

Target Market Determination

Sports Injury



QBE Insurance (Australia) Limited ABN 78 003 191 035 AFSL 239 545

This Target Market Determination (TMD) is effective from 05.10.2021 and relates to the Sports Injury Product Disclosure Statement (QM5706).

This TMD provides QBE's distributors and customers information regarding:

- which class of customers this product is suitable for (the target market) and which class of customers this product is likely to be unsuitable for;
- any distribution conditions for this product;
- reporting obligations and restrictions on distribution of our distributors; and
- the review period and events or circumstances that may trigger a review.

This TMD describes the customers within our target market. This TMD doesn't consider a customer's personal needs, objectives and financial situation.

A customer should always refer to the Sports Injury Product Disclosure Statement (PDS), and any Supplementary Product Disclosure Statements (SPDS) that may apply, to ensure the product is right for them.

This product offers cover for:

- Capital Benefits
- Weekly Benefits - Injury

Additional optional covers include:

- Injury Assistance Benefits
- Non-Medicare Medical Expenses

Customers in our target market can tailor the product to suit their individual needs.

Capital Benefits

This cover has been designed for sporting organisations in the target market to provide financial protection for their members, participants and officials, for injuries which occur while playing or training, or during other official activities related to the sporting organisation, which result in their death or permanent disablement (lump sum/capital benefit).

Who is within the Target Market for Capital Benefits?

Customers within the Target Market (Customers are within the target market if all the following conditions apply)	
✓	Sporting organisations who want insurance for their members, participants and officials, for injuries which occur while playing or training, or during other official activities related to the sporting organisation.
✓	Sporting organisations who want financial protection for their members, participants and officials for injuries which result in their death or permanent disablement (lump sum benefits/capital benefits).

Customers NOT within the Target Market (Customers are not within the target market if any of the following conditions apply)	
✗	Sporting organisations who want insurance for their members, participants and officials for injuries due to any existing medical condition.
✗	Sporting organisation that want insurance for members, participants and officials undertaking training or sporting activities which are not officially sanctioned or organised.
✗	Individual players who do not belong to any club or sporting organisation.

Weekly Benefits - Injury

This cover has been designed for sporting organisations in the target market to provide financial protection for their members, participants and officials, for loss of earnings due to injuries which occur while playing or training, or during other official activities related to the sporting organisation (weekly benefits).

Who is within the Target Market for Weekly Benefits - Injury?

Customers within the Target Market

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

✓	Sporting organisations who want insurance for their members, participants and officials, for injuries which occur while playing or training, or during the course of other official activities related to the sporting organisation.
✓	Sporting organisations who want financial protection for their members, participants and officials for earnings they lose due to injury (weekly benefits).

Customers **NOT** within the Target Market

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

✗	Sporting organisations who want insurance for their members, participants and officials for weekly sickness benefits.
✗	Sporting organisations who want insurance for their members, participants and officials for injuries due to any pre-existing condition.
✗	Sporting organisation that want insurance for members, participants and officials undertaking training or sporting activities which are not officially sanctioned or organised.
✗	Individual players who do not belong to any club or sporting organisation.

Distribution Conditions

This product has been appropriately designed to be distributed through Victor Insurance Pty Ltd (Victor Insurance). The product and the systems it is distributed through have been designed for a customer seeking insurance through Victor Insurance. Victor Insurance has taken reasonable steps to understand the key product attributes and align distribution to customers in the target market.

Distribution Restrictions	This product can only be sold via Victor Insurance Pty Ltd (Victor Insurance). Victor Insurance is an underwriting agency and an Authorised Representative (No. 403803) of Marsh Pty Ltd ABN 86 004 651 512 AFS Licence No. 238983 (Marsh).
Distribution Conditions	<p>This product can only be sold via a QBE approved application system within the eligibility and underwriting rules.</p> <p>Any quoting outside the system must always be referred to a QBE authorised representative.</p> <p>It can be sold to customers within the target market without the customer being provided with any financial product advice or, with either general or personal advice.</p> <p>Make the TMD available to customers who wish to refer to it.</p>
Distribution Method	<p>This product can be sold via direct contact between the customer and Victor Insurance.</p> <p>This product is not available online for customers to purchase directly.</p>

Reporting Obligations for Distributors

Distributors of this product are required to provide QBE with complaints information about this product through the agreed complaints submission process including:

- the number of complaints the distributor has received about this product during the reporting period;
- a brief summary about the nature of the complaint raised and any steps taken to address the complaint; and
- any general feedback our distributor may have received on this product.

Distributors should include sufficient details about the complaint that would allow QBE to identify whether the TMD may no longer be appropriate to the class of customers.

Reporting Period: 6 monthly or as otherwise agreed with the Distributor and no later than 10 business days after the agreed complaints reporting date.

Dealings outside the target market

Distributors of this product need to report to QBE when they become aware of a dealing outside the target market that has not been approved by QBE. Their report to QBE must include information such as the date (or date range) the dealing occurred, details about the dealing(s) and any steps or actions taken to mitigate.

Reporting Period: As soon as practicable and, subject to our distribution agreement, no later than 10 business days of the date on which the Distributor became aware of the dealing.

TMD Reviews

Review Period	The initial review of this TMD will occur no later than 2 years from the date this TMD is first published and every 2 years thereafter.
What may trigger a review prior to periodic review	<p>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, QBE becoming aware of:</p> <ul style="list-style-type: none">• a significant increase in the number of complaints relating to the product received by QBE or reported by distributors;• a material change to the product including Product Disclosure Statement, information or assumptions upon which the target market was formulated;• a change of relevant law, regulatory guidance or industry code which has a material effect on the terms or distribution of the product;• the product 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.