

# Target Market Determination (TMD)

## Victor Farm Insurance

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

Product Disclosure Statement (PDS) this TMD relates to	Victor Farm Insurance (QM9953)
TMD applies to policies commencing or renewing effective from	20.12.2024
First publication date of this TMD	01.04.2024

### Information included in this TMD

This TMD describes:

- the product and its key attributes
- who this product is suitable for (the target market) and who it is unsuitable for (outside the target market)
- how this product must be distributed, including any conditions and restrictions
- reporting obligations for distributors
- when this TMD will be reviewed.

The TMD doesn't consider a customer's personal needs, objectives, and financial situation. Customers should refer to the Victor Farm Insurance PDS, and any Supplementary PDS to ensure the product is right for them.

This TMD applies to the following insurance covers referred to in the PDS that are provided to customers as retail clients:

- Home and/or contents, with the option to select from:
  - Insured Events cover; or
  - Accidental Damage cover.
- Private motor vehicle cover, with the option to select from:
  - Comprehensive cover; or
  - Third party property damage cover.
- Boat;
- Farm vehicle (private use vehicles only);
- Equine.

## Product Description

This product has been designed to provide the following covers for farm properties.

It offers the following covers:

- Home and/or contents;
- Private motor vehicle;
- Boat;
- Farm vehicle;
- Equine;
- Farm property;
- Business interruption;
- Farm liability;
- Theft;
- Transit;
- Machinery breakdown;
- Electronic equipment;
- Working dog;
- Tax Audit.

Before making a decision about the product, customers should read the PDS. It provides complete information about the insurance coverage, exclusions, excesses, restrictions and conditions, claims processes and the rights and obligations of the customer.

## Product: Victor Farm Insurance

### Target Market

This product is suitable for customers who:

✓	are owners or operators of predominantly rural properties used for commercial farming or as lifestyle farms.
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This product is **NOT** suitable for customers who:

✗	are owners or operators of properties used for commercial activities other than farming.
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# Home and Contents

## Cover: Insured Events, Buildings

### Target Market

This cover is suitable for customers who:

✓	own a home in Australia used for residential purposes.
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This cover is only suitable for customers where the above applies.

This cover is **NOT** suitable for customers who:

✗	use their land or building(s) to earn an income or where a business of any kind is being operated, where that customer wants cover for: <ul style="list-style-type: none"><li>• their business; or</li><li>• any claim, loss, damage, injury or liability that arises out of their income-earning activities. Doing only office work in a home office, including working from home for their employer, is not considered to be a business or income earning activity.</li></ul>
✗	want cover for a home that is under construction or undergoing renovations, alterations, additions or repairs that: <ul style="list-style-type: none"><li>• involve removal of any part of the roof or an external wall; or</li><li>• impact the structure of a building such as removing or changing supporting walls, underpinning, foundations or piers.</li></ul>
✗	rent out either the whole home or part of their home for casual or short-term rental (for example via Airbnb or a similar platform) and want insurance for things such as loss of rent or rent default.
✗	want cover for a home that is awaiting demolition or in the course of being demolished.
✗	want cover for a home that is unoccupied and will continue to be for more than 100 consecutive days.
✗	own a unit(s) within a strata type building, which is required to be insured by a body corporate or similar (if they own a strata building, they should check with the strata legislation in their State or Territory for insurance requirements).
✗	do not own the home they live in (for example a tenant who rents their home from a landlord).
✗	want cover for a property that is not a standard residential home (for example a shipping container, houseboat, hostel).
✗	live by the sea or coastline and want insurance for action of the sea events such as erosion and rising of sea levels, including high and king tides.
✗	want cover for a home that has damage, defects or maintenance needs which makes damage to the property more likely, for example termite damage or a leaking roof.
✗	want cover for wear and tear or costs associated with home maintenance.

This cover is not suitable for customers where **any** of the above apply.

## Likely Needs, Objectives and Financial Situation and Needs of Customers in the Target Market and consistency with the product's key attributes

Likely need and objectives of customers in the target market	Key Product Attributes consistent with likely needs and objectives of the target market
<p>To reduce the unexpected financial costs to repair or replace the residential property or parts of the residential property when it is damaged by fire or a weather event such as storm, bushfire, or flood.</p>	<p>The product provides cover for costs to repair or replace a residential home if lost or damaged by specific events covered by the product including:</p> <ul style="list-style-type: none"> <li>weather events such as storm, flood, lightning or thunderbolt;</li> <li>fire, malicious acts, escape of liquid or breakage of glass.</li> </ul>
<p>To reduce the unexpected financial cost they are legally responsible to pay for:</p> <ul style="list-style-type: none"> <li>damage to another person's property; or</li> <li>injury to another person</li> </ul> <p>arising out of the ownership of the home or occupancy of the home.</p>	<p>The product provides cover for legal liability arising from an occurrence during the period of insurance at the residential home address which results in personal injury and/or damage to property.</p>

Likely financial situation of customers in the target market	Key Product Attributes consistent with the likely financial situation of the target market
<ul style="list-style-type: none"> <li>Pay the premiums which may increase from year to year; or</li> <li>Meet monthly payment commitments if electing to pay premium in instalments.</li> </ul>	<p>Customers have the choice of:</p> <ul style="list-style-type: none"> <li>paying the total premium in one annual payment; or</li> <li>paying the premium in monthly instalments.</li> </ul>
<p>Pay the excess selected and any imposed excesses that may apply.</p>	<p>An excess applies to most claims.</p> <p>Customers can choose to:</p> <ul style="list-style-type: none"> <li>pay more premium to pay less excess at the time of a claim where an excess would apply; or</li> <li>pay less premium, to pay more at the time of a claim where an excess would apply.</li> </ul>
<p>Be able to bear any costs:</p> <ul style="list-style-type: none"> <li>to repair or replace the residential home that exceed the sum insured; and</li> <li>greater than the benefit provided by the home sum insured safeguard; and</li> <li>for additional benefits paid as part of the Sum Insured where the Sum insured has been exhausted.</li> </ul>	<p>Customers are required to nominate a sum insured for their residential home that covers the costs to rebuild a similar building, including structural improvements such as pools, carports and garages, as well as professional fees such as architects and surveyors, demolition and removal of debris costs.</p>
<p>Pay any outstanding premiums if paying in monthly instalments in the event of a total loss.</p>	<p>In the event of a total loss, QBE will either deduct the total of all remaining instalments from the claim settlement or we will ask the customer to pay the total to QBE.</p>

Based on QBE's assessment of the key terms, attributes and eligibility criteria, the insurance cover for Insured Events, Buildings is likely to be consistent with the needs, objectives and financial situation of customers in the target market.

## Other Key Product Attributes

Key Limits	
<b>Sum Insured</b>	Home Sum Insured nominated by the customer.
<b>Temporary Accommodation &amp; Loss of Rent</b>	<p>If the home is so damaged by an event for which a claim has been accepted, and it is unliveable, we will pay up to:</p> <ul style="list-style-type: none"> <li>• \$20,000; or</li> <li>• 20% of the sum insured for the home,</li> </ul> <p>whichever is higher, for:</p> <ul style="list-style-type: none"> <li>• loss of rent or rentable value if the home is tenanted or is between tenants at the time the loss or damage occurred;</li> <li>• additional cost of: <ul style="list-style-type: none"> <li>○ reasonable temporary accommodation;</li> <li>○ emergency storage of the contents;</li> <li>○ emergency accommodation of the pets,</li> </ul> </li> </ul> <p>where the home is the primary residence.</p>
<b>Legal Liability Limit</b>	\$30,000,000
<b>Other policy limits including additional benefit sub-limits apply</b>	<p>The insurance cover is subject to maximum insured limits and these are set out in the policy schedule.</p> <p>Other claims limitations and conditions are specified in the PDS (and any Supplementary PDS).</p>

Key Exclusions	
<b>Acts</b>	<p>There is no cover provided for any losses arising from or as a result of:</p> <ul style="list-style-type: none"> <li>• intentional, reckless or fraudulent acts or omissions; or</li> <li>• illegal activity the customer is involved in.</li> </ul>
<b>Reasonable actions &amp; precautions</b>	<p>There is no cover provided for any losses arising from or as a result of not taking reasonable care to:</p> <ul style="list-style-type: none"> <li>• protect and maintain the property; or</li> <li>• prevent damage or injury to others or their property; or</li> <li>• minimise the cost of any claim under the product; or</li> <li>• comply with all statutory obligations and by-laws or regulations relating to the safety of person or property.</li> </ul>
<b>Flood</b>	There is no cover provided for any losses arising from or as a result of flood.
<b>Farm Property</b>	<p>There is no cover for the following Farm Property:</p> <ul style="list-style-type: none"> <li>• bridges or causeways;</li> <li>• stables, machinery or hay sheds and tanks and services attached to these buildings;</li> <li>• entrance gates and/or any boundary and internal fencing.</li> </ul>
<b>Condition of the property &amp; other loss or damage</b>	<p>There is no cover provided for:</p> <ul style="list-style-type: none"> <li>• wear, tear, depreciation, rust, oxidisation, corrosion, fading;</li> <li>• defect, structural fault, design fault or faulty workmanship;</li> <li>• rising damp, seepage, mould, mildew, rot;</li> <li>• gradual deterioration due to action of light, air, sand, sea salt, water or atmospheric or climatic conditions.</li> </ul> <p>There is no cover for any claim, loss, cost, damage, injury, death or legal liability caused by or arising from the home not being structurally sound, watertight, secure, well maintained and in a good state of repair.</p>

## Key Exclusions

### Construction works

There is no cover provided for any losses arising from or as a result of damage arising from buildings under construction.

### Activities

There is no cover provided for:

- losses arising from or as a result of any business or income earning activities being conducted at the address. Doing office work in a home office, including working from home for an employer is not considered to be a business or income earning activity; or
- properties managed by or used as serviced apartments, hotels, motels, resorts, inns, or similar venues for accommodation.

[Other policy exclusions apply](#). Please refer to the PDS (and any Supplementary PDS) for a complete list of policy exclusions.

