HUTCH COMMERCIAL STRATA – TARGET MARKET DETERMINATION

This Target Market Determination (TMD) is effective from 28th July 2026 and relates to the Hutch Commercial Strata Insurance Policy & PDS (HCS1) as appearing on hutchunderwriting.com.au

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This TMD provides distributors and customers information regarding:

- customers for whom this product is appropriate (being the target market);
- customers for whom this product is not appropriate;
- distribution conditions for the product
- distributors' reporting obligations
- review periods
- events which may trigger a review.

This TMD identifies customers within the target market for Hutch's Commercial Strata Insurance Policy. It is not a Product Disclosure Statement. It does not consider a customer's personal needs, objectives and financial situation. It is limited to retail clients and retail product distribution conduct as defined by the Corporations Act 2001 (Cth).

Customers should always refer to the separate Product Disclosure Statement available on hutchunderwriting.com.au to ensure the product is suitable for their needs and financial situation.

Who is within the Target Market for this Commercial Strata Policy?

A. Key Eligibility Criteria

Customers are within the target market if all the following conditions apply.	Owners Corporations/ Body Corporates as defined by the respective state strata legislation and laws, or Company Title property owners, where the strata property is predominantly commercial lots or a mix of commercial and residential lots. Customers in the target market are required by relevant strata legislation and laws to have insurance in place to cover damage to their strata building and their liability for property damage or personal injury to others arising from the strata building. Sections 1 and 2 of the Hutch Commercial Strata Policy provide these types of cover. These customers often also seek to have insurance cover for other risks associated with the ownership and operation of the strata building such as injury to voluntary workers, loss of funds due to theft or fraud, liability for claims made against office bearers, machinery breakdown, expenses for Government audit, health and safety, and legal claims, against You, and losses and costs associated with cyber losses and data breaches. Sections 3 to 8 of the Hutch Commercial Strata Policy provide these types of optional cover.

	While there are certain exclusions and limits that apply to each type of cover under each of the 8 sections of cover, the types of cover available remain suitable for these type of Customers. The Hutch Commercial Strata Policy provides cover for these types of risks that customers within the target market seek to have covered. Customers in the target market will be able to afford to pay the excess that they have selected in the event of a claim under the Policy. This product is designed to allow customers to select coverage and excess levels (of between $1,000 and $15,000) to meet their financial situation. Customers should seek advice from their broker to optimize the coverage for their individual circumstances.

Customers are not within the target market if any of the following conditions apply	Customers who require cover for personal or business contents contained within an individual lot of the strata property - for instance because they are commercial tenants of the individual lot looking for coverage for contents within that lot. Any persons or entities that are not an Owners Corporation or Body Corporate as defined by each respective States Strata legislation and laws, or Company Title property owner, for instance the individual owner of a lot. Owners Corporations/Body Corporates as defined by the respective state strata legislation, or Company Title property owners where; - The building is unoccupied; - The building contains 80% or more residential units by floor space; - The building Is located above the 26th Parallel South; - The building is undergoing major renovation or repairs.

B. Needs and Objectives

The product is designed to meet the need of Australian commercial strata customers, who are statutorily required in all states and territories to carry a level of cover for the building (Section 1) and legal liability arising from ownership of that building (Section 2). Section 1 and 2 are always included in the coverage. Other sections are optional.

Coverage	**Need / Objective**	**Statutory?**
Section 1: Buildings and Common Contents	Customers seeking cover for damage to the building, common property and or common contents kept at the insured location.	Yes, in all states and territories
Section 2: Property Owner's Legal Liability	Customers seeking liability cover for damage to property of or injury to third parties.	Yes, in all states and territories

Section 3: Voluntary Workers Personal Accident	Customers with Voluntary Workers (as defined in the PDS) seeking to cover their compensation for death or injury resulting from accidents occurring whilst working at the property.	No - optional cover
Section 4: Fidelity Guarantee	Customers seeking cover for loss of funds set aside for the management of their property due to fraudulent misappropriation or theft	No - optional cover
Section 5: Office Bearer's Liability	Customers seeking cover for awards, judgments and legal costs for compensation claims relating to claims against Officers of the Body Corporate. It is important to note that this cover is not available for company titled properties	No - optional cover
Section 6: Machinery Breakdown	Customers seeking cover for repair or replacement following damage as a result of the breakdown of a machine or boiler explosion or collapse of the boiler or pressure vessel insured as part of the building	No - optional cover
Section 7: Part A: Government Audit Expenses Part B: Health & Safety Legal Expenses Part C: Legal Expenses	Customers seeking cover for Part A: Professional fees and expenses to handle government audits and investigations. Part B: Legal expenses appealing against health and safety notices and rulings. Part C: Legal expenses defending litigation brought against the Body Corporate. Note that Part C is not available for company titled properties	No - optional cover
Section 8: Cyber	Customers seeking cover for Loss of funds allocated to or set aside for the management of Insured Property due to Cyber Crime, including social engineering fraud, phishing, phreaking or other cyber fraud. Defence costs incurred as a result of a Data Breach.	No - optional cover

Distribution Conditions

Hutch only distributes the product through Australian Financial Services Licensed insurance brokers, and their Authorised Representatives, who are generally able to provide Financial product advice to customers on its suitability for their needs and financial objectives and are able to tailor the coverage, through the optional sections and the variable excesses, to meet those needs and financial objectives. By restricting the distribution of the product to licensed insurance brokers and their authorised representatives, We aim to ensure that the product is only sold to Customers that fall within the target market.

Distribution Method	Australian Financial Services Licensed Insurance Brokers
Distribution Restrictions	Only offered through Australian Financial Services licensed insurance brokers and not available directly to the public.

Distribution Conditions	A broker must request a quotation for new business digitally and through the platform specifically designed by Hutch for that purpose, and may be required to update this request for renewals. The product is only available to customers that are within the target market. The product is not available through any other distribution channels or mechanisms unless agreed to in writing by Hutch.

Reporting Obligations

Distributors of this product are required to provide Hutch with complaints information via the agreed complaints submission process on a periodic basis, being monthly and no later than 10 days after the agreed complaints reporting date, such submission to include:

- The numbers of complaints received about this product during the reporting period;
- The nature of the complaint raised and any steps taken to address the complaint; and
- Any general feedback on this product

Distributors should include sufficient details about the complaint that would allow Hutch to identify whether the TMD may no longer be appropriate to the class of customers.

Significant Dealings

If an actual or possible significant dealing outside of the target market is identified, Hutch 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 (as soon as practicable or no later than 10 days)

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

Hutch will notify its insurers 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.

Target Market Determination Review

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. This TMD will then be reviewed at least every 24 months.

Review Triggers include but are not limited to:

- Any significant adverse complaints trend relating to the product, distribution or claims
- A adverse claim declinature ratio indicating that the product may not be performing as expected by the customer.
- A material change to the product including Product Disclosure Statement, information or assumptions upon which the target market was formulated;
- Change of relevant law, regulatory guidance or industry code which has a material effect on the terms or distribution of the product;
- Distribution inconsistent with this TMD;