

TARGET MARKET DETERMINATION

August 2021

Ansvar Insurance Commercial Motor Insurance PDS & Policy Wording

This target market determination (TMD) sets out the type of businesses this insurance product is designed for and the approach Ansvar takes to keep it consistent with the likely objectives, financial situations and needs of its customers.

The term “Ansvar” refers to Ansvar Insurance Limited, AFSL 237826.

Ansvar’s Commercial Motor Insurance Product

This product is designed to provide motor vehicle insurance for organisations operating in the Care, Education, Faith, Heritage and Community sectors. Standard policy limits and excesses are determined based on our understanding of the operating environment, associated costs and potential legal liability incurred by businesses in these sectors.

This product is comprised of 2 sections of insurance cover that organisations may need to protect against financial losses and legal liabilities.

- Section 1. Loss or Damage to or theft of Your Vehicle(s)
- Section 2. Third Party Property Damage

The applicant can select one or both of these sections to insure, depending on their requirements. Conditions may apply to the availability of cover in certain circumstances, including:

- Selecting Section 1. Loss or Damage to or theft of Your Vehicle(s) if Section 2. Third Party Property Damage is not selected.
- Selecting Optional Benefits- Hire Vehicles Following Accident or Windscreen, if Section 1. Loss or Damage to or theft of Your Vehicle(s), is not selected.

The following table is based on consideration of the likely objectives, financial situation and needs of our target market for this insurance product.

This product is suitable for:	This product is not suitable for:
✓ Applicants that are registered as a business entity.	✗ Operators seeking insurance for periods greater than 18 months.
✓ Applicants operating in the Care, Education, Faith, Heritage and Community sectors.	✗ Operators seeking insurance for motorcycles, mobile cranes, heavy haulage or high performance vehicles.
✓ Applicants seeking insurance for passenger vehicles, goods carrying vehicles up to 5 tonnes, buses and trailers.	✗ Applicants seeking insurance on vehicles used for hire or reward.
✓ Applicants seeking insurance on vehicles where the sum insured is less than \$150,000 per vehicle or vehicles that are less than 30 years from the year of manufacture.	✗ Applicants who have been specifically declined insurance by a previous insurer.
✓ Applicants seeking insurance where the third party property damage limit is no more than \$30,000,000.	✗ Applicants seeking insurance covering privately owned and operated vehicles.

This product is suitable for:



Applicants seeking insurance on Agreed Value basis for passenger vehicles or goods carrying vehicles up to 2 tonnes.

This product is not suitable for:



Drivers with a history of adverse claims and traffic related criminal convictions.

Purchase of this insurance product is subject to Ansvr's acceptance criteria. The information required to determine whether an application is acceptable to Ansvr, is set out in the proposal form or renewal declaration, depending on the sections of cover requested. Generally, the information required when applying for this insurance product includes:

- the applicant's details including legal entity, trading name, entity type, ABN and GST registration status;
- a description of all of the applicant's business activities;
- the applicant's claims history;
- the drivers' ages and any traffic related criminal convictions;
- a description of each vehicle insured, including registration, VIN, make, model, year of manufacture, capacity, accessories and modifications;
- the type of cover for each vehicle, including the sums insured for Agreed Value covers.

Distribution of this product

This product is available Australia wide through insurance brokers that have a broker agreement in place with Ansvr. The proposer will need to utilise any such insurance brokers of their choice to arrange this insurance. The broker will advise the proposer regarding the suitability of this product to meet the business needs and engage with Ansvr throughout the policy application, placement, claims and renewal processes.

Ansvr will not be able to accept a proposal for this insurance on a direct basis or from insurance brokers or other intermediaries with whom Ansvr does not have a broker agreement in place.

Product review cycle

Ansvr will continue to monitor and review this TMD to identify any event or circumstance that would reasonably suggest that it is no longer appropriate.

Ansvr will review this TMD every 2 years from October 2021 or in response to any 'review triggers', whichever occurs first. Examples of review triggers include:

- Material change to the cover provided under this product;
- Significant change in the acceptance criteria, impacting the suitability of this product to the target market;
- Change in the way this product is distributed;
- Feedback/ complaints that indicate the product is no longer meeting customers' needs or expectations; or
- Issues identified through ongoing analysis of the product's performance and distribution metrics.

Reporting of information for monitoring this product

Ansvr's staff, service providers and insurance brokers involved in the distribution of this product are required to report the following information on a quarterly basis to assist in monitoring the appropriateness of this TMD.

- The number and details of any complaints related to this product;
- Confirmation that the businesses that have purchased this insurance meet Ansvr's target market;
- Number of policies issued, renewed, lapsed or cancelled; and
- Any significant dealing in this product, which is not consistent with this TMD.

Information must be provided within 10 business days of the end of the reporting period, or within 10 business days from which the distributor becomes aware of a significant dealing that is not consistent with the TMD.

Ansvr Insurance Limited, ABN 21 007 216 506 and AFSL 237826 is the issuer of this Ansvr Insurance Commercial Motor Insurance PDS & Policy Wording. Terms, conditions, limitations and exclusions apply. This TMD is intended to be general advice only and does not take into account your personal objectives, financial situation or needs and may not be right for you. Please read the PDS and Policy Wording before deciding whether this policy is suitable for you. You can obtain a copy of this PDS and policy wording by contacting Ansvr.

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