## Cover: Insured Events, Contents

### Target Market

This cover is suitable for customers who:

✓	want cover for household contents in a residence: <ul style="list-style-type: none"><li>• that are in the residence that they own in Australia, that is used for residential purposes; or</li><li>• in Australia, that they rent from a landlord, that is used for residential purposes.</li></ul>
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This cover is only suitable for customers where **either** of the above apply.

This cover is **NOT** suitable for customers who:

✗	use their land or building(s) to earn an income or where a business of any kind is being operated, where that customer wants cover for: <ul style="list-style-type: none"><li>• their business; or</li><li>• any claim, loss, damage, injury or liability that arises out of their income-earning activities.</li></ul> Doing only office work in a home office, including working from home for their employer, is not considered to be a business or income earning activity.
✗	rent out either the whole home or part of their home for casual or short-term rental (for example via Airbnb or a similar platform) and want insurance for things such as loss of rent or rent default.
✗	want cover for contents in a home that is unoccupied and will continue to be for more than 100 consecutive days.
✗	want cover for contents that are stored away from the insured address in a non-commercial storage facility, such as a shed or shipping container at an unoccupied property.
✗	want cover for contents that are contained within a property that is not a standard residential home (for example a shipping container, houseboat, hostel).
✗	want cover for wear and tear or costs associated with maintenance.
✗	live by the sea or coastline and want insurance for action of the sea events such as erosion and rising of sea levels, including high and king tides.

This cover is not suitable for customers where **any** of the above apply.

## Likely Needs, Objectives and Financial Situation and Needs of Customers in the Target Market and consistency with the product's key attributes

Likely need and objectives of customers in the target market	Key Product Attributes consistent with likely needs and objectives of the target market
Cover for the unexpected financial costs to repair or replace their contents within their residential home due to physical loss or damage caused by an insured event. This includes customers who own personal contents contained within a home they rent from a landlord.	The product provides cover for the costs to repair or replace contents located at the residential property if lost or damaged by a specific event covered by the product including: <ul style="list-style-type: none"> <li>weather events such as storm, flood, lightning or thunderbolt;</li> <li>fire, theft, malicious acts, escape of liquid or breakage of glass.</li> </ul>
Cover for legal liability to reduce the unexpected financial cost they are legally responsible to pay for: <ul style="list-style-type: none"> <li>damage to another person's property; or</li> <li>death of or personal injury to another person,</li> </ul> anywhere in the world that is not related to the ownership of the home.	Provides cover for legal liability arising from an occurrence during the period of insurance anywhere in the world not related to the ownership of the home which results in personal injury and/or damage to property.
Optional cover to tailor the product to suit their individual needs.	The following optional covers are available to purchase: <ul style="list-style-type: none"> <li>Unspecified Valuables;</li> <li>Specified Valuables.</li> </ul>

Likely financial situation of customers in the target market	Key Product Attributes consistent with the likely financial situation of the target market
<ul style="list-style-type: none"> <li>Pay the premiums which may increase from year to year; or</li> <li>Meet monthly payment commitments if electing to pay premium in instalments.</li> </ul>	Customers have the choice of: <ul style="list-style-type: none"> <li>paying the total premium in one annual payment; or</li> <li>paying the premium in monthly instalments.</li> </ul>
Pay the excess selected and any imposed excesses that may apply.	An excess applies to most claims. Customers can choose to: <ul style="list-style-type: none"> <li>pay more premium to pay less at the time of a claim where an excess would apply; or</li> <li>pay less premium, to pay more at the time of a claim where an excess would apply.</li> </ul>
Be able to bear any costs: <ul style="list-style-type: none"> <li>to repair or replace the contents that exceed the sum insured; and</li> <li>for additional benefits paid as part of the Sum Insured where the Sum insured has been exhausted.</li> </ul>	Customers will be required to nominate a sum insured for the contents at their residential home.
Pay any outstanding premiums if paying in monthly instalments in the event of a total loss.	Customers who pay in monthly instalments who have outstanding premium for the period of insurance in which there is a total loss, will be required to pay the remaining premium in full. QBE will either deduct the total of all remaining instalments from the claim settlement or we will ask the Customer to pay the total to QBE.
Bear any amounts that exceed any policy limits in the 'Key Limitations' below.	

Based on QBE's assessment of the key terms, attributes and eligibility criteria, the insurance cover for Insured Events, Contents is likely to be consistent with the needs, objectives and financial situation of customers in the target market.



## Other Key Product Attributes

Key Limits	
<b>Sum Insured</b>	Contents Sum Insured nominated by the customer.
<b>Contents with Limits</b>	<p>The most we will pay for these items of contents if Insured Events cover is taken:</p> <ul style="list-style-type: none"> <li>works of art, pictures, tapestries, rugs: \$20,000 per item and in total 25% of the sum insured for unspecified contents.</li> <li>items of jewellery, gold or silver articles, furs, watches: \$10,000 per item and in total 25% of the sum insured for unspecified contents.</li> <li>collections of any kind: \$10,000 per collection and in total 25% of the sum insured for unspecified contents.</li> <li>office equipment used by the customer or their family in the customer's or their family's own business in the home: \$15,000 in total.</li> </ul> <p>other equipment used by the customer or their family for earning income: \$5,000 in total, including a maximum of \$2,000 for business stock temporarily stored inside the home for a maximum period of 30 days.</p> <ul style="list-style-type: none"> <li>accessories or spare parts of motor vehicles (including motorcycles or motor scooters), caravans, trailers and watercraft, not in or on the motor vehicle, caravan, trailer or watercraft: \$1,250 per item up to \$2,500 in total.</li> <li>money, coins or bullion: \$1,200 in total.</li> <li>photographic and video equipment and musical instruments or musical equipment used for earning income: \$1,000 per item up to \$5,000 in total.</li> </ul>
<b>Temporary Accommodation &amp; Loss of Rent</b>	<p>If the home is damaged by an Insured Event, it is unliveable, and the customer has insured the contents:</p> <p>We will pay up to:</p> <ul style="list-style-type: none"> <li>\$20,000; or</li> <li>20% of the sum insured for the contents,</li> </ul> <p>whichever is higher, for:</p> <ul style="list-style-type: none"> <li>loss of rent or rentable value if the home is a strata title residence and it is tenanted or is between tenants at the time the loss or damage occurred;</li> <li>additional cost of: <ul style="list-style-type: none"> <li>reasonable temporary accommodation;</li> <li>emergency storage of the contents;</li> <li>emergency accommodation of the pets,</li> </ul> </li> </ul> <p>where the customer is a tenant or strata title owner permanently residing in the home.</p>
<b>Legal Liability Limit</b>	\$30,000,000
<b>Other policy limits including additional benefit sub-limits apply</b>	<p>The insurance cover is subject to maximum insured limits and these are set out in the policy schedule.</p> <p>Other claims limitations and conditions are specified in the PDS (and any Supplementary PDS).</p>

## Key Exclusions

<b>Acts</b>	<p>There is no cover provided for any losses arising from or as a result of:</p> <ul style="list-style-type: none"> <li>• any intentional, reckless or fraudulent acts or omissions;</li> <li>• any illegal activity the customer is involved in.</li> </ul>
<b>Flood</b>	<p>There is no cover provided for any losses arising from or as a result of flood.</p>
<b>Reasonable actions &amp; precautions</b>	<p>There is no cover provided for any losses arising from or as a result of not taking reasonable care to:</p> <ul style="list-style-type: none"> <li>• protect and maintain the property;</li> <li>• prevent damage or injury to others or their property;</li> <li>• minimise the cost of any claim; or</li> <li>• comply with all statutory obligations and by-laws or regulations relating to the safety of person or property.</li> </ul>
<b>Condition of the property &amp; other loss or damage</b>	<p>There is no cover provided for any:</p> <ul style="list-style-type: none"> <li>• wear, tear, depreciation, rust, oxidisation, corrosion, fading;</li> <li>• defect, structural fault, design fault or faulty workmanship;</li> <li>• rising damp, seepage, mould, mildew, rot;</li> <li>• gradual deterioration due to action of light, air, sand, sea salt, water, or atmospheric or climatic conditions.</li> </ul> <p>There is no cover provided for any claim, loss, cost, damage, injury, death or legal liability caused by or arising from:</p> <ul style="list-style-type: none"> <li>• the home not being structurally sound, watertight, secure, well maintained and in a good state of repair.</li> </ul>
<b>Construction works</b>	<p>There is no cover provided for any losses arising from or as a result of damage arising from buildings under construction.</p>
<b>Activities</b>	<p>There is no cover provided for:</p> <ul style="list-style-type: none"> <li>• any losses arising from or as a result of any business or income earning activities being conducted at the address. Doing office work in a home office, including working from home for the customer's employer is not considered to be a business or income earning activity.</li> <li>• properties managed by or used as serviced apartments, hotels, motels, resorts, inns, or similar venues for accommodation.</li> </ul>
<p><b>Other policy exclusions apply.</b> Please refer to the PDS (and any Supplementary PDS) for a complete list of policy exclusions.</p>	

## Cover: Accidental Damage, Buildings

### Target Market

This cover is suitable for customers who:

✓	own a home in Australia used for residential purposes.
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This cover is **NOT** suitable for customers who:

✗	rent out either the whole home or part of their home for casual or short-term rental (for example via Airbnb or a similar platform) and want insurance for things such as loss of rent or rent default.
✗	rent out their home to a tenant.
✗	use their land or building(s) to earn an income or where a business of any kind is being operated, where that customer wants cover for: <ul style="list-style-type: none"><li>• their business; or</li><li>• any claim, loss, damage, injury or liability that arises out of their income-earning activities.</li></ul> Doing only office work in a home office, including working from home for their employer, is not considered to be a business or income earning activity.
✗	want cover for a home whilst it is undergoing construction or renovations, alterations, additions, or repairs that: <ul style="list-style-type: none"><li>• involve removal of any part of the roof or an external wall; or</li><li>• impact the structure of a building such as removing or changing supporting walls, underpinning, foundations or piers.</li></ul>
✗	want cover for a home during demolition or in the course of being demolished.
✗	want cover for a home that is unoccupied and will continue to be for more than 100 consecutive days.
✗	own a unit(s) within a strata type building, which is required to be insured by a body corporate or similar (if they own a strata building, they should check with the strata legislation in their State or Territory for insurance requirements).
✗	do not own the home they live in (for example a tenant who rents their home from a landlord).
✗	want cover for a property that is not a standard residential home (for example a shipping container, houseboat, hostel).
✗	live by the sea or coastline and want insurance for action of the sea events such as erosion and rising of sea levels, including high and king tides.
✗	want cover for a home that has existing damage, defects or maintenance needs, which makes damage to the property more likely, for example termite damage or a leaking roof.
✗	want cover for wear and tear or costs associated with home maintenance.

