

Vero Tailored Product Appetite Guide

A Broker's Guide* to Vero's product proposition
and appetite targets for our stand alone
Commercial products:

- Motor Fleet

*The purpose of the Vero Tailored Product Appetite Guide is for Brokers only and not to be distributed to customers. The content of this document is intended to be used as a general guide only and all accounts are written on a case by case basis. We do not accept any loss incurred as a result of reliance upon it, please make your own enquiries. The information contained herein is not exhaustive and is not intended to impose or imply all applicable rules or requirements. For account specific appetite information, decisions and formal terms, please contact your Vero/GIO Underwriter. Insurance issued by AAI Limited ABN 48 005 297 807 trading as Vero Insurance (unless stated otherwise). Read the Product Disclosure Statement (where available) before buying insurance. Go to www.vero.com.au for a copy. The Target Market Determination is also available. This advice has been prepared without taking into account your particular objectives, financial situations or needs, so you should consider whether it is appropriate for you before acting on it.

Vero Motor Fleet



Why Vero Commercial Motor Fleet?

Product / Service Proposition

Vero has a broad wording with:

- Automatic Additional Vehicle coverage – Light Vehicles up to \$300k/Heavy Vehicles up to \$500k
- New Vehicle after Total Loss within 2 years of original rego
- Legal Liability cover up to \$50 million / Dangerous Goods limit of \$1million
- Rental Vehicle After Theft – Light Vehicles \$3k / Heavy Vehicles \$10k
- Tailored Endorsements and Program Structures available including:
 - Conventional unit cost / conventional unit cost with Claims Experience Discount (CED) / Conventional with under excess claims handling / Burning cost / Annual aggregate deductible



Claims and Risk Management Proposition

- Flexible Lodgement:
 - Phone, email or online lodgement 24/7
 - Dedicated state-based teams across Australia
- Capital SMART Repairs:
 - Small to Medium Accident Repair Technology
 - Benefits the customer with a quick turnaround time and lower claims costs
 - Complimentary taxi/Uber to/from Smart Centre
 - 49 centres across metropolitan Australia & NZ
- Tailored Risk Management strategies, solutions and reporting capabilities for applicable clients
- Recommended Repairer Network:
 - Over 280 repairers across metro & regional Australia
 - No requirement for customer to source quotes
 - Complimentary taxi/Uber to/from repairer
 - Buying power of Suncorp Group lowers costs of repairs
- Customer's Choice of Repairer
- Direct O'Brien Glass – No need to lodge a claim with Vero – Lodge direct with O'Brien on nil excess glass only claims

General Appetite Guide

- Minimum of 15 vehicles or more for Fleet
- Predominantly sedans or light commercial up to 5t carrying capacity
- Mixed fleet capacity if <50% of Fleet is heavy (over 5t) – if over 50% heavy, refer to NTI
- Appetite not predominately driven by occupation except automatic decline occupations including, but not limited to:
 - Landmines, cluster munitions, biological and chemical weapons production, tobacco and recreational cannabis production or distribution
 - Taxis/rideshare vehicles



Minimum Slip Information

In order to provide terms, we require:

- Claims history for past 4 years (min 3yr) on previous insurer's letterhead (If large claims history, we prefer this in excel format)
- Business/Occupation description
- Comprehensive schedule of vehicles, inc. full description (Year / Make / Model)
- Sums insured for trucks, plant and equipment
- State Split – Location (Postcode or metro / rural)
- Details of all endorsements or conditions required
- Historical excesses and Unit numbers
- Due Date of Expiring policy



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