



**YMI**  
YAMAHA MOTOR INSURANCE



# TARGET MARKET DETERMINATION

## MARINE INSURANCE

[www.yamaha-motor.com.au/buying/finance-and-insurance](http://www.yamaha-motor.com.au/buying/finance-and-insurance)

# TARGET MARKET DETERMINATION

|  |  |
|--|--|
| <b>Product</b>                             | YMI Marine Insurance   |
| <b>Product Disclosure Statement (PDS):</b> | YMI Marine Insurance Combined Product Disclosure Statement and Policy Wording 01/05/2022 and any applicable supplementary product disclosure statement |
| <b>Publication Date:</b>                   | 24/04/2023   |

## ABOUT THIS DOCUMENT

This Target Market Determination (**TMD**) applies to the Product described in the PDS. This TMD seeks to offer customers, distributors and employees an understanding of the class of customers for which this Product has been designed for by considering the class of customers' likely needs, objectives and financial situation.

The insurer of the Product is HDI Global Specialty SE – Australia (ABN 58 129 395 544, AFS Licence No 458776) (**HDI**). Yamaha Motor Insurance Australia Pty. Ltd. (ABN 48 603 882 980, AFS Licence No 497198) (**YMI**) has been given a binder authority by HDI which allows YMI to distribute and administer the Product subject to the terms of the binder authority.

## WHAT IS A TARGET MARKET DETERMINATION?

This TMD provides YMI's staff, YMI's authorised distributors, and customers information about:

- the customers for whom this Product is appropriate (being the target market);
- the customers for whom this Product is NOT appropriate;
- any distribution conditions and/or restrictions attaching to the Product;
- the reporting obligations of the distributors; and
- the review period(s) and events which may trigger a review.

This TMD is not intended to provide any financial product advice to customers on the cover provided, and does not take into account a customer's individual needs or objectives.

Terms used in this TMD that are defined for the purpose of Chapter 7 of the Corporations Act 2001 (Cth) (**the Act**), have the same meaning as under the Act.

Please note that it is the PDS that sets out the standard terms and conditions of the cover. This TMD does not form part of the terms of the cover. A customer must always refer to the PDS (available from: <https://www.yamaha-motor.com.au/buying/finance-and-insurance/finance-and-insurance-pages/yamaha-motor-insurance/marine-runabout-content>) for full terms, conditions and exclusions before making a decision about the Product, to ensure the Product is suitable for their needs.

## WHAT PRODUCT DOES THIS TARGET MARKET DETERMINATION APPLY TO?

This Product provides two levels of cover as set out below and has been designed for customers in the target market to provide financial protections as follows:

- Comprehensive Cover
- Motor Only Cover

### **Comprehensive Cover\***

Comprehensive Cover includes cover for loss of or damage to your boat or personal watercraft (**PWC**) (comprising the hull, motor/s, trailer and equipment & accessories) caused by theft, malicious damage, transit damage, water inflow or other accidental damage; legal liability arising from the use of your boat or PWC; and personal accident.

### **Motor Only Cover\***

Motor Only Cover covers damage only to a Yamaha outboard motor.

### **Additional and Optional Covers\***

The Product provides additional benefits for certain consumers who own a new or near-new boat, motor or PWC and further additional benefits if it is a new or near-new Yamaha brand motor or PWC. Additional and Optional Covers may also apply and/or be available.

\*Conditions, limitations, and exclusions as set out in the PDS apply.

## WHICH CLASS OF CUSTOMERS FALL WITHIN THIS TARGET MARKET?

This Product is designed for a class of customers whose likely needs, objectives and financial situation outlined below, are aligned with the Product and its key attributes and eligibility criteria.

### Product description and key attributes

The key eligibility criteria requirements to purchase the Product include:

| Key eligibility criteria     | This Product is appropriate for   | This Product is not appropriate for  |
|------------------------------|---|--|
| The type of vessel you own   | <ul style="list-style-type: none"> <li>Boat or PWC is registered where required to be so</li> </ul>   | <ul style="list-style-type: none"> <li>Boat or PWC not registered where required to be so</li> </ul>   |
| How you use your vessel      | <ul style="list-style-type: none"> <li>Used for private use only</li> <li>Driver of the boat or PWC is licenced to operate it where required by law to be so, and the boat or PWC is used only for a lawful purpose and in compliance with the law</li> <li>Boat or PWC including personal effects and watersports equipment are securely stored when not in use</li> </ul> | <ul style="list-style-type: none"> <li>Boat or PWC is used to participate in any racing or speed test activity (unless YMI has agreed to extend cover and additional premium has been paid)</li> <li>Boat or PWC is used otherwise than for private use including letting out the boat or PWC for hire, charter or reward; or carrying paying customers</li> </ul> |
| The condition of your vessel | <ul style="list-style-type: none"> <li>Good repair and condition</li> <li>Meets the registration requirements in your state or territory</li> </ul>   | <ul style="list-style-type: none"> <li>Not in good repair and condition</li> <li>Does not meet registration requirements</li> <li>Heavily modified engine/s or engine/s which are more powerful than are rated for the boat or PWC</li> </ul>  |

