

# Target Market Determination

## ANZ Landlord Insurance



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

This Target Market Determination (TMD) is effective from 05.10.2021 and relates to the ANZ Landlord Insurance Product Disclosure Statement (QM2089).

This TMD provides QBE's distributors and customers information regarding:

- which class of customers this product is suitable for (the target market) and which class of customers this product is likely to be unsuitable for;
- optional benefits that have been designed for customers within this product's target market;
- any distribution conditions for this product;
- reporting obligations and restrictions on distribution of our distributors; and
- the review period and events or circumstances that may trigger a review.

This TMD describes the customers within our target market. This TMD doesn't consider a customer's personal needs, objectives and financial situation.

A customer should always refer to the ANZ Landlord Insurance Product Disclosure Statement (PDS) and any Supplementary Product Disclosure Statements (SPDS) that may apply, to ensure the product is right for them.

## Buildings Cover

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

- loss or damage occurring to a residential home that is rented out to tenants caused by insured events, such as fire, storm and flood; and
- legal liability for injury to or death of another person and loss of or damage to another person's property occurring at the insured address.

It offers optional cover to choose from to enable customers to tailor the product to suit their individual needs.

### Who is within the Target Market for Buildings Cover?

<b>Customers within the Target Market</b> (Customers are within the target market if all the following conditions apply)	
✓	Landlords who want insurance for the residential property that they own and rent out to tenants under a lease agreement.
✓	Landlords who want insurance for a holiday home that they rent out to paying guests as a casual or short-term rental (for example via Airbnb or a similar platform, where there is no lease agreement).
	Landlords who want financial protection for: <ul style="list-style-type: none"><li>• loss or damage to their residential rental property;</li><li>• loss of rent due to damage by an insured event;</li><li>• malicious damage by tenants; and</li><li>• legal liability for injury to or death of another person and loss of or damage to another person's property occurring at the insured address.</li></ul>

**Customers NOT within the Target Market**

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

X	Customers who want insurance for the home they own and live in.
X	Customers who do not own the home they live in (for example a tenant who rents their home).
X	Landlords who want insurance for their unit within a strata type building, which is required to be insured by a body corporate or similar. If you own a strata building, you should check with the strata legislation in their State or Territory for insurance requirements.
X	Landlords who want insurance for a block of flats.
X	Landlords who use their land or buildings to earn an income or operate a business of any kind, other than residential rental income.
X	Landlords who want insurance for a property that is commercially managed by or used as serviced apartments, hotels, motels, resorts, inns or similar venues for accommodation.
X	Landlords who want insurance 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>
X	Landlords whose home is awaiting demolition or in the course of being demolished.
X	Landlords whose home is unoccupied and will continue to be for more than 120 consecutive days.
X	Landlords whose premise property is not a standard residential home (for example shipping container, houseboat, hostel).
X	Landlords whose residential home is by the sea or coastline and want cover insurance for events such as storm surge, erosion and rising of sea levels, including high and king tide.
X	Landlords who want insurance 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.
X	Landlords who want cover for wear and tear or costs associated with home maintenance.

**Target Market for Optional Benefits**

Customers within the target market for this product may want to purchase the following optional covers:

**Optional benefit – Rent Default**

<b>Customers within the Target Market for the Rent Default optional benefit</b>	
✓	Landlords who own a residential property that is rented out to tenants under a lease agreement and want insurance for rent default.

**Customers NOT within the Target Market for the Rent Default optional benefit**

X	Landlords who own a holiday home that they rent out to paying guests as a casual or short-term rental (for example via Airbnb or a similar platform, where there is no lease agreement).
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## Contents Cover

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

- loss or damage occurring to a residential home contents caused by insured events, such as fire, storm and flood;
- malicious damage by tenants;
- legal liability for injury to or death of another person and loss of or damage to another person's property:
  - occurring anywhere in the world, other than at the insured address if they own and live in their home; or
  - occurring anywhere in the world if they're a tenant or owner of a strata type property.

It offers optional cover to choose from to enable customers to tailor the product to suit their individual needs.

