

Target Market Determination (TMD)

360 Farm Policy

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

Product Disclosure Statement (PDS) this TMD relates to	360 Farm Policy (QM8770)
TMD applies to policies commencing or renewing effective from	17.01.2025
First publication date of this TMD	05.10.2021

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 360 Farm Policy 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:

Building and Contents cover with the option to select from:

- Specified Perils cover; or
- Premium Protection cover.

Motor Vehicle cover with the option to select from:

- Comprehensive cover; or
- Third party property damage.

Product Description

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

- Fixed Farm Property
- Mobile farm property
- Burglary
- Farm Interruption
- Farm Liability
- Machinery breakdown
- Electronics
- Transit
- Home buildings
- Home contents
- Personal liability
- Valuables
- Motor

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: Farm

Target Market

This cover is suitable for customers who:

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

✗	are owners or operators of rural properties used for commercial activities other than farming.
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Cover: Specified Perils, Buildings

Target Market

This cover is suitable for customers who:

✓	<p>either:</p> <ul style="list-style-type: none"> • own and live in their home; and/or • rent out a home to a tenant or farm employee.
✓	<p>want financial protection for their residential home, which includes cover for (but not limited to):</p> <ul style="list-style-type: none"> • loss or damage caused by insured events, such as, fire, storm, lightning; and • legal liability for: <ul style="list-style-type: none"> ○ bodily injury or death of another person; and ○ loss or damage to another person's tangible property, arising out of the ownership of the home.

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

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

✗	want cover for flood, which is not provided by this product.
✗	want cover for farm buildings such as stables, machinery sheds or seasonal workers' accommodation. This cover is available under cover section – Fixed Farm Property.
✗	want cover for their home that is in the course of construction, alteration or substantial repair.
✗	want cover for a building that is used for business purposes, except where it is a home used as the primary residence that only contains a home office or surgery.
✗	want cover for a premise that is not a standard residential home (for example a shipping container, houseboat, hostel, hotel, motel, commercial building, or backpacker accommodation).
✗	want cover for a home that is unoccupied and will continue to be for more than 90 consecutive days.
✗	want cover for rot, wear and tear, rust, corrosion or gradual deterioration.

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 unexpected financial costs to repair or replace the residential property or parts of the residential home due to physical loss or damage caused by a specified peril.	The cover includes costs to repair or replace a residential home if loss or damaged occurs by a specified peril including but not limited to: <ul style="list-style-type: none"> storm (including cyclone or hurricane), fire, lightning; theft, burglary, malicious acts, or breakage of fixed glass.
Cover for legal liability to reduce the unexpected financial cost they are legally responsible to pay for: <ul style="list-style-type: none"> loss or damage to another person’s property; or death or bodily injury to another person, arising out of the ownership of the home or occupancy of the home.	The product provides cover for legal liability arising from an occurrence during the period of insurance at the residential home address which results in death or bodily injury and/or damage to property.
Optional benefit to tailor the product to suit their individual needs.	The Valuables optional benefit 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
Pay the premiums which may increase from year to year.	Customers must pay the total premium upfront in one annual payment.
Pay the excess selected and any additional or imposed excesses that may apply.	An excess applies to most claims. Customers can choose to: <ul style="list-style-type: none"> pay more premium to pay less excess at the time of a claim where an excess would apply; or pay less premium, to pay more excess at the time of a claim where an excess would apply.
Be able to bear any costs: <ul style="list-style-type: none"> to repair or replace the residential home that exceed the sum insured; and for additional benefits paid as part of the Sum Insured where the Sum insured has been exhausted. 	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 and garages, as well as professional fees such as architects and surveyors, demolition and removal of debris costs.

