



ECLIPSE COMMERCIAL STRATA – TARGET MARKET DETERMINATION

Eclipse Business Insurance Pty Ltd ABN 90 629 644 846 AFSL 516018 acts as an agent for Certain Underwriters at Lloyds, Guild Insurance Company Limited and Allied World Assurance Company and is authorised to arrange, enter into/bind and administer this insurance on their behalf.

Effective Date: 27th August 2025
ECSTMD202505V1

Purpose of this document

This Target Market Determination (TMD) relates to the *Eclipse Commercial Strata Insurance Product Disclosure Statement and Policy Wording*. It provides customers and distributors with information regarding:

- the class of customers that comprise the target market for this product, and those for which it is not suitable;
- conditions and restrictions relating to the distribution of this product;
- the review period and events or circumstances that may trigger a review;
- distributors' reporting obligations

This TMD does not consider a customer's personal needs, objectives and financial situation. Customers should refer to the *Eclipse Commercial Strata Insurance Product Disclosure Statement & Policy Wording (PDS), and any Supplementary Product Disclosure Statements (SPDS)* that may apply, to ensure the product is right for them.

This TMD applies only in respect of retail clients as defined by the Corporations Act 2001 (Cth).

Class of Customers within the Target Market

For customers within the target market, this product provides cover predominately for loss or damage to a commercial strata, company title or community association building.

Who is within the Target Market

a. Key Eligibility Criteria

	Commercial Strata or Company Title
Customers are within the target market if all the following conditions apply	<ul style="list-style-type: none">• The customer is a body corporate/owners corporation, which represents the collective owners of a commercial strata or company title property such as office buildings, business parks, retail shops, medical suites, hotels, motels, serviced apartments and mixed-use strata lots; where more than 20% of the floor space is used for or designated as commercial purposes, whether occupied or not.• The customer is a body corporate/owners corporation which wants, or is required by statute to maintain, financial protection for loss or damage to a strata or company titled building and common area contents, where the body corporate plan assets exceed \$10,000,000 in insurable value
Customers are not within the target market if any of the following conditions apply	<ul style="list-style-type: none">• The customer's property is located on a land title that is not a strata, company, or community title - for example Torrens title.• The customer's strata property has less than 20% of the total building floor space used for commercial purposes. (A separate Residential Strata product is available for residential use premises.)• The customers require cover for business contents contained within a commercial lot of the strata property.• The customer requires cover for buildings comprising an individual lot within the strata or company title.• The customer's Company titled property requires Director's Liability and/or the Legal Defence Costs of the company.• Community association title strata.

b. Needs and Objectives

This product has been designed for people who require a choice of different covers as set out below:

Policy Section	Benefits
Property Damage Insurance	Covers for Loss or Damage to Building and Common Area Contents.
Public or Legal Liability	This Section covers You against any claim for compensation or expenses that You become legally liable to pay for: <ul style="list-style-type: none"> • Personal Injury; or • Property Damage, happening during the Period of Insurance and caused by an Occurrence in connection with Your Business.
Personal Accident	This Section covers death or Injury sustained by any person in the Period of Insurance while engaged as a Volunteer.
Fidelity Guarantee	This Section covers You against loss of Funds in the Period of Insurance as a result of theft, embezzlement, misappropriation, conversion or fraud.
Machinery Breakdown	This Section Covers the cost to repair or replace Machinery and electronic equipment damaged as a result of accidental Breakdown.
Office Bearers Legal Liability	This Section covers the legal liability of Office Bearers and committee members for Wrongful Acts they commit including where applicable, reimbursement of the Body Corporate for payments made in respect of such Wrongful Acts. This Section is issued on a claims made basis which means it responds to claims first made against You during the Period of Insurance and notified to Us during that same period.
Government Audit Costs & Legal Expenses	This Section provides cover for: <ul style="list-style-type: none"> Part A - the cost of Professional Fees if You are audited by the Australian Tax Office or another government organisation; Part B - the cost of appealing against common property health and safety breaches; Part C - the cost of defending specific litigation (see page 42) brought against You other than as covered under <i>Section 2</i> and <i>6</i>. A special Excess payment applies to Part C. This Section is issued on a claims made basis which means it responds to claims first made against You during the Period of Insurance and notified to Us during that same period.

Conditions and Restrictions on distribution of this product;

Distribution Restrictions

This product can only be sold by **Eclipse Business Insurance Pty Ltd** ABN 90 629 644 846 AFSL 516018.

Only offered through Australian Financial Services licensed insurance brokers and not available directly to the public.

Distribution Conditions

This product can only be sold to customers who fall within this target market determination and meet capacity approved underwriting guidelines.



It can be sold to customers within the target market without the customer being provided with any financial product advice or, with either general or personal advice.

Make the TMD available to customers who wish to refer to it.

Distribution Method

Australian Financial Services Licensed Insurance Brokers

Reporting Obligations

Distributors of this product are required to regularly share complaints data with Eclipse Business Insurance through the established submission process. The submission should include the following:

- The total number of complaints received.
- Detailed descriptions of the complaints to assess if the product is still suitable for the target market.
- any mitigating steps taken; and
- actions taken to prevent any complaints of a similar nature.

Reporting Period: Within ten business days after the end of the agreed reporting periods.

Significant Dealings

If actual or possible significant dealing outside of the target market is identified, Eclipse Business Insurance requires;

- the date(s) on which such dealings occurred;
- details of the dealing(s);
- any mitigating steps taken; and
- actions taken to prevent any similar occurrence.

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

Reporting Period: No later than ten days after the date on which the distributor became aware of the dealing.