

Target Market Determination ('TMD')

Effective date: 01.07.25

About this document

This Target Market Determination ('TMD') applies to the Sports Group Personal Accident Insurance Product Disclosure Statement ('PDS').

The document code for this PDS is SUAGPA.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.

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 Sports Group Personal Accident Insurance. 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 3 sections of cover set out below and has been designed for customers in the target market to provide financial protection for:

- **Section 1** – Capital Benefits
- **Section 2** – Weekly Benefits
- **Section 3** – Additional Benefits

Customers in the Target Market for Sports Group Personal Accident Insurance include:

- ✓ Amateur sporting clubs and organisations, located in Australia; and
 - Voluntary workers, players, coaches, managers, referees, team workers, trainers, officials and members of the amateur sporting clubs or organisations seeking cover for accidental injury or death occurring when traveling to or from or staying away from their usual place of residence to attend, or participate in the following activities :training sessions, competitions, games, performances, sporting events, or social functions that are promoted, arranged or sponsored for the customer; or
 - Insured persons engaging in or participating in administrative activities for the Insured sporting organisation.

Customers **NOT** within the Target Market

Customers do not fall within the target market if any of the following conditions apply:

- ✗ Amateur sporting clubs and organisations that require cover for individuals engaged in winter sports, skydiving, motorsport, equestrian activities or similar high-risk sports and activities.
- ✗ Customers seeking cover for individuals participating in professional sports.
- ✗ Customers seeking cover for individuals under the age of 12 or over the age of 65 (unless explicit approval is granted by Sports Underwriting Australia on an exceptional basis).
- ✗ Customers seeking cover for individuals with pre-existing medical conditions.

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 receive adequate training on the product, the intended customers and the underwriting criteria.

Distribution Restrictions

- The Sports Group Personal Accident Insurance PDS can only be purchased through an insurance broker.

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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 regarding 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 each complaint to allow Pacific to determine if the TMD may no longer be suitable for the customer class.

Reporting Period:

Reporting is to be required every six months and submitted 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(s),
- 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 dealings related to this product that is inconsistent with the TMD as soon as practicable and (within ten business days). This notification will include considerations regarding the nature and degree of harm resulting from the issuance of this product to retail customers.

TMD Reviews

Review Period

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

What may trigger a review prior to 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 related to the product either received by us or reported by distributors;
- A material change to the product including a change to the PDS, or the information or assumptions that informed the target market;
- A change in relevant law, regulatory guidance or industry codes that materially affect the products' terms or distribution;
- The product being distributed and 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.