

# TARGET MARKET DETERMINATION

## Truckpac

<b>Product Name</b>	Truckpac Policy Wording PDS NTI248 16/10/2020
<b>Validity</b>	This TMD is effective from 5 October 2021 and remains valid until replaced or withdrawn.
<b>Issuer</b>	NTI Limited ABN 84 000 746 109 AFSL 237246
<b>What is a target market determination (TMD)?</b>	<p>A TMD is required by the <i>Corporations Act 2001</i>, to provide NTI Distributors and Customers with information about:</p> <ul style="list-style-type: none"><li>• who is the Target Market for the product described above,</li><li>• who the product is not designed for,</li><li>• review periods and events which may trigger a review,</li><li>• any distribution conditions for this product,</li><li>• reporting obligations of our distributors.</li></ul>
<b>Mandatory Customer Requirements</b>	This Product is designed for distribution to Businesses with vehicles operating within the States and Territories of Australia, who have an appointed Australian Financial Services licensee and their Authorised Representative, that is part of the Arthur J. Gallagher group, who are authorised by NTI to distribute this Product on behalf of NTI. They are able to distribute this product face-to-face with the customer or via various electronic methods.

## Product 1 of Truckpac - Truckpac Motor Insurance

### Class of customers description

This Truckpac Motor Insurance (Product 1) is designed for customers who own or operate Motor Vehicles (as described below) in the course of their Business.

Their likely needs, objectives and financial situation, are aligned with the product and its key attributes and would like to be covered for:

- financial loss resulting from destruction, loss or damage to Motor Vehicles with a carrying capacity over 2 tonnes, Trailer(s) that attach to these Motor Vehicle(s), Bus(es) or Mobile Plant Asset(s); and/or
- financial loss resulting from legal liability for a claim relating to the damage to someone else's property through the use of their road registered insured property.

### Product Description and Key Attributes

#### There are two types of cover:

1. Comprehensive, which covers accidental loss or damage to the insured property. Where your insured property is road registered, the cover will extend to include financial loss resulting from legal liability for a claim relating to the damage to someone else's property;
2. Third Party Only, which limits cover to damage caused to other property through the use of road registered insured property.

- ✔ The schedule of cover must have a minimum of 60% Motor Vehicles over 2 tonnes carrying capacity, Trailers, Buses or Mobile Plant items. Noting that no more than 40% of the insured vehicles can be cars, motorcycles, caravans, utilities and 4WD, unless agreed by NTI.
- ✔ It is expected that the policyholder and their employee(s) will be driving/operating the Insured property.
- ✘ None of these covers provide any mechanical breakdown, maintenance cover or wear and tear.
- ✘ Not all Motor Vehicles over 2 tonnes carrying capacity, Trailers, Buses or Mobile Plant items may be acceptable and cover is subject to underwriting guidelines (which change from time to time).

Eligibility for cover is subject to risk acceptance criteria set by NTI which may change from time to time.

Truckpac Policy is only available when Truckpac Motor Insurance (Product 1) is purchased. Public and Product Liability, Carriers Protect and Business Interruption Products are optional covers and may be selected as required.

Truckpac Motor Insurance(Product 1) is a Retail Product and is the main subject and primary focus of the TMD. Public and Product Liability, Carriers Protect and Business Interruption Products are included only to describe if there is any alteration to the Target Market for Truckpac Motor Insurance (Product 1) when an additional Product is selected.

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

## Optional Covers

### Product 2 of Truckpac - Combined Public and Product Liability

#### Class of customer description:

Some customers purchasing Product 1 (Motor) of the Truckpac policy may be eligible to purchase Product 2 Public and Product Liability to cover liabilities to Third Parties for Personal Injury or Property Damage as a result of an Occurrence in connection with the customer's Business or caused by a Product of the Business.

Even if a customer is ineligible for Product 2, this will not change eligibility for Product 1 of the Package.

#### Product Description and Key Attributes:

Any liability that arises must be in connection with the Business of the customer as declared to NTI when purchasing the Truckpac policy.

Product 2 is primarily designed for transport, concrete carriers and earthmoving related businesses. Activities outside of these are subject to individual review and acceptance.