This cover is not suitable for customers where **any** of the above apply.

## Likely Needs, Objectives and Financial Situation and Needs of Customers in the Target Market and consistency with the product's key attributes:

Likely need and objectives of customers in the target market	Key Product Attributes consistent with likely needs and objectives of the target market
<p>To reduce the unexpected financial costs to repair or replace the residential property or parts of the residential property when it is damaged:</p> <ul style="list-style-type: none"> <li>by fire or a weather event such as storm, bushfire, or flood; or</li> <li>accidental loss or damage.</li> </ul>	<p>The product provides cover for costs to repair or replace a residential home if lost or damaged by specific events covered by the product including:</p> <ul style="list-style-type: none"> <li>weather events such as storm, flood, lightning or thunderbolt;</li> <li>accidental loss or damage, fire, breakage of glass, escaping liquid or malicious acts.</li> </ul>
<p>To reduce the unexpected financial cost they are legally responsible to pay for:</p> <ul style="list-style-type: none"> <li>damage to another person's property; or</li> <li>injury to another person,</li> </ul> <p>arising out of the ownership of the home or occupancy of the home.</p>	<p>The product provides cover for legal liability arising from an occurrence during the period of insurance at the residential home address which results in personal injury and/or damage to property.</p>
Likely financial situation of customers in the target market	Key Product Attributes consistent with the likely financial situation of the target market
<ul style="list-style-type: none"> <li>Pay the premiums which may increase from year to year; or</li> <li>Meet monthly payment commitments if electing to pay premium in instalments.</li> </ul>	<p>Customers have the choice of:</p> <ul style="list-style-type: none"> <li>paying the total premium in one annual payment; or</li> <li>paying the premium in monthly instalments.</li> </ul>
<p>Pay the basic excess selected and any additional or imposed excesses.</p>	<p>A basic excess applies to most claims. Customers can choose to:</p> <ul style="list-style-type: none"> <li>pay more premium, to pay less excess at the time of a claim; or</li> <li>pay less premium, to pay more excess at the time of a claim.</li> </ul>
<p>Bear any costs that exceed the sum insured, and any benefit provided by the home sum insured safeguard, to repair or replace the residential property.</p>	<p>Customers will be required to nominate a sum insured for their residential home that covers the costs to rebuild a similar building, including structural improvements such as pools, carports, fencing and garages, as well as professional fees such as architects and surveyors, demolition and removal of debris costs.</p>
<p>Pay any outstanding premiums if paying in monthly instalments in the event of a total loss.</p>	<p>In the event of a total loss, QBE will either deduct the total of all remaining instalments from the claim settlement or we will ask the customer to pay the total to QBE.</p>

Based on QBE's assessment of the key terms, attributes and eligibility criteria, the insurance cover for Accidental Damage, Buildings is likely to be consistent with the needs, objectives and financial situation of customers in the target market.

## Other Key Product Attributes

Key Limits	
<b>Sum Insured</b>	Building Sum Insured nominated by the customer.
<b>Temporary Accommodation &amp; Loss of Rent</b>	<p>If the home is so damaged by an event, for which a claim has been accepted, that it is unliveable, we pay up to:</p> <ul style="list-style-type: none"> <li>• \$20,000; or</li> <li>• 20% of the sum insured for the home,</li> </ul> <p>whichever is higher, for the additional cost of:</p> <ul style="list-style-type: none"> <li>○ reasonable temporary accommodation;</li> <li>○ emergency removal and storage of the contents;</li> <li>○ emergency accommodation of the customer's pets,</li> </ul> <p>where the home is the customer's principal place of residence.</p>
<b>Legal Liability Limit</b>	\$30,000,000
<b>Other policy limits including additional benefit sub-limits apply</b>	<p>The insurance cover is subject to maximum insured limits, and these are set out in the policy schedule.</p> <p>Other claims limitations and conditions are specified in the PDS (and any Supplementary PDS).</p>

Key Exclusions	
<b>Acts</b>	<p>There is no cover for any losses arising from or as a result of:</p> <ul style="list-style-type: none"> <li>• intentional, reckless or fraudulent acts; or</li> <li>• illegal activity by the customer or their family.</li> </ul>
<b>Reasonable actions &amp; precautions</b>	<p>There is no cover for any losses arising from or as a result of:</p> <ul style="list-style-type: none"> <li>• not taking reasonable care to protect and maintain the property;</li> <li>• not taking reasonable steps to minimise the cost of any claim under the policy; or</li> <li>• not complying with all laws relating to the safety of a person or property.</li> </ul>
<b>Condition of the property &amp; other loss or damage</b>	<p>There is no cover for any:</p> <ul style="list-style-type: none"> <li>• wear, tear, depreciation, rust, oxidisation, corrosion, fading;</li> <li>• defect, structural fault, design fault or faulty workmanship;</li> <li>• rising damp, seepage, mould, mildew, rot;</li> <li>• gradual deterioration due to action of light, air, sand, sea salt, water, or atmospheric or climatic conditions.</li> </ul> <p>There is no cover for any claim, loss, cost, damage, injury, death or legal liability caused by or arising from the home not being structurally sound, watertight, secure, well maintained and in a good state of repair.</p>
<b>Construction works</b>	There is no cover for any losses arising from or as a result of buildings under construction or undergoing renovations, alterations, additions or repairs.
<b>Activities</b>	<p>There is no cover for any losses arising from or as a result of any business or income earning activities being conducted at the site.</p> <p>This exclusion does not apply if the activity is just the use of an office taking up less than 20% of the home.</p> <p>There is no cover for properties managed by or used as hotels, motels, resorts, inns, commercially operated serviced apartments or similar venues for accommodation.</p>
<p><b>Other policy exclusions apply.</b> Please refer to the PDS (and any Supplementary PDS) for a complete list of policy exclusions.</p>	

## Cover: Accidental Damage, Contents

### Target Market

This cover is suitable for customers who:

✓	want cover for household contents in a residence: <ul style="list-style-type: none"><li>• that they own in Australia, that is used for residential purposes; or</li><li>• in Australia, that they rent from a landlord, that is used for residential purposes.</li></ul>
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This cover is only suitable for customers where **either** of the above apply.

This cover is **NOT** suitable for customers who:

✗	rent out either the whole home or part of their home for casual or short-term rental (for example via Airbnb or similar platform) and want insurance for things such as loss of rent or rent default.
✗	own contents within a home they rent out to a tenant.
✗	use their land or building(s) to earn an income or where a business of any kind is being operated, where that customer wants cover for: <ul style="list-style-type: none"><li>• their business; or</li><li>• any claim, loss, damage, injury or liability that arises out of their income-earning activities.</li></ul> Doing only office work in a home office, including working from home for their employer, is not considered to be a business or income earning activity.
✗	want cover for contents in a home that is unoccupied and will continue to be for more than 100 consecutive days.
✗	want cover for contents that are stored away from the insured address in a non-commercial storage facility, such as a shed or shipping container at an unoccupied property.
✗	live by the sea or coastline and want insurance for action of the sea events such as erosion and rising of sea levels, including high and king tides.
✗	want cover for contents contained within a property that is not a standard residential home (for example a shipping container, houseboat, hostel).
✗	want cover for wear and tear or costs associated with maintenance.

This cover is not suitable for customers where **any** of the above apply.

## Likely Needs, Objectives and Financial Situation and Needs of Customers in the Target Market and consistency with the product's key attributes:

Likely need and objectives of customers in the target market	Key Product Attributes consistent with likely needs and objectives of the target market
To reduce the unexpected financial costs to repair or replace their contents within their residential property when they are stolen, or damaged by fire, or a weather event such as storm, bushfire, or flood.	The product provides cover for the costs to repair or replace contents located at the residential home if lost or damaged by a specific event covered by the product including: <ul style="list-style-type: none"> <li>weather events such as storm, flood, lightning or thunderbolt;</li> <li>accidental loss or damage, theft, fire, breakage of glass and malicious acts.</li> </ul>
To reduce the unexpected financial cost they are legally responsible to pay for: <ul style="list-style-type: none"> <li>damage to another person's property; or</li> <li>injury to another person,</li> </ul> anywhere in the world, that is not related to the ownership of the home.	The product provides cover for legal liability arising from an occurrence during the period of insurance anywhere in the world not related to the ownership of the home which results in personal injury and/or damage to property.
Optional cover to tailor the product to suit their individual needs.	Specified Valuables optional cover is available to purchase.

Likely financial situation of customers in the target market	Key Product Attributes consistent with the likely financial situation of the target market
<ul style="list-style-type: none"> <li>Pay the premiums which may increase from year to year; or</li> <li>Meet monthly payment commitments if electing to pay premium in instalments.</li> </ul>	Customers have the choice of: <ul style="list-style-type: none"> <li>paying the total premium in one annual payment; or</li> <li>paying the premium in monthly instalments.</li> </ul>
Pay the basic excess selected and any additional or imposed excesses.	A basic excess applies to most claims. Customers can choose to: <ul style="list-style-type: none"> <li>pay more premium, to pay less excess at the time of a claim; or</li> <li>pay less premium, to pay more excess at the time of a claim.</li> </ul>
Bear any costs that exceed the sum insured to repair or replace the contents at the residential property.	Customers will be required to nominate a sum insured for the contents at their residential home.
Pay any outstanding premiums if paying in monthly instalments in the event of a total loss.	In the event of a total loss, QBE will either deduct the total of all remaining instalments from the claim settlement or we will ask the customer to pay the total to QBE.
Bear any amounts that exceed any policy limits in the 'Key Limits' below.	

