

DAWES DRIVER INSTRUCTOR'S MOTOR VEHICLE INSURANCE

Target Market Determination (TMD)

Effective Date: 5 October 2021

About this document

This TMD applies to the **comprehensive cover** described in the Product Disclosure Statements listed in Appendix 1 (**PDSs**) that have been issued by Allianz Australia Insurance Limited ABN 15 000 122 850 AFS Licence No. 234708 (the **Issuer**) through its underwriting agent Dawes Underwriting Australia Pty Ltd trading as Dawes Motor Insurance ABN 18 050 289 506 AR No. 342982 (**Dawes**) which is an Authorised Representative of SGUAS Pty Ltd ABN 15 096 726 895 AFS Licence No. 234437 (**SGUAS**).

The purpose of this TMD is to describe the class of customers for which the products described in the PDSs have been designed, having regard to the likely needs, objectives and financial situation of that class of customers. Examples used in this TMD are illustrative only, and are not intended to be exhaustive.

This TMD is not intended to provide any financial product advice, and does not consider any individual customer's personal needs, objectives or financial situation.

This TMD does not replace the terms and conditions, and disclosures made, in the PDSs. A customer should refer to the applicable PDS before making a decision about a product.

A customer may fall within the target market described in this TMD, but may not meet the underwriting criteria of the Issuer and/or Dawes on application.

For further information on the Issuer's approach to the distribution and development of products for appropriate target markets, go to <https://www.allianz.com.au>.

A. Target Market


Product description (including key attributes)

Main cover(s):	Comprehensive Cover: <p>This cover provides protection for:</p> <p>(a) the cost of the repairs to, or replacement of, a vehicle that is used primarily by the Insured for driver instruction to learner drivers (a Driver Instruction Vehicle) from accidental loss or damage (including theft) (Accidental Damage and Theft cover); and</p> <p>(b) persons that drive that Driver Instruction Vehicle, to cover their liability for loss or damage to another person's property (Third Party Property Damage Cover).</p>
Key eligibility criteria:	<p>The Driver Instruction Vehicle is:</p> <ul style="list-style-type: none">- registered with the relevant transport authority in Australia;- roadworthy, safe to drive and with no existing damage, except for minor wear and tear;- used primarily for the tuition of learner drivers by qualified driving instructors;- is not available for hire and not used to carry passengers for hire, fare or reward other than for tuition of a learner driver by a qualified driving instructor;- of a make or model accepted by the Issuer and shown in the policy schedule;- not used off-road unless permitted by the Issuer and shown in the policy schedule;- not used on rails; and- fitted with an operative dual control system. <p>Insured must be:</p> <ul style="list-style-type: none">- over 25 years of age; and- a qualified driving instructor.
Key exclusions:	<p>The PDS for comprehensive cover has specific exclusions, including:</p> <p>(a) at the time of the accident:</p> <ul style="list-style-type: none">- driver was unlicensed, or not following licence conditions;- driver had been declined by the Issuer;- driver was under the influence of, or exceeded the legal limit for, drugs or alcohol;- refused a test for drugs or alcohol;- the Driver Instruction Vehicle was used for motor sports, trials or testing;- the Driver Instruction Vehicle was used for a driver education course unless permitted by the Issuer and set out in the policy schedule;- the Driver Instruction Vehicle was on hire to another person, or used to carry passengers or goods for hire or reward other than for tuition of a learner driver by a qualified driving instructor;- the Driver Instruction Vehicle was being used off-road unless permitted by the Issuer and set out in the policy schedule;- the Driver Instruction Vehicle was being used for learner driver tuition and was not equipped with an operative dual control system;- driving instructor was under the age of 25 or not a qualified driving instructor;- the driver of the Driver Instruction Vehicle was not an authorised driver because they:<ul style="list-style-type: none">o were under the prescribed age listed in the policy schedule;o other than the Insured, had driven the Driver Instruction Vehicle in excess of than 2% of the time since policy inception; oro if a learner driver, were not accompanied by and under the tuition of a professional driving instructor who was an authorised driver; or- persons under the age of 16 were unaccompanied in the Driver Instruction Vehicle and that those unaccompanied persons caused or contributed to the cause of damage. <p>(b) loss, damage or liability in connection with:</p> <ul style="list-style-type: none">- depreciation; and wear and tear;- mechanical, structural or electrical repairs or breakdowns;- deliberate, malicious or criminal acts caused by, or with the consent of, the insured persons;- bodily injury;- liability that could be claimed under a compulsory or statutory insurance policy or scheme; or- consequential loss (such as loss of use), or aggravated, exemplary or punitive damage. <p>See also Limitations and Ineligible Persons below.</p>

Limitations:	Accidental Damage and Theft Cover:	Third Party Property Damage Cover:
	<p>Insured Value – claims are subject to either a market value or an agreed value limit, as specified in the policy schedule. Other limitations and conditions are specified in the PDS and policy schedule.</p> <p>Fulfilment options – claims may be fulfilled either by repair, replacement (where applicable) or by a cash settlement payment depending on the circumstances and subject to the terms and conditions of the PDS.</p>	Claims for legal liability are subject to a per event limit, as specified in the PDS.
Excess:	Claims are subject to the payment of premium and excess as specified in the policy schedule. Additional excess is payable for claims relating to loss, damage or liability arising from use of the Driver Instruction Vehicle by a learner driver. The excess may in certain circumstances be adjusted by the policyholder within a prescribed range.	
Other key terms:	Other benefits – in addition to the main covers, there are a number of additional benefits available under the main covers. These additional benefits are set out in the PDS and are subject to separate monetary limits and conditions set out in the PDS.	


Likely needs, objectives and financial situation

Comprehensive cover is designed for:

	<p>Likely needs and objectives</p> <p>Persons that own a Driver Instruction Vehicle that want to:</p> <ul style="list-style-type: none"> - protect themselves against the financial detriment or burden resulting from accidental loss or damage to, or theft of, their Driver Instruction Vehicle; and - protect themselves (and the driver of, and passengers in, their vehicle) against liabilities for accidental damage or destruction caused to another person's property, arising from the use of their Driver Instruction Vehicle. 	<p>Likely financial situation</p> <p>Persons who are able to pay premiums in accordance with the chosen premium structure, and any excess in the event of a claim in accordance with the chosen excess option.</p>
Based on our assessment of the key terms, features and attributes, the comprehensive cover is likely to be consistent with the needs, objectives and financial situation of customers in the target market.		

B. Ineligible Persons

Comprehensive cover is not designed for persons:

	<ul style="list-style-type: none"> (a) under the age of 25; (b) who are not qualified driving instructors; (c) whose Driver Instruction Vehicle is not registered with the relevant transport authority in Australia; (d) whose Driver Instruction Vehicle is unsafe, not roadworthy; (e) whose Driver Instruction Vehicle is of a make or model that is not accepted by the Issuer; (f) whose Driver Instruction Vehicle is not equipped with an operative dual control system; (g) that do not use their Driver Instruction Vehicle primarily for the tuition of learner drivers by qualified driving instructors; (h) that use their Driver Instruction Vehicle for driver education courses, or off-road unless permitted by the Issuer and set out in the policy schedule; or (i) who hire their Driver Instruction Vehicle to others or use their vehicle to carry passengers for hire or reward other than for tuition of a learner driver by a qualified driving instructor.
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C. Distribution

Distribution channels

Products under this TMD may be distributed through any of the following means:

- insurance intermediaries via
 - o online through Dawes portal websites, or
 - o by emailing Dawes
- general advice model

All of these channels are monitored by Dawes (on behalf of the Issuer) and staffed by persons who have been trained in the distribution of the Products covered by this TMD and the Application Process.

Distribution conditions and restrictions

Products under this TMD can only be issued to customers that are eligible for that cover in accordance with the application and/or renewal criteria that has been approved in writing by the Issuer and which complies with the law (**Application Process**).

The Application Process has been tailored to identify the Target Market described in this TMD as part of the eligibility criteria for the Products covered by this TMD, and the use of the Application Process would make it more likely that a Product covered by this TMD will be acquired by persons in the Target Market.

Products under this TMD can be distributed by distributors approved by Dawes and the Issuer (**Approved Distributors**). Approved Distributors and their systems and processes are assessed and monitored by Dawes (on behalf of the Issuer), and would therefore make it more likely that the Approved Distributor will comply with the terms of this TMD.

Distribution information

We require distributors to provide the following information in relation to their distribution of products covered by this TMD:

Complaints	<p>all complaints in relation to this TMD must be supplied to Dawes (on behalf of the Issuer) as soon as reasonably possible, but no later than on a quarterly basis unless Dawes has requested a distributor to report more frequently. This will include written details of the complaints.</p> <p>Dawes must supply all complaint information to the Issuer on a quarterly basis unless the Issuer has requested Dawes to report more frequently.</p>
Sales data	<p>report relevant sales and customer data in relation to this TMD on a quarterly basis to Dawes (on behalf of the Issuer) unless Dawes has requested a distributor to report more frequently.</p> <p>Dawes must supply all sales and customer data to the Issuer on a quarterly basis unless the Issuer has requested Dawes to report more frequently.</p>
Significant dealings	<p>notification to Dawes (on behalf of the Issuer) if they become aware of a significant dealing in relation to this TMD that is inconsistent with this TMD within 10 business days.</p> <p>Dawes must immediately notify the Issuer if it receives a notification of a significant dealing.</p>

Other

In addition to the distribution conditions, restrictions and information set out above, the Issuer may include other conditions, restrictions and information on the distribution of products under this TMD.

Any additional conditions and restrictions will be notified (in writing) to an Approved Distributor.

TMD reviews

This TMD shall be reviewed as follows:

First review	Within 12 months from the date of this TMD.
Subsequent reviews	At least every three years after the end of the previous review.
Review triggers	<p>Where an event or circumstance is identified by us or is notified to us that would reasonably suggest the TMD is no longer appropriate. This may include (but is not limited to):</p> <ul style="list-style-type: none">• a material change to the design or distribution of a product, including material changes to policy documentation or the PDS;• a material alteration to acceptance criteria or underwriting criteria, and the Application Process;• identified systemic issues in the product or the distribution of the product;• relevant material external events such as relevant litigation or adverse media coverage;• relevant feedback, information or notification received from a distributor, regulator such as ASIC or APRA or other interested parties;• significant changes in metrics. These include sales, policy cancellations, lapses in renewals, claims, complaints and loss ratios; and• any significant dealings that are inconsistent with the TMD, <p>to the extent these events or circumstances reasonably suggest the TMD is no longer appropriate.</p>

Appendix

This TMD applies to the products described in the Product Disclosure Statements (**PDSs**) listed below and any related Supplementary Product Disclosure Statements:

- Driving Instructor's Motor Vehicle Insurance (ALLDAW DI 0321)