Based on QBE’s assessment of the key terms, attributes and eligibility criteria, the insurance cover for Specified Perils, 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	
Sum Insured	Building Sum Insured nominated by the customer.
Temporary Accommodation	If the home is so damaged by an event for which a claim has been accepted, and it is unliveable, QBE will pay up to 20% of the home building sum insured up to 12 months or for how long it is reasonably needed to rebuild or repair the home building, whichever is the lesser.
Loss of Rent	If the home is so damaged by an event for which a claim has been accepted, and it is unliveable, QBE will pay for the rent the customer would lose if the tenant cannot live in the home buildings due to damage up to 10% of the sum insured.
Legal Liability Limit	\$20,000,000
Other policy limits including additional benefit sub-limits apply	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	
Cyber	There is no cover for claims arising from, or in connection with a cyber incident.
Acts	There is no cover for any losses arising from or as a result of: <ul style="list-style-type: none"> any actual or alleged intentional act or omissions, any dishonest, fraudulent, reckless, criminal or malicious acts.
Reasonable actions and precautions	There is no cover for any losses arising from or as a result of not taking reasonable care to: <ul style="list-style-type: none"> prevent loss, damage or injury; ensure the property does not have any damage, defects or maintenance needs which make damage to the property more likely; or ensure that the insured property is maintained in good condition.
Condition of the property and other loss or damage	There is no cover for any: <ul style="list-style-type: none"> wear and tear, fading, scratching or marring, gradual deterioration or developing flaws, rust, corrosion, rot, normal upkeep or making good, inherent or structural defects, faulty design or faulty workmanship; mould, mildew, fungus, spores or other microorganism of any type, nature, or description, including but not limited to any substance whose presence poses an actual or potential threat to human health. <p>There is no cover for any loss or damage where the home is not well maintained, in good repair and condition (i.e. must be structurally sound, watertight, secure and well-maintained).</p>
Building works	There is no cover for any losses arising from or as a result of a malicious act, storm (other than wind), oil, theft, or water for: <ul style="list-style-type: none"> alterations to existing buildings; new buildings while they are being built.
Other policy conditions and exclusions apply. Please refer to the PDS (and any Supplementary PDS) for a complete list of policy exclusions.	

Cover: Premium Protection, Building

Target Market

This cover is suitable for customers who:

✓	own and live in their home used for residential purposes.
✓	want financial protection for accidental loss or damage to their home.

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

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

✗	want cover for flood, which is not provided by this product.
✗	want cover for farm buildings such as stables, machinery sheds or seasonal workers' accommodation. This cover is available under cover section – Fixed Farm Property.
✗	want cover for either the whole home or part of their home which they rent out to a tenant or which is rented out on a casual or short term basis.
✗	want cover for their home that is in the course of construction, alteration or substantial repair.
✗	want cover for a live in a building that is used for business purposes, except where it is a home used as the primary residence that only contains a home office or surgery.
✗	want cover for a premise that is not a standard residential home (for example a shipping container, houseboat, hostel, hotel, motel, commercial building, or backpacker accommodation).
✗	want cover for a home that is unoccupied and will continue to be for more than 90 consecutive days.
✗	want cover for rot, wear and tear, rust, corrosion or gradual deterioration.

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 the residential property or parts of the residential home due to loss or damage caused by accidental damage.	Provides cover for costs to repair or replace a residential home due to loss or damage caused by accidental damage (the extent the loss or damage is not excluded within the terms and conditions of cover).
Cover for legal liability to reduce the unexpected financial cost they are legally responsible to pay for: <ul style="list-style-type: none"> loss or damage to another person’s property; or death or bodily injury to another person, arising out of the ownership of the home or occupancy of the home.	The product provides cover for legal liability arising from an occurrence during the period of insurance at the residential home address which results in death or bodily injury and/or damage to property.
Optional benefit to tailor the product to suit their individual needs.	The Valuables optional benefit 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
Pay the premiums which may increase from year to year.	Customers must pay the total premium upfront in one annual payment.
Pay the excess selected and any additional or imposed excesses that may apply.	An excess applies to most claims. Customers can choose to: <ul style="list-style-type: none"> pay more premium to pay less excess at the time of a claim where an excess would apply; or pay less premium, to pay more excess at the time of a claim where an excess would apply.
Be able to bear any costs: <ul style="list-style-type: none"> to repair or replace the residential home that exceed the sum insured; and for additional benefits paid as part of the Sum Insured where the Sum insured has been exhausted. 	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 and garages, as well as professional fees such as architects and surveyors, demolition and removal of debris costs.

