Target Market Determination – effective 31st July 2026

This Target Market Determination (TMD) provides consumers, and all persons involved in the distribution of the product, with the appropriate information to understand who this product has been designed for, and the approach to determining that the product is likely to be consistent with the objectives, financial situations and needs of our target customers.

Enthusiast Underwriting Pty Ltd, ABN 35 142 206 746; Australian Financial Services Licence (AFSL) 396716, is the distributor for the products that are the subject of this TMD. The insurer for the products is Assetinsure Pty Ltd an APRA-authorised general insurance product issuer which holds AFSL number 488403 with authorisation to issue general insurance products to retail consumers.

This TMD does not take anyone's personal circumstances into account. The relevant Product Disclosure Statement should be read before a decision is made to purchase the product.

This TMD sets out the target market for the following products distributed by Enthusiast:

- Comprehensive Cover; and
- Third Party Property Damage Cover.

Distribution of this product

This product is only authorised for distribution by Enthusiast Underwriting Pty Ltd via Enthusiast's phone line, website or email.

Enthusiast is obligated to undertake steps that will, or are reasonably likely to, result in distribution being consistent with this TMD.

The distribution of the product may involve Enthusiast dealing with a licensed broker on behalf of a customer.

The Enthusiast employees have been trained to understand the market this product has been designed for and possess knowledge relevant to the underwriting acceptance criteria.

Risk-based decisions are made to determine the acceptance criteria for insurance cover that may be offered to a customer. Distribution of the products is targeted to customers that meet the underwriting acceptance criteria which makes it likely that consumers that purchase the product are in the target market. Key acceptance criteria are:

- Declared Drivers only; must be legally licensed to drive within Australia;
- The claims, traffic and criminal history of all Declared Drivers;
- The age of the Declared Drivers;
- Use purpose of the vehicle;
- The Nominated Annual Distance Driven selected;
- The make/model and value of the vehicle;
- The age and condition of the vehicle and any modifications fitted to the vehicle;
- The location address where the vehicle is to be stored daytime or overnight;
- How the vehicle is stored at the location address daytime or overnight.

Target Market - Comprehensive Cover

This product is designed to respond to the likely objectives, financial situation and needs of Customers who:
Want to: - be covered against the financial loss from an incident involving their vehicle and are willing to select an appropriate level of cover relevant to their own circumstances; and - protect themselves (and the driver of their vehicle) against liabilities for accidental damage or destruction caused to another person's property, arising from the use of their vehicle.
Are able to pay premiums in accordance with the chosen premium structure, and any excess in the event of a claim in accordance with the chosen excess option.
Are seeking coverage that is targeted for rarely or less often driven vehicles, nominated annual distance driven usage limitations and Named/Listed drivers conditions.
Own or drive a car/vehicle, for Private/Restricted-Historic/Laid Up/Business use.
Want to have the choice of their own repairer.
Requiring cover for an Agreed Value sum insured for Own Loss or Damage to their vehicle.
Have vehicles that are 15 years or more in age that wish to purchase Salvage Rights benefits (refer PDS for more information).
Have brand new to vintage cars/vehicles, classics, collectibles, family memento's, Grey or Private Imported, Historic vehicles, Motorcycles, Modified, or 4WD vehicles.
Want policy benefits or options and the ability to customise coverage to suit their needs.
Have vehicles in restoration/storage that are a short term or long term project or vehicles that are unregistered and not driven, for which we offer Laid Up Cover (refer PDS for more information).
This product is not suitable for:
Any motor vehicle/s driven outside of Australia or any people who are not licensed to drive/operate a vehicle in Australia.
People that are not able to list all drivers that they want covered, as the product does not cover unnamed or unlisted drivers (refer PDS for more information).
Vehicles driven unlawfully, not legally modified, or are in an unsafe or unroadworthy condition.
Business use vehicles, driven daily, that are used for hire, fare or reward, trade, courier services (refer PDS for more information) or are part of stock in trade or consignment.
Vehicles that are parked on the street, as this product does not provide cover for vehicles that are street parked overnight at the usual residence.
Motorcycles ridden more than 8,000 kilometres per year, not parked within a secured garage or home, ridden by persons under the age of 30 years and/or are not licensed to ride a motorcycle.
Courtesy cars, taxis, or autonomous driving vehicles.

