distribution conduct in relation to this product:</p> <table border="1" data-bbox="472 1465 1393 1892"> <thead> <tr> <th>Type of information</th> <th>Description</th> <th>Reporting period</th> </tr> </thead> <tbody> <tr> <td>Specific Complaints</td> <td>Details of the complaint, including name and contact details of complainant and substance of the complaint.</td> <td>As soon as practicable and within 10 business days of receipt of complaint.</td> </tr> <tr> <td>General Complaint Information</td> <td>Number of complaints</td> <td>Every 3 months</td> </tr> <tr> <td>Significant dealing(s)</td> <td>Date or date range of the significant</td> <td>As soon as practicable, and in any case within</td> </tr> </tbody> </table>	Type of information	Description	Reporting period	Specific Complaints	Details of the complaint, including name and contact details of complainant and substance of the complaint.	As soon as practicable and within 10 business days of receipt of complaint.	General Complaint Information	Number of complaints	Every 3 months	Significant dealing(s)	Date or date range of the significant	As soon as practicable, and in any case within
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		dealing(s) and description of the significant dealing (eg, why it is not consistent with the TMD)	10 business days after becoming aware
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