Based on QBE's assessment of the key terms, attributes and eligibility criteria, the insurance cover for Accidental Damage, Contents is likely to be consistent with the needs, objectives and financial situation of customers in the target market.

## Other Key Product Attributes

Key Limits	
<b>Sum Insured</b>	Contents Sum Insured nominated by the customer.
<b>Contents with Limits</b>	<p>The most we will pay for these items of contents if Accidental Damage cover is taken:</p> <ul style="list-style-type: none"> <li>works of art, pictures, tapestries, or rugs: \$25,000 per item and in total 25% of the sum insured for unspecified contents.</li> <li>items of jewellery, gold or silver articles, furs, watches: \$5,000 per item and in total 25% of the sum insured for unspecified contents.</li> <li>collections: \$20,000 per collection and in total 25% of the sum insured for unspecified contents.</li> <li>office equipment used by the customer or their family in their own business in the home: \$25,000 in total.</li> <li>other equipment used by the customer or their family for earning income: \$10,000 in total, including a maximum of \$2,000 for business stock temporarily stored inside the home for a maximum period of 30 days.</li> <li>accessories, or spare parts of motor vehicles (including motorcycles and motor scooters), caravans, trailers and watercraft not in or on the motor vehicle, caravan, trailer, or watercraft: \$2,000 per item, up to \$4,000 in total.</li> <li>cash, coins, negotiables, or bullion: \$1,500 in total.</li> <li>photographic and video equipment and musical instruments or musical equipment used for earning income: \$1,000 per item, up to \$10,000 in total.</li> </ul>
<b>Temporary Accommodation &amp; Loss of Rent</b>	<p>If the home is damaged by an insured event, it is unliveable, and the policy covers the customer's contents, we will pay up to:</p> <ul style="list-style-type: none"> <li>\$20,000; or</li> <li>20% of the sum insured for their contents,</li> </ul> <p>whichever is higher, for the additional cost of:</p> <ul style="list-style-type: none"> <li>reasonable temporary accommodation;</li> <li>emergency storage of their contents;</li> <li>emergency accommodation of their pets,</li> </ul> <p>where the customer is a tenant or strata title owner permanently residing in their home.</p>
<b>Legal Liability Limit</b>	\$30,000,000
<b>Other policy limits including additional benefit sub-limits apply</b>	<p>The insurance cover is subject to maximum insured limits, and these are set out in the policy schedule.</p> <p>Other claims limitations and conditions are specified in the PDS (and any Supplementary PDS).</p>



Key Exclusions	
<b>Acts</b>	<p>There is no cover for any losses arising from or as a result of:</p> <ul style="list-style-type: none"> <li>• intentional, reckless or fraudulent acts; or</li> <li>• illegal activity by the customer or their family.</li> </ul>
<b>Reasonable actions &amp; precautions</b>	<p>There is no cover for any losses arising from or as a result of:</p> <ul style="list-style-type: none"> <li>• not taking reasonable care to protect and maintain the property;</li> <li>• not taking reasonable steps to minimise the cost of any claim under the policy; or</li> <li>• not complying with all laws relating to the safety of a person or property.</li> </ul>
<b>Condition of the property &amp; other loss or damage</b>	<p>There is no cover under any section of the Policy for any:</p> <ul style="list-style-type: none"> <li>• wear, tear, depreciation, rust, oxidisation, corrosion, fading;</li> <li>• defect, structural fault, design fault or faulty workmanship;</li> <li>• rising damp, seepage, mould, mildew, rot;</li> <li>• gradual deterioration due to action of light, air, sand, sea salt, water, or atmospheric or climatic conditions.</li> </ul> <p>There is no cover for any claim, loss, cost, damage, injury, death or legal liability caused by or arising from the home not being structurally sound, watertight, secure, well maintained and in a good state of repair.</p>
<b>Construction works</b>	<p>There is no cover for any losses arising from or as a result of buildings under construction or undergoing renovations, alterations, additions or repairs.</p>
<b>Activities</b>	<p>There is no cover for any losses arising from or as a result of any business or income earning activities being conducted at the site. This exclusion does not apply if the activity is just the use of an office taking up less than 20% of the home.</p> <p>There is no cover for properties managed by or used as hotels, motels, resorts, inns, commercially operated serviced apartments or similar venues for accommodation.</p>
<p><b>Other policy exclusions apply.</b> Please refer to the PDS (and any Supplementary PDS) for a complete list of policy exclusions.</p>	

# Cover: Comprehensive Private Motor Vehicle

## Target Market

This cover is suitable for customers who:

✓	own a: <ul style="list-style-type: none"><li>• passenger vehicle including a sedan, hatchback, wagon, 4WD or SUV; or</li><li>• light commercial vehicle including a utility or van.</li></ul>
✓	use their vehicle for: <ul style="list-style-type: none"><li>• private use;</li><li>• executive use;</li><li>• business use (other than one of the usage types excluded below in the section 'This cover is NOT suitable for customer who:'); or</li><li>• commercial use.</li></ul>

This cover is only suitable for customers where **all** the above apply.

This cover is **NOT** suitable for customers who:

✗	do not want cover for a: <ul style="list-style-type: none"><li>• passenger vehicle including a sedan, hatchback, wagon, 4WD, or SUV; or</li><li>• light commercial vehicle including a utility or van; including but not limited to:<ul style="list-style-type: none"><li>○ caravans;</li><li>○ motorcycles; or</li></ul></li><li>• heavy vehicle such as a farm vehicle.</li></ul>
✗	use their vehicle: <ul style="list-style-type: none"><li>• to deliver goods where the driver is being paid to do so;</li><li>• to carry passengers where the driver is being paid to do so including any ridesharing (this does not include carpooling);</li><li>• for hire including as part of a sharing service or platform for reward; or</li><li>• for any competitive motor sport, contest or event where the road was closed to public traffic.</li></ul>
✗	want insurance for Compulsory Third-Party insurance (CTP), for bodily injury cover as a result of a vehicle accident. This cover is only available under a CTP policy.

This cover is not suitable for customers where **any** of the above apply.

## Likely Needs, Objectives and Financial Situation and Needs of Customers in the Target Market and consistency with the product's key attributes

Likely need and objectives of customers in the target market	Key Product Attributes consistent with likely needs and objectives of the target market
Cover to reduce the unexpected financial costs of repairing or replacing their vehicle if it is accidentally or maliciously damaged or stolen.	Provides cover for costs to repair or replace the customer's vehicle, if it is lost or damaged due to incidents such as collision or impact, theft or attempted theft, weather events (such as hail, flood or storm), or malicious damage.
Cover to reduce the unexpected financial costs they become liable to pay for damage to another person's vehicle or property by the use of their vehicle.	Provides cover for the customers legal liability to pay compensation for damage to another person's vehicle or property arising from the use of the customer's vehicle.
Optional benefits to tailor the cover to suit the customer's needs.	<p>Customers can choose to add the following optional benefits:</p> <ul style="list-style-type: none"> <li>• Hire vehicle costs following an accident</li> <li>• Windscreen protection</li> <li>• Protected No Claim Discount</li> <li>• Tools and equipment.</li> </ul>

Likely financial situation of customers in the target market	Key Product Attributes consistent with the likely financial situation of the target market
<ul style="list-style-type: none"> <li>• Pay the premiums which may increase from year to year;</li> <li>• Meet the periodic payment commitments if electing to pay the premium in instalments.</li> </ul>	<p>Customers have the choice of:</p> <ul style="list-style-type: none"> <li>• paying the total premium in one annual payment; or</li> <li>• paying the total premium in instalments.</li> </ul>
<p>Pay the standard excess selected and any additional or imposed excesses that may apply.</p>	<p>A standard excess applies to all claims. Customers can choose to:</p> <ul style="list-style-type: none"> <li>• pay more premium to pay less excess at the time of the claim; or</li> <li>• pay less premium to pay more excess at the time of a claim.</li> </ul> <p>Additional excesses that may apply are:</p> <ul style="list-style-type: none"> <li>• Age or Inexperienced driver excess;</li> <li>• Undeclared driver's excess;</li> <li>• Tools and equipment excess (when this optional benefit has been selected).</li> </ul>
<p>Be able to bear 100% any costs:</p> <ul style="list-style-type: none"> <li>• for additional benefits where the benefit limit has been exhausted; and</li> <li>• greater than the sum insured nominated for the customer's vehicle.</li> </ul>	<p>Customers may be faced with bearing a proportion of the costs where any additional benefits limits or sum insured for their vehicle has been exhausted.</p>
<p>Pay 100% of the costs upfront prior to being reimbursed for certain additional and/or optional benefits.</p>	<p>Customers will need to pay the costs upfront for certain benefits before being reimbursed, when a claim is accepted, including:</p> <ul style="list-style-type: none"> <li>• Emergency or temporary repairs;</li> <li>• Travel and accommodation expenses;</li> <li>• Hire vehicle cost following an accident.</li> </ul>
<p>Pay any outstanding premiums if paying in monthly instalments in the event of a total loss.</p>	<p>Customers who pay in monthly instalments who have outstanding premium for the period of insurance in which there is a total loss, will be required to pay the remaining premium in full.</p> <p>In the event of a total loss, QBE will either deduct the total of all remaining instalments from the customer's claim settlement or we will ask that they pay the total to QBE.</p>

Based on QBE's assessment of the key terms, attributes and eligibility criteria, the insurance cover for Comprehensive Private Motor Vehicle is likely to be consistent with the needs, objectives and financial situation of customers in the target market.

