

**REDICOVA TMD
REDICOVA CYCLONE RISK INSURANCE
TARGET MARKET DETERMINATION (TMD)**

Product TMD applies to:	REDICOVA CYCLONE RISK INSURANCE PDS dated 15 January 2023 (incorporating any applicable Supplementary Product Disclosure Statement) (PDS) in relation to cover provided to retail clients.		
TMD made by the Issuer/Insurer	The PDS and this TMD is issued by Certain Underwriters at Lloyd's as set out in the PDS (the insurer/issuer/we, us, our) through our underwriting agent Parametric Insurance Solutions Pty Ltd (ABN 47 630 096 552, AR No. 001274106 (an Authorised Representative of Hareds Pty Ltd ABN 45 056 839 368 AFSL 252530), trading as Redicova ("Redicova").		
TMD date	15 TH January 2023		
Important information about this TMD	<p>The Corporations Act requires us to make this TMD and include certain information in it. Any terms used in this TMD that are defined in the Corporations Act have the same meaning as in that Act.</p> <p>This TMD is not intended to be a consumer facing disclosure document and does not form part of the terms of the product.</p> <p>Any information or examples given in the TMD must not be read as a complete list of eligibility or the standard terms and conditions and limitations that apply to the product.</p> <p>A retail client must refer to the PDS and other policy documents to understand the terms and conditions of the product that will apply and any retail client must refer to the PDS before deciding. The PDS is available at https://redicova.com.au/. Any terms used in this TMD have the same meaning as defined in the PDS.</p> <p>This TMD does not consider any person's individual needs, objectives or financial situation and does not provide any financial product advice or recommendation on the cover.</p>		
Summary of key attributes of product and key likely needs, objectives and financial situation of target market they meet	Key Attribute	Key likely objectives and needs	Key likely financial situation
	<p><i>All cover summarised below is provided for an agreed period and subject to terms and conditions (including limits and excesses) agreed with us. Refer to PDS for detail.</i></p>	<p><i>In all cases below the person in the target market's objectives and needs are to transfer risk of the types described below though insurance protection for a period and on terms and conditions (including limits and excesses) acceptable to them</i></p>	
	<p>Severe Tropical Cyclone (Non Optional)</p> <p>Main cover benefits (Automatic)</p> <p>Cover for Economic Loss due to:</p> <ul style="list-style-type: none"> • Very Destructive Winds; or • Buffer Zone Winds, <p>occurring at the Insured Situation during the Period of Insurance as a result of a Severe Tropical Cyclone which first occurs during the Period of Insurance.</p>	<p>Main Protection Event</p> <p>Cover for Economic Loss due to:</p> <ul style="list-style-type: none"> • Very Destructive Winds; or • Buffer Zone Winds, <p>occurring at the Insured Situation during the Period of Insurance as a result of a Severe Tropical Cyclone which first occurs during the Period of Insurance.</p>	<p>May suffer an economic loss if an insured Severe Tropical Cyclone occurs at the Insured Situation located within the Catchment Area of</p>