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

Other Key Product Attributes

Key Limits	
Sum Insured	Building Sum Insured nominated by the customer.
Temporary Accommodation	<p>If the home is so damaged by an event for which a claim has been accepted, and it is unliveable, QBE will pay the customer the reasonable cost of alternate accommodation up to 20% of the home building sum insured, if the customer cannot live in the home due to damage for which QBE have agreed to pay a claim under.</p> <p>QBE will not pay for more than 12 months or for how long it is reasonably needed to rebuild or repair the home building, whichever is the lesser.</p>
Legal Liability Limit	\$20,000,000
Other policy limits including additional benefit sub-limits apply	<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	
Cyber	There is no cover for claims arising from, or in connection with a cyber incident.
Acts	<p>There is no cover for any losses arising from or as a result of:</p> <ul style="list-style-type: none"> any actual or alleged intentional act or omissions; or any dishonest, fraudulent, reckless, criminal or malicious acts.
Reasonable actions and precautions	<p>There is no cover for any losses arising from or as a result of not taking reasonable care to:</p> <ul style="list-style-type: none"> prevent loss, damage or injury; ensure the property does not have any damage, defects or maintenance needs which make damage to the property more likely; or ensure that the insured property is maintained in good condition.
Condition of the property and other loss or damage	<p>There is no cover for any:</p> <ul style="list-style-type: none"> wear and tear, fading, scratching or marring, gradual deterioration or developing flaws, rust, corrosion, rot, normal upkeep or making good, inherent or structural defects, faulty design or faulty workmanship; mould, mildew, fungus, spores or other microorganism of any type, nature, or description, including but not limited to any substance whose presence poses an actual or potential threat to human health. <p>There is no cover for any loss or damage where the home is not well maintained, in good repair and condition (i.e. must be structurally sound, watertight, secure and well-maintained).</p>
Building works	<p>There is no cover for any losses arising from or as a result of a malicious act, storm (other than wind), oil, theft, or water for:</p> <ul style="list-style-type: none"> alterations to existing buildings; new buildings while they are being built.
<p>Other policy conditions and exclusions apply. Please refer to the PDS (and any Supplementary PDS) for a complete list of policy exclusions.</p>	

Cover: Specified perils, Contents

Target Market

This cover is suitable for customers who:

✓	either: <ul style="list-style-type: none">• own household contents in the home they live in; and/or• own personal contents contained within a home they rent from a landlord.
✓	want financial protection for: <ul style="list-style-type: none">• loss or damage to their household contents; and• 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.

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

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

✗	want cover for flood, which is not provided by this product.
✗	want cover for a home that is used for business purposes, except where it is the primary place of residence and also contains an office or surgery.
✗	want cover for a home that is in the course of construction, alteration or substantial repair.
✗	want cover for a home that is unoccupied and will continue to be for more than 90 consecutive days.
✗	want cover for a premise that is not a standard residential home (for example a shipping container, houseboat, hostel, hotel, motel, commercial building backpacker accommodation).

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

Options

Specified Events, Contents offers an option that was not designed for all customers in the product's target market.

Customers should only consider selecting the option described below if it's described as being suitable.

Option: Valuables

This option is suitable for customers who require cover for Accidental loss of or damage to valuables:

- anywhere in Australia or New Zealand; and/or
- for up to 180 days anywhere else in the world,

where the total value exceeds 25% of the home contents sum insured and/or where the value of the following items exceeds these limits:

- \$5,000 any one item, pair or set of jewellery;
- \$5,000 in total for cameras, furs, watches and jewellery; or
- \$3,000 in total for tools of trade.