## Other Key Product Attributes

Key Limits	
<b>Sum Insured</b>	<p>Either the:</p> <ul style="list-style-type: none"> <li>market value, which is the value of the customer's vehicle in their local area immediately before the incident; or</li> <li>if selected, agreed value for the amount as shown on their Policy Schedule.</li> </ul>
<b>Legal Liability Limit</b>	\$32,500,000
<b>Other policy limits including additional benefit sub-limits apply</b>	<p>The insurance cover is subject to maximum insured limits and these are set out in the policy schedule.</p> <p>Other claims limitations and conditions are specified in the PDS (and any Supplementary PDS).</p>

Key Exclusions	
<b>Driver</b>	<p>There is no cover for any loss or damage, if the customer's vehicle was being driven, used or controlled by someone:</p> <ul style="list-style-type: none"> <li>who does not hold a legal driving licence to drive the customer's vehicle in Australia;</li> <li>who is under the influence of alcohol or drugs;</li> <li>whose blood alcohol reading exceeds the legal limit (unless there is a law to say otherwise); or</li> <li>who, following an accident, refuses to provide or allow the taking of a sample of breath, blood or urine for testing analysis, as required by the law of any State or Territory in which the accident occurred,</li> </ul> <p>unless:</p> <ul style="list-style-type: none"> <li>the customer allowed another person to drive their vehicle; and</li> <li>they did not know or could not be reasonably expected to know that they were not so licensed or would be under the influence of alcohol or drugs.</li> </ul> <p>There is no cover for any loss or damage, if the vehicle was being driven by someone less than 10 years of age.</p>
<b>Use of the vehicle</b>	<p>There is no cover for any loss or damage, if the customer's vehicle was being used for:</p> <ul style="list-style-type: none"> <li>let on hire;</li> <li>carrying passengers for payment, other than private pooling arrangements;</li> <li>ridesharing;</li> <li>professional driver education;</li> <li>delivery of food or other goods for reward;</li> <li>car sharing; or</li> <li>the purpose of demonstration other than for private sale.</li> </ul>
<b>Reasonable Care</b>	<p>There is no cover for:</p> <ul style="list-style-type: none"> <li>failing to secure the vehicle and this contributed to an incident;</li> <li>intentional or reckless acts by the customer or anyone acting with the customer's permission; or</li> <li>any intentional or criminal or dishonest act by the customer or any person acting with the customer's permission.</li> </ul>

## Key Exclusions

<b>Condition of the vehicle</b>	There is no cover for any loss or damage: <ul style="list-style-type: none"> <li>• if it was unroadworthy or in an illegal condition and this contributed to an incident;</li> <li>• due to depreciation, wear and tear, rust or corrosion; or</li> <li>• caused by failure or breakdown of a structural, electrical, mechanical or electronic nature.</li> </ul>
<b>Consequential loss</b>	There is no cover for financial or non-financial consequential loss arising from loss of or damage to the customers vehicle (for example, lost profits or income because the vehicle can't be used).
<b>Death or injury</b>	There is no cover for death or injury.
<b>Other policy exclusions apply.</b> Please refer to the PDS (and any Supplementary PDS) for a complete list of policy exclusions.	

## Cover: Third Party Property Damage Private Motor

### Target Market

This cover is suitable for customers who:

✓	own a: <ul style="list-style-type: none"> <li>• passenger vehicle including a sedan, hatchback, wagon, 4WD or SUV; or</li> <li>• light commercial vehicle including a utility or van.</li> </ul>
✓	use their vehicle for: <ul style="list-style-type: none"> <li>• private use;</li> <li>• executive use;</li> <li>• business use (other than one of the usage types excluded below in the section 'This cover is NOT suitable for customer who:'); or</li> <li>• commercial use.</li> </ul>

This cover is only suitable for customers where **all** the above apply.

This cover is **NOT** suitable for customers who:

✗	do not want cover for a: <ul style="list-style-type: none"> <li>• passenger vehicle including a sedan, hatchback, wagon, 4WD, or SUV; or</li> <li>• light commercial vehicle including a utility or van; including but not limited to: <ul style="list-style-type: none"> <li>○ caravans;</li> <li>○ motorcycles; or</li> </ul> </li> <li>• heavy vehicle such as a farm vehicle.</li> </ul>
✗	use their vehicle: <ul style="list-style-type: none"> <li>• to deliver goods where the driver is being paid to do so;</li> <li>• to carry passengers where the driver is being paid to do so including any ridesharing (this does not include carpooling);</li> <li>• for hire including as part of a sharing service or platform for reward; or</li> <li>• for any competitive motor sport, contest or event where the road was closed to public traffic.</li> </ul>
✗	want financial protection for damage caused to their vehicle.
✗	want insurance for Compulsory Third-Party insurance (CTP), for bodily injury cover as a result of a vehicle accident. This cover is only available under a CTP policy.

This cover is not suitable for customers where **any** of the above apply.

## Likely Needs, Objectives and Financial Situation and Needs of Customers in the Target Market and consistency with the product's key attributes

Likely need and objectives of customers in the target market	Key Product Attributes consistent with likely needs and objectives of the target market
Cover for legal liability to reduce the unexpected financial cost they are legally responsible to pay for damage caused to another person's vehicle or property by the use of their vehicle.	Cover includes legal liability for loss or damage to another person's vehicle or property the customer is liable to pay arising from the use of the customer's vehicle.

Likely financial situation of customers in the target market	Key Product Attributes consistent with the likely financial situation of the target market
<ul style="list-style-type: none"> <li>Pay the premiums which may increase from year to year;</li> <li>Meet the periodic payment commitments if electing to pay the premium in instalments.</li> </ul>	<p>Customers have the choice of:</p> <ul style="list-style-type: none"> <li>paying the total premium in one annual payment; or</li> <li>paying the total premium in instalments.</li> </ul>
Pay the standard excess selected and any additional or imposed excesses that may apply.	<p>A standard excess applies to all claims. Customers can choose to:</p> <ul style="list-style-type: none"> <li>pay more premium to pay less excess at the time of the claim; or</li> <li>pay less premium to pay more excess at the time of a claim.</li> </ul> <p>Additional excesses that may apply are:</p> <ul style="list-style-type: none"> <li>Age or Inexperienced driver excess;</li> <li>Undeclared driver's excess;</li> <li>Theft excess.</li> </ul>
Bear 100% of the costs to repair or replace their vehicle if it's damaged.	There is no cover for the customer's vehicle under Third party property damage except for certain circumstances under the Uninsured motorist's benefit.

Based on QBE's assessment of the key terms, attributes and eligibility criteria, the insurance cover for Third Party Property Damage Private Motor is likely to be consistent with the needs, objectives and financial situation of customers in the target market.

## Other Key Product Attributes

Key Limits	
<b>Legal Liability Limit</b>	\$32,500,000
<b>Other policy limits including additional benefit sub-limits apply</b>	The insurance cover is subject to maximum insured limits, and these are set out in the policy schedule. Other claims limitations and conditions are specified in the PDS (and any Supplementary PDS).
Key Exclusions	
<b>Driver</b>	<p>There is no cover for any loss or damage, if the customer's vehicle was being driven, used or controlled by someone:</p> <ul style="list-style-type: none"> <li>• who does not hold a legal driving licence to drive the customer's vehicle in Australia;</li> <li>• who is under the influence of alcohol or drugs;</li> <li>• whose blood alcohol reading exceeds the legal limit (unless there is a law to say otherwise); or</li> <li>• who, following an accident, refuses to provide or allow the taking of a sample of breath, blood or urine for testing analysis, as required by the law of any State or Territory in which the accident occurred, <p>unless:</p> <ul style="list-style-type: none"> <li>• the customer allowed another person to drive their vehicle; and</li> <li>• they did not know or could not be reasonably expected to know that they were not so licensed or would be under the influence of alcohol or drugs.</li> </ul> <p>There is no cover for any loss or damage, if the vehicle was being driven by someone less than 10 years of age.</p> </li></ul>
<b>Use of the vehicle</b>	<p>There is no cover for any loss or damage, if the customer's vehicle was being used for:</p> <ul style="list-style-type: none"> <li>• let on hire;</li> <li>• carrying passengers for payment, other than private pooling arrangements;</li> <li>• ridesharing;</li> <li>• professional driver education;</li> <li>• delivery of food or other goods for reward;</li> <li>• car sharing; or</li> <li>• the purpose of demonstration other than for private sale.</li> </ul>
<b>Reasonable Care</b>	<p>There is no cover for:</p> <ul style="list-style-type: none"> <li>• failing to secure the vehicle and this contributed to an incident;</li> <li>• intentional or reckless acts by the customer or anyone acting with the customer's permission; or</li> <li>• any intentional or criminal or dishonest act by the customer or any person acting with the customer's permission.</li> </ul>
<b>Condition of the vehicle</b>	<p>There is no cover for any loss or damage:</p> <ul style="list-style-type: none"> <li>• if it was unroadworthy or in an illegal condition and this contributed to an incident;</li> <li>• due to depreciation, wear and tear, rust or corrosion; or</li> <li>• caused by failure or breakdown of a structural, electrical, mechanical or electronic nature.</li> </ul>
<b>Consequential loss</b>	There is no cover for financial or non-financial consequential loss arising from loss of or damage to the customer's vehicle (for example, lost profits or income because the vehicle can't be used).
<b>Death or injury</b>	There is no cover for death or injury.
<b>Other policy exclusions apply.</b> Please refer to the PDS (and any Supplementary PDS) for a complete list of policy exclusions.	



## Cover: Boat

### Target Market

This cover is suitable for customers who:

✓	own a boat that is used privately for recreational purposes only.
✓	only use the boat within Australian waters, no further than 250 nautical miles from the Australia coastline.
✓	have a legal, equitable or ownership interest in the boat (which could include a bank or insolvency firm).

This cover is only suitable for customers where **all** the above apply.

This cover is **NOT** suitable for customers who:

✗	want cover for a boat that is used for hire/charter or business purposes.
✗	want cover for a boat that is being used as their permanent living accommodation.
✗	want cover for a boat that is undergoing major hull repair or alteration, for example extending the length of the vessel or a major refurbishment of the deck, cabin or hull.
✗	want cover for a boat motor that has been enhanced to greater than the manufactures specifications or can exceed maximum speeds of 60 knots.
✗	want cover for a boat that is used for racing, speed tests or trials (unless they are participating in a Power Boat Association Time Trial under the control or regulation of the Power Boat Association to a maximum speed of 30 knots or have purchased optional cover available for yacht racing)

This cover is not suitable for customers where **any** of the above apply.

