

## Target Market Determination for ProRisk Total Loss Protect

This Target Market Determination is designed to provide consumers, ProRisk staff and our authorised distributors with appropriate information to understand who this product has been designed for and our approach to determining that the product is likely to be consistent with the objectives, financial situations and needs of the consumer and the distribution conditions.

In this document the terms “we”, “us” or “our” refer to Professional Risk Underwriting Pty Ltd (“ProRisk”) ABN 80 103 953 073 AFS Licence No. 308076.

### ProRisk Total Loss Protect

This Total Loss Protect Insurance product has been designed for consumers who take out a finance loan on a vehicle and want to protect any possible shortfall of the amount owing in the event their vehicle is declared a total loss. When a vehicle is declared a total loss, the amount provided by the motor comprehensive insurer may not cover off the amount outstanding on the loan contract.

This Target Market Determination (TMD) sets out the target market for:

- ProRisk – Total Loss Protect Insurance Policy detailed in the Combined Product Disclosure Statement (PDS), Policy Wording and Financial Services Guide (FSG)

### Distribution of this product

This product is issued by Professional Risk Underwriting Pty Ltd (“ProRisk”) ABN 80 103 953 073 AFS Licence No. 308076 on behalf of Certain Underwriters at Lloyds and distributed via:

- Authorised Insurance Brokers; or
- Authorised Representatives of Authorised Insurance Brokers.

Only our authorised insurance brokers and their authorised representatives are authorised to distribute this product as they understand the market this product has been designed for, have been trained in the relevant acceptance criteria and have the appropriate levels of authority.

This product can only be issued to consumers that are eligible for cover in accordance with the application criteria that has been approved in writing by the Issuer and which complies with relevant laws.

The application process has been tailored to identify the target market described in this TMD as part of the eligibility criteria for the product covered by this TMD, and the use of the application process would make it more likely that the product covered by this TMD will be acquired by consumers in the target market.

### This product is suitable for

- Consumers who take out a finance loan on a vehicle
- Consumers who take out a finance loan on a motor vehicle
- Consumers over 21 years of age at the commencement of cover
- Consumers whose vehicle is under 15 years of age with a minimum purchased price of \$10,000 and a maximum purchase price of \$120,000

### This product is not suitable for

- Consumers whose vehicle is not financed via a finance contract
- Consumers under 21 years of age at commencement of cover
- Consumers who use vehicle is used
  - Hire
  - Carriage of passengers for fare/reward
  - Courier purposes
  - Driver instruction (other than immediate family)
- Consumer who use the motor vehicle in motor sport of any kind including testing

The ProRisk Total Loss Protect Insurance is subject to the acceptance criteria.

The Product Disclosure Statement contains the detailed policy cover, terms, conditions and exclusions.

Where a consumer falls within our target market, this does not mean that the cover is right for their individual needs, objectives and financial situation. We do not consider this, and a consumer needs to consider the PDS, and other information provided by us (and/or seek professional advice) before deciding.

### Key benefits

In the event the vehicle is declared a total loss, we will pay to the policy holder or the financier (if loan balance outstanding) of their vehicle as follows

- We will pay the greater of either;
  - the difference between the comprehensive insurer's total loss payment and the price the consumer originally paid for the vehicle, or
  - the difference between the comprehensive insurer's total loss payment and the amount needed to settle the consumer's outstanding finance contract balance
- A minimum payment of \$5,000 applies to all valid claims

By providing benefits such as a minimum payment of \$5,000 and the greater of the finance contract balance or purchase price difference in the event of a total loss, places the consumer in the best possible position throughout the loan period.

Cover limits and premium pricing are based upon the vehicle purchase price and the term of your finance contract. See table below.

Level	Vehicle Purchase Price	Maximum Payment	Minimum Payment
1	\$10,000 - \$25,000	\$12,500	\$5,000
2	\$25,001 - \$35,000	\$17,500	\$5,000
3	\$35,001 - \$50,000	\$25,000	\$5,000
4	\$50,001 - \$65,000	\$37,500	\$5,000
5	\$65,001 - \$80,000	\$40,000	\$5,000
6	\$80,001 - \$120,000	\$50,000	\$5,000

### Key exclusions

- When the comprehensive motor vehicle insurer has not made a total loss payment in full.
- When the comprehensive motor insurer offers to repair the vehicle, but the policy holder has instead requested the claim to be dealt with on a total loss basis.
- Any arrears on the repayments on the finance contract
- Any amounts due under the finance contract which are not directly linked to the purchase or finance of the financed motor vehicle
- Driving whilst under the influence of alcohol or drugs.

### Reviewing this document

We will review this TMD **within two years** from the effective date to ensure it remains appropriate and in compliance with the objectives, financial situations and needs of the consumer.

Furthermore, we will also review this TMD if any event or circumstances (called 'review triggers') occur that would reasonably suggest that the determination is no longer appropriate, such as:

- We make a material change to the cover provided by the product,
- A change in our acceptance criteria that impacts on the suitability of the product for the target market,
- A material change to the distribution of the product,
- The discovery of a relevant and material deficiency in the product's disclosure documentation,
- Systemic complaints and claims issues which indicate that the product is no longer suitable for the described target market,
- Material and relevant reductions in our key product suitability metrics such as:
  - Product acceptance,
  - Financial performance,
  - Product value and affordability.

We will review this TMD **within 10 business days** of the occurrence of any review trigger.

### Reporting

ProRisk must record all complaints received about this product on a quarterly basis (Complaints Reporting Period). Our authorised distributors are required to provide to us written details of any complaints that they have received about our product within 5 business days of receipt. If the complaints are systemic and indicate that this product is no longer suitable for the described target market, we will review and update the TMD within the timeframe indicated above.