

Target Market Determination

ARGIS Farm Extra Insurance



This Target Market Determination (TMD) is effective from 5 October 2021 and relates STRICTLY TO the Dwelling; Contents of Dwelling; Personal Effects; Private, Farm and Business Vehicle; Personal Accident and Sickness; and Pleasure Boat sections (Relevant Sections) within the ARGIS Farm Extra Insurance Products Disclosure Statement and Policy Wording - HDI ARGIS Farm 0421 (the Product).

ARGIS Insurance acts under a binding authority as agent for the insurer of this product. ARGIS Insurance are the Product Distributor.

ABOUT THIS DOCUMENT

This TMD provides HDI Global Specialty SE - Australia (Product Issuer) distributors and customers information about:

- the customers for whom this product is appropriate (being the target market);
- the customers for whom this product is NOT appropriate;
- any distribution conditions and/or restrictions attaching to the product;
- the reporting obligations of the distributors; and
- the review period(s) and events which may trigger a review.

This TMD identifies the customers within the target market for the Relevant Sections of the Product. This TMD does NOT consider a customer's personal needs, objectives and financial situation.

Terms used in this TMD that are defined for the purpose of Chapter 7 of the Corporations Act, have the same meaning as under the Act. Please note that it is the Product Disclosure Statement that sets out the standard terms and conditions of the cover. This TMD does not form part of the terms of the cover. A customer should always refer to the Product Disclosure Statement (PDS) ARGIS Farm Extra Insurance - HDI ARGIS Farm 0421, and any SPDS that may apply, before making a decision about this product to ensure the product is suitable for their needs.

This product has six (6) sections of cover that are relevant to this TMD as set out below and has been designed for consumers in the target market to provide financial protection as follows:

- **Section 14 – Dwelling**
Covers private dwelling homes against accidental loss or damage and includes automatic Owners Liability cover for liability to third parties.
- **Section 15 – Contents of Dwelling**
Covers accidental loss or damage to household contents, anywhere in the world, and includes Personal Liability cover for liability to third parties.
- **Section 16 – Personal Effects**
Covers accidental loss or damage to personal effects including jewellery, watches, photographic equipment, musical instruments, mobile phones, laptops and sporting equipment.
- **Section 17 – Private, Farm & Business Vehicle**
Cover for loss or damage to vehicles such as cars, motorcycles, tractors, trucks, trailers and utilities whilst in use for private, social, domestic, pleasure and farm purposes as well as Legal Liability cover.
- **Section 18 – Personal Accident and Sickness**
Cover for farmers provided in the form of benefits where an injury or illness results in certain events such as death, disability and/or disablement.
- **Section 19 – Pleasure Boat**
Covers accidental loss or damage to the boat whilst in use (whether for private and pleasure purpose or as a wind powered boat in an event such as a regatta), as well as Legal Liability cover.

The product offers options to enable customers to tailor the product to suit their individual needs.

WHO IS WITHIN THE TARGET MARKET FOR ARGIS FARM EXTRA INSURANCE?

Customers within the Target Market

(Customers are within the target market for the Relevant Sections of this Product if all the following conditions apply) Note: In order to be eligible for the following conditions customers must already have farming operations coverage with ARGIS.

✓	Farmers who own residential buildings and associated contents on farm properties and non-farming properties, all of which are regularly occupied and well maintained.
✓	Farmers who require a product that provides Accidental Loss to their residential buildings and contents and additional Owners Liability and Personal Liability cover for loss of property of others and bodily injury of any person.
✓	Farmers who own or drive a vehicle (including cars, utilities, trucks, agricultural vehicles farm bikes, ATVs, caravans, trailers) for private or farm use including Occasional Farm Contracting.
✓	Farmers that require a product that provides the option of Full Cover, Third Party, Fire and Theft, Fire and Theft, and Third Party Only cover for their own private and farm vehicles, in addition to cover for damage that is caused to other property by the use of the vehicle.
✓	Farmers who require cover for an event of an accident or sickness resulting in an inability to work for a period and their only occupation is own farming and Occasional Contract Farming.
✓	Farmers who own a pleasure craft that is for personal use only.

Customers **NOT** within the Target Market

(Customers are not within the target market if any of the following conditions apply) Note: for a comprehensive list of all exclusions within the Product please refer to the PDS.

✗	Owners of boarding houses, hostels, stand alone B&B's, display homes, buildings used for a commercial business, buildings in a state of disrepair, long term unoccupied buildings, buildings in the course of construction, and contents in long term storage.
✗	Owners of vehicles used for any other business activities other than own farming and occasional farm contracting.
✗	Farmers who require cover for an event of an accident or sickness resulting in an inability to work for a period and have an occupation other than own farming and occasional contract farming.
✗	Farmers who require cover for an event of an accident or sickness resulting in an inability to work for a period and have certain pre-existing medical conditions and/or participates in certain sporting activities/hazardous pursuits.
✗	Farmers who own a pleasure craft that is owner built, let out on hire or charter, a craft capable of exceeding 50 knots, used in racing time trials or water ski racing events, is a house boat, an ocean racing yacht, an ocean going trimaran or cruising catamaran, a craft used for towing hang gliders, parasailing, and/or a craft that cruise in excess of 200 nautical miles from the Australian coastline.

