

### Member Insurance Plan

This Target Market Determination (TMD) is effective from 15 March 2023 and relates to the Voluntary Workers Personal Accident, Members Personal Accident, and Members Personal Property sections within the Member Insurance Plan Product Disclosure Statement and Policy Wording (PDS).

The document code for this product is SUAMIP0323.

Sports Underwriting Australia Limited ('Sports') ABN 53 119 852 096, AFSL 302484 acts under a binding authority as agent for the insurer of this product. This Policy is underwritten by Pacific International Insurance Pty Ltd ('Pacific') ABN 83 169 311 193.

This TMD provides Pacific's 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 obligation of the distributors;
- the review period(s) and events which may trigger a review.

This TMD identifies the customers within the target market for the Sports Member Insurance Plan.

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

Customers should always refer to the PDS, and any Supplementary Product Disclosure Statement (SPDS) that may apply, to ensure the product is suitable for their needs.

This product has 4 sections of cover as set out below and has been designed for customers in the target market to provide financial protection for:

- **Section 1** – Voluntary Workers Personal Accident
- **Section 2** – Members Personal Liability
- **Section 3** – Members Personal Accident
- **Section 4** – Members Personal Property

## Who is within the Target Market for Member Insurance Plan?

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

- ✓ Amateur sporting clubs and organisations, predominantly Golf and Bowls Clubs, who are domiciled in Australia; and
- ✓ Seeking cover for their voluntary workers and/or members for certain benefits if they suffer an accidental injury resulting in disablement or accidental death whilst they are participating in voluntary work for the customer or insured member activities; and/or
- ✓ Seeking cover for damage or theft of their members' golf or lawn bowls sporting equipment when stored securely at a customer's insured sports facility, a member's normal place of residence, or temporarily in a member's vehicle that is not in transit.

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

- ✗ Amateur sporting clubs and organisations whose members engage in winter sports, sky diving, motor sport, equestrian and similar high-risk sports and/or activities.
- ✗ Seeking cover for members engaging or taking part in professional sports.
- ✗ Individuals, and organisations that are not an amateur sporting club or organisation.

## Distribution Conditions

The distribution process has been designed to guide brokers directly to the product most likely to meet their client's needs and objectives based on their responses to our questions.

Sports' underwriting staff have been adequately trained in the product, the customers the product is intended for and the underwriting criteria.

### Distribution Restrictions

- Members Insurance Plan can only be purchased via an insurance broker.

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### Distribution Method

- The distribution method of selling this product may comprise of a proposal form and email submission via an insurance broker

## Reporting Obligations

Distributors of this product are required to provide Pacific 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 Pacific 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, Pacific 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.

Sports will notify Pacific of any significant dealing in this 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 and every 2 years thereafter.

### What may trigger a review prior to periodic review

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.
- This TMD will also be reviewed within 10 days if an event or circumstance (a Review Trigger) occurs which would reasonably suggest that the TMD is no longer appropriate.