

Target Market Determination

Extra Farm Insurance

This Target Market Determination (TMD) is effective from 1 October 2025 and relates STRICTLY TO the Dwelling; Contents of Dwelling; Personal Effects; Private, Farm and Business Vehicle; and Personal Accident and Sickness sections (Relevant Sections) within the Prevail Extra Farm Insurance Product Disclosure Statement - PAC PREV EX FARM 1025 (the Product).

Prevail acts under a binding authority as agent for the Insurer of this product. Prevail is the Product Distributor.

About this document

This TMD provides Pacific International Insurance Pty Limited's (the Product Issuer) 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 identifies the customers within the target market for the Relevant Sections of the Product. This TMD does NOT consider a customer's personal needs, objectives and financial situation.

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 Product Disclosure Statement 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 should always refer to the Product Disclosure Statement (PDS) Prevail Extra Farm Insurance - PAC PREV EX FARM 1025, and any SPDS that may apply, before making a decision about this product to ensure the product is suitable for their needs.

This product has five (5) sections of cover that are relevant to this TMD as set out below and has been designed for consumers in the target market to provide financial protection as follows:

Section 13 – Dwelling

Covers private dwelling homes against accidental loss or damage and includes automatic Owners' Liability cover for liability to third parties.

Section 14 – Contents of Dwelling

Covers accidental loss or damage to household contents, anywhere in the world, and includes Personal Liability cover for liability to third parties.

Section 15 – Personal Effects

Covers accidental loss or damage to personal effects including jewellery, watches, photographic equipment, musical instruments, mobile phones, laptops and sporting equipment.

Section 16 – Private, Farm and Business Vehicle

Cover for loss or damage to vehicles such as cars, motorcycles, tractors, trucks, trailers and utilities whilst in use for private, social, domestic, pleasure and farm purposes, as well as Legal Liability cover.

Section 17 – Personal Accident and Sickness

Cover for farmers provided in the form of benefits where an injury or illness results in certain events such as death, disability and/or disablement.

The Product offers options to enable customers to tailor the Product to suit their individual needs.

Who is within the Target Market for Prevail Extra Farm Insurance?

Customers within the Target Market

(Customers are within the target market for the Relevant Sections of this Product if all the following conditions apply) Note: In order to be eligible for the following conditions customers must already have farming operations coverage with Prevail.

✓	Farmers who own residential buildings and associated contents on farm properties and non-farming properties, all of which are regularly occupied and well maintained.
✓	Farmers who require a product that provides Accidental Loss to their residential buildings and contents and additional Owners Liability and Personal Liability cover for loss of property of others and bodily injury of any person.
✓	Farmers who own or drive a vehicle (including cars, utilities, trucks, agricultural vehicles farm bikes, ATVs, caravans, trailers) for private or farm use including Occasional Farm Contracting.
✓	Farmers that require a product that provides the option of Full Cover; Third Party, Fire and Theft cover; Fire and Theft cover; and Third Party Only cover for their own private and farm vehicles, in addition to cover for damage that is caused to other property by the use of the vehicle.
✓	Farmers who require cover for accident or sickness resulting in an inability to work for a period and their only occupation is own farming and Occasional Farm Contracting.

Customers NOT within the Target Market

(Customers are not within the target market if any of the following conditions apply) Note: for a comprehensive list of all exclusions within the Product please refer to the PDS.

✗	Owners of boarding houses, hostels, standalone B&B's, display homes, buildings used for a commercial business, buildings in a state of disrepair, long term unoccupied buildings, buildings in the course of construction, and contents in long term storage.
✗	Owners of vehicles used for any other business activities other than own farming and Occasional Farm Contracting.
✗	Farmers who require cover for accident or sickness resulting in an inability to work for a period and have an occupation other than own farming and Occasional Farm Contracting.
✗	Farmers who require cover for accident or sickness resulting in an inability to work for a period and have certain pre-existing medical conditions and/or participate in certain sporting activities/hazardous pursuits.

Needs and Objectives

This product has been designed for customers who require a range of different covers as set out in the tables below. The crosses indicate the needs and objectives that each cover has not been designed for.

Dwelling and Contents of Dwelling				
Needs & Objectives	Section 13 - Dwelling		Section 14 - Contents of Dwelling	
Are seeking Accidental Damage cover for your residential buildings and associated contents	✓		✓	
Are seeking Owners Liability Cover	✓		✗	
Are seeking Personal Liability Cover	✗		✓	
Are considering Flood cover	✗		✗	
Personal Effects				
Needs & Objectives	Section 15 - Personal Effects			
Are seeking Accidental Damage for personal valuables	✓			
Are seeking to insure personal valuable Items as either specified or unspecified items	✓			
Personal Accident and Sickness				
Needs & Objectives	Section 17 - Personal Accident & Sickness			
Are seeking cover for loss of a portion of income due to an accidental injury	✓			
Are seeking cover for loss of a portion of income due to an illness	✓			
Are seeking cover that provides a lump sum for certain injuries such as losing a hand or an eye and/or accidental death during the policy period	✓			
Are seeking a life insurance or non-cancellable insurance product	✗			
Private, Farm & Business Vehicle				
Needs & Objectives	Section 16 – Private, Farm and Business Vehicle			
	Full Cover	Third Party, Fire & Theft	Third Party Only	Fire & Theft
Are seeking cover for accidental loss damage to your vehicle	✓	✓ <i>(if caused by Fire or Theft only)</i>	✗	✓ <i>(if caused by Fire or Theft only)</i>
Are seeking protection for your Legal Liability in respect of another person's vehicles or property caused by a motor vehicle accident	✓	✓	✓	✗
Are seeking a choice of additional covers or options	✓	✗	✗	✗

Financial Situation

This product is designed for customers that are able to pay premiums, excess, fees and government charges, having regard to personal circumstances and vulnerability or hardship considerations.