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 a specified peril. 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 home if lost or damaged by a specific peril including but not limited to: <ul style="list-style-type: none"> storm (including cyclone or hurricane), fire, lightning; theft, burglary, malicious acts, or breakage of fixed glass.
Cover for legal liability to reduce the unexpected financial cost they are legally responsible to pay for: <ul style="list-style-type: none"> loss or damage to another person's property; or death or bodily injury to another person, 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 benefit to tailor the product to suit their individual needs.	The Valuables optional benefit 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
Pay the premiums which may increase from year to year.	Customers must pay the total premium upfront in one annual payment.
Pay the excess selected and any additional or imposed excesses that may apply.	An excess applies to most claims. Customers can choose to: <ul style="list-style-type: none"> pay more premium to pay less excess at the time of a claim where an excess would apply; or pay less premium, to pay more excess at the time of a claim where an excess would apply.
Be able to bear any costs: <ul style="list-style-type: none"> to repair or replace the contents that exceed the sum insured; and for additional benefits paid as part of the Sum Insured where the Sum insured has been exhausted. 	Customers will be required to nominate a sum insured for the contents at their residential home.
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 Specified Perils, 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	
Sum Insured	Contents Sum Insured nominated by the customer.
Contents with Limits	<ul style="list-style-type: none"> • \$10,000 each for the following items, pairs, collections or sets or up to 25% of the home contents sum insured in total for all of them: <ul style="list-style-type: none"> ○ a curio; ○ a coin or collection of coins; ○ a document or set of documents; ○ an item or set of jewellery; ○ a fur; ○ hearing aids; ○ a gold silver or platinum object; ○ a medal or collection of medals; ○ a stamp or collection of stamps; ○ a watch; ○ a work of art. • \$10,000 for theft that takes place in the open but within the walls, gates or fences that surround the location. • \$1,500 in total for money, bullion and negotiable instruments of any kind; • \$5,000 for tools of trade at the location; • \$10,000 for home contents stored in domestic garden sheds or the farm buildings; • mobile phone, laptop and tablet computers or global positioning systems valued up to \$3,000 per item; • remote controlled model aircraft but not drones, and their accessories up to \$1,000; • remote controlled model watercraft and its accessories up to \$1,000; • bicycles with current replacement value up to \$10,000; • watercraft up to 4 metres long that is unpowered or powered by a motor less than 10hp and with current replacement value and its accessories up to \$5,000. <p>The above limits won't be applied where the customer has specified them for a higher amount.</p>
Temporary Accommodation	<p>If the home is so damaged by an event for which a claim has been accepted, and it is unliveable, QBE will pay the customer the reasonable cost of alternate accommodation up to 20% or \$20,000 of the home contents sum insured, whichever is the lesser.</p> <p>QBE will not pay for more than a maximum period of 12 months.</p>
Legal Liability Limit	\$20,000,000
Other policy limits including additional benefit sub-limits apply	<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

Cyber	There is no cover for claims arising from, or in connection with a cyber incident.
Acts	There is no cover for any losses arising from or as a result of: <ul style="list-style-type: none"> any actual or alleged intentional act or omissions; or any dishonest, fraudulent, reckless, criminal or malicious acts.
Reasonable actions and precautions	There is no cover for any losses arising from or as a result of not taking reasonable care to: <ul style="list-style-type: none"> prevent loss, damage or injury; ensure the property does not have any damage, defects or maintenance needs which make damage to the property more likely; or ensure that the insured property is maintained in good condition.
Condition of the property and other loss or damage	There is no cover for any: <ul style="list-style-type: none"> wear and tear, fading, scratching or marring, gradual deterioration or developing flaws, rust, corrosion, rot; normal upkeep or making good, inherent or structural defects, faulty design or faulty workmanship; mould, mildew, fungus, spores or other microorganism of any type, nature, or description, including but not limited to any substance whose presence poses an actual or potential threat to human health. <p>There is no cover for any loss or damage where the home is not well maintained, in good repair and condition (i.e. must be structurally sound, watertight, secure and well-maintained).</p>
Building works	There is no cover for any losses arising from or as a result of a malicious act, storm (other than wind), oil, theft, or water for: <ul style="list-style-type: none"> alterations to existing buildings; new buildings while they are being built.
<p>Other policy conditions and exclusions apply. Please refer to the PDS (and any Supplementary PDS) for a complete list of policy exclusions.</p>	

Cover: Premium Protection, Contents

Target Market

This cover is suitable for customers who:

✓	either: <ul style="list-style-type: none">• own contents in a home they live in; and/or• own personal contents contained within a home they rent a from a landlord.
✓	want financial protection for accidental damage to contents.

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

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

✗	want cover for flood, which is not provided by this product.
✗	want cover for contents in a home they rent out to a tenant.
✗	want cover for a home that is used for business purposes, except where it is the primary place of residence and also contains an office or surgery.
✗	want cover for a home that is in the course of construction, alteration or substantial repair.
✗	want cover for a home that is unoccupied and will continue to be for more than 90 consecutive days.
✗	want cover for a premise that is not a standard residential home (for example a shipping container, houseboat, hostel, hotel, motel, commercial building backpacker accommodation).

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

Options

Premium Protection, Contents offers an option that was not designed for all customers in the product's target market.

Customers should only consider selecting the option described below if it's described as being suitable.

