

T.M.D

Target Market Determination

For the; B2B (Business to Business)

Effective 01 January, 2025

Lease2own Product - ACL exempt version.

Product Type: Commercial Lease2Own (Asset Lease Purchase – Business Use Only)

1 . Purpose of this document

This TMD outlines the class of consumers for which the Lease2Own product has been designed. It ensures distribution is directed only to business entities and not to individual consumers, thereby remaining outside the scope of the National Consumer Credit Protection Act 2009 (NCCP) and the National Credit Code (NCC).

Consumers must also refers to the Drive2go Car Leasing Standard Terms and Conditions or any supplementary documents which outline the relevant Product and Services / PDS or 'Terms and Conditions' and it's acceptable terms of use policy and our services guidelines, when making a decision about this product.

2. Class of consumers that fall within this target market

Or this product is designed for:

- Registered businesses, companies, or sole traders holding a valid ABN or ACN.
- Business users seeking to lease vehicles exclusively or predominantly (minimum 55%) for business-related activities.

Key Attributes:

- Commercial operating lease with fixed payments.
- Optional asset buyout at end of lease term.
- Flexibility to upgrade or replace vehicle under business use terms.
- Optional service, maintenance, and fleet support bundling.

Excluded Consumers:

- Individuals acquiring the vehicle for personal, domestic, or household use.
- Users without an ABN or who are not operating a business.

3. Product Features and Suitability

Product features:

- Lease terms: Fixed weekly repayments over agreed term.
- Asset ownership remains with Drive2Go until optional buyout is exercised.
- Early termination, upgrade, or asset replacement available for eligible accounts.
- Requires commercial insurance in the business name.

Consumer needs met:

- Businesses seeking to finance vehicle use without up-front capital investment.
- Entities desiring flexibility in asset replacement and service bundling.
- Operators requiring predictable operating expenses and possible tax deductibility.

4. How this product is to be distributed

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

Authorised Channels:

- Drive2Go direct team (via website, phone, email)
- Approved business brokers and commercial agents

Distribution Rules:

- Only businesses with a valid ABN/ACN may be offered or enter this product.
- Business Use Declaration must be completed and signed before contract approval.
- All distributors must be trained to distinguish B2B from consumer clients.

5. Consistency with Objectives and Needs

Drive2Go has determined this commercial product meets the objectives, financial situation, and needs of business users. It is not appropriate for personal-use clients and is not designed for consumer credit.

6. Review Triggers and Monitoring

- Material change in product design or distribution method
- Distribution to ineligible individual consumers
- Complaints or disputes indicating consumer misuse
- Legislative or regulatory changes

Review Frequency:

- Initial: within 12 months of launch
- Ongoing: at least every 3 years or upon trigger event

Monitoring Tools:

- Transaction reviews and lease audits
- Quarterly reporting from distributors
- Business Use Declarations and compliance checks

7. Reporting Requirements

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

- Distributors must report suspected non-business use or un-authorised access within 10 business days.
- Complaints regarding product misuse must be escalated to Drive2Go Compliance.

Contact:

Drive2go Car Leasing (Sydney Automobiles Pty Ltd)

Email: support@drive2go.com.au

Phone: 1300 996 889

Web: www.drive2go.com.au

Disclaimer: This Lease2Own product is designed solely for business use and is exempt from the National Credit Code under Section 6(1) of the Code. Misuse or false declarations may result in termination and enforcement action.

Prepared By:
Drive2go Car Leasing
ABN 98 120 164 472

A division of:
Sydney Automobiles Pty Ltd
A/s Sydney Automobiles Financial Services
ACN 120 164 472