### Likely Needs, Objectives and Financial Situation and Needs of Customers in the Target Market and consistency with the product's key attributes

Likely need and objectives of customers in the target market	Key Product Attributes consistent with likely needs and objectives of the target market
Cover for the damage to the boat, motors, sails, masts, spars, standing and running rigging, trailer, equipment and accessories to reduce the unexpected financial costs to repair or replace this property or parts of this property when it is stolen, accidentally or maliciously damaged, or damaged in transit.	Provides cover for costs to repair or replace the boat, motors, sails, masts, spars, standing and running rigging, trailer, equipment and accessories, if it is stolen or damaged by incidents covered by the product including: <ul style="list-style-type: none"> <li>accidental damage;</li> <li>theft;</li> <li>malicious damage;</li> <li>transit damage;</li> <li>damage caused by governmental authority.</li> </ul>
Cover for legal liability to reduce the unexpected financial cost they are legally responsible to pay for: <ul style="list-style-type: none"> <li>damage to another person's property; or</li> <li>accidental death or bodily injury to another person;</li> </ul> arising out of the ownership and/or use of the boat by the customer or any person allowed by the customer to control the boat.	Provides cover for legal liability arising from an occurrence during the period of insurance for the use of the boat by the customer or any person allowed by the customer to control the boat which results in accidental death or bodily injury and/or damage to property.
Optional benefits to tailor the product to suit their individual needs.	Customers have the choice to tailor their cover and include optional benefits: <ul style="list-style-type: none"> <li>Yacht racing;</li> <li>Yacht club social racing;</li> <li>Water skiers or aquaplaning extension.</li> </ul>

Likely financial situation of customers in the target market	Key Product Attributes consistent with the likely financial situation of the target market
<ul style="list-style-type: none"> <li>Pay the premiums which may increase from year to year; or</li> <li>Meet monthly payment commitments if electing to pay premium in instalments.</li> </ul>	<p>Customers have the choice of:</p> <ul style="list-style-type: none"> <li>paying the total premium in one annual payment; or</li> <li>paying the premium in monthly instalments.</li> </ul>
Pay the standard excess selected and any additional or imposed excesses that may apply.	<p>A standard excess applies to all claims.</p> <p>Customers can choose to:</p> <ul style="list-style-type: none"> <li>pay more premium to pay less excess at the time of a claim; or</li> <li>pay less premium, to pay more excess at the time of a claim.</li> </ul> <p>Additional excesses may apply for:</p> <ul style="list-style-type: none"> <li>Personal effects;</li> <li>Trailer boat moored in New South Wales;</li> <li>Personal watercraft;</li> <li>Yacht racing risk.</li> </ul>
Be able to bear 100% of any costs to repair or replace the boat, motors, sails, masts, spars, standing and running rigging, trailer, equipment and accessories that exceed both the sum insured and any applicable additional benefits.	Customers may be faced with bearing a proportion of the costs and/or loss where the additional benefits limits or amount they have insured the boat, motors, sails, masts, spars, standing and running rigging, trailer, equipment and accessories have been exhausted.
Pay any outstanding premiums if paying in monthly instalments in the event of a total loss	Customers who pay in monthly instalments who have outstanding premium for the period of insurance in which there is a total loss, will be required to pay the remaining premium in full. QBE will either deduct the total of all remaining instalments from the claim settlement or we will ask the customer to pay the total to QBE.

Based on QBE's assessment of the key terms, attributes and eligibility criteria, the insurance cover for Boat is likely to be consistent with the needs, objectives and financial situation of customers in the target market.

## Other Key Product Attributes

Key Limits	
<b>Sum Insured</b>	<p>Customers can nominate a sum insured for each of the following:</p> <ul style="list-style-type: none"> <li>the hull;</li> <li>the motor(s);</li> <li>sails, masts, spars, standing and running rigging;</li> <li>trailer; and/or</li> <li>equipment and accessories.</li> </ul>
<b>Personal Effects</b>	<p>If customer's personal effects suffer physical loss or damage caused by an accident or theft they are covered up to:</p> <ul style="list-style-type: none"> <li>\$200 for any one item for mobile phones, prescription glasses or sunglasses;</li> <li>\$1,000 any one item and \$12,500 in total for all other personal effects, arising from an accident or theft.</li> </ul>
<b>Legal Liability Limit</b>	<p>Customers can nominate one of the following sum insureds:</p> <ul style="list-style-type: none"> <li>\$5,000,000;</li> <li>\$10,000,000;</li> <li>\$20,000,000.</li> </ul>
<b>Other policy limits including additional benefit sub-limits apply</b>	<p>The insurance cover is subject to maximum insured limits and these are set out in the policy schedule.</p> <p>Other claims limitations and conditions are specified in the PDS (and any Supplementary PDS).</p>

## Key Exclusions

### Operator of Boat

There is no cover provided if:

- the operator of the boat was under the influence of alcohol or of any drug;
- the operator of the boat had a percentage of alcohol or drugs in their breath or blood in excess of the percentage permitted by law in the place where the accident occurred;
- the operator of the boat refused or failed to provide or allow the taking of a sample of breath, blood or urine for testing analysis as required by the law in the state or territory in which the accident occurred;
- the boat was under the control of a person not licensed under the relevant law to be in control of the customer's boat, however QBE will cover the customer if:
  - the product/schedule does not name the person as one of the insureds; and
  - the customer can clearly demonstrate they had no reason to suspect that person was unlicensed.

### Use of the Boat

There is no cover provided if:

- the boat was being used for an unlawful purpose;
- the boat was being used for hire or charter, or for payment or reward at the time of the accident or loss unless we specially agree to cover this use and specify the cover in the customer's Policy Schedule; or
- the boat is being used for permanent living accommodation unless the customer tells us beforehand in writing, and we agree in writing to cover them.

### Condition of the boat

There is no cover provided if:

- the customer does not keep the boat in good order and repair, or in a proper state of seaworthiness and in compliance with the minimum safety equipment and safety standards as required under the relevant regulatory standards applicable to the customer's boat; or
- the customer does not keep their mooring that they use for their boat in good order and repair or in accordance with the applicable Maritime regulatory standards and requirements.

[Other policy exclusions apply](#). Please refer to the PDS (and any Supplementary PDS) for a complete list of policy exclusions.

## Cover: Farm Vehicle Comprehensive

### Target Market

This cover is suitable for customers who:

✓	own vehicles typically used on rural properties, such as private use motorcycles, small trailers, horse floats, caravans or campers.
✓	have a legal, equitable or ownership interest in the farm vehicle (which could include a bank or insolvency firm).

This cover is only suitable for customers where **all** the above apply.

This cover is **NOT** suitable for customers who:

✗	want cover for vehicles that are: <ul style="list-style-type: none"><li>• watercraft of any kind;</li><li>• experimental or prototype vehicles; or</li><li>• aerial devices of any kind.</li></ul>
✗	want cover for vehicles used in relation to (but not limited to): <ul style="list-style-type: none"><li>• racing or speed trials;</li><li>• operating airside (within the airport); or</li><li>• carrying passengers for hire, fare or reward.</li></ul>
✗	want financial protection for third party legal liability if their vehicles are unregistered.
✗	want cover for vehicles are not located in Australia.
✗	want cover for farm machinery that is fixed or immobile, such as solar panel units and pumps or generators that don't have wheels. This cover is available under Section 5 Farm Property.
✗	require cover for Compulsory Third Party, for personal injury caused by the use of vehicle. This cover is only available under a CTP policy.

This cover is not suitable for customers where **any** of the above apply.

## Likely Needs, Objectives and Financial Situation and Needs of Customers in the Target Market and consistency with the product's key attributes

Likely need and objectives of customers in the target market	Key Product Attributes consistent with likely needs and objectives of the target market
Cover to reduce the unexpected financial costs of repairing or replacing their vehicle if it is accidentally or maliciously damaged or stolen.	Provides cover for the cost to repair or replace the customer's vehicle if it is lost or damaged due to incidents such as collision or impact, theft or attempted theft, weather events (such as hail, flood or storm), or malicious damage.
Cover to reduce the unexpected financial costs they become liable to pay for damage caused to another person's vehicle or property by the use of their vehicle.	Provides cover for the customers legal liability to pay compensation for damage to another person's vehicle or property arising from the use of the customer's vehicle.
Optional benefits to tailor the product to suit the customer's needs.	The following optional benefits are available to purchase: <ul style="list-style-type: none"> <li>• Dangerous Goods;</li> <li>• Trailers the customer does not own;</li> <li>• Heavy vehicle hire costs following an accident;</li> <li>• Radius Restriction.</li> </ul>

Likely financial situation of customers in the target market	Key Product Attributes consistent with the likely financial situation of the target market
<ul style="list-style-type: none"> <li>• Pay the premiums which may increase from year to year; or</li> <li>• Meet payment commitments if electing to pay premium in instalments.</li> </ul>	Customers have the choice of: <ul style="list-style-type: none"> <li>• paying the total premium in one annual payment; or</li> <li>• paying the premium in monthly instalments.</li> </ul>
Pay the standard excess selected and any additional excesses that may apply.	A standard excess applies to all claims. Customers can choose to: <ul style="list-style-type: none"> <li>• pay more premium to pay less at the time of the claim where an excess would apply; or</li> <li>• pay less premium, to pay more at the time of a claim where an excess would apply.</li> </ul> Additional excesses that may apply are: <ul style="list-style-type: none"> <li>• Age or Inexperienced driver excess;</li> <li>• Heavy motor vehicle inexperienced driver excess;</li> <li>• Outside radius excess;</li> <li>• Tipping excess;</li> <li>• Trailers the customer does not own.</li> </ul>
Be able to bear 100% of any costs greater than: <ul style="list-style-type: none"> <li>• the additional benefit limit when it has been exhausted; and</li> <li>• the sum insured nominated for the customer's vehicle.</li> </ul>	Customers may be faced with bearing a proportion of the costs where any additional benefits limits or sum insured for their vehicle has been exhausted.