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

### Product 3 of Truckpac - Carriers Protect

#### Class of customer description:

Some customers purchasing Product 1 (Motor) of the Truckpac policy maybe eligible to purchase Product 3 Carriers Protect to cover loss, damage or liabilities to Third Parties who own goods that the customer is transporting in or on a Truck over 2 tonnes carrying capacity, or a Trailer that is insured under Product 1 of the Truckpac policy.

Even if a customer is ineligible for Product 3, this will not change eligibility for Product 1 of the Package.

#### Product Description and Key Attributes:

Product 3 is designed for transport operators who carry/move goods that are owned by another party. Carriers Protect provides cover for those non-owned goods as a result of an incident involving the carrying vehicle.

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

## Product 4 of Truckpac - Business Interruption

### Class of customer description:

Customers purchasing Product 1 of the Truckpac policy are eligible to purchase Product 4 Business Interruption to provide cover for when loss or damage occurs to an asset insured under Product 1 of the Truckpac policy.

Even if an Insured item (Motor Vehicle/Mobile Plant) is ineligible for Product 4, this will not change eligibility for Product 1 of the Package.

### Product Description and Key Attributes:

Product 4 pays the amount nominated on the Policy when the Insured Truck, Trailer or Mobile Plant asset is damaged or destroyed which has resulted in a claim being paid under Product 1.

The payment of the selected benefit will be in accordance with the policy terms and conditions.

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

## Distribution Obligations

### How this product is to be distributed:

This product is designed to be distributed by Arthur J. Gallagher & Co (AUS) Limited licensed insurance brokers and their authorised representatives who are currently authorised by NTI Limited to distribute this product.

Cover can only be issued to people where they are eligible for that cover in accordance with the application and/or acceptance/renewal criteria that has been approved in writing by the issuer and which complies with relevant laws.

The distribution conditions will make it likely that customers who acquire the insurance product are in the target market, as we consider that the distribution conditions are appropriate and will enable us and our third-party distributors to direct the insurance product to the class of customers who fall within the target market set out above. This has been determined based on an assessment of the distribution conditions and the target market.

### Reporting obligations:

Significant Dealings about this product or TMD are to be notified by the Distributor to NTI within 10 business days of becoming aware that the product is not consistent with the TMD.

Details of any other complaint(s) must be reported at the agreed periodic reporting date. Minimum (but not limited to) information to be provided:

- Dates - i.e. received, responded to, resolved etc.
- Type of Complaint - i.e. policy, claim, acceptance, decline, TMD appropriateness.
- Reason for Complaint - i.e. exclusion, acceptance, denial of claim.
- Details of Complaint - information so NTI can understand and consider the matter further. It is expected that any information relating to the initial enquiry giving rise to the claim will be included.

These reporting requirements do not replace or change the obligations of a Distributor to report complaints about this Product in accordance with legislative and regulatory requirements.

## Reporting, Monitoring and Reviewing this target market determination

<b>Complaints</b>	All complaints in relation to the Retail Product covered by this TMD will be reviewed and adjudicated on in accordance with the timeframes set out under the legislation or by the General Insurance Code of Practice, whichever has the shorter timeframe.
<b>Policy Data</b>	We will review sales, customer and claims data quarterly to ensure the TMD remains appropriate.
<b>Significant Dealings</b>	Within 10 business days we will report to ASIC if we become aware of significant dealing in relation to this product that is inconsistent with the TMD.
<b>Review Period:</b>	<p>This TMD will be reviewed within 24 months of the effective date noted above. We will also review this TMD if any of the following occur:</p> <ul style="list-style-type: none"><li>• The product cover, design or acceptance criteria guidelines are altered from those which this TMD is based upon.</li><li>• If a material defect is discovered in the PDS for the product.</li><li>• Where significant dealings are reported, or complaints, claim issues or feedback are received, which suggests the TMD is no longer appropriate, we will initiate an immediate review.</li><li>• This feedback may come from (but is not limited to):<ul style="list-style-type: none"><li>- Distributors</li><li>- Customers</li><li>- Regulators</li></ul></li></ul>