

Target Market Determination

Motorcycle Insurance



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

This Target Market Determination (TMD) is effective from 05.10.2021 and relates to the Motorcycle Insurance Product Disclosure Statement (QM838).

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 Motorcycle Insurance Product Disclosure Statement (PDS), and any Supplementary Product Disclosure Statements (SPDS) that may apply, to ensure the product is right for them.

Comprehensive

This product has been designed for customers in the target market to provide financial protection for:

- accidental loss or damage to their motorcycle;
- theft or attempted theft of their motorcycle; and
- damage caused to another person's property due to the use of their motorcycle, if legally liable for the damage.

Who is within the Target Market for Comprehensive?

Customers within the Target Market (Customers are within the target market if all the following conditions apply)	
✓	Customers who own a motorcycle that is registered for use on a public road.
✓	Customers who use their motorcycle within Australia for private or business use (other than one of the usage types excluded below in the section 'Customers NOT within the Target Market').
✓	Customers who want financial protection for: <ul style="list-style-type: none">• loss or damage to their motorcycle; and• legal liability for damage to another person's property.

Customers **NOT** within the Target Market

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

X	Customers who use their motorcycle: <ul style="list-style-type: none">• to deliver food;• as a courier;• as a riding instructor;• to carry passengers for hire, fare or reward;• on a race track, speedway;• for racing, a time trial or in a rally; or• to let out for hire.
X	Customers who own the following types of unregistered bikes, including (but not limited to); <ul style="list-style-type: none">• All-Terrain Vehicle (ATV);• Utility Task Vehicle (UTV); or• Side-by-Side (SxS).
X	Customers who want cover for Compulsory Third Party (CTP) for bodily injury cover as a result of an accident (this cover is only available under a CTP policy).

Third Party Only

This product has been designed for customers in the target market to provide financial protection for damage caused to another person's property due to the use of their motorcycle, if legally liable for the damage.

Who is within the Target Market for Third Party Only?

Customers within the Target Market

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

✓	Customers who own a motorcycle that is registered for use on a public road.
✓	Customers who use their motorcycle within Australia for private or business use (other than one of the usage types excluded below in the section 'Customers NOT within the Target Market').
✓	Customers who want financial protection only for damage they cause to another person's property due to the use of their motorcycle.

Customers **NOT** within the Target Market

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

X	Customers who use their motorcycle: <ul style="list-style-type: none">• to deliver food;• as a courier;• as a riding instructor;• to carry passengers for hire, fare or reward;• on a race track, speedway;• for racing, a time trial or in a rally; or• to let out for hire.
X	Customers who own the following types of unregistered bikes, including (but not limited to); <ul style="list-style-type: none">• All-Terrain Vehicle (ATV);• Utility Task Vehicle (UTV); or• Side-by-Side (SxS).
X	Customers who want cover for Compulsory Third Party (CTP) for bodily injury cover as a result of an accident (this cover is only available under a CTP policy).
X	Customers who want financial protection for loss or damage to their motorcycle.

Third Party, Fire & Theft

This product has been designed for customers in the target market to provide financial protection for:

- loss or damage to their motorcycle caused by fire;
- theft or attempted theft of their motorcycle; and
- damage caused to another person's property due to the use of their motorcycle, if legally liable for the damage.

Who is within the Target Market for Third Party, Fire & Theft?

Customers within the Target Market

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

✓	Customers who own a motorcycle that is registered for use on a public road.
✓	Customers who use their motorcycle within Australia for private or business use (other than one of the usage types excluded below in the section 'Customers NOT within the Target Market').
✓	Customers who want financial protection for: <ul style="list-style-type: none"> • fire and theft of the motorcycle; and • damage to another persons property.

Customers NOT within the Target Market

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

X	Customers who use their motorcycle: <ul style="list-style-type: none"> • to deliver food; • as a courier; • as a riding instructor; • to carry passengers for hire, fare or reward; • on a race track, speedway; • for racing, a time trial or in a rally; or • to let out for hire.
X	Customers who own the following types of unregistered bikes, including (but not limited to); <ul style="list-style-type: none"> • All-Terrain Vehicle (ATV); • Utility Task Vehicle (UTV); or • Side-by-Side (SxS).
X	Customers who want cover for Compulsory Third Party (CTP) for bodily injury cover as a result of an accident (this cover is only available under a CTP policy).
X	Customers who want financial protection for accidental loss or damage to their motorcycle.

Fire & Theft

This product has been designed for customers in the target market to provide financial protection for:

- loss or damage to their motorcycle caused by fire;
- theft or attempted theft of their motorcycle.

Who is within the Target Market for Fire & Theft?

Customers within the Target Market (Customers are within the target market if all the following conditions apply)	
✓	Customers who own an unregistered motorcycle, (for example a dirt bike), that is stored in a securely locked premises.
✓	Customers who use their motorcycle within Australia for private or business use (other than one of the usage types excluded below in the section 'Customers NOT within the Target Market').
✓	Customers who want financial protection for fire and theft of their motorcycle only.

Customers NOT within the Target Market (Customers are not within the target market if any of the following conditions apply)	
X	Customers who use their motorcycle: <ul style="list-style-type: none"> • to deliver food; • as a courier; • as a riding instructor; • to carry passengers for hire, fare or reward; • on a race track, speedway; • for racing, a time trial or in a rally; or • to let out for hire.
X	Customers who own the following types of unregistered bikes, including (but not limited to); <ul style="list-style-type: none"> • All-Terrain Vehicle (ATV); • Utility Task Vehicle (UTV); or • Side-by-Side (SxS).
X	Customers who want cover for Compulsory Third Party (CTP) for bodily injury cover as a result of an accident (this cover is only available under a CTP policy).
X	Customers who want financial protection for: <ul style="list-style-type: none"> • loss or damage to their motorcycle as a result of an accident or event, other than fire or theft; and • loss or damage caused to another person's property due to the use of their motorcycle.

Distribution Conditions

This product has been appropriately designed to be distributed through an authorised intermediary or QBE Insurance (Australia) Limited (QBE). The product and the systems it is distributed through have been designed for a customer seeking insurance through an authorised intermediary or QBE. The authorised intermediary or QBE 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 via the following Distribution Channel/s: <ul style="list-style-type: none">• QBE Insurance (Australia) Limited (QBE) ABN 78 003 191 035 AFSL 239545; and• QBE's network of approved General Insurance intermediaries who hold an AFS licence or operate under our AFS licence.
Distribution Conditions	<p>This product can only be sold via a QBE approved application system and 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>The distribution method of selling this product may comprise of:</p> <ul style="list-style-type: none">• Online at www.qbe.com.au (Comprehensive cover only)• Phone call via QBE Contact Centre 1800 243 464• Direct contact between the customer and the intermediary.

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	<p>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:</p> <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.