Likely financial situation of customers in the target market	Key Product Attributes consistent with the likely financial situation of the target market
Pay 100% of the costs upfront prior to being reimbursed for certain additional and/or Optional benefits.	<p>Customers will need to pay the costs upfront for certain benefits before being reimbursed, when a claim is accepted such as;</p> <ul style="list-style-type: none"> <li>• Emergency or temporary repairs;</li> <li>• Emergency travelling expenses;</li> <li>• Hire vehicle costs following theft;</li> <li>• Heavy vehicle hire costs following an accident.</li> </ul>
Pay any outstanding premiums if paying in monthly instalments in the event of a total loss.	<p>Customers who pay in monthly instalments who have outstanding premium for the period of insurance in which there is a total loss, will be required to pay the remaining premium in full. In the event of a total loss, QBE will either deduct the total of all remaining instalments from the customers claim settlement or we will ask the customer to pay the total to QBE.</p>

Based on QBE’s assessment of the key terms, attributes and eligibility criteria, the insurance cover for Farm Vehicle Comprehensive is likely to be consistent with the needs, objectives and financial situation of customers in the target market.

## Other Key Product Attributes

Key Limits	
<b>Sum Insured</b>	<p>Damage to the vehicle - either:</p> <ul style="list-style-type: none"> <li>• the lesser of the Sum Insured declared to us or the Market Value which is determined for the vehicle at the time of the loss; or</li> <li>• if selected, the agreed value amount shown on the Policy Schedule.</li> </ul>
<b>Legal Liability Limit</b>	\$32,500,000
<b>Other policy limits including additional benefit sub-limits apply</b>	<p>The insurance cover is subject to maximum insured limits and these are set out in the policy schedule.</p> <p>Other claims limitations and conditions are specified in the PDS (and any Supplementary PDS).</p>

## Key Exclusions

<b>Cyber</b>	There is no cover for claims arising from, or in connection with, a cyber incident.
<b>Driver</b>	<p>There is no cover for any loss or damage, if the vehicle was being driven by someone:</p> <ul style="list-style-type: none"> <li>• under the influence of alcohol or drugs;</li> <li>• whose blood alcohol level exceeds the legal limit permitted by law;</li> <li>• who refuses to submit to any tests to determine the level of alcohol or drugs in the blood when requested to by a legally authorised person;</li> <li>• does not hold a driving licence as required by law at the time and place of the occurrence,</li> </ul> <p>unless</p> <ul style="list-style-type: none"> <li>• the customer allowed another person to drive their vehicle; and</li> <li>• they did not know or could not be reasonably expected to know that they were not so licensed or would be under the influence of alcohol or drugs.</li> </ul> <p>There is no cover for any loss or damage, if the vehicle was being driven by someone less than 10 years of age.</p>
<b>Use of Vehicle</b>	<p>There is no cover for loss, damage or liability resulting from use of the customer's vehicle when:</p> <ul style="list-style-type: none"> <li>• let out on dry hire (hired by the customer to a third party without an operator) unless we have agreed in writing to provide dry hire cover;</li> <li>• being driven or operated while it is unsafe or not in a roadworthy condition;</li> <li>• being driven in a manner whereby the driver has recklessly contributed to the potential consequences so that the occurrence cannot reasonably be regarded as accidental;</li> <li>• an intentional act by the customer or anyone acting with the customer's permission.</li> </ul>
<b>Reasonable Care</b>	<p>There is no cover for loss or damage:</p> <ul style="list-style-type: none"> <li>• if reasonable steps to protect or safeguard the customer's vehicle had not been taken;</li> <li>• resulting from the incorrect fuel being used.</li> </ul>
<b>Condition of the vehicle</b>	<p>There is no cover for any loss or damage:</p> <ul style="list-style-type: none"> <li>• due to wear and tear, corrosion, fatigue failure, rust, mould, vermin, rodents, insects, birds, atmospheric conditions, extreme temperatures or depreciation;</li> <li>• due to structural, electrical, mechanical or electronic failure or breakdown.</li> </ul>
<b>Consequential loss</b>	There is no cover for financial or non-financial consequential loss arising from loss of or damage to the customers vehicle (for example, lost profits or income because the vehicle can't be used).
<b>Death or injury</b>	There is no cover for death or injury.
<p><b>Other policy exclusions apply.</b> Please refer to the PDS (and any Supplementary PDS) for a complete list of policy exclusions.</p>	

## Cover: Farm Vehicle, Third Party Property Damage

### Target Market

This cover is suitable for customers who:

✓	own vehicles typically used on rural properties, such as private use motorcycles, small trailers, horse floats, caravans or campers.
✓	have a legal, equitable or ownership interest in the farm vehicle (which could include a bank or insolvency firm).

This cover is only suitable for customers where **all** the above apply.

This cover is **NOT** suitable for customers who:

✗	want cover for vehicles that are: <ul style="list-style-type: none"><li>• watercraft of any kind; or</li><li>• experimental or prototype vehicles; or</li><li>• aerial devices of any kind.</li></ul>
✗	want cover for vehicles used in relation to (but not limited to): <ul style="list-style-type: none"><li>• racing or speed trials; or</li><li>• operating airside (within the airport); or</li><li>• carrying passengers for hire, fare or reward.</li></ul>
✗	want financial protection for third party legal liability if their vehicles are unregistered.
✗	want cover for vehicles are not located in Australia.
✗	want cover for farm machinery that is fixed or immobile, such as solar panel units and pumps or generators that don't have wheels. This cover is available under Section 5 Farm Property.
✗	want financial protection for loss or damage to their private use vehicle.
✗	require cover for Compulsory Third Party, for personal injury caused by the use of vehicle. This cover is only available under a CTP policy.

This cover is not suitable for customers where **any** of the above apply.



## Likely Needs, Objectives and Financial Situation and Needs of Customers in the Target Market and consistency with the product's key attributes

Likely need and objectives of customers in the target market	Key Product Attributes consistent with likely needs and objectives of the target market
Cover to reduce the unexpected financial costs they become liable to pay for damage caused to another person's vehicle or property by the use of their vehicle.	Provides cover for the customers legal liability to pay compensation for damage to another person's vehicle or property arising from the use of the customer's vehicle.

Likely financial situation of customers in the target market	Key Product Attributes consistent with the likely financial situation of the target market
<ul style="list-style-type: none"> <li>Pay the premiums which may increase from year to year; or</li> <li>Meet payment commitments if electing to pay premium in instalments.</li> </ul>	<p>Customers have the choice of:</p> <ul style="list-style-type: none"> <li>paying the total premium in one annual payment; or</li> <li>paying the premium in fortnightly, monthly or quarterly instalments.</li> </ul>
Pay the standard excess selected and any additional excesses that may apply.	<p>A standard excess applies to all claims. Customers can choose to:</p> <ul style="list-style-type: none"> <li>pay more premium to pay less at the time of the claim where an excess would apply; or</li> <li>pay less premium, to pay more at the time of a claim where an excess would apply.</li> </ul> <p>Additional excesses that may apply are:</p> <ul style="list-style-type: none"> <li>age or Inexperienced driver excess;</li> <li>heavy motor vehicle inexperienced driver excess;</li> <li>outside radius excess;</li> <li>tipping excess;</li> <li>trailers the customer does not own.</li> </ul>
Have the financial capacity to bear 100% of the amounts that exceed any policy limits.	Customers may be faced with bearing a proportion of the costs and/or loss where the additional benefits limits for have been exhausted.

Based on QBE's assessment of the key terms, attributes and eligibility criteria, the insurance cover for Third Party Property Damage Farm Vehicle is likely to be consistent with the needs, objectives and financial situation of customers in the target market.

## Other Key Product Attributes

Key Limits	
<b>Legal Liability Limit</b>	\$32,500,000
<b>Other policy limits including additional benefit sub-limits apply</b>	The insurance cover is subject to maximum insured limits and these are set out in the policy schedule. Other claims limitations and conditions are specified in the PDS (and any Supplementary PDS).
Key Exclusions	
<b>Cyber</b>	There is no cover for claims arising from, or in connection with, a cyber incident.
<b>Own damage</b>	There is no cover for damage to, or theft of, the customer's vehicle.
<b>Driver</b>	<p>There is no cover for any loss or damage, if the vehicle was being driven by someone:</p> <ul style="list-style-type: none"> <li>• under the influence of alcohol or drugs;</li> <li>• whose blood alcohol level exceeds the legal limit permitted by law;</li> <li>• who refuses to submit to any tests to determine the level of alcohol or drugs in the blood when requested to by a legally authorised person;</li> <li>• does not hold a driving licence as required by law at the time and place of the occurrence; or</li> </ul> <p>Unless:</p> <ul style="list-style-type: none"> <li>• the customer allowed another person to drive their vehicle; and</li> <li>• they did not know or could not be reasonably expected to know that they were not so licensed or would be under the influence of alcohol or drugs.</li> </ul> <p>There is no cover for any loss or damage, if the vehicle was being driven by someone less than 10 years of age.</p>
<b>Use of Vehicle</b>	<p>There is no cover for:</p> <ul style="list-style-type: none"> <li>• loss, damage or liability resulting from use of the customer's vehicle when let out on dry hire (hired by the customer to a third party without an operator) unless we have agreed in writing to provide dry hire cover;</li> <li>• being driven or operated while it is unsafe or not in a roadworthy condition;</li> <li>• being driven in a manner whereby the driver has recklessly contributed to the potential consequences so that the occurrence cannot reasonably be regarded as accidental; or</li> <li>• an intentional act by the customer or anyone acting with the customer's permission.</li> </ul>
<b>Reasonable Care</b>	<p>There is no cover for loss or damage:</p> <ul style="list-style-type: none"> <li>• if reasonable steps to protect or safeguard the vehicle had not been taken; or</li> <li>• resulting from the incorrect fuel being used.</li> </ul>
<b>Condition of the vehicle</b>	<p>There is no cover for any loss or damage:</p> <ul style="list-style-type: none"> <li>• due to wear and tear, corrosion, fatigue failure, rust, mould, vermin, rodents, insects, birds, atmospheric conditions, extreme temperatures or depreciation; or</li> <li>• due to structural, electrical, mechanical or electronic failure or breakdown.</li> </ul>
<b>Consequential loss</b>	There is no cover for financial or non-financial consequential loss arising from loss of or damage to the customer's vehicle (for example, lost profits or income because the vehicle can't be used).
<b>Death or injury</b>	There is no cover under the Farm Vehicle cover for death or injury.
<b>Other policy exclusions apply.</b> Please refer to the PDS (and any Supplementary PDS) for a complete list of policy exclusions.	

