

Target Market Determination

Group Disability Income Insurance

October 2021

WHAT IS A TARGET MARKET DETERMINATION?

This Target Market Determination (TMD) is designed to provide customers, distributors and YourCover Pty Ltd staff with appropriate information to understand who this product has been designed for and our 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 “we”, “us” or “our” refer to YourCover Pty Ltd, ABN 35 169 038 466, AFSL No. 461299 on behalf of Certain Underwriters at Lloyd’s.

YourCover Pty Ltd is an underwriting agency that is authorised by the Australian Securities and Investments Commission to issue, deal in and provide general advice on general insurance products. YourCover Pty Ltd issues this insurance product under a binding authority with Certain Underwriters at Lloyd’s.

GROUP DISABILITY INCOME INSURANCE

This Group Disability Income Insurance provides insurance for Australian businesses and organisations that wish to protect their employees, contractors, and members with financial protection in the form of weekly benefits in the event of disability as a result of injury or sickness. Depending on your needs, cover can be tailored to vary sums insureds and include additional benefits.

The covered persons are third party beneficiaries under the issued policy. We do not enter into the insurance with the covered persons directly.

This Target Market Determination (TMD) sets out the target market for:

- Group Disability Income Insurance GDI YCB 07.21

This is set out in the [Appendix](#) to this Statement.

DISTRIBUTION OF THIS PRODUCT

This product is issued by YourCover Pty Ltd AFSL 461299 on behalf of Certain Underwriters at Lloyd’s and designed to be distributed via:

- Insurance brokers and their representatives that hold an Australian Financial Services Licence and have been approved by YourCover Pty Ltd

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

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

- You and your covered persons residential status
- Your operation and/or nature of business
- Your covered persons age profile
- Your covered persons previous loss history

REVIEWING THIS DOCUMENT

We will review this TMD within one year from the effective date to ensure it remains appropriate and in compliance with the objectives, financial situations and needs of the customer.

Furthermore, 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 10 business days of the occurrence of any review trigger.

REPORTING

We record all complaints received about this product on a quarterly basis (Complaints Reporting Period). Our distributors are required to provide to us written details of any complaints about the product they have received during the Complaints Reporting Period within 10 business days of the end of the period.

Our distributors are also required to report to us if they become aware of significant dealing in this product which is not consistent with this TMD within 10 business days of becoming aware of such dealing.

If the complaints are systemic and indicate that this product is no longer suitable for the described target market, we will review and update the TMD within the timeframe indicated above.

RECORD KEEPING

We will maintain records of the reasonable steps that we and our authorised distributors have 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
- Any other matters documented in this TMD.

APPENDIX

Group Disability Income Insurance Suitability



This Group Disability Income Insurance provides insurance for Australian businesses and organisations that wish to purchase their employees, contractors, and members with financial protection in the form of weekly benefits in the event of disablement as a result of injury or sickness. Depending on your needs, cover can be tailored to vary sums insured and include additional benefits.

THIS PRODUCT IS SUITABLE FOR:	THIS PRODUCT IS NOT SUITABLE FOR:
✓ Australian businesses and organisations.	✗ A foreign business or organization not registered in Australia.
✓ Businesses and organisations with 2 or more employees/covered persons.	✗ Business or organisations with less than 2 employees/covered persons.
✓ Covered persons aged 64 years or less.	✗ Covered persons aged 65 years or older at inception date of insurance.
✓ Covered persons who do not have any pre-existing medical conditions or whose conditions fall within our underwriting guidelines.	✗ Covered persons who have pre-existing medical conditions which do not meet our underwriting criteria.

A summary of the key benefits and policy exclusions is detailed below. To review the complete schedule of benefits and exclusions, please refer to the Product Disclosure Statement (PDS) and Policy Wording.

KEY BENEFITS (WHAT IS INSURED)

This product provides the following key benefits:

	Weekly benefits
✓	Loss of income due to temporary total or partial disablement as a result of injury or sickness
	Additional benefits under the policy
✓	Additional benefits <ul style="list-style-type: none"> ▪ Escalation of claim benefit ▪ Rehabilitation assistance benefit

EXCLUSIONS (WHAT IS NOT INSURED)

This product is not suitable for consumers seeking personal accident and sickness benefits arising from these policy exclusions.



- ✘ Suicide or intentional self-inflicted injury.
- ✘ Injury or illness if a covered person is aged 65 or over, unless otherwise agreed by us.
- ✘ Pregnancy or childbirth unless due to unforeseen medical complications.
- ✘ War or terrorism.
- ✘ Pre-existing medical conditions.
- ✘ Service in the armed forces.