	<p>The Insured Situation must be located within the Catchment Area of Northern Australia.</p> <p>Additional Benefits (Automatic)</p> <ul style="list-style-type: none"> No excess applies in the event of a covered claim. Benefits are paid regardless of any other insurance a person may have that covers the same insured event. 	<p>A Severe Tropical Cyclone is a Tropical Cyclone which is both:</p> <ul style="list-style-type: none"> reported by the BoM as recording Very Destructive Winds; and classified by the BoM as a Category 3, 4 or 5 Tropical Cyclone. <p>Very Destructive Winds are winds caused by a Tropical Cyclone which are recorded and published by the BoM as having reached maximum mean surface winds of no less than 118 km/h near the centre of the cyclone and maximum wind gusts over land of no less than 165 km/h.</p>	<p>Northern Australia.</p> <p>For cover chosen, able to afford to pay premium on terms proposed.</p> <p>Does not want to pay any excess in the event of a claim.</p>
<p>Who is our target market for the product?</p>	<p>Some of the key characteristics of a person in the target market for this product are those:</p> <ul style="list-style-type: none"> who are eighteen (18) years of age or over; and reside, or legally own Real Property; or operate a commercial or agricultural enterprise from a location, in the Catchment Area of Northern Australia. <p>However, a person is only in our target market for this product where they meet the eligibility criteria for the issue (including new business, renewals and variation as applicable) of the product that has been approved by us in writing (Approved Eligibility Process). We advise as part of the Approved Eligibility Process if a person is eligible or not.</p> <p>As part of the eligibility criteria, a person must:</p> <ul style="list-style-type: none"> want cover for the type of Economic Loss caused by a Severe Tropical Cyclone that we can agree to provide cover for under our underwriting rules, subject to the terms, conditions, limits and exclusions that apply; and be able to confirm they: <ul style="list-style-type: none"> are able to pay the premium at the time their application is accepted by us in order for cover to be issued, varied or renewed (as applicable); and are happy not to have to pay an excess in the event of a covered claim (see the PDS for more details). 		
<p>Examples of who isn't in our target market</p>	<p>By way of example and at a very high level only, a person won't be in the target market if they:</p> <ul style="list-style-type: none"> do not reside or legally own Real Property in, or operate a commercial or agricultural enterprise from a location in, the Catchment Area of Northern Australia; are under 18 years of age; want cover for loss or damage caused by any other insured events such as fire, theft, accidental damage, malicious damage, earthquake, explosion, Flood, storm or category 1 or 2 cyclones, want us to provide repair or replacement services in relation to any insured loss or damage (benefits are paid as lump sum payments only); want cover for any additional benefits such as removal of debris, architect or surveyor fees or alternative accommodation, want cover for any legal liability risks; 		

- already have cover under other insurance that covers the same risks as this insurance to a level they are happy with;
- don't believe they can afford to pay the premium or for whom the payment options are not suitable;
- want to pay an excess where an excess does not apply (see the PDS for more details);
- want cover for types of loss or damage that we exclude (See PDS for full details), such as:
 - a Severe Tropical Cyclone or Very Destructive Winds or Buffer Zone Winds resulting from it, that first occurred before:
 - the issue of the policy by us for the first time (excluding any renewals or variations); or
 - any increase in the Sum Insured under a policy by way of a renewal or variation, but only to the extent of such increase in the Sum Insured;
 - a Severe Tropical Cyclone that results from a Tropical Cyclone or developing tropical low that first occurred before:
 - the issue of the policy by us for the first time (excluding any renewals or variations); or
 - any increase in the Sum Insured under a Policy by way of a renewal or variation, but only to the extent of such increase in the Sum Insured;
 - war, invasion, acts of foreign enemies, hostilities (whether war be declared or not), civil war, rebellion, revolution, insurrection, military or usurped power or confiscation or nationalisation or requisition or destruction of or damage to property by or under the order of any government or public or local authority;
 - nuclear reaction, nuclear explosion, nuclear radiation or radioactive contamination, however such reaction, explosion, radiation or contamination may have been caused;
 - any other perils not otherwise insured under the Policy such as fire or Flood (including resultant or consequential flooding); or
 - any Communicable Disease, the fear or threat (whether actual or perceived) of a Communicable Disease, or any action taken to minimise or prevent the impact of a Communicable Disease.
- do not want their claim to be settled in accordance with the "What We Will Pay" section of the PDS applicable to the cover. By way of limited example only, if we pay a 100% of Sum Insured Settlement - Very Destructive Winds claim a person cannot also receive a 30% of Sum Insured Settlement - Buffer Zone Winds payment as the Sum Insured has already been exhausted. However, if a person receives a 30% Settlement - Buffer Zone Winds payment they will still be entitled to make a claim up to the remaining 70% of the Sum Insured if a subsequent covered event occurs during the Period of Insurance, subject to the Policy terms.

Where a person falls within our target market, this does not mean that the cover is right for their individual needs, objectives and financial situation. We do not consider this and a person needs to consider the PDS and other information provided by us (and/or seek professional advice) before deciding.

Any conditions and restrictions on retail product distribution conduct in relation to the product, other than a condition or restriction imposed by or under another provision of the Corporations Act (Distribution Conditions)

The product under this TMD may only be issued by our agent Redicova.