Option: Valuables

This option is suitable for customers who require cover for loss of or damage to valuables:

- anywhere in Australia or New Zealand (greater than 180 days); and/or
- for up to 180 days anywhere else in the world,

where the total value exceeds 25% of the home contents sum insured and/or the value of the following items exceeds these limits:

- \$10,000 any one item, pair or set of jewellery; or
- \$10,000 in total for cameras, furs, watches and jewellery; or
- \$3,000 in total for tools of trade.

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 unexpected financial costs to repair or replace their contents within their residential home due to accidental loss or damage.	Provides cover for the costs to repair or replace contents located at the residential property due to loss or damage caused by accidental damage (the extent the loss or damage is not excluded within the terms and conditions of cover).
Cover for legal liability to reduce the unexpected financial cost they are legally responsible to pay for: <ul style="list-style-type: none"> loss or damage to another person's property; or death or bodily injury to another person, 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 benefit to tailor the product to suit their individual needs.	The optional benefit is available to purchase: <ul style="list-style-type: none"> Valuables.

Likely financial situation of customers in the target market	Key Product Attributes consistent with the likely financial situation of the target market
Pay the premiums which may increase from year to year.	Customers must pay the total premium upfront in one annual payment.
Pay the excess selected and any additional or imposed excesses that may apply.	An excess applies to most claims. Customers can choose to: <ul style="list-style-type: none"> pay more premium to pay less excess at the time of a claim where an excess would apply; or pay less premium, to pay more excess at the time of a claim where an excess would apply.
Be able to bear any costs: <ul style="list-style-type: none"> to repair or replace the contents that exceed the sum insured; and for additional benefits paid as part of the Sum Insured where the Sum insured has been exhausted. 	Customers will be required to nominate a sum insured for the contents at their residential home.
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 Premium Protection, 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	
Sum Insured	Contents Sum Insured nominated by the customer.
Contents with Limits	<ul style="list-style-type: none"> • \$10,000 each for the following items, pairs, collections or sets or up to 25% of the home contents sum insured in total for all of them: <ul style="list-style-type: none"> ○ a curio; ○ a coin or collection of coins; ○ a document or set of documents; ○ an item or set of jewellery; ○ a fur; ○ hearing aids; ○ a gold silver or platinum object; ○ a medal or collection of medals; ○ a stamp or collection of stamps; ○ a watch; ○ a work of art. • \$10,000 for theft that takes place in the open but within the walls, gates or fences that surround the location. • \$1,500 in total for money, bullion and negotiable instruments of any kind; • \$5,000 for tools of trade at the location; • \$10,000 for home contents stored in domestic garden sheds or the farm buildings; • mobile phone, laptop and tablet computers or global positioning systems valued up to \$3,000 per item; • remote controlled model aircraft but not drones, and their accessories up to \$1,000; • remote controlled model watercraft and its accessories up to \$1,000; • bicycles with current replacement value up to \$10,000; • watercraft up to 4 metres long that is unpowered or powered by a motor less than 10hp and with current replacement value and its accessories up to \$5,000. <p>The above limits won't be applied where the customer has specified them for a higher amount.</p>
Temporary Accommodation	<p>If the home is so damaged by an event for which a claim has been accepted, and it is unliveable, QBE will pay the customer the reasonable cost of alternate accommodation up to 20% or \$20,000 of the home contents sum insured, whichever is the lesser.</p> <p>QBE will not pay for more than a maximum period of 12 months.</p>
Legal Liability Limit	\$20,000,000
Other policy limits including additional benefit sub-limits apply	<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	
Cyber	There is no cover for claims arising from, or in connection with a cyber incident.
Acts	There is no cover for any losses arising from or as a result of: <ul style="list-style-type: none"> • any actual or alleged intentional act or omissions; or • any dishonest, fraudulent, reckless, criminal or malicious acts.
Reasonable actions and precautions	There is no cover for any losses arising from or as a result of not taking reasonable care to: <ul style="list-style-type: none"> • prevent loss, damage or injury; • ensure the property does not have any damage, defects or maintenance needs which make damage to the property more likely; and • ensure that the insured property is maintained in good condition.
Condition of the property and other loss or damage	There is no cover under for any: <ul style="list-style-type: none"> • wear and tear, fading, scratching or marring, gradual deterioration or developing flaws, rust, corrosion, rot, normal upkeep or making good, inherent or structural defects, faulty design or faulty workmanship; and • mould, mildew, fungus, spores or other microorganism of any type, nature, or description, including but not limited to any substance whose presence poses an actual or potential threat to human health. <p>There is no cover for any loss or damage where the home is not well maintained, in good repair and condition (i.e. must be structurally sound, watertight, secure and well-maintained).</p>
Building works	There is no cover for new buildings while they are being built and for alterations to existing buildings that arises from a malicious act, storm (other than wind), oil, theft, or water.
Activities	There is no cover for any losses arising from or as a result of properties managed by or used as hotels, motels or commercial buildings.
Other policy conditions and exclusions apply. Please refer to the PDS (and any Supplementary PDS) for a complete list of policy exclusions.	

