

# Target Market Determination



## Solution Underwriting Individual Personal Accident and Sickness Insurance

Product: **Solution Underwriting Individual Personal Accident and Sickness Insurance CN 1021**

### What is this Target Market Determination (TMD) for?

This TMD provides distributors and customers information about the customers for whom this product is appropriate (being the target market) and customers for whom this product is not appropriate, any distribution conditions attaching to the product, the reporting obligations of the distributors and the review period(s) and events which may trigger a review.

This TMD identifies the customers within the target market for **Solution Underwriting Individual Personal Accident and Sickness Insurance**.

This TMD does not consider a customer's personal needs, objectives and financial situation.

Customers should always refer to the Solution Underwriting Individual Personal Accident and Sickness Insurance Product Disclosure Statement and Policy Wording (Solution Underwriting Individual Personal Accident and Sickness Insurance CN 1021), and any Supplementary Product Disclosure Statement (SPDS) that may apply, to ensure the product is suitable for their needs.

This Target Market Determination (TMD) is effective from 1 November 2021.

### Background

This product is issued by Solution Underwriting Agency Pty Ltd (ABN 68 139 214 323) (AFSL 407780) ("Solution Underwriting") on behalf of Certain Underwriters at Lloyd's and designed to be distributed by insurance brokers and their representatives that hold an Australian Financial Services Licence.

In this document the terms "we", "us" or "our" refer to Solution Underwriting on behalf of Certain Underwriters at Lloyd's.

### About Solution Underwriting Individual Personal Accident and Sickness Insurance

**Solution Underwriting Individual Personal Accident & Sickness Insurance helps to protect the livelihood of individuals against unforeseen events.**

**It is designed to cover an individual in the event they have an accident resulting in death, an injury or suffer a sickness which impacts their ability to continue working in the capacity they had been.**

**In Australian states or territories 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.**

This product has 2 sections of cover as set out below and has been designed for customers in the target market to provide financial protection as follows:

- **Section 1** – Personal Accident and Sickness
- **Section 2** – Additional Benefits

## Who is within the Target Market for Solution Underwriting Individual Personal Accident and Sickness Insurance?

### Customers within the Target Market

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

- ✓ Customers who are individuals seeking cover in the event they have an accident resulting in death, an injury or suffer a sickness which results in disablement and impacts their ability to continue working in the capacity they had been.
- ✓ Customers who are individuals who are engaged in either full-time or part time employment, or are self-employed, or are engaged as a contractor.
- ✓ Customers who are:
  - a. between 18 to 70 years of age prior to the selected coverage commencement date.
  - b. permanent residents in Australia and be legally resident in Australia or, are on a skilled and/or temporary working visa or have a partner/spouse visa which allows you to stay in Australia for at least 2 years, or have a New Zealand Passport.
- ✓ Customers seeking cover in the event they have an accident resulting in death, an injury or suffer a sickness which results in disablement and impacts their ability to continue working in the capacity they had been who may not be covered under their relevant state's workers compensation scheme (e.g. directors in some states).
- ✓ Customers seeking cover to meet ongoing financial commitments including providing for their family or continuing business operations.

### Customers not within the Target Market

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

- × Customers who are individuals living outside Australia.
- × Customers who are organisations, associations, or businesses.
- × Customers who fly in an aircraft other than as a passenger in an aircraft licensed to carry passengers or train for or participate in professional sports of any kind, or the sport where they receive more than 15% of their annual income from all sources derived from fees or monetary reward as a result of their participation.
- × Customers seeking cover for a pre-existing physical or mental condition, sickness, illness, disease, injury or condition:
  - a. for which they have received or sought medical attention, treatment, testing or advice; or
  - b. of which they are aware or a reasonable person in the circumstances could be expected to be aware of.

## Summary of Benefits and Risks

For a general summary of what Solution Underwriting Individual Personal Accident and Sickness Insurance does and does not cover please refer to the sections titled 'What the Policy Covers' and 'What the Policy doesn't cover' in the Product Disclosure Statement and Policy Wording (Solution Underwriting Individual Personal Accident and Sickness Insurance CN 1021), 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 will make risk-based decisions to determine its acceptance criteria about the insurance cover being offered. Some of the key acceptance criteria relating to this target market determination may include:

- Your occupation
- Your age
- Benefit limits and sub-limits
- Your previous claims experience

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 Individual Personal Accident and Sickness Insurance can only be purchased via an insurance broker or intermediary.

### Distribution Conditions

Solution Underwriting Individual Personal Accident and Sickness Insurance can only be purchased via an insurance broker or intermediary.

### 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

We record all complaints received about this product on a six monthly basis (Complaints Reporting Period). Our distributors are required to provide to us written details of any complaints about the product they have received during the Complaints Reporting Period as soon as practicable and within 10 business days of the end of the period.

Our distributors are also required to report to us if they become aware of significant dealing in this product which is not consistent with this TMD within 10 business days of becoming aware of such dealing.

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.

## Record Keeping

We will maintain records of the reasonable steps they have taken to ensure that this product is sold in a manner consistent with this TMD.

We will also prepare and maintain complete and accurate records of our decisions, and the reasons for those decisions, in relation to:

- All target market determinations for this product,
- Identifying and tracking review triggers,
- Setting review periods, and
- Any other matters documented in this TMD

## TMD Reviews

We will review this TMD **within one year** 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
- A material change 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:
  - ◆ Customer satisfaction
  - ◆ Product acceptance
  - ◆ Financial performance
  - ◆ Benefits to customers
  - ◆ Product value and affordability.

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

### Please note this important statement

This Target Market Determination does not form part of your policy. To ensure you understand this document and the product's coverage, 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.

## Any queries, please contact us

### Solution Underwriting Agency Pty Ltd

Level 5, 289 Flinders Lane,  
Melbourne, VIC 3000 Australia  
Tel: 03 9654 6100

Suite 2.03, Level 2, 65 York Street,  
Sydney, NSW 2000  
Tel: 02 8582 6500

[a&h@solutionunderwriting.com.au](mailto:a&h@solutionunderwriting.com.au)  
[www.solutionunderwriting.com.au](http://www.solutionunderwriting.com.au)  
ABN 68 139 214 323 AFSL 407780



This TMD is applicable for Solution Underwriting Individual Personal Accident and Sickness Insurance issued by Solution Underwriting Agency Pty Ltd (AFSL 407780) on behalf of Certain Underwriters of Lloyds. Conditions may apply. This is general advice only and does not take into account your personal objectives, financial situation or needs and may not be right for you. Always read the PDS, the policy wording and the applicable documents that accompany the policy before selecting the policy