

TARGET MARKET DETERMINATION

**All Terrain Protect
Mechanical Breakdown Warranty**

Prepared on 20/11/2025



TARGET MARKET DETERMINATION FOR AWN INSURANCE ALL TERRAIN VEHICLE MECHANICAL BREAKDOWN WARRANTY

This Target Market Determination (TMD) is designed to provide customers, AWN Insurance staff and our authorised distributors with appropriate information to understand who this product has been designed for and our approach to determining that the product is likely to be consistent with the objectives, financial situations and needs of the customer and the distribution conditions.

In this document the terms "we", "us" or "our" refer to Australian Warranty Network Pty Ltd ("AWN") ABN 78 075 483 206, AFS Licence No. 246469.

This TMD does not consider any person's individual needs, objectives or financial situation and does not provide financial product advice or recommendation on the cover.

Please note, that it is the Product Disclosure Statement and Product Document that sets out the terms and conditions of cover. You must refer to the Product Disclosure Statement before deciding about this product.

PURPOSE OF THE PRODUCT

This All Terrain Vehicle Mechanical Breakdown Warranty has been designed to help reduce the financial impact of unexpected and potentially expensive mechanical and electrical repairs to your all terrain vehicle by providing the parts and labour coverage on Covered Components.

This Target Market Determination (TMD) sets out the target market for:

- AWN All Terrain Vehicle Mechanical Breakdown Warranty is detailed in the Combined Product Disclosure Statement (PDS), product wording and Financial Services Guide (FSG)

TARGET MARKET

The product is designed for consumers who are purchasing a used all terrain vehicle and wish to reduce the financial impact of unexpected and potentially expensive mechanical repairs to their all terrain vehicle.

Servicing Requirement - The target consumer is also someone who is prepared to incur the cost of complying with the manufacturer's ongoing, regular all terrain vehicle servicing requirements, as a condition of the product.

This product is suitable for

- Consumers whose all terrain vehicle has a market value of at least \$4,500;
- Consumers whose all terrain vehicle has not been modified from the manufacturer specification which would have any effect on the covered components.

This product is not suitable for

- All terrain vehicles used in competitions, rallies, racing, pacemaking, reliability trials, speed or hill climbing, or any other type of motor racing or competitive activity;
- All terrain vehicles carrying passengers for hire or reward;
- Any all terrain vehicle that will not be serviced as per the manufacturers maintenance log;
- All terrain vehicles used for the purposes of deliveries or as a courier all terrain vehicle, or driver instruction or tuition for reward; or
- All terrain vehicles being used outside of Australia.

The All Terrain Vehicle Mechanical Breakdown Warranty is subject to the acceptance criteria. The Product Disclosure Statement contains the detailed product cover, terms, conditions and exclusions.

Where a person and their all terrain vehicle fall within our target market, this does not mean that the cover is right for their individual needs, objectives and financial situation. We do not consider this, and a person needs to consider the PDS, and other information provided by us (and/or seek professional advice) before deciding. Additionally, please note that this product **is not compulsory** and is not a condition for any all terrain vehicle purchase or any other reason.

KEY BENEFITS

This product provides benefit should a mechanical breakdown occur, and that breakdown is caused by a defect, failure or fault of a Covered Component. In the event of a claim, Covered Components will be rectified up to the limits of liability for those components.

Covered Components

Covered Components	All Terrain Vehicle
Engine	Oil pump, pistons, piston rings, crankshaft, meshing timing gears, crankshaft bearings, camshaft bearings, camshaft, camshaft gears, internal bushings, connecting rods, balance shaft and bearings. Cylinder head gaskets are only covered when repairs are carried out on the components listed in this subsection.
Automatic Transmission	Internal lubricated components including clutches, bands, bushes, planetary gear set, bearings, solenoids, clutch drums, transmission pump, valve body, apply pistons, shafts, and transmission case if damaged by a covered component clutches).
Cooling System	Water pump, (specifically excluding any damage caused by impact or the result of surface projectiles).
Drive Shafts, CV Joints & Universals	Final drive - all internal components contained within the drive shaft and final drive housings.
Radiator	Engine cooling radiator (specifically excluding damage by impact, and service or internal cleaning of the radiator).

Please see Product Disclosure Statement for full description of Covered Components.

The coverage provided saves you the cost of repairs should a breakdown of a Covered Component occur. It is a condition of this Mechanical Breakdown Warranty that You must maintain a regular service schedule in accordance with the manufacturer's specifications and perform all services at whichever maintenance interval is reached first as per the maintenance log as per the maintenance schedule. This regular service schedule can be completed at any qualified repair shop or by a person who can maintain, replace or repair the emission control devices or systems on the All Terrain Vehicle.

KEY EXCLUSIONS

- Damage to the Covered Components as a result of:
 - Overheating or failure to properly maintain coolants and lubricants;
 - Impact or a road traffic accident;
 - Not being maintained in accordance with the appropriate service requirements of this Product;
 - Misuse, neglect, abuse or inappropriate servicing or any repairs required as a result of continued operation of the all terrain vehicle once a defect or fault has occurred;
 - Failure to maintain recommended levels or use of incorrect types and grades of fuel, oil, coolants or lubricants or use of any contaminated fuel, oil, coolants or lubricants;
 - Deterioration due to normal wear and tear or the gradual reduction in operating performance of the all terrain vehicle or any Covered Component;
- Any pre-existing or known faults existing prior to the commencement of cover or which can be reasonably determined to have arisen or occurred during the manufacturer's warranty and/or the Selling Agents Statutory Warranty period for the all terrain vehicle;
- Any repairs or failures where we have not been provided with a reasonable opportunity to assess the damage/fault for the purpose of determining that the repair/replacement was required to remedy a fault or reduce the likelihood of the failure;
- Any Covered Components or parts subject to recall by the manufacturer, component parts or design elements which are found to have been an inherent design fault, including parts subject to:
- Noisy parts or components, in the absence of their mechanical failure;
- Costs associated with or related to diagnosing, dismantling and reassembling the all terrain vehicle, or consumables lost or required to be replaced unless accepted as part of an authorised Claim.

DISTRIBUTION OF THIS PRODUCT

This product is issued by Australian Warranty Network ("AWN") ABN 78 075 483 206, AFS Licence No. 246469 and distributed via:

- Authorised Insurance Brokers; or
- Authorised Representatives.

Only our authorised insurance brokers and their authorised representatives are authorised to distribute this product as they understand the market this product has been designed for, have been trained in the relevant acceptance criteria and have the appropriate levels of authority.

This product can only be issued to customers that are eligible for cover in accordance with the application criteria that has been approved in writing by the Issuer and which complies with relevant laws.

The application process has been tailored to identify the target market described in this TMD as part of the eligibility criteria for the product covered by this TMD, and the use of the application process would make it more likely that the product covered by this TMD will be acquired by persons in the target market.

REVIEWING THIS DOCUMENT

We will review this TMD within two years from the effective date to ensure it remains appropriate and in compliance with the objectives, financial situations and needs of the customer.

Furthermore, we will also review this TMD if any event or circumstances (called 'review triggers') occur that would reasonably suggest that the determination is no longer appropriate, such as:

- We make a material change to the cover provided by the product,
- A change in our acceptance criteria that impacts on the suitability of the product for the target market,
- Any material changes to the distribution of the product,
- The discovery of a relevant and material deficiency in the product's disclosure documentation,
- Systemic complaints and claims issues which indicate that the product is no longer suitable for the described target market,
- Material and relevant reductions in our key product suitability metrics such as:
 - Number of cancellations and lapses of the product;
 - Data on product claim ratios, the number, nature and size of paid, denied and withdrawn claims and claims experience;
 - Product value and affordability.

We will review this TMD within 10 business days of the occurrence of any review trigger.

REPORTING

AWN must record all complaints received about this product on a quarterly basis (Complaints Reporting Period). Our authorised distributors are required to provide to us written details of any complaints that they have received about our product within 2 business days of receipt. If the complaints are systemic and indicate that this product is no longer suitable for the described target market, we will review and update the TMD within the timeframe indicated above.