

# RAC Boat Insurance

## Target Market Determination

### About this Target Market Determination (TMD)

#### This TMD:

- » is a guide to understand the general suitability of this product,
- » does not consider your personal needs, objectives and financial situation, and
- » provides information and examples but not a complete list of the eligibility or terms, conditions and exclusions that apply to this product.

To fully understand the terms and conditions of this product, you need to read the Product Disclosure Statement (PDS) at [rac.com.au/policydocuments](http://rac.com.au/policydocuments) and any other policy documents before deciding if this product is suitable for you.

If you are a customer and have already purchased this product, you should review the information we have provided to you whenever your circumstances change, to make sure this product is still right for you.

### About this product

The RAC Boat Insurance product has been designed to meet the needs of those who live in Western Australia and wish to protect against a financial loss from the use of their boat including their boat hull, motor, mast, spars, rigging, sails, trailer and accessories.

The key features of RAC Boat Insurance include coverage for accidental loss and damage including malicious damage, fire, theft, attempted theft, sinking, weather events and flood. Some associated costs such as removing their boat to safety and towing it to a repairer after an incident resulting in a claim, is also covered.

Another key feature is legal liability, providing cover for legal liability for bodily injury or accidental death to another person, and accidental damage to another person's property arising from an incident involving the use of their boat.

RAC Boat Insurance also provides a number of optional covers for purchase to meet the specific needs of some boat owners:

- » Sail boats when racing - this optional cover is designed to meet the needs of those who wish to protect against a financial loss from the use of their sail boat if it is lost or damaged while participating in a race.
- » Cover for water skiers - this optional cover is designed to meet the needs of those who wish to protect against a financial loss from the use of their power boat when it tows water-skiers.

### Who this product is not suitable for

The cover available with RAC Boat Insurance is not suitable if your boat will be:

- » Towed or operated by someone without a valid licence or who broke the conditions of their Recreational Skippers Ticket or operator's licence.
- » Used more than 200 nautical miles from the Australian coastline.
- » Used while overloaded, not seaworthy, not registered or doesn't meet the relevant government transport regulations.
- » Used as permanent accommodation or is a house boat.
- » Used for business purposes or is a commercial or ex commercial fishing boat.
- » Used contrary to the manufacturer's recommendations.
- » Hired out.
- » Used to deliver goods for a fee or carry passengers for a fee.
- » Kept in a public area without being immobilised or secured and the trailer fitted with an anti-theft device.



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## RAC Boat Insurance may not be right for you if

- » You require cover for flood, storm or bushfire within 48hrs of purchasing this product, as cover for these events is not provided within this timeframe, unless the boat was continuously insured before this policy was taken out.

When you complete a quote, or buy RAC Boat Insurance, you will be asked a number of questions that help to determine if you are within the target market for this product and if we will insure you and your boat. You should always answer these questions accurately and check with us if you are not sure what a question means. Providing an incorrect answer may result in you purchasing a product that isn't suited to your objectives, financial situation or needs.

## Distribution conditions

RAC Boat Insurance can only be purchased from our Call Centre or Member Service Centre. Our distribution channels have measures in place to ensure our products are distributed in line with this TMD.

RAC Distribution Pty Ltd is a distributor of this product and is required to provide information regarding sales activity to RAC Insurance Pty Limited. This information includes sales performance data, complaints and any occasions where this product has been sold contrary to this TMD or if they become aware this TMD is no longer suitable.

This information must be provided on a quarterly basis. If RAC Distribution Pty Ltd becomes aware of a significant dealing in this product which is not consistent with this TMD, they must notify RAC Insurance Pty Limited within 10 business days.

RAC Insurance Pty Limited also distributes this product and meets the obligations set out under this TMD.

## Reviewing this document

We will review this TMD if:

- » There are amendments to our Product Disclosure Statement that change the cover provided.
- » New restrictions are introduced on what we will insure.
- » There is a material change in the criteria of the risks we accept.
- » We introduce other ways in which our products are sold.
- » We identify there may be a product suitability issue following reviews of our complaint and claims data.
- » We or our distributor identify a significant dealing that is not consistent with this TMD.
- » There are material changes to our product suitability metrics such as:
  - > member satisfaction;
  - > product acceptance; or
  - > financial performance.

This TMD will be reviewed and updated no later than every two years from the effective date.

## Questions

If you have any questions about our products or this Target Market Determination, please contact us on **13 17 03**.

Effective Date: 25th August 2021  
 Issuer: RAC Insurance Pty Limited (ABN: 59 094 685 882)  
 AFSL: 231222



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