Target Market Determination ('TMD')

Effective Date: 01 June 2025

About this document

This Target Market Determination ('TMD') applies to the Voluntary Workers Personal Accident, Members Personal Accident, and Members Personal Property sections within the Member Insurance Plan Product Disclosure Statement ('PDS').

The document code for this PDS is SUAMIP.0323

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 which is underwritten by Pacific International Insurance Pty Ltd ('Pacific') ABN 83 169 311 193, AFSL 523921.

The purpose of this Target Market Determination is to describe the class of customers for whom the products outlined in the Product Disclosure Statement ('PDS') have been designed considering their likely needs, objectives and financial situations.

The examples provided in this TMD are illustrative and not exhaustive.

This TMD is not intended to offer financial product advice and does not consider individual customers' personal needs, objectives, or financial circumstances. It does not replace the terms, conditions and disclosures provided in the PDS. Customers should refer to the relevant PDS before making a decision about a product.

While a customer may fall within the target market described in this TMD, they may not meet the underwriting criteria of the issuer and/or Sports when applying for cover. For further information, please refer to the PDS.

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 Sports Member Insurance Plan PDS, and any Supplementary Product Disclosure Statement ('SPDS') that may apply, to ensure the product is suitable for their needs.

This PDS has 3 sections of cover relevant to this TMD (set out below) and is designed for customers in the target market to provide financial protection for:

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

Customers in the Target Market for Member Insurance Plan include:

- ✓ Amateur sporting clubs and organisations, primarily golf and bowls clubs, located in Australia who are seeking cover for their members who suffer an accidental personal injury; and
- ✓ Voluntary workers and/or members of the amateur sporting clubs or organisations seeking cover for disablement, due to an accidental injury, or accidental death when participating in voluntary work for the customer or insured member activities;
- ✓ Sporting clubs and organisations seeking cover for damage or theft for their members' sporting equipment stored in the members' vehicle that is not in transit, that is locked
- ✓ 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 do not fall within the target market if any of the following conditions apply:

- × Sporting clubs and organisations whose members engage in sports, other than golf and bowls.
- × Individuals seeking cover for engaging in or participating in professional sports.
- × Members who require cover for the theft of sporting equipment that is not enclosed or securely locked and
- × not due to forcible and violent entry.
- × Members who require cover for damage or theft of sporting equipment while in transit unless carried as hand luggage.

Distribution Conditions

The distribution process is designed to guide brokers to the product that best meets their clients' needs and objectives based on their responses to our questions.

Sports' underwriting staff have received adequate training on the product, the intended customers and the underwriting criteria.

Distribution Restrictions

- The Sports Members Insurance Plan PDS can only be purchased through an insurance broker.

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- The Sports Members Insurance Plan PDS can only be purchased through an insurance broker.

Distribution Method

- The distribution method for this product may include a proposal form and email submission through an insurance broker.

Reporting Obligations

Distributors of this product must provide Pacific with complaints information through the agreed complaints submission process which includes:

- The number of complaints received about this product during the reporting period.
- A brief summary of the nature of the complaints raised and the steps taken to address them.
- Any general feedback about this product.

Distributors should provide sufficient details about the complaint to allow Pacific to determine whether the Target Market Determination is still appropriate for the class of customers.

Reporting Period: Reporting is required every six months, no later than ten business days after the agreed date for complaints reporting.

Significant Dealings

If a significant dealing outside of the target market is identified, - whether actual or possible - Pacific requires the following information:

- the date (or date range) of the dealing;
- details about the dealing(s); and
- any steps or actions taken to mitigate the issue

Distributors should consult current ASIC guidelines to determine what may be considered a significant dealing.

Sports must notify Pacific of any significant dealing related to this product that is inconsistent with the Target Market Determination as soon as practicable and within ten business days. This includes a consideration of the nature and degree of harm resulting from the issuance of this product to a retail customer.

TMD Reviews
Review Period
The initial review of this TMD will occur no later than twelve months from the date it is first published and subsequently every two years.

What may trigger a review prior to the scheduled periodic review

Events or circumstances that may indicate the product is no longer suitable for the target class of customers and could trigger a review before the scheduled periodic review date. include, but are not limited to:

- A significant increase in the number of complaints about the product received by us or reported by distributors.
- A material change to the product including the PDS or the information and assumptions that formed the basis of the Target market.
- A change of relevant law, regulatory guidance or industry code which materially affects the terms or distribution of the product.
- The product being distributed or purchased in a manner that is significantly inconsistent with this TMD.
- Adverse trends in policy and claims data indicating the product is not performing as expected by customers.

Additionally, this TMD will be reviewed within ten days if an event or circumstance (referred to as a Review Trigger) occurs, suggesting the TMD is no longer appropriate.