

## Target Market Determination for ProRisk Lease Protection - Involuntary Unemployment, Accident & Sickness Insurance

This Target Market Determination is designed to provide consumers, ProRisk staff and our authorised insurance brokers and their authorised representatives 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 consumer and the distribution conditions.

In this document the terms “we”, “us” or “our” refer to Professional Risk Underwriting Pty Ltd (“ProRisk”) ABN 80 103 953 073 AFS Licence No. 308076.

### ProRisk Lease Protection - Involuntary Unemployment, Accident & Sickness Insurance

This Involuntary Unemployment, Accident & Sickness Insurance product provides insurance for Australian domiciled individuals who want to protect their monthly payment obligations on their outstanding lease contract in the event of involuntary unemployment, and provided you have chosen to include this cover, accident and sickness.

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

- ProRisk Lease Protection – Involuntary Unemployment, Accident & Sickness Insurance Policy detailed in the Combined Product Disclosure Statement (PDS), Policy Wording and Financial Services Guide (FSG)

This is set out in the Appendix to this Statement.

### Distribution of this product

This product is issued by Professional Risk Underwriting Pty Ltd (“ProRisk”) ABN 80 103 953 073 AFS Licence No. 308076 on behalf of Certain Underwriters at Lloyds and distributed via:

- Authorised Insurance Brokers; or
- Authorised Representatives of Authorised Insurance Brokers.

Only our authorised insurance brokers and their authorised representatives are authorised to distribute this product as they understand the market this product has been designed for, have been trained in the relevant acceptance criteria and have the appropriate levels of authority.

ProRisk 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:

- Your employment status
- Your pre-existing medical condition
- Your age
- Period of lease

## 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 consumer.

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:
  - Product acceptance, including feedback from our authorised insurance brokers and their authorised representatives and consumers
  - Financial performance including significant changes in metrics including claims and loss ratios
  - Product value and affordability.
  - Systematic issues across the product life cycle

We will review this TMD **within 10 business days** of the occurrence of any review trigger.

## Reporting

ProRisk must record all complaints received about this product on a quarterly basis (Complaints Reporting Period). Our authorised insurance brokers and their authorised representatives 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

ProRisk will maintain records of the reasonable steps it has 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

### ProRisk Lease Protection - Involuