

# TARGET MARKET DETERMINATION

## Gallagher Mobile Plant & Equipment

<b>Product Name</b>	Gallagher Mobile Plant & Equipment PDS NTI336A (01/03/2022)
<b>Validity</b>	This TMD is effective from 1 November 2023 and remains valid until replaced or withdrawn.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 (including Primary Producers) with Insured Property operating within the States and Territories of Australia and who have an appointed Australian Financial Services Licensee that is part of the Professional Services Corporation Pty Ltd 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 Yellow Cover - Mobile Plant and Motor Vehicles

### Class of customers description

This Mobile Plant & Motor Vehicle insurance Product 1 is designed for customers who are members of the Civil Contractors Federation (CCF) and who own or operate Mobile Plant assets and associated Motor Vehicles in the course of their Business.

We anticipate that customers likely needs, objectives and financial situation, are aligned with this product and its key attributes, considering insurance to cover:

- financial loss resulting from destruction, loss or damage to their Mobile Plant asset(s) and associated Motor Vehicles; and/or
- financial loss resulting from legal liability for a claim relating to damage to someone else's property through the use of their road registered mobile plant or motor vehicles.

### Product Description and Key Attributes

#### There are two types of cover

1. Comprehensive, which covers accidental loss or damage to the mobile plant or motor vehicle (Insured Property). Where your Insured Property is road registered the cover will extend to include financial loss arising from legal liability relating to damage to someone else's property; or
2. Third Party Only, which offers a lower priced insurance covering your financial loss resulting from your legal liability relating to damage to someone else's property through the use of road registered insured property.

## Key eligibility criteria

- ✔ requires a minimum of 60% Mobile Plant items including incidental trucks/trailers. Noting that no more than 40% of the Insured items can be goods carrying vehicles less than 2 tonnes good carrying capacity, cars, motorcycles, caravans, utilities and 4WD, unless agreed by NTI.
- ✔ requires the policyholder or their employee(s) to be driving/operating the Insured Property or when the Insured property is hired out, it is hired out under a suitable hire agreement.
- ✘ does not provide any cover for mechanical breakdown, maintenance cover or wear and tear
- ✘ is not suitable for unsafe or unroadworthy plant and motor vehicle; drivers and operators that are not licensed for the plant or motor vehicle.
- ✘ Not all plant and motor vehicles may be acceptable and cover is subject to underwriting guidelines (which change from time to time).

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

Yellow Cover Policy is only available when Product 1 – Mobile Plant and Motor Vehicles (Product 1) is purchased. Public and Product Liability and Business Interruption associated with the Business being insured are optional covers within this bundle. These optional covers can only be purchased as part of a package including Mobile Plant and Motor Vehicles (Product 1) cover.

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

## Optional Covers

### Product 2 of Yellow Cover – Public and Products Liability

#### Class of customers description

Some customers purchasing Mobile Plant and Motor Vehicles (Product 1) of the Yellow Cover policy may be eligible to purchase Public and Product Liability (Product 2) to cover legal 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 Public and Product Liability (Product 2), this will not change eligibility for Mobile Plant and Motor Vehicles (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 Yellow Cover policy.

Public and Product Liability (Product 2) is primarily designed for transport, concrete carriers and earthmoving related businesses. Activities outside of these are subject to individual review and not all business activities may be acceptable and cover is subject to underwriting guidelines (which change from time to time).

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

### Product 3 of Yellow Cover – Business Interruption

#### Class of customers description

Customers purchasing Mobile Plant and Motor Vehicles (Product 1) of the Transport Package policy are eligible to purchase optional Business Interruption (Product 3), which provides cover for financial loss which arises directly from insured loss or damage to mobile plant or a motor vehicle insured under Product 1 of the Yellow Cover policy.

Even if an Insured item of Mobile Plant and Motor Vehicles (Product 1) is ineligible for Business Interruption (Product 3), this will not change eligibility for Product 1 of the Package.

#### Product Description and Key Attributes

Business Interruption (Product 3) pays the amount stated on the Policy Schedule when the Insured truck, trailer or mobile plant is damaged or destroyed, which has resulted in a claim being paid under the Mobile Plant and Motor Vehicles (Product 1).

The payment of the selected benefit will be in accordance with the policy terms and conditions, Payment of the business interruption benefit will cover the period up to the time repairs are completed or the total loss settlement date. There are maximum weekly benefits and waiting periods stated in the policy. This policy is not suitable for insuring loss of business profits or workers wages.

Not all Mobile Plant and Motor Vehicles may be acceptable and cover is subject to underwriting guidelines (which change from time to time).

Business Interruption (Product 3) is classified as Wholesale Insurance. It is included in this TMD only to describe if there is any alteration to the Target Market for Mobile Plant and Motor Vehicles (Product 1) when this Product is selected.

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

## Financial Situation

This product is suitable for customers who are able to pay the relevant premium having regard to their financial situation and the premium and excess structure.

Relevant financial situation considerations include:

Financial situation considerations	Choice of Cover	
	Comprehensive	Third Party Only (Road Registered items)
Ability to potentially vary your premium by considering different levels of cover	Yes (Via Optional Extensions)	No
Ability to potentially vary your premium by choosing your excess	Yes	Yes
Ability to choose to pay your premium Annually or by Instalment	No	No

## Consistency with Target Market

The insurance product including its key attributes is likely to be consistent with the likely objectives, financial situation and needs of the class of customers in the target market, as we consider that it provides the required type of insurance cover for that class of customers.

This has been determined based on an assessment of the insurance product including its key attributes. Individual customers will need to consider whether this insurance product meets their specific objectives, financial situation and needs.

## 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. This is managed through the use of underwriting 'kick out' questions, training and monitoring.

The distribution conditions will make it likely that customers who acquire the insurance product are in the target market. 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 or at least on a quarterly basis. 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 managed by NTI Internal Complaints procedures 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 and Review Triggers:</b>	<p>This TMD will be reviewed within 24 months of the effective date and every 24 months from this initial review 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>• Claims loss ratios, the number of claims denied or withdrawn and policy sales data (including cancellation of policies) exceed expected or average results compared to the previous quarter.</li><li>• If a material defect is discovered in the PDS for the product.</li><li>• Distribution conditions are no longer appropriate</li><li>• Where significant dealings are reported, or complaints, or claim issues are received, which suggest the TMD is no longer appropriate, we will instigate an immediate review.</li><li>• Complaints or feedback received from customers, distributors or regulators that may suggest this TMD is no longer appropriate.</li></ul>

Next TMD review date November 2025.