



ECLIPSE RESIDENTIAL 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

ERSTMD202407V2

Purpose of this document

This Target Market Determination (TMD) relates to the *Eclipse Residential 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 Residential 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 residential strata, company title or community association building.

Who is within the Target Market

a. Key Eligibility Criteria

	Residential Strata or Company Title	Community Association (Note: Cover applies only if an Endorsement to the PDS has been issued.)
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 residential strata or company title property such as units, apartments, villas or townhouses, where less 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 • The customer's strata property has less than 50% of unit entitlements used as serviced apartments or short-term accommodation. 	<ul style="list-style-type: none"> • The customer is a community association, which represents the collective owners of lots of a deposited and registered community plan, which is a parcel of land subdivided into 2 or more lots where there is some shared use of the land as common area. (These could be large states with residential lots that may contain commercial and / or retail outlets on site, or multitier complexes with a mix of commercial, residential and retail lots that span across a parcel of land.) • The customer is a community association that is part of a registered community plan, which consists of, but is not limited to, the following types of community property: <ul style="list-style-type: none"> ◦ outbuildings; ◦ fixtures and structural improvements; ◦ underground and over head services within common areas; ◦ common area contents. • The customer is a community association which wants, or is required by statute to maintain, financial protection for its community property.

Customers **are not** within the target market if **any** of the following conditions apply

- 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 more than 50% of the total building floor space used for commercial purposes. (A separate Commercial Strata product is available for commercial use premises.)
- The customer requires cover for personal or business contents contained within an individual lot or residential home of the strata property.
- The customer requires cover for buildings comprising an individual lot or residential home within the strata, company or community association title.
- The customer's strata property has more than 50% of unit entitlements used as serviced apartments or short-term accommodation.
- The customer's Company titled property requires Director's Liability and/or the Legal Defence Costs of the company.

b. Needs and Objectives

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

Policy Section	Needs and Objectives
Property Damage Insurance	Covers for Loss or Damage to Building and Common Area Contents.
Public or Legal Liability	Protection against legal liability for bodily injury or property damage to third parties in common areas.
Personal Accident	Covers death or Injury sustained by any person engaged as a Volunteer.
Fidelity Guarantee	Covers loss of Funds as a result of theft, embezzlement, misappropriation, conversion or fraud.
Machinery Breakdown	Covers the cost to repair or replace machinery and electronic equipment damaged as a result of accidental breakdown.
Office Bearers Legal Liability	Covers the legal liability of Office Bearers and committee members for any wrongful acts they may commit, including reimbursing the Body Corporate for any payments made regarding such acts, based on a claims made basis.
Government Audit Costs & Legal Expenses	Cover for: Part A - the cost of professional fees and expenses to handle government audits and investigations Part B - the cost of appealing against common property health and safety breaches; Part C - the cost of defending specific litigation

c. Financial Situation

Customers who are able to pay premiums, in accordance with their chosen policy and payment structure, and any other amounts payable under the policy terms, as and when they become payable (for example, a policy excess).



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.

Target Market Determination Review

Review Period	The initial review of this TMD will occur no later than 3 years from the date it is first published and every 3 years thereafter, unless an event occurs which triggers the need for an earlier review.
When an earlier Review may be required	<p>Any event or circumstances arise that would suggest the TMD is no longer appropriate would trigger an earlier review this may include (but not limited to):</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 either the assumptions used in determining the target market or to the PDS;• a change of statute, relevant law, regulatory guidance or industry code which has a material effect on the terms or distribution of the product;• the product being distributed or purchased in a way that is significantly inconsistent with this TMD; or• adverse trends in policy and claims data indicating that the product is not performing as would be expected by the customer.



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