### Needs and objectives

This Product has been designed for people who require a choice of different covers as set out in the table below. The crosses indicate the needs and objectives that each choice of cover has not been designed for:

| Needs and objectives  | Choice of Cover     |                      |
|---|---------------------|----------------------|
|   | Comprehensive       | Motor only           |
| Level of cover  | High level of cover | Lower level of cover |
| Requiring cover for damage to your boat, motor or PWC   | ✓                   | ✓<br>Motor only      |
| Requiring cover for legal liability following a boating accident causing loss or damage to a third party's property | ✓                   | ✗                    |
| Requiring protection for your legal liability for injury caused by a boating accident                               | ✓                   | ✗                    |
| Requiring choice of additional covers or options  | ✓                   | ✗                    |

The PDS contains specific coverage and limitations.

### Financial situation

The Product is suitable for the class customers who are able to pay in accordance with the chosen premium structure, excess, fees and government charges payable.

If a customer suitable to this TMD is experiencing family violence, financial hardship or is a vulnerable customer requiring assistance, follow the customer assistance tab at <https://www.yamaha-motor.com.au/buying/finance-and-insurance/Finance-and-Insurance-Pages/Yamaha-Motor-Insurance/> for further information.

|   | Choice of Cover                          |   |
|---|--|---|
| Relevant Financial situation considerations include:                              | Comprehensive                            | Motor only                              |
| Level of cover  | High level of cover                      | Lower level of cover                    |
| Ability to potentially vary your premium by considering different levels of cover | Generally, has a higher level of premium | Generally, has a lower level of premium |
| Ability to potentially vary your premium level by choosing your excess            | ✓  | ✓                                       |
| Ability to choose to pay your premiums annually or by instalments                 | ✓  | ✓                                       |

### Consistency with the target market

The Product including its key attributes is likely to be consistent with the likely objectives, financial situation and needs of the class of customers in the target market, as it provides the required type of insurance cover for that class of customers. This has been determined based on an assessment of the insurance Product including its key attributes. Customers will need to consider whether this insurance Product meets their specific objectives, financial situation and needs.

## WHO IS NOT WITHIN THE TARGET MARKET FOR YMI MARINE INSURANCE?

| <b>Customers NOT within the target market</b><br><b>(Customers are NOT within the target market if any of the following conditions apply)</b> |  |
|---|--|
| <b>X</b>  | Own or have an insurable interest in a boat or PWC that is not registered where it is required to be; or is intended to be used offshore outside of the geographical limits                |
| <b>X</b>  | Use the boat or PWC otherwise than for private use – this includes letting out the boat or PWC for hire, charter or reward, or carrying paying passengers                                  |
| <b>X</b>  | Use the boat or PWC for any purpose other than that for which it was designed including heavily modified engines and/or engines which are more powerful than are rated for the boat or PWC |
| <b>X</b>  | Use the boat or PWC for participating in any racing or speed test activity (unless YMI has agreed to extend cover an additional premium has been paid)                                     |
| <b>X</b>  | Are unlicensed or allow the boat or PWC to be operated by anyone who is not licenced (where required)  |
| <b>X</b>  | Allows the boat or PWC to be used for any illegal purpose or in any way contrary to the law  |



## WHAT DISTRIBUTION CONDITIONS APPLY TO THIS PRODUCT?

The Product application process has been designed to guide customers directly to the product most likely to meet their needs and objectives based on their responses to the questions in our product application.

The Product can be distributed by YMI or its authorised distributors. YMI's staff and authorised distributors have been adequately trained in the Product, the customers) it is intended for and the underwriting criteria applicable to the Product.

|   |  |
|---|--|
| <p><b>Distribution Restrictions</b></p> | <p>This Product can only be distributed if the following conditions are met:</p> <ul style="list-style-type: none"> <li>• It can only be sold direct to a customer by a YMI staff member or via a distributor authorised by YMI.</li> <li>• The agreement between the distributor and YMI sets out the obligations on the distributor and YMI to distribute products only to customers within the TMD, and the ramification if the Product is distributed to customer outside of the TMD. The distributor must: <ul style="list-style-type: none"> <li>- be authorised to distribute the Product and those arrangements must not have been cancelled or suspended;</li> <li>- agree to comply with all underwriting criteria and levels of authority (as applicable);</li> <li>- agree to not distribute the Product where they receive notice from YMI that this TMD is not up to date and no new TMD has been provided; and</li> <li>- where a new TMD has been provided, agree to distribute in accordance with the new TMD.</li> </ul> </li> <li>• The TMD is currently not subject to any ASIC action that might suggest that the TMD is no longer appropriate.</li> </ul> <p>A distributor is not authorised to provide any financial product advice to customers on the cover provided and they do not consider any customer's personal needs, objectives, or financial situation in providing any information.</p> |
| <p><b>Distribution Conditions</b></p>   | <ul style="list-style-type: none"> <li>• This Product can only be sold via an offer of cover and acceptance of cover.</li> <li>• This Product should only be sold to customers within the target market without the customer being provided with any financial product advice or personal advice.</li> </ul>   |
| <p><b>Distribution Method</b></p>       | <p>- This Product can be sold by a YMI staff member or an authorised distributor online, over the telephone (in-bound or out-bound call) or face to face.</p>  |