Cover: Comprehensive Motor

Target Market

This cover is suitable for customers who:

✓	own a motor vehicle (for example a passenger vehicle, utility, van) that is registered for use on a public road.
✓	use their motor vehicle for: <ul style="list-style-type: none">• private use; or• business use (other than one of the usage types excluded below in the section 'This cover is NOT suitable for customers who').
✓	want financial protection for: <ul style="list-style-type: none">• the loss or damage occurring to their vehicle; and• the loss or damage caused to another person's vehicle or property due to the use of their vehicle.

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

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

✗	own heavy vehicles such as but not limited to tractors, harvesters, sprayers, tray trucks and prime movers. This cover is available under Cover section – Mobile Farm Property or the commercial component of the 'Motor' cover.
✗	use their vehicle: <ul style="list-style-type: none">• to deliver goods where the driver is being paid to do so;• to carry passengers where the driver is being paid to do so including any ridesharing (this does not include carpooling);• for hire including as part of a car sharing service or platform for reward; or• for any motor sport or driving stunt or when preparing for them.
✗	want insurance for Compulsory Third-Party insurance (CTP), for bodily injury cover as a result of a car 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. <i>Cover does not apply where the customer's vehicle is unregistered.</i>	Provides cover for the customer's legal liability to pay compensation for damage to another person's vehicle or property arising from the use of the customer's vehicle.
Optional cover to tailor the product to suit the customer's needs.	Customers can choose to add the following optional benefits: <ul style="list-style-type: none"> • Windscreen Glass protection; • Hire vehicle costs following an accident.
Likely financial situation of customers in the target market	Key Product Attributes consistent with the likely financial situation of the target market
Pay the premiums which may increase from year to year.	Customers must pay the total premium upfront in one annual payment.
Pay the standard excess selected and any additional or imposed excesses.	A standard excess applies to all claims. Customers can choose to: <ul style="list-style-type: none"> • pay more premium to pay less excess at the time of the claim; or • pay less premium to pay more excess at the time of a claim. An additional excess that may apply is the age excess.
Be able to bear 100% of any costs greater than: <ul style="list-style-type: none"> • the additional benefit limit when it has been exhausted; and • the sum insured nominated for the customer's vehicle. 	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.
Pay 100% of the costs upfront prior to being reimbursed for certain Additional benefits.	Customers will need to pay the costs upfront for certain additional benefits before being reimbursed, when a claim is accepted. <ul style="list-style-type: none"> • Emergency Expenses; • Emergency accommodation; • Hire Car following an Accident (for Private Use and Farm Use Vehicles (Motor Cars and Utilities) only); • Hire Car following Theft (for Private Use and Farm Use Vehicles (Motor Cars and Utilities) only).