DISTRIBUTION CONDITIONS

The application process has been designed to guide customers directly to the product most likely to meet their needs and objectives based on their responses to our questions.

ARGIS Insurance staff have been adequately trained in the product, the customer(s) it is intended for and the underwriting criteria applicable to the product.

Distribution Restrictions	<p>This product can only be sold via an insurance broker and cannot be sold directly to the public.</p> <p>The agreement between the insurance broker and ARGIS Insurance sets out the obligations on the distributor/ broker to distribute products only to customers within the TMD, and the ramifications if the product is distributed to customers outside of the TMD.</p> <p>The insurance product distributor must;</p> <ul style="list-style-type: none"> • be authorised to distribute the product and those arrangements must not have been cancelled or suspended; • agree to not distribute the product where they receive notice from the Product Issuer that this TMD is not up to date and no new TMD has been provided; and • where a new TMD has been provided, agree to distribute in accordance with the new TMD. <p>The TMD is currently not subject to any ASIC action that might suggest that the TMD is no longer appropriate.</p> <p>Where an insurance broker provides personal advice in relation to the product it is that broker's responsibility to ensure that acquiring the product is in the best interests of the customer having regard to the customer's objective, financial situation and needs.</p> <p>Accordingly, when personal advice has been provided in relation to the product the obligation under this TMD do not apply to the insurance broker or ARGIS Insurance.</p>
Distribution Conditions	<ul style="list-style-type: none"> • This product can only be sold to customers via insurance brokers who may access the product via www.argis.com.au • This product can be sold to customers within the target market without the customer being provided with any financial product advice or, general or personal advice
Distribution Method	<p>This product can only be distributed by an insurance broker through manual quoting under the agreement between the broker and ARGIS Insurance.</p>

REPORTING OBLIGATIONS

Distributors of this product are required to provide HDI Global Specialty SE – Australia with information in relation to the product covered by this TMD in the following circumstances.

Reportable matter	When
<p>The cover is issued to a customer that was ineligible for cover in accordance with the 'ARGIS Insurance's Application Process'.</p>	<p>As soon as practicable after the Distributor become aware of the matter, and within 10 business days.</p>
<p>Complaints information</p> <ul style="list-style-type: none"> • The number of complaints the distributor has received about this product in the reporting period. • A short summary of the nature of the complaint raised and any steps taken to address the complaints; and • Any general feedback on this product. • Distributors should include sufficient details about the complaint that would allow HDI Global Specialty SE – Australia to identify whether the TMD may no longer be appropriate to the class of customers. 	<p>Monthly and no later than 10 business days after the agreed complaints reporting date.</p> <p>Notification of the complaint within 2 business days after receipt.</p>
<p>There have been any significant dealings by the Distributor that are inconsistent with the TMD.</p>	<p>As soon as practicable after you become aware of the matter, and within 10 business days.</p>
<p>Communication from regulator in relation to the product or TMD</p>	<p>Same day.</p>

SIGNIFICANT DEALINGS

If an actual or possible significant dealing outside of the target market is identified, HDI Global Specialty SE – Australia requires information such as the date (or date range) the dealing occurred, details about the dealing(s) and any steps or actions taken to mitigate.

Distributors should have regard to current ASIC guidelines when determining what may constitute a significant dealing.

ARGIS Insurance will notify HDI Global Specialty SE – Australia of any significant dealing in the Product that is not consistent with the TMD as soon as practicable (within 10 business days). This includes but is not limited to a consideration of the nature and degree of harm resulting from the issue of this Product to a retail customer.

TMD REVIEWS

<p>Review Period</p>	<p>The initial review of this TMD will occur no later than 12 months from the date this TMD is first published, or within 10 business days if an event or circumstance (Review Trigger) occurs which would reasonably suggest that the TMD is no longer appropriate.</p> <p>This TMD will then be reviewed at least every 24 months after the end of the previous review or agreed otherwise with HDI Global Specialty SE – Australia.</p>
<p>Examples of Review Triggers that would reasonably suggest that the TMD is no longer appropriate</p>	<p>Outside of the identified review period this TMD may be reviewed more regularly if an event or circumstances are identified that may reasonably suggest that the product is no longer suitable to the target class of customers and would trigger a review include, but are not limited to, Product Issuer becoming aware of:</p> <ul style="list-style-type: none"> • significant increase in the number of complaints relating to the product received by us or reported by distributors; • a material change to the product including Product Disclosure Statement, information or assumptions upon which the target market was formulated like ARGIS Application Process, pricing requirements, underwriting guidelines; • change of relevant law, regulatory guidance, industry code or feedback from regulators such as ASIC, APRA or other interested parties which has a material effect on the terms or distribution of the product; • the product is being distributed and purchased in a way that is significantly inconsistent with this TMD; • adverse trends in policy and claims data indicating the product is not performing as expected by the customer.