This product is also designed for customers who have the financial means to pay for repairs in advance and seek reimbursement from us.

Distribution Conditions

The 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 our questions.

Prevail staff have been adequately trained in the Product, the customer(s) it is intended for and the underwriting criteria.

Distribution Restrictions	<p>This Product can only be sold via an insurance broker and cannot be sold directly to the public.</p> <p>The agreement between the insurance broker and Prevail, sets out the obligations for the distributor/ broker to distribute products only to customers within the TMD, and the ramifications if the Product is distributed to customers outside of the TMD.</p> <p>The insurance Product Distributor must;</p> <ul style="list-style-type: none">• be authorised to distribute the Product and those arrangements must not have been cancelled or suspended;• agree to not distribute the Product where they receive notice from the Product Issuer that this TMD is not up to date and no new TMD has been provided; and• where a new TMD has been provided, agree to distribute in accordance with the new TMD. <p>The TMD is currently not subject to any ASIC action that might suggest that the TMD is no longer appropriate.</p> <p>Where an insurance broker provides personal advice in relation to the Product, it is that broker's responsibility to ensure that acquiring the Product is in the best interests of the customer having regard to the customer's objective, financial situation and needs.</p> <p>Accordingly, when personal advice has been provided in relation to the Product, the obligations under this TMD do not apply to the insurance broker or Prevail.</p>
Distribution Conditions	<ul style="list-style-type: none">• This Product can only be sold to customers via insurance brokers who may access the Product via www.prevailinsurance.com.au• This Product can be sold to customers within the target market without the customer being provided with any financial product advice or, general or personal advice.
Distribution Method	<p>This Product can only be distributed by an insurance broker through manual quoting under the agreement between the broker and Prevail.</p>

Reporting Obligations

Distributors of this Product are required to provide Pacific International Insurance Pty Limited with information in relation to the Product covered by this TMD in the following circumstances.

Reportable matter	When
The cover is issued to a customer that was ineligible for cover in accordance with the 'Prevail Application Process'.	As soon as practicable after the Distributor become aware of the matter, and within 10 business days.
<p>Complaints information</p> <ul style="list-style-type: none"> The number of complaints the distributor has received about this Product in the reporting period. A short summary of the nature of the complaint raised and any steps taken to address the complaints; and Any general feedback on this Product. <p>Distributors should include sufficient details about the complaint that would allow Pacific International Insurance Pty Limited to identify whether the TMD may no longer be appropriate to the class of customers.</p>	<p>Monthly and no later than 10 business days after the agreed complaints reporting date.</p> <p>Notification of the complaint within 2 business days after receipt.</p>
There have been any significant dealings by the Distributor that are inconsistent with the TMD.	As soon as practicable after you become aware of the matter, and within 10 business days.
Communication from regulator in relation to the Product or TMD.	Same day.

Significant Dealings

If an actual or possible significant dealing outside of the target market is identified, Pacific International Insurance Pty Limited 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.

Prevail will notify Pacific International Insurance Pty Limited of any significant dealing in the Product that is not consistent with the TMD as soon as practicable (within 10 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 retail customer.

TMD Reviews

Review Period	<p>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 (Review Trigger) occurs which would reasonably suggest that the TMD is no longer appropriate.</p> <p>This TMD will then be reviewed at least every 24 months after the end of the previous review or agreed otherwise with Pacific International Insurance Pty Limited.</p>
Examples of Review Triggers that would reasonably suggest that the TMD is no longer appropriate	<p>Outside of the identified review period this TMD may be reviewed more regularly if an event or circumstances are identified that may reasonably suggest that the Product is no longer suitable to the target class of customers and would trigger a review include, but are not limited to, Product Issuer becoming aware of:</p> <ul style="list-style-type: none">• significant increase in the number of complaints relating to the product received by us or reported by distributors;• a material change to the product including Product Disclosure Statement, information or assumptions upon which the target market was formulated like Prevail Application Process, pricing requirements, underwriting guidelines;• change of relevant law, regulatory guidance, industry code or feedback from regulators such as ASIC, APRA or other interested parties which has a material effect on the terms or distribution of the Product;• the Product is being distributed and purchased in a way that is significantly inconsistent with this TMD;• adverse trends in policy and claims data indicating the Product is not performing as expected by the customer.

The contract of insurance is issued by Prevail Insurance Pty Ltd (ABN 15 096 726 895, AFSL 234437) ('Prevail') acting under a binding authority as an agent for Pacific International Insurance Pty Limited (ABN 83 169 311 193, AFSL 523921) ('Pacific'), the Insurer of the product. Terms, conditions, limits and exclusions apply to the product referred to above. You should also consider the Product Disclosure Statement ('PDS') and Financial Services Guide ('FSG'), which can be obtained by contacting Prevail on 1300 188 299 or visiting www.prevailinsurance.com.au before deciding to hold the Prevail product.