Based on QBE's assessment of the key terms, attributes and eligibility criteria, the insurance cover for Comprehensive 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	
Sum Insured	<p>Either the:</p> <ul style="list-style-type: none"> market value, which is the value of the customer's vehicle in their local area immediately before the incident; or if selected, agreed value for the amount as shown on their Policy Schedule.
Legal Liability Limit	\$30,000,000
Other policy limits including additional benefit sub-limits apply	<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	
Cyber	There is no cover for claims arising from, or in connection with, a cyber incident.
Driver	<p>There is no cover for any loss or damage, if the customer's vehicle was being driven or towed by someone:</p> <ul style="list-style-type: none"> who is not licensed as required by law to drive the vehicle; who is under the influence of intoxicating liquor or drugs; or who will not give a breath or blood sample or whose breath or blood contains more alcohol than the law allows where the occurrence took place, <p>unless the customer can show us that they did not know nor had reason to suspect that the person driving or in charge of the vehicle would be in breach of the conditions above.</p>
Use of the vehicle	<p>There is no cover for any loss or damage, if the customer's vehicle was being used:</p> <ul style="list-style-type: none"> to carry more people or carry or tow a load that is more than that allowed by the law or for what it was designed; to tow more than one trailer and or caravan unless the vehicle or farm machinery was designed for this purpose.
Reasonable Care	<p>There is no cover for:</p> <ul style="list-style-type: none"> failing to prevent loss, damage or injury; failing to comply with all laws and regulations, by-laws and ordinances relevant to the customer's business; not taking care to ensure that the insured property is maintained in good condition; any actual or alleged intentional act or omissions; or any dishonest, fraudulent, reckless, criminal or malicious acts.
Condition of the vehicle	<p>There is no cover for any loss or damage, if the customer's vehicle:</p> <ul style="list-style-type: none"> is in an unsafe or unroadworthy state, unless the customer can show that they or the driver could not be expected to know of the unsafe or unroadworthy state; or is damaged by wear and tear, fading, scratching or marring, gradual deterioration or developing flaws, rust, corrosion, rot, normal upkeep or making good, inherent or structural defects, faulty design or faulty workmanship.
Consequential loss	There is no cover for consequential loss under the product (for example, lost profits or income because the vehicle can't be used).
Death or bodily injury	There is no cover for any legal liability from death or bodily injury.
<p>Other product conditions and exclusions apply. Customers should always refer to the PDS (and any Supplementary PDS) for a complete list of product conditions and exclusions.</p>	

Cover: Third Party Property Damage

Target Market

This cover is suitable for customers who:

✓	own a motor vehicle (for example passenger vehicle, utility, van) that is registered for use on a public road.
✓	use their vehicle for: <ul style="list-style-type: none">• private use; or• business use (other than one of the usage types excluded below in the section 'This is NOT suitable for customers who').
✓	only want financial protection for the loss or damage caused to another person's vehicle or property due to the use of their vehicle.

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

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

✗	unregistered vehicles.
✗	own heavy vehicles such as but not limited to tractors, harvesters, sprayers, tray trucks and prime movers. This cover is available under Cover section – Mobile Farm Property or the commercial component of the 'Motor' cover.
✗	use their vehicle: <ul style="list-style-type: none">• to deliver goods where the driver is being paid to do so;• to carry passengers where the driver is being paid to do so including any ridesharing (this does not include carpooling);• for hire including as part of a car sharing service or platform for reward; or• for any competitive motor sport, contest or event where the road was closed to public traffic.
✗	want financial protection for loss or damage to their vehicle.
✗	want insurance for Compulsory Third-Party insurance (CTP), for bodily injury cover as a result of a car 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
<p>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.</p> <p><i>Cover does not apply where the customer's vehicle is unregistered.</i></p>	<p>Provides cover 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.</p>
Likely financial situation of customers in the target market	Key Product Attributes consistent with the likely financial situation of the target market
<p>Pay the premiums which may increase from year to year.</p>	<p>Customers must pay the total premium upfront in one annual payment.</p>
<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"> • pay more premium to pay less excess at the time of the claim; or • pay less premium to pay more excess at the time of a claim. <p>An additional excess that may apply is the age excess.</p>
<p>Have the financial capacity to bear 100% of the amounts that exceed any policy limits.</p>	<p>Customers may be faced with bearing a proportion of the costs and/or loss where the additional benefits limits for have been exhausted.</p>