### Who is within the Target Market for Contents Cover?

#### Customers within the Target Market

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

✓	Landlords who want insurance for their household contents intended for the tenant's use within their residential property in Australia that they rent out to tenants under a lease agreement.
✓	Landlords who want insurance for their household contents intended for their tenant's use within their holiday home that they rent out to paying guests as a casual or short-term rental in Australia (for example via Airbnb or a similar platform, where there is no lease agreement).
✓	Landlords who want financial protection for: <ul style="list-style-type: none"> <li>• loss or damage to household contents within their residential home they rent out to a tenant</li> <li>• malicious damage by tenants, and</li> <li>• legal liability for injury to or death of another person and loss of or damage to another person's property occurring at the insured address.</li> </ul>

#### Customers **NOT** within the Target Market

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

X	Homeowners who want insurance for their personal contents in the residential home that they live in.
X	Tenants who rent their home from a landlord and want cover insurance for their personal contents.
X	Landlords whose premises is not a standard residential home (for example shipping container, houseboat, hostel).
X	Landlords who want insurance for their personal contents which they store within the home they rent out to a tenant.
X	Landlords who use their land or buildings to earn an income or operate a business of any kind, other than residential rental income.
X	Landlords who want insurance for a property that is commercially managed by or used as serviced apartments, hotels, motels, resorts, inns or similar venues for accommodation.
X	Landlords whose home is unoccupied and will continue to be for more than 120 consecutive days.
X	Landlords whose residential home is 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 tide.
X	Landlords who want cover for wear and tear or costs associated with maintenance.

## Target Market for Optional Benefits

Customers within the target market for this product may want to purchase the following optional covers:

### Optional benefit – Rent Default

#### Customers within the Target Market for the Rent Default optional benefit

- ✓ Landlords who own a residential property that is rented out to tenants under a lease agreement and want insurance for rent default.

#### Customers NOT within the Target Market for the Rent Default optional benefit

- X Landlords who own a holiday home that they rent out to paying guests as a casual or short-term rental (for example via Airbnb or a similar platform, where there is no lease agreement).

## Distribution Conditions

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

<b>Distribution Restrictions</b>	This product can only be sold via Australia and New Zealand Banking Group Limited (ANZ) ABN 11 005 357 522, AFSL 234527.
<b>Distribution Conditions</b>	<p>This product can only be sold via a QBE approved application system within the eligibility 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>Make the TMD available to customers who wish to refer to it.</p>
<b>Distribution Method</b>	<p>The distribution method of selling this product may comprise of:</p> <ul style="list-style-type: none"><li>• Online via anz.com.au</li><li>• Via ANZ App</li><li>• Inbound Telephone calls to ANZ on 13 16 14</li><li>• Within an ANZ branch</li></ul>

## Reporting Obligations for Distributors

Distributors of this product are required to provide QBE with complaints information about this product through the agreed complaints submission process including:

- The number of complaints the distributor has received about this product during the reporting period;
- A brief summary about the nature of the complaint raised and any steps taken to address the complaint; and
- Any general feedback our distributor may have received on this product.

Distributors should include sufficient details about the complaint that would allow QBE to identify whether the TMD may no longer be appropriate to the class of customers.

**Reporting Period:** 6 monthly or as otherwise agreed with the Distributor and no later than 10 business days after the agreed complaints reporting date.

## Dealings outside the target market

Distributors of this product need to report to QBE when they become aware a dealing outside the target market that has not been approved by QBE. Their report to QBE must include information such as the date (or date range) the dealing occurred, details about the dealing(s) and any steps or actions taken to mitigate.

**Reporting Period:** within 10 business days of the date on which the Distributor became aware of the dealing.

## TMD Reviews

<b>Review Period</b>	The initial review of this TMD will occur no later than 2 years from the date this TMD is first published and every 2 years thereafter.
<b>What may trigger a review prior to periodic review</b>	<p>The events or circumstances that may suggest the product is no longer suitable to the target class of customers and would trigger a review (prior to the scheduled periodic review date) include, but are not limited to, QBE becoming aware of:</p> <ul style="list-style-type: none"><li>• a significant increase in the number of complaints relating to the product received by QBE or reported by distributors;</li><li>• a material change to the product including Product Disclosure Statement, information or assumptions upon which the target market was formulated;</li><li>• a change of relevant law, regulatory guidance or industry code which has a material effect on the terms or distribution of the product;</li><li>• the product being distributed and purchased in a way that is significantly inconsistent with this TMD;</li><li>• adverse trends in policy and claims data indicating the product is not performing as expected by the customer.</li></ul>