

about this document

This Target Market Determination (TMD) is designed to provide customers, insurance brokers and staff with the appropriate information to understand who this product has been designed for and High Street Underwriting Agency Pty Ltd's (HSUA) approach to determining that the product is likely to be consistent with the objectives, financial situations and needs of the customer and the distribution conditions.

In this document the terms "HSUA", "we", "us" or "our" refer to High Street Underwriting Agency Pty Ltd, AFSL No.244370.

HSUA is an underwriting agency acting on behalf of insurers with binding agreements. HSUA acts on behalf of Certain Underwriters at Lloyd's, under our AFS Licence No. 244370. HSUA is the issuer of this insurance. We have authority to quote and issue contracts of insurance and collect premiums on their behalf.

this product is suitable for the following

Our Accident and Health product range is structured to cover Australian domiciled persons for the following customer base:

- Voluntary Workers;
- Personal Accident and Illness (Group and Individual); and
- Journey.

Typical examples of insured who might seek insurance cover are:

- Persons working in a voluntary capacity for charitable institutions;
- Self-employed workers who need to insure themselves for accident and illness;
- Small businesses and groups who are insuring their staff/members for Personal Accident as part of a Group Personal Accident Policy

this product is not suitable for the following:

- Persons over the age of 65 years that require Illness insurance;
- Persons over the age of 70 years that require Accident insurance;
- Persons living outside the Territorial limits of Australia;
- This Policy consists of several sections. An Insured is covered for insurance under only those sections, which would be selected by the Insured as shown in the Policy Schedule. This policy is not suitable for persons seeking coverage beyond this; and
- There are maximum sums insured and limits under each section. This policy is not suitable for those seeking coverage in excess of the maximum section limits;

Accident and Health policies contain the following general exclusions which apply to all Benefits under these Policies. Other exclusions apply to individual benefits and you should check the policy meets your requirements before proceeding to insure with us.

No cover is provided for:

- war and civil war risks;
- nuclear risks;
- self-injury, suicide or any illegal or criminal act;
- master policies issued to a group, association or club for the benefit of its members under a group or mass marketing programme;
- persons residing outside Australia;
- training or participating in professional sport;
- any other class(es) of business and coverage(s) as stated in the Insurance schedule.

This policy is not suitable for persons seeking coverage for losses arising from these policy exclusions listed above.

distribution of this product

This product is designed to be distributed by Insurance Brokers that hold an Australian Financial Services Licence and their representatives.

Only these parties are authorised to distribute this product as they understand the market this product has been designed for.

HSUA will make risk-based decisions to determine its acceptance criteria about insurance cover that can be offered to you and the costing that will be applied. Some of the key acceptance criteria relating to this target market determination may include:

- Occupation of the Insured;
- Previous claims experience for this type of risk;
- Risk location;
- The Sums Insured/Limits

The cost of the Policy is made up of premium, administration fees and government taxes (such as Goods & Services Tax (GST) and Stamp Duty).

reviewing this document

We will review this TMD within 2 years from the effective date to ensure it remains appropriate.

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 30 business days of the occurrence of any review trigger.

The review will be undertaken by the HSUA Compliance Manager.

reporting

HSUA and Certain Underwriters at Lloyd's must record all complaints received about this product on a monthly basis (Complaints Reporting Period). All of our staff and representatives are required to provide regular and incident-based reporting on key metrics (see the heading "Reviewing this document") to allow us to review this TMD.

We also review sales data including number of policies issued, renewed and cancelled on a monthly basis.

record keeping

HSUA and Certain Underwriters at Lloyd's will maintain records of the reasonable steps that have been 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
- The matters documented in this TMD.