## INFORMATION REQUIRED FROM DISTRIBUTORS AND REPORTING PERIODS

YMI collects information (including from its authorised distributors) and prepares reports required by HDI in relation to the Product as set out in the table below. YMI will incorporate information it collects itself, and the information provided by its authorised distributors, into their reporting requirements below. This information enables HDI to assess if the TMD is no longer appropriate for this Product.

| Reportable Matters  | When   |
|---|--|
| <p>The cover is issued to a customer that was ineligible for cover in accordance with the application process.</p>  | <p>As soon as practicable after YMI becomes aware of the matter, and within 10 business days.</p>  |
| <p><b>Complaints information</b></p> <ul style="list-style-type: none"> <li>The number of complaints the distributor has received about this Product in the complaints reporting period.</li> <li>A short summary of the nature of the complaint raised and any steps taken to address the complaints; and</li> <li>Any general feedback on this Product.</li> </ul> <p>Sufficient details about the complaint should be included to allow HDI to identify whether the TMD may no longer be appropriate to the target market.</p> | <p>Monthly and no later than 5 business days after the agreed complaints reporting date (Complaints Reporting Period).</p> <p>Notification of the complaint within 2 business days after receipt.</p>  |
| <p>There have been any significant dealings that are inconsistent with the TMD.</p>   | <p>As soon as practicable after YMI becomes aware of the matter, and within 5 business days.</p>   |
| <p>Communication from a regulator in relation to the Product or TMD.</p>  | <p>Same day</p>  |
| <p>Sales data.</p>  | <p>Relevant sales and customer data in relation to this product on a monthly basis. If YMI become aware that the cover is issued to a customer that was ineligible for cover in accordance with the application process, YMI will notify HDI as soon as practicable after becoming aware of the matter, and within 10 business days.</p> |
| <p>Claims handling data.</p>  | <p>Where relevant, claims data in relation to this Product on a monthly basis.</p>   |

## SIGNIFICANT DEALINGS

If an actual or possible significant dealing outside of the target market is identified, HDI requires information such as the date (or date range) the dealing occurred, details about the dealing(s) and any steps or actions taken to mitigate.

Distributors should have regard to current ASIC guidelines when determining what may constitute a significant dealing.

YMI will notify HDI of any significant dealing in the Product that is not consistent with the TMD as soon as practicable (within 5 business days). This includes but is not limited to a consideration of the nature and degree of harm resulting from the issue of this Product to a customer.

## WHEN WILL THIS DOCUMENT BE REVIEWED?

The initial review of this TMD will occur no later than 12 months from the date this TMD is first published, or within 10 business days if an event or circumstance occurs which would reasonably suggest that the TMD is no longer appropriate.

This TMD will then be reviewed at least every 24 months after the end of the previous review or as agreed otherwise by HDI.

## OTHER CIRCUMSTANCES WHICH MIGHT REQUIRE A REVIEW OF THIS DOCUMENT

Outside of the identified review period this TMD may be reviewed more regularly if an event or circumstance is identified that may reasonably suggest that the Product is no longer suitable to the target market and would trigger a review. These would include, but are not limited to:

- an event or circumstance that would materially impact on or change a factor taken into account when making the TMD that would suggest that the TMD is no longer appropriate, such as a change in underwriting requirements;
- the Product has materially been distributed and purchased in a way that is significantly inconsistent with this TMD;
- a material change to the Product including to the PDS, or the assumptions upon which the TMD was formulated, such as the application process, pricing requirements or underwriting guidelines;
- feedback, such as significant or systemic complaints or claims issues, received from distributors or customers who purchased the Product, which are of a nature that suggest that the TMD is no longer appropriate; and
- change of relevant law, regulatory guidance, industry code or feedback from regulators such as ASIC, APRA or other interested parties which have a material effect on the terms or distribution of the Product.



## QUESTIONS OR FEEDBACK

If you have any questions or wish to provide any feedback or make a complaint about this TMD, please contact YMI on:

Email: [marinecustomerservice@ymia.com.au](mailto:marinecustomerservice@ymia.com.au)

Phone: 1300 794 454