Redicova can distribute the product directly to retail clients. Redicova may arrange for other persons to refer retail clients to Redicova, such referrers cannot distribute the product to retail clients.

Cover can only be issued to a retail client by and through Redicova where they meet the eligibility criteria for the issue (including new business, renewals and variation as applicable) of the product that has been approved by us in writing (**Approved Eligibility Process**).

Any Regulated Person acting on our behalf must not engage in retail distribution conduct unless they have been authorised in writing by us to do so and this authority has not been cancelled or suspended.

A Regulated Person must not engage in retail distribution conduct in relation to this product if we have notified them or they are aware that, the TMD is no longer appropriate in accordance with ss994B(8) of the Corporations Act or has been replaced or the product has been suspended or is no longer offered.]

	<p>Subject always to the above, any other conditions and restrictions on retail product distribution conduct in relation to the product that we have agreed with a Regulated Person in writing, other than a condition or restriction imposed by or under another provision of the Corporations Act.</p>
<p>TMD Review</p>	<p>The TMD will be reviewed within 12 months from the date of this TMD and subsequently every 12 months unless agreed otherwise after the end of the previous review. We will also review the TMD within 10 business days of becoming aware of a Review Trigger specified below and where otherwise required by law.</p>
<p>Review Triggers</p>	<p>These are an event or circumstance that is identified to or by us as part of our Product Governance Framework (or otherwise), including:</p> <ul style="list-style-type: none"> • the nature and number of complaints, complaints data and trends; • customer feedback and testing; • number of cancellations and lapses of the product; • data on product claim ratios, the number, nature and magnitude of claims paid, denied and withdrawn and average claim duration; • information received by and in relation to distributors; • feedback from a regulator such as ASIC or APRA or other interested parties such as the Insurance Council of Australia and Code Governance Committee; • changes to information or circumstances we took into account when developing the TMD, such as changes to the Approved Eligibility Process, underwriting guidelines, pricing, or reinsurance requirements or the number of policies sold, including penetration rates; or • any significant dealings that are inconsistent with the TMD, <p>that reasonably suggests that it is no longer reasonable for us to conclude that if the cover were to be issued:</p> <ul style="list-style-type: none"> • to a retail client in accordance with the Distribution Conditions, it would be likely that the retail client is in our target market; or • to a retail client in our target market, it would likely be consistent with the likely objectives, financial situation and needs of the retail client.
<p>Regulated Persons Reporting</p>	<p>In relation to reporting:</p> <ul style="list-style-type: none"> • Redicova must report to us; and • Regulated Persons (other than us or Redicova) who have engaged in retail product distribution conduct in relation to the product covered by the TMD (e.g. insurance brokers acting for the retail client) must report to Redicova (or such alternative we otherwise notify in writing), <p>(both referred to as “you’ below)</p> <p>the following information by the time specified:</p> <ul style="list-style-type: none"> • Information on when cover was issued to a retail client that was ineligible for cover in accordance with the Approved Eligibility Process and reasonable details on the circumstances related to this. <p>To be reported as soon as practicable and in any case within 10 business days, after you become aware of the matter.</p>

- Information on the number of complaints you have received about the product in the month or such other period of time otherwise agreed in writing between us and you that is reasonable having regard to the matters specified in ss994B((7)) of the Corporations Act as well as reasonable details on the circumstances related to the complaint (unless we already have access to such details).

To be reported as soon as practicable and in any case within 10 business days of the end of each month.

- Information on any significant dealings by you that are inconsistent with the TMD and reasonable details on the circumstances related to this.

To be reported as soon as practicable and in any case within 10 business days, after you become aware of the matter.

- Information as agreed by you in writing with us that would reasonably enable us to promptly identify Review Triggers or other events and circumstances that have occurred which would reasonably suggest the TMD is no longer appropriate in accordance with ss994B(8) of the Corporations Act.

To be reported within the time frames agreed for each type of information that are reasonable having regard to the matters specified in ss994B((7)) of the Corporations Act.

- Information identified to or by you that would reasonably suggest to you that the TMD is no longer appropriate in accordance with ss994B(8) of the Corporations Act.

To be reported as soon as practicable and in any case within 10 business days, after you form the view.