## Cover: Equine

### Target Market

This cover is suitable for customers who:

✓	own a horse and want financial protection for their horse, which includes cover for (but not limited to): <ul style="list-style-type: none"><li>• death due to illness or accident; and</li><li>• theft or straying of the horse.</li></ul>
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This cover is **NOT** suitable for customers who:

✗	want cover for horses that are leased, hired out or used for riding schools.
✗	want cover for horses that are used for: <ul style="list-style-type: none"><li>• racing, race training, breeding of racehorses; or</li><li>• endurance riding; or</li><li>• hunting.</li></ul>
✗	want cover for horses that are not in Australia.

This cover is not suitable for customers where **any** of the above apply.

## Likely Needs, Objectives and Financial Situation and Needs of Customers in the Target Market and consistency with the product's key attributes

Likely need and objectives of customers in the target market	Key Product Attributes consistent with likely needs and objectives of the target market
Customers in the target market for Farm Pack – Equine cover will likely be seeking financial protection for costs related to the death (due to injury or illness), theft or straying of their horse.	The Farm Pack - Equine Cover has been designed to pay up to the Sum Insured or the market value of their horse when unexpected death (including humane destruction), straying or theft occurs.

Likely financial situation of customers in the target market	Key Product Attributes consistent with the likely financial situation of the target market
<ul style="list-style-type: none"> <li>Pay the premiums which may increase from year to year; or</li> <li>Meet monthly payment commitments if electing to pay premium in instalments.</li> </ul>	Customers have the choice of: <ul style="list-style-type: none"> <li>paying the total premium in one annual payment; or</li> <li>paying the premium in monthly instalments.</li> </ul>
Pay the excess selected and any additional or imposed excesses that may apply.	An excess applies to all claims.
Be able to bear 100% of any costs that exceed the sum insured and any benefits.	Customers may be faced with bearing a proportion of the costs and/or loss where the additional benefits limits or amount they have insured have been exhausted.
Pay any outstanding premiums if paying in monthly instalments in the event of a total loss	Customers who pay in monthly instalments who have outstanding premium for the period of insurance in which there is a total loss, will be required to pay the remaining premium in full. QBE will either deduct the total of all remaining instalments from the claim settlement or we will ask the customer to pay the total to QBE.

Based on QBE's assessment of the key terms, attributes and eligibility criteria, the insurance cover for Equine Cover is likely to be consistent with the needs, objectives and financial situation of customers in the target market.

## Other Key Product Attributes

Key Limits	
<b>Sum Insured</b>	Cover is limited to the lesser of the Sum Insured or the market value of the horse.
<b>Additional Benefits</b>	<p>If we pay a claim for death, other than by accident we will also:</p> <ul style="list-style-type: none"> <li>• pay the cost to remove and dispose of the customer's horse's body following death or euthanasia as a result of an injury that happens or an illness that first shows clinical signs during the period of cover;</li> <li>• reimburse the customer post-mortem expenses up to \$1,000.</li> </ul>
<b>Other policy limits including additional benefit sub-limits apply</b>	<p>The insurance cover is subject to maximum insured limits and these are set out in the policy schedule.</p> <p>Other claims limitations and conditions are specified in the PDS (and any Supplementary PDS).</p>

Key Exclusions	
<b>General</b>	<p>There is no cover for:</p> <ul style="list-style-type: none"> <li>• any veterinary expenses;</li> <li>• the costs of a post-mortem examination, when death is as a result of an accident; or</li> <li>• the costs to remove and dispose of the horses body when death occurs as a result of an accident.</li> </ul>
<b>Use</b>	<p>There is no cover for:</p> <ul style="list-style-type: none"> <li>• the use of the customer's horse for any purpose other than that shown and agreed in the customer's Policy Schedule;</li> <li>• any improper use; or</li> <li>• any wilful neglect or unskilled treatment.</li> </ul>
<b>Consequential loss</b>	There is no cover for any other financial loss, legal compensation, costs or expenses as a result of the death or euthanasia of the customer's horse.
<b>Reasonable care</b>	<p>There is no cover, if the customer does not:</p> <ul style="list-style-type: none"> <li>• take proper care of the horse and take all reasonable steps to maintain the horse's health;</li> <li>• arrange and pay for the horse to have a yearly dental examination and any veterinary treatment normally recommended by a vet to prevent injury or illness;</li> <li>• arrange and pay for the horse to be kept vaccinated against tetanus, strangles and equine influenza and wormed as regularly as normally recommended by a vet. If the customer does not keep the horse vaccinated or wormed, QBE will not pay any claims that result from an illness that would not have occurred if the horse had been vaccinated and wormed;</li> <li>• arrange for a vet to examine and treat the horse as soon as possible after it shows clinical signs of an injury or illness.</li> </ul>
<p><b>Other policy exclusions apply.</b> Please refer to the PDS (and any Supplementary PDS) for a complete list of policy exclusions.</p>	

## Distribution

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

<p><b>Distribution Restrictions</b></p>	<p><b>Victor Farm Insurance QM9953</b> can only be sold by Victor Insurance Pty Ltd ABN 11 146 607 838 as an authorised representative (AR number 403803) of Marsh Pty Ltd ABN 86 004 651 512 acting under its AFSL No.238983 (Marsh) pursuant to a binding authority arrangement with QBE Insurance (Australia) Limited ABN 78 003 191 035 AFSL No. 239545 (QBE), the insurer.</p>
<p><b>Distribution Conditions</b></p>	<p>Victor Farm Insurance – QM9953 can only be sold to persons that are eligible for cover in accordance with the application and/or renewal criteria that has been approved in writing by QBE and which complies with the law (Application Process).</p> <p>The Application Process has been tailored to identify the target market described in this TMD as part of the eligibility criteria. The use of this Application Process will make it more likely that the product will be acquired by persons within the target market.</p> <p>The Application Process is comprised of the following:</p> <ul style="list-style-type: none"> <li>• A policy administration system with built in underwriting and eligibility controls;</li> <li>• Internal underwriting accreditation or delegated authority;</li> <li>• Underwriting Guidelines.</li> </ul> <p>Victor Farm Insurance – QM9953 can be sold via a QBE approved policy administration system within the eligibility criteria and underwriting rules.</p> <p>Any quoting outside the system must always be referred to a QBE authorised representative.</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>Victor must make this TMD available free of charge on request.</p>
<p><b>Distribution Method</b></p>	<p>Victor Farm Insurance – QM9953 can be sold via direct contact between the customer and Victor.</p> <p>This product is not available for customers to purchase directly from QBE including online</p>

## Reporting Obligations

Information	Responsible reporting person	Obligation	Information required to be reported	Reporting Period
<b>Dealings outside the target market</b>	Victor and QBE	<p>Victor will report to QBE if it becomes aware of a dealing outside of the target market that is inconsistent with the TMD and which QBE has not already approved.</p> <p>QBE will report to the regulator any significant dealing outside the target market that is inconsistent with the TMD.</p>	<ul style="list-style-type: none"> <li>the date (or date range) the dealing occurred;</li> <li>details about the dealing(s);</li> <li>any steps or actions taken to mitigate this dealing; and</li> <li>any steps or actions taken to stop or prevent any further dealings outside the target market from occurring.</li> </ul>	As soon as practicable and, by no later than 10 business days after the date Victor or QBE becomes aware of the dealing.
<b>Complaints and feedback</b>	Victor and QBE	<p>Victor will report to QBE complaint and feedback information received about the product.</p> <p>QBE will report any complaint or feedback information received about the product.</p>	<ul style="list-style-type: none"> <li>the number of complaints received about this product during the reporting period; and</li> <li>a brief summary about the nature of every complaint received and any steps taken to address the complaint.</li> </ul>	Every month.
<b>Policy and claims data</b>	QBE	Policy and claims data about the product.	<ul style="list-style-type: none"> <li>Claims Loss Ratio;</li> <li>Policy Retention Rate.</li> </ul>	Every 3 months.
<b>Orders, direction or feedback from Regulator, Code Governance Committee or AFCA</b>	Victor and QBE	Any order, direction or feedback from a regulator, Code Governance Committee or AFCA related to the product or how it is distributed.		As soon as practicable and, by no later than 10 business days after the date the feedback, direction or order was received.
<b>Periodic Product Reviews Outcomes</b>	QBE	Outcomes from the Periodic Product Reviews conducted.	<ul style="list-style-type: none"> <li>Data reviewed;</li> <li>Data analysis outcomes; and</li> <li>Review outcome decisions.</li> </ul>	Every 2 years or sooner if the review was conducted prior.

## TMD Review

TMD Reviews	Information QBE will use to review the TMD
Review Period	This TMD will be reviewed 12 months after the date it is first published, and it will be periodically reviewed once every 2 years thereafter.
What may trigger a review prior to periodic review	<p>The events or circumstances that may trigger a review prior to a scheduled periodic review date include QBE becoming aware of:</p> <ul style="list-style-type: none"> <li>• the nature or numbers of complaints or feedback provided about the product’s design or distribution that indicate significant or systemic issues, reasonably suggesting the TMD is no longer appropriate;</li> <li>• a material change to the product (including the PDS and the Application Process) or distribution conditions, or to the information or the assumptions which the target market is based on, which reasonably suggests the TMD is no longer appropriate;</li> <li>• a material incident in relation to the product’s design and distribution which reasonably suggests the TMD is no longer appropriate;</li> <li>• any: <ul style="list-style-type: none"> <li>○ change of relevant legislation, regulations or regulatory guidance; or</li> <li>○ direction or order from a regulator, the Code Governance Committee or AFCA related to the design of the product or its distribution, that reasonably suggests the TMD is no longer appropriate;</li> </ul> </li> <li>• a significant dealing outside the TMD occurring that reasonably suggests the TMD is no longer appropriate;</li> <li>• trends in the following metrics that indicate adverse customer outcomes which reasonably suggest the TMD is no longer appropriate: <ul style="list-style-type: none"> <li>○ claims loss ratios;</li> <li>○ policy retention rates.</li> </ul> </li> </ul> <p>Relevant thresholds indicating possible adverse outcomes are stored within QBE’s internal retail Product Governance arrangements.</p>