

About This Document

This Target Market Determination (TMD) applies to the Novated Lease Motor Insurance Products as listed in the table below and distributed by Mercurien on behalf of Assetinsure. This document provides information about key Product attributes, the class of customers for which the Products have been designed and conditions applied in distributing the Products, which together ensure that the Products are likely to be consistent with the likely objectives, financial situation and needs of those customers.

This document is not intended to provide any financial Product advice and does not form a part of the terms of cover. In addition to the key eligibility requirements outlined in this document, the Products are also subject to acceptance criteria. Customers should refer to the Product Disclosure Statement (PDS) and any supplementary document(s), which outline the relevant terms, conditions, exclusions and insurance cover being provided under the Products, when making a decision about a Product.

Product	This TMD applies to the following PDSs: <ul style="list-style-type: none"> • Novate Commercial Motor Insurance • Novate Plus Commercial Motor Insurance
Issuer	Assetinsure Pty Ltd ABN 65 066 463 803, AFSL 488403
Distributor	Mercurien Insurance Pty Ltd ABN 68 150 845 177, AFSL 480284 acting under a binding authority from Assetinsure
Effective Date	This Target Market Determination applies from 26 June 2023

Product Description and Key Attributes

The Products provide cover to customers for Vehicles which are subject to a novated lease requiring financial protection for loss or damage to the Vehicle, legal liability for damage to other people's property and/or death or bodily injury to other people (falling outside Compulsory Third Party (CTP) cover) caused by the use of their Vehicle. Key attributes of the Products that are relevant in determining the appropriate class of target customers are listed below:

- Available to be purchased by individuals.
- The customers' Vehicle(s) are the subject of a novated lease agreement with a Leasing Company.
- Product provides cover for loss or damage to customers' Vehicle(s) due to specified events being Accident, fire, hail, Flood, storm or earthquake, theft or attempted theft or malicious damage.
- Product recommends the use of the Telematics App and/or Data Logger in the Vehicle(s) insured under the Policy.
- There are restrictions on persons that can be the insured, including but not limited to, persons with criminal offence charges or convictions, bankruptcy and/or having had an insurance claim denied due to fraud.
- There are limitations on Vehicle(s) that can be covered, including but not limited to, exclusions for Vehicle(s) that are outside Australia, unregistered, unroadworthy, manufactured more than 20 years ago, valued over \$250,000.
- There are use limitations for Vehicle(s) that can be covered, including but not limited to, exclusions for Vehicle(s) used as taxis, at any Airfield or Airside, transporting Dangerous Goods (unless agreed to in writing, subject to some restrictions) and/or motor sports.
- An Excess applies when making a claim. There is both a standard Excess and additional Excesses that may be applied to specific Policies.

Underwriting criteria are applied such that only those customers that meet the issuer's risk appetite are accepted for Policy issuance.

The PDS contains the full details regarding the terms and conditions of the Policy. Capitalised words indicate a defined term in the PDS.

Class Of Customers That Fall Within This Target Market

Customers in the target market can reasonably be described as follows:

- **Objectives** - The likely objectives for customers in this target market are to have financial protection for loss or damage to their Vehicle(s) and/or for legal liability for damage or harm caused to third parties by their Vehicle(s).
- **Financial situation** - The likely financial situation of customers in this target market is broad, however they may experience a financial burden should use of their Vehicle(s) result in loss or damage to their Vehicle(s) and/or damage or harm to third parties resulting in legal liability. Customers should be able to afford the Premium and any applicable Excesses applied in accordance with the applicable PDS.
- **Needs** – The likely needs of customers in this target market are those whose Vehicle(s) are not covered by another insurance Policy and so needs to purchase a separate insurance Policy to have financial protection for their Vehicle(s).

A customer may fall within the target market described in this TMD but may not meet the underwriting criteria on application.

Distribution Obligations

The distributor is required to take reasonable steps to make it likely that customers who acquire the Products are in the target market. Those reasonable steps include implementation of the following distribution conditions as part of the distribution process for the Products:

Distribution Condition	How does this make the distribution appropriate?
Distribution channels - The Products can only be distributed by approved insurance brokers and their authorised representatives (Leasing Company).	Limiting channels seeks to ensure that the Products are distributed in a controlled manner with appropriate conditions, controls and monitoring, by parties that have agreed to comply with all underwriting criteria.
Written agreements - The agreements in place between the distributor and approved insurance brokers shall set out the obligation to distribute Products only to customers within the target market.	The use of written agreements seeks to ensure that all parties are clear on expectations regarding this TMD and the ramifications if the Products are distributed to customers outside of the target market.
Distribution system - The Products shall be distributed through the uBind underwriting platform.	Limiting the systems that can be applied seeks to ensure that the application process is applied consistently.
Trained staff - The distributor shall coordinate for only appropriately trained staff to be involved in distribution of the Products.	This condition seeks to ensure that those distributing the Products: <ul style="list-style-type: none"> • are authorised to engage in distribution activities; • are appropriately trained and accredited to relevant standards; • understand the distribution process they are required to follow, as well as the legislative framework relevant to their activities.
Application process - The application process shall provide clear and sufficient information, and collect relevant information, to make it reasonable that it can be identified that a customer falls within the target market and will be able to extract value from the Products.	The use of a standardised application process seeks to ensure that the process adequately addresses the risk of selling the products to a customer outside of the target market.

Where an approved insurance broker provides personal advice in relation to the product it is the responsibility of that broker to ensure that acquiring the product is in the best interests of the customer having regard to the customer's objectives, financial situation and needs. Accordingly, when personal advice has been provided in relation to the products, the obligations under this TMD may not apply.

Reporting And Monitoring Under This Target Market Determination

Distributors are required to report the following information in relation to this TMD which we will monitor to ensure the TMD remains appropriate:

Complaints	All complaints on a quarterly basis, within ten (10) business days of quarter end. This will include written details of the complaints. The reporting shall include all information necessary for a full understanding of the underlying cause and resolution of each complaint.
Sales data	Relevant sales and customer data on a monthly basis.
Claims data	Relevant claims data on a monthly basis.
Significant Dealings	Report within one (1) business day if they become aware of a significant dealing in a Product that is inconsistent with the TMD. A significant dealing being a retail Product distribution to customers outside of the TMD which is considered significant based on the particular circumstances. In determining what is a significant dealing, a distributor shall have regard to current ASIC guidance.

We will report the following information in relation to this TMD:

Significant Dealings	We will report to ASIC within ten (10) business days if We become aware of, or if it is reported to Us, that there has been a significant dealing that is inconsistent with the TMD.
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Reviewing this Target Market Determination

This TMD will be reviewed in accordance with the below:

Initial review	Within one (1) year of the initial effective date
Periodic reviews	At least every two (2) years from the initial review
Review triggers	<p>This TMD will be reviewed within ten (10) business days of the identification of a review trigger, which is any event or circumstances that arise that would suggest the TMD is no longer appropriate. The review triggers are listed below:</p> <ul style="list-style-type: none"> • A material change to the design or distribution of the Products, including related documentation • A material alteration in acceptance criteria or underwriting criteria • A material change in the application process which incorporates distribution conditions • Identified systemic issues across the Product lifecycle • Significant changes in metrics beyond ranges considered reasonable including Policy cancellations, claims, complaints and loss ratios • Distribution conditions are no longer appropriate • It is determined that a significant dealing has occurred • Feedback from distributors and customers, including via complaints • Relevant material external events such as change of relevant law, regulatory attention or adverse media coverage