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

Other Key Product Attributes

Key Limits	
Legal Liability Limit	\$30,000,000
Other policy limits including additional benefit sub-limits apply	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	
Own damage	There is no cover for damage to, or theft of, the customer's vehicle.
Cyber	There is no cover for claims arising from, or in connection with, a cyber incident.
Driver	There is no cover for any loss or damage, if the customer's vehicle was being driven or towed by someone: <ul style="list-style-type: none"> • who is not licensed as required by law to drive the vehicle; • who is under the influence of intoxicating liquor or drugs; or • who will not give a breath or blood sample or whose breath or blood contains more alcohol than the law allows where the occurrence took place, unless the customer can show us that they did not know nor had reason to suspect that the person driving or in charge of the vehicle would be in breach of the conditions above.
Use of the vehicle	There is no cover for any loss or damage, if the customer's vehicle was being used: <ul style="list-style-type: none"> • to carry more people or carry or tow a load that is more than that allowed by the law or for what it was designed; • to tow more than one trailer and or caravan unless the vehicle or farm machinery was designed for this purpose.
Reasonable Care	There is no cover for: <ul style="list-style-type: none"> • failing to prevent loss, damage or injury; • failing to comply with all laws and regulations, by-laws and ordinances relevant to the customer's business; • not taking care to ensure that the insured property is maintained in good condition; • any actual or alleged intentional act or omissions; or • any dishonest, fraudulent, reckless, criminal or malicious acts.
Condition of the vehicle	There is no cover for any loss or damage, if the customer's vehicle: <ul style="list-style-type: none"> • is in an unsafe or unroadworthy state; • unless the customer can show that they or the driver could not be expected to know of the unsafe or unroadworthy state; or • is damaged by wear and tear, fading, scratching or marring, gradual deterioration or developing flaws, rust, corrosion, rot, normal upkeep or making good, inherent or structural defects, faulty design or faulty workmanship.
Consequential loss	There is no cover for consequential loss under the product (for example, lost profits or income because the vehicle can't be used).
Death or bodily injury	There is no cover for any legal liability from death or bodily injury.
Other policy conditions and exclusions apply. Please refer to the PDS (and any Supplementary PDS) for a complete list of policy exclusions.	

Distribution

This product has been appropriately designed to be distributed through 360 Underwriting Solutions Pty Ltd (360 Underwriting Solutions). The product and the systems it is distributed through have been designed for a customer seeking insurance through 360 Underwriting Solutions. 360 Underwriting Solutions has taken reasonable steps to understand the key product attributes and align distribution to customers in the target market.

Distribution Restrictions	360 Farm (QM8770) can only be sold by 360 Underwriting Solutions Pty Ltd, ABN 18120261270, AFSL 319181.
Distribution Conditions	<p>360 Farm (QM8770) 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"> • A policy administration system with built in underwriting and eligibility controls • Public website with product information • External delegated underwriting authority program • QBE internal underwriting accreditation and delegated authority program • QBE staff monitoring program; • Underwriting guidelines. <p>Distributors of 360 Farm (QM8770) must make this TMD available free of charge on request.</p>
Distribution Method	<p>360 Farm (QM8770) can be sold via contact between the customer and an insurance broker.</p> <p>360 Farm (QM8770) is not available online for customers to purchase directly.</p>

Reporting Obligations

Information	Responsible reporting person	Obligation	Information required to be reported	Reporting Period
Dealings outside the target market	360 Underwriting Solutions and QBE	<p>360 Underwriting Solutions 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 that is inconsistent with the TMD.</p>	<ul style="list-style-type: none"> the date (or date range) the dealing occurred; details about the dealing(s); and any steps or actions taken to mitigate this dealing; any steps or actions taken to stop or prevent any further dealings outside the target market from occurring. 	As soon as practicable and, by no later than 10 business days after the date 360 Underwriting Solutions or QBE becomes aware of the dealing.
Complaints and feedback	360 Underwriting Solutions and QBE	<p>360 Underwriting Solutions 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"> the number of complaints received about this product during the reporting period; and a brief summary about the nature of every complaint received and any steps taken to address the complaint. 	Every 3 months.
Policy and claims data	QBE	Policy and claims data about the product.	<ul style="list-style-type: none"> Claims Loss Ratio Policy Retention Rate 	Every 3 months.
Orders, direction or feedback from Regulator, Code Governance Committee or AFCA	360 Underwriting Solutions 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 the feedback, direction or order was received.
Periodic Product Reviews Outcomes	QBE	Outcomes from the Periodic Product Reviews conducted.	<ul style="list-style-type: none"> Data reviewed; Data analysis outcomes; Review outcome decisions. 	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"> • 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; • 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; • a material incident in relation to the product's design and distribution which reasonably suggests the TMD is no longer appropriate; • any: <ul style="list-style-type: none"> ○ change of relevant legislation, regulations or regulatory guidance; or ○ 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; • a significant dealing outside the TMD occurring that reasonably suggests the TMD is no longer appropriate; • 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"> ○ claims loss ratios; ○ policy retention rates. <p>Relevant thresholds indicating possible adverse outcomes are stored within QBE's internal retail Product Governance arrangements.</p>