* Comprehensive Motor Insurance cover is subject to acceptance criteria determined by Enthusiast Underwriting Pty Ltd.

Target Market - Third Party Property Damage Cover

This product is designed to respond to the likely objectives, financial situation and needs of Customers who:
Want their vehicles to be covered against financial loss having caused damage to other people's property, not their own, and are willing to select an appropriately restricted level of cover relevant to their own circumstances.
Are able to pay premiums in accordance with the chosen premium structure, and any excess in the event of a claim in accordance with the chosen excess option.
Are looking for coverage for financial loss protection, having caused damage to other people's property and not their own vehicle.
Own a vehicle used for private usage primarily used on road, seeking a reduced/limited cover, to suit their financial needs.
Do not need cover for fire, theft, loss or own damage caused to their vehicle.
Require cover for cleaning up costs and removal of any debris, having caused damage to other people's property.
This product is not suitable for:
Any motor vehicle/s driven outside of Australia or any people who are not licensed to drive/operate a vehicle in Australia.
People that are not able to list all drivers that they want covered, as we do not cover unnamed or unlisted drivers (refer PDS for more information).
Persons requiring cover for fire, theft, loss or damage caused to their own vehicle.
Vehicles driven unlawfully, not legally modified, or are in an unsafe or unroadworthy condition.
Business use vehicles, driven daily, that are used for hire, fare or reward, trade, courier services (refer PDS for more information) or are part of stock in trade or consignment.
Vehicles that are parked on the street, as this product does not provide cover for vehicles that are street parked overnight at the usual residence.
Motorcycles ridden more than 8,000 kilometres per year, not parked within a secured garage or home, ridden by persons under the age of 30 years and/or are not licensed to ride a motorcycle.
Courtesy cars, taxis, or autonomous driving vehicles.

*Third Party Property Damage Cover is subject to acceptance criteria determined by Enthusiast Underwriting Pty Ltd.

Reviewing this document

This TMD shall be reviewed within each 2-year period from the effective date shown herein to ensure it remains appropriate.

This TMD will also be reviewed within 10 days of becoming aware that an event or circumstance (review trigger) has occurred that reasonably suggests that the TMD is no longer appropriate, such as:

- A material change to the design or distribution of the product, including related documentation;
- A material change in acceptance criteria or underwriting criteria;
- A material change in the application process which incorporates distribution conditions;
- Distribution conditions are no longer appropriate;
- Identified systemic issues across the product lifecycle;
- Significant changes in metrics beyond ranges considered reasonable including policy cancellations, claims, complaints and loss ratios;
- Feedback from distributors and customers, including via complaints;
- Relevant material external events such as change of relevant law, regulatory attention or adverse media coverage;
- It is identified that a significant dealing occurred.

Reporting

The distributor of the products is required to provide the following information in relation to their distribution of products covered by this TMD:

Complaints	Report all complaints received about the products to the insurer within 10 business days of the end of a calendar quarter. The reporting shall include all information necessary for a full understanding of the underlying cause and resolution of each complaint.
Key metrics	Report sales, claims and customer data on a quarterly basis to the Issuer.
Significant dealings	Upon becoming aware of a significant dealing in a product that is not consistent with this TMD, Enthusiast must notify Assetinsure as soon as practicable, and within 10 business days of becoming aware of such dealing.

Record keeping

Parties involved in the design and distribution of the products must maintain records of the reasonable steps taken to ensure that the products are distributed in a manner consistent with this TMD. This shall include preparing and maintaining complete and accurate records of decisions, and the reasons for those decisions, in relation to:

- All determinations made in identifying the target markets for the products;
- Identifying and tracking review triggers;
- The conduct of reviews of the TMD; and
- All data and analysis required to be reported under this TMD.