

Target Market Determination for Stay Charged EV Insurance

This Target Market Determination is designed to provide consumers, ProRisk staff and our authorised distributors with appropriate information to understand who this product has been designed for and our approach to determining that the product is likely to be consistent with the objectives, financial situations and needs of the consumer and the distribution conditions.

In this document the terms “we”, “us” or “our” refer to Professional Risk Underwriting Pty Ltd (“ProRisk”) ABN 80 103 953 073 AFS Licence No. 308076.

PRORISK STAY CHARGED EV INSURANCE

This Stay Charged EV Insurance (product) is designed for consumers who lease/finance a vehicle and want to protect against any possible battery degradation at the end of the lease/finance term and cost associated with vehicle downtime and the payment of their insurance excess in the event of an at fault claim.

This Target Market Determination (TMD) sets out the target market for:

- ProRisk – Stay Charged Insurance Policy detailed in the Combined Product Disclosure Statement (PDS), Policy Wording and Financial Services Guide (FSG)

DISTRIBUTION OF THIS PRODUCT

This product is issued by Professional Risk Underwriting Pty Ltd (“ProRisk”) ABN 80 103 953 073 AFS Licence No. 308076 on behalf of the insurer Virginia Surety Company, Inc (VSC) ARBN 080 339 957 AFSL 245579 and distributed via:

- Authorised Insurance Brokers; or
- Authorised Representatives of Authorised Insurance Brokers.

Only our authorised insurance brokers and their authorised representatives are authorised to distribute this product as they understand the market this product has been designed for, have been trained in the relevant acceptance criteria and have the appropriate levels of authority.

This product can only be issued to consumers that are eligible for cover in accordance with the application criteria that has been approved in writing by the issuer and which complies with relevant laws.

The application process has been tailored to identify the target market described in this TMD as part of the eligibility criteria for the product covered by this TMD, and the use of the application process would make it more likely that the product covered by this TMD will be acquired by consumers in the target market.

THIS PRODUCT IS SUITABLE FOR

- Consumers who take out a finance lease on one of the following Electric vehicles
 - Battery Electric Vehicle (BEV)
 - Plug In Electric Hybrid Vehicle (PHEV)
- Consumers over 18 years of age at the commencement of cover
- Consumers whose motor vehicle is no more than 6 months old from date of first registration
- The value of the vehicle does not exceed \$150,000
- Consumers who comprehensively insure the motor vehicle

THIS PRODUCT IS NOT SUITABLE FOR

- Vehicles that are not an electric vehicle (BEV, PHEV)
- Consumers whose vehicles are not leased via a finance contract
- Consumers under 18 years of age at commencement of cover
- Consumers who do not comprehensively insure the motor vehicle
- Consumers who use the motor vehicle for
 - Hire;
 - Carriage of passengers for fare/reward (but not including car-pooling arrangements);
 - Courier purposes;
 - Driver instruction (other than immediate family); or
 - Consumers who use the motor vehicle in motor sport of any kind including testing

The ProRisk Stay Charged EV Insurance cover is subject to the acceptance criteria.

The Product Disclosure Statement contains the detailed policy cover, terms, conditions and exclusions.

Where a consumer 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 consumer needs to consider the PDS, and other information provided by us (and/or seek professional advice) before deciding.

KEY BENEFITS

The purpose of ProRisk Stay Charged EV Insurance cover is to provide you with the following coverage, subject to the terms, conditions and exclusions of the policy as explained in the PDS.

1. **Battery Degradation cover** – provide **You** with the specified benefit as compensation for deterioration of the Battery at the end of the **Lease Agreement** should the **Battery** fail to hold the specified charging level.
2. **Excess Waiver cover** – provide **You** with the specified benefit when **Your Vehicle** is involved in an at fault motor vehicle accident. **Your Vehicle** must be comprehensively insured at the time of the accident; and
3. **Vehicle Downtime cover** – where **Your Vehicle** suffers a mechanical or electrical failure of a component or is involved in a motor vehicle accident, and **Your Vehicle** is not available for **Your** use for five consecutive business days, **You** will be compensated for the inconvenience through payment to **You** of the specified

benefit. **Your Vehicle** must be regularly serviced in accordance with the manufacturer recommendation and comprehensively insured to qualify for the benefits.

Cover limits and premium pricing are based upon your vehicle purchase price and the term of your finance contract. The following are tables describing the various benefits:

Battery Degradation Cover

Your Vehicle Purchase Price	Policy Benefit 2 Year Policy Battery charge is less than 85%.	Policy Benefit 3 Year Policy Battery charge is less than 83%.	Policy Benefit 4 Year Policy Battery charge is less than 80%.	Policy Benefit 5 Year Policy Battery charge is less than 78%.
\$0 - \$25,000	\$2,500	\$2,500	\$2,500	\$2,500
\$25,001 - \$35,000	\$3,500	\$3,500	\$3,500	\$3,500
\$35,001 - \$50,000	\$5,000	\$5,000	\$5,000	\$5,000
\$50,001 - \$65,000	\$6,500	\$6,500	\$6,500	\$6,500
\$65,001- \$80,000	\$8,000	\$8,000	\$8,000	\$8,000
\$80,001- \$150,000	\$10,000	\$10,000	\$10,000	\$10,000

Excess Waiver Cover

	Maximum Policy Benefit Applicable Per Period Of Insurance			
Maximum Benefit Per At Fault Motor Vehicle Accident	Period of Insurance 2 YRS	Period of Insurance 3 YRS	Period of Insurance 4 YRS	Period of Insurance 5 YRS
\$1,000 per policy year	\$2,000	\$3,000	\$4,000	\$5,000

Vehicle Downtime Cover

Maximum Benefit Per Claim	Maximum Number of Claims per policy year
\$500	2

KEY EXCLUSIONS

- Consumers who use the motor vehicle for
 - Hire;
 - Carriage of passengers for fare/reward (but not including car-pooling arrangements);
 - Courier purposes;
 - Driver instruction (other than immediate family); or
 - Consumers who use the motor vehicle in motor sport of any kind including testing
- Driving whilst under the influence of alcohol or drugs.
- Engaging in a criminal act.
- More than one (1) Battery Degradation claim at the end of the period of insurance
- Where the vehicle is found not to be serviced in accordance with the manufacturer's recommended servicing schedule

REVIEWING THIS DOCUMENT

We will review this TMD **within two years** from the effective date to ensure it remains appropriate and in compliance with the objectives, financial situations and needs of the consumer.

Furthermore, we will also review this TMD if any event or circumstances (called 'review triggers') occur that would reasonably suggest that the determination is no longer appropriate, such as:

- We make a material change to the cover provided by the product,
- A change in our acceptance criteria that impacts on the suitability of the product for the target market,
- A material change to the distribution of the product,
- The discovery of a relevant and material deficiency in the product's disclosure documentation,
- Systemic complaints and claims issues which indicate that the product is no longer suitable for the described target market,
- Material and relevant reductions in our key product suitability metrics such as:
 - Product acceptance, including feedback from our authorised insurance brokers and their authorised representatives and consumers;
 - Financial performance including significant changes in metrics including claims and loss ratios;
 - Product value and affordability; and
 - Systemic issues across the product life cycle.

We will review this TMD **within 10 business days** of the occurrence of any review trigger.

REPORTING

ProRisk must record all complaints received about this product on a quarterly basis (Complaints Reporting Period). Our authorised insurance brokers and their authorised representatives are also required to report to us if they become aware of significant dealing in this product which is not consistent with this TMD within 10 business days of becoming aware of such dealing. If the complaints are systemic and indicate that this product is no longer suitable for the described target market, we will review and update the TMD within the timeframe indicated above.

RECORD KEEPING

ProRisk will maintain records of the reasonable steps it has taken to ensure that this product is sold in a manner consistent with this TMD.

We will also prepare and maintain complete and accurate records of our decisions, and the reasons for those decisions, in relation to:

- All target market determinations for this product,
- Identifying and tracking review triggers,
- Setting review periods, and
- Any other matters documented in this TMD.