

Target Market Determination

Build to Rent – Residential Insurance



QBE Insurance (Australia) Limited ABN 78 003 191 035 AFSL 239 545

This Target Market Determination (TMD) is effective from 10.07.2024 and relates to the Build to Rent – Residential Insurance Product Disclosure Statement (QM8893).

This TMD provides QBE's distributors and customers information regarding:

- which class of customers this product is suitable for (the target market) and which class of customers this product is likely to be unsuitable for;
- any distribution conditions for this product;
- reporting obligations and restrictions on distribution of our distributors; and
- the review period and events or circumstances that may trigger a review.

This TMD describes the customers within our target market. This TMD doesn't consider a customer's personal needs, objectives and financial situation.

A customer should always refer to the Build to Rent – Residential Insurance Product Disclosure Statement (PDS), and any Supplementary Product Disclosure Statements (SPDS) that may apply, to ensure the product is right for them.

Note: This TMD only includes information on target markets of covers considered 'retail' as defined by the Corporations Act 2001 (Cth).

Insured Property

This cover has been designed for customers in the target market to provide financial protection for accidental loss or damage to a multi-dwelling building of and/or contents contained within them which you own or are legally responsible for. It provides financial protection for the loss of rent due to damage caused to the building.

Who is within the Target Market for Insured Property?

Customers within the Target Market

(Customers are within the target market if all the following conditions apply)

✓	A developer, owner, managed trust or another entity who has ownership of all of the residences within a multi-premises residential property.
✓	A developer, owner, managed trust or other entity that wants financial protection for loss or damage to a multi-dwelling building and/or the contents contained within them which you own or are legally responsible for.

Customers **NOT** within the Target Market

(Customers are not within the target market if any of the following conditions apply)

✗	Customers whose property is located on strata title, community title or company title land.
✗	Developers that build a residential development for the purpose of selling the units or share of the units to individuals to either live in or rent out as an investment. This includes a Developer selling 'shares' to occupy a unit (such as Tenants in Common).
✗	A developer, owner, managed trust or other entity whose property has more than 10% of the total building floor space used for commercial purposes.
✗	Tenants who want cover for personal contents.
✗	Customers who want cover for the tenants' contents.

Catastrophe Insurance

This optional product has been designed for customers within the target market to provide financial protection for escalation of replacement costs following a catastrophe event.

Who is within the Target Market for Catastrophe?

Customers within the Target Market

(Customers are within the target market if all the following conditions apply)

✓	A developer, owner, managed trust or another entity which is covered under the same policy for Insured Property.
✓	A developer, owner, managed trust or another entity seeking financial protection where the replacement costs for the insured property escalated beyond the amount it was originally insured for following accidental physical loss or destruction caused by an event declared by the Insurance Council of Australia as a catastrophe.

Customers **NOT** within the Target Market

(Customers are not within the target market if any of the following conditions apply)

✗	A body corporate/owners corporation which is seeking cover for their own contents and their tenants' contents.
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Distribution Conditions

This product has been appropriately designed to be distributed through CHU Underwriting Agencies Pty Ltd (CHU). The product and the systems it is distributed through have been designed for a customer seeking insurance through CHU. CHU has taken reasonable steps to understand the key product attributes and align distribution to customers in the target market.

Distribution Restrictions	This product can only be sold by CHU Underwriting Agencies Pty Ltd, ABN 18 001 580 070, AFSL 243261.
Distribution Conditions	<p>This product can be sold by CHU within the eligibility and underwriting rules.</p> <p>It can be sold to customers within the target market without the customer being provided with any financial product advice or, with either general or personal advice.</p> <p>Make the TMD available to customers who wish to refer to it.</p>
Distribution Method	<p>This product can be sold via direct contact between the customer and CHU. CHU also has a network of Authorised Representatives that are authorised to provide general financial product advice when arranging policies on behalf of CHU.</p> <p>Brokers are also able to provide financial product advice for acquiring new policies, renewing policies or cancelling policies. Brokers hold their own Australian Financial Services Licence to advise and deal in insurance products.</p>

Reporting Obligations for Distributors

Distributors of this product are required to provide QBE with complaints information about this product through the agreed complaints submission process including:

- The number of complaints the distributor has received about this product during the reporting period;
- A brief summary about the nature of the complaint raised and any steps taken to address the complaint; and
- Any general feedback our distributor may have received on this product.

Distributors should include sufficient details about the complaint that would allow QBE to identify whether the TMD may no longer be appropriate to the class of customers.

Reporting Period: 6 monthly or as otherwise agreed with the Distributor and no later than 10 business days after the agreed complaints reporting date.

Dealings outside the target market

Distributors of this product need to report to QBE when they become aware a dealing outside the target market that has not been approved by QBE. Their report to QBE must include information such as the date (or date range) the dealing occurred, details about the dealing(s) and any steps or actions taken to mitigate.

Reporting Period: As soon as practicable and, subject to our distribution agreement, no later than 10 business days of the date on which the Distributor became aware of the dealing.

TMD Reviews

Review Period	The initial review of this TMD will occur no later than 2 years from the date this TMD is first published and every 2 years thereafter.
What may trigger a review prior to periodic review	The events or circumstances that may suggest the product is no longer suitable to the target class of customers and would trigger a review (prior to the scheduled periodic review date) include, but are not limited to, QBE becoming aware of: <ul style="list-style-type: none">• a significant increase in the number of complaints relating to the product received by QBE or reported by distributors;• a material change to the product including Product Disclosure Statement, information or assumptions upon which the target market was formulated;• a change of relevant law, regulatory guidance or industry code which has a material effect on the terms or distribution of the product;• the product being distributed and purchased in a way that is significantly inconsistent with this TMD;• adverse trends in policy and claims data indicating the product is not performing as expected by the customer.