



# Target Market Determination

## Solution Underwriting Group Personal Accident & Sickness Insurance

The document code for this product is **Solution Underwriting Group Personal Accident & Sickness Insurance 0921**

This Target Market Determination (TMD) is effective from 5 October 2021 and relates to Group Personal Accident & Sickness Insurance within the Solution Underwriting Group Personal Accident & Sickness Insurance Product Disclosure Statement and Policy Wording (Solution Underwriting Group Personal Accident & Sickness Insurance 0921).

This Policy is underwritten by the Australia branch of Allied World Assurance Company, Ltd (ABN 54 163 304 907) of 264 George Street, Australia Square Level 21, Sydney, NSW 2000 (Phone: +61 2 8015 2500) ('Allied World'). Allied World does not hold an Australian Financial Services Licence (AFSL) and therefore does not provide any licensed financial services unless an exemption to do so applies.

Solution Underwriting Agency Pty Ltd (ABN 68 139 214 323) (AFSL 407780) ("Solution Underwriting") of Level 5, 289 Flinders Lane, Melbourne VIC 3000 acts under a binding authority as an agent of Allied World.

This TMD provides distributors and customers information about:

- the customers for whom this product is appropriate (being the target market);
- the customers for whom this product is NOT appropriate;
- any distribution conditions attaching to the product;
- the reporting obligations of the distributors;
- the review period(s) and events which may trigger a review.

This TMD identifies the customers within the target market for Solution Underwriting Group Personal Accident & Sickness Insurance. This TMD does NOT consider a customer's personal needs, objectives and financial situation.

Customers should always refer to the Solution Underwriting Group Personal Accident & Sickness Insurance Product Disclosure Statement and Policy Wording (Solution Underwriting Group Personal Accident & Sickness Insurance 0921), and any Supplementary Product Disclosure Statement (SPDS) that may apply, to ensure the product is suitable for their needs.

This product has 3 sections of cover as set out below and has been designed for consumers in the target market to provide financial protection as follows:

- **Section 1** – Personal Injury and Sickness
- **Section 2** – Personal Wellbeing
- **Section 3** – Corporate Protection

Solution Underwriting Group Personal Accident & Sickness Insurance is designed to cover employees of a customer who meets the target market, in the event the employees have an accident resulting in death or an injury or suffer a sickness which impacts their ability to continue working in their usual occupation or capacity.

In States where cover is available under workers compensation insurance, the product may provide a level of cover on a top up basis up to the maximum level of cover available under the policy.

## Who is within the Target Market for Solution Underwriting Group Personal Accident & Sickness Insurance?

**Customers within the Target Market (Customers are within the target market if all the following conditions apply):**

- ✓ Customers domiciled in Australia seeking cover for their employees in the event the employees have an accident resulting in death or an injury or suffer a sickness which results in disablement and impacts their ability to continue working in their usual occupation or capacity.

**Customers NOT within the Target Market (Customers are not within the target market if any of the following conditions apply):**

- ✗ Customers domiciled outside Australia and who do not have employees.

### Summary of Benefits and Risks

For a general summary of what Solution Underwriting Group Personal Accident & Sickness Insurance does and does not cover please refer to the section titled 'Summary of Benefits and Risks' in the Product Disclosure Statement and Policy Wording (Solution Underwriting Group Personal Accident & Sickness Insurance 0921), and any SPDS that may apply.

### Distribution Conditions

The application process has been designed to guide customers directly to the product most likely to meet their needs and objectives based on their responses to our questions.

Solution Underwriting staff have been adequately trained in the product, the customer(s) it is intended for and the underwriting criteria.

#### Distribution Restrictions

- Solution Underwriting Group Personal Accident & Sickness Insurance can only be purchased via an insurance broker or intermediary.

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#### Distribution Method

- The distribution method of selling this product may comprise of:
- Online quote and bind via insurance broker or intermediary.
- Proposal form and email submission via insurance broker or intermediary.

### Reporting Obligations

Distributors of this product are required to provide Allied World with complaints information via the agreed complaints submission process including:

- the number of complaints the distributor has received about this product during the reporting period;
- a short summary of 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 Allied World to identify whether the TMD may no longer be appropriate to the class of customers.

**Reporting Period:** 6 monthly and no later than 10 business days after the agreed complaints reporting date.

## Significant Dealings

If an actual or possible significant dealing outside of the target market is identified, Allied World 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.

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

Solution Underwriting will notify Allied World 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.

## TMD Reviews

### Review Period

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 unless agreed otherwise with Allied World.

### Examples of Review Triggers that would reasonably suggest that the TMD is no longer appropriate:

The events or circumstances that may suggest the product is no longer suitable to the target class of customers and would trigger a review (prior to the scheduled periodic review date) include, but are not limited to, us becoming aware of:

- significant increase in the number of complaints relating to the product received by us or reported by distributors;
- 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;
- the product is being distributed and purchased in a way that is significantly inconsistent with this TMD;
- adverse trends in policy and claims data indicating the product is not performing as expected by the customer.

### Please note this important statement

This Target Market Determination does not form part of your policy. To ensure you understand the new document and the full impact of the changes we have made, please carefully read your Schedule, the PDS (including any applicable SPDS), Policy Wording and any other document that we tell you forms part of your policy.

If you have any questions in relation to the changes outlined, please contact us.

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