

STRATA COMMUNITY INSURANCE – COMMUNITY ASSOCIATION COMMERCIAL BUILDINGS: – LOSS OR DAMAGE COVER Target Market Determination (TMD)

Effective Date: 5 October 2021

About this document

This TMD applies to the **loss or damage 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 Strata Community Insurance Agencies Pty Limited ABN 72 165 914 009, AFS Licence No. 457787 (**Strata Community Insurance**).

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 Issuer's underwriting criteria 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)

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| Main cover(s): | Loss or damage cover: <p>This cover provides financial protection for the cost of repair, reinstatement or replacement of Commercial Building(s) (as described in the PDS) for the owner(s) of property within a Community Title Scheme or similar type property (a Scheme), including property intended to operate or be registered as a Scheme, if damaged or destroyed by a sudden and accidental occurrence limited to the defined Events listed in the PDS.</p> |
| Optional cover: | If applicable, the following optional cover may be added to the loss or damage cover: <p>Flood cover – extends the insured events under the main cover to include flood. This optional cover is subject to a Sum Insured monetary limit (as set out in the Policy Schedule) and additional underwriting criteria.</p> <p>This optional cover is subject to the terms and conditions, limitations and exclusions set out in the PDS.</p> |
| Key eligibility criteria: | Insured: <ul style="list-style-type: none">- the owner(s) of Commercial Building(s) within a Scheme or property intended to operate or be registered as a Scheme. Building: <ul style="list-style-type: none">- is primarily occupied, or intended to be occupied, for commercial and/or industrial purposes;- is located in Australia and in a location accepted by the Issuer;- is made of materials acceptable to the Issuer;- is well-maintained, watertight, structurally sound and secure; and- has a level of permanent occupancy accepted by the Issuer. |
| Key exclusions: | The loss or damage cover has specific exclusions, including: <p>(a) loss or damage to property that does not form part of the Commercial Building(s); and</p> <p>(b) loss or damage arising directly or indirectly from:</p> <ul style="list-style-type: none">- flood (unless covered under optional flood cover);- tidal wave or actions of the sea and high water (unless caused by a tsunami);- soil movement including erosion, landslide, mudslide, subsidence or earth movement (unless caused by and occurring within 72 hours of the event or a flood if covered under the optional flood cover);- wear and tear; or- mechanical, hydraulic, electrical or electronic breakdown, failure or malfunction unless covered by the fusion/ damage to electric motors benefit. <p>See also Limitations and Ineligible Customers below.</p> |
| Limitations: | Sum Insured – claims in relation to the repair, reinstatement or replacement of insured property are subject to an applicable Sum Insured limit (as set out in the Policy Schedule). <p>Fulfilment options – claims may be fulfilled either by repair, reinstatement or replacement (as described in the PDS). The quantum of any claim for repair, reinstatement or replacement of the insured property may include a consideration of other factors, as set out in the PDS.</p> <p>Other claims limitations and conditions are specified in the PDS and Policy Schedule.</p> |
| Excess: | Claims are subject to the payment of premium and excess as specified in the PDS and Policy Schedule. |
| Other key terms: | Loss of rent – if the insured property has been leased out, or it can be substantiated by means of a signed agreement that the insured property would have been leased out, and the insured property cannot be occupied for its intended purpose as a result of loss or damage caused by an insured event, the loss or damage cover will pay rent that is lost, subject to the monetary limit set out in the Policy Schedule and restrictions described in the PDS. <p>Catastrophe cover – if the events leading to a claim under the loss or damage cover result in the Insurance Council of Australia issuing a catastrophe code, and the Sum Insured under the loss or damage cover has been fully exhausted, the catastrophe cover will cover the unforeseen increases in the costs of repairing, replacing or reinstating the insured property up to the dollar amount set out in the Policy Schedule.</p> <p>Additional benefits – a number of additional benefits are included in the loss or damage cover. For example: debris removal and fees, key and lock replacement, and water removal from basements. These additional benefits can be found in the PDS and may be subject to monetary limits.</p> |


Likely needs, objectives and financial situation

Loss or damage cover is designed for:

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|  | Likely needs and objectives | Likely financial situation |
| | Owner(s) of Commercial Building(s) within a Scheme or commercial property intended to operate or be registered as a Scheme that require financial protection for accidental loss or damage to the Commercial Building(s). | Owner(s) of Commercial Building(s) within a Scheme or commercial property intended to operate or be registered as a Scheme who have financial capacity to pay premiums (which may vary from time to time) in accordance with the chosen premium structure. |
|  | Based on our assessment of the key terms, features and attributes, the loss or damage cover is likely to be consistent with the needs, objectives and financial situation of customers in the target market. | |

B. Ineligible Customers

Loss or damage cover is not designed for persons:

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|  | <ul style="list-style-type: none">• that do not own Commercial Building(s) within a Scheme or commercial property intended to operate or be registered as a Scheme; and• whose Commercial Building(s) are not:<ul style="list-style-type: none">○ within a Scheme or intended to operate or be registered as a Scheme also insured by the Issuer;○ primarily occupied, or intended to be occupied, for commercial and/or industrial purposes;○ permanently occupied to the level required by the Issuer as part of the Application Process;○ well-maintained, structurally sound or secure;○ located in Australia or in a location accepted by the Issuer; or○ made of materials acceptable to the Issuer. |
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C. Distribution

Distribution channels

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

- online through relevant websites
- other third party distributors and brokers
- general advice or personal advice model

All of these channels are monitored by Strata Community Insurance (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.

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 either directly by Strata Community Insurance or by distributors approved by Strata Community Insurance as agent for the Issuer (Approved Distributors). Approved Distributors and their systems and processes are assessed and monitored by Strata Community Insurance (on behalf of the Issuer), such that it is therefore more likely that Approved Distributors will comply with the terms of this TMD.

Distribution information

The Issuer requires the following information in relation to their distribution of products covered by this TMD to be provided by:

- (a) Strata Community Insurance to the Issuer; and
- (b) any insurance brokers to Strata Community Insurance (as agent of the Issuer)

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| Complaints | all complaints in relation to this TMD on a quarterly basis to the Issuer unless the Issuer has requested reporting on a more frequent basis. This will include written details of the complaints. |
| Sales data | reporting of relevant sales and customer data in relation to this TMD on a quarterly basis to the Issuer unless the Issuer has requested reporting on a more frequent basis. |
| Significant dealings | notification if they become aware of a significant dealing in relation to this TMD that is inconsistent with this TMD within 10 business days. |

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:

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| 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 **loss or damage cover** described in the Product Disclosure Statements (**PDSs**) listed below and any related Supplementary Product Disclosure Statements:

- Strata Community Insurance Community Association Commercial Buildings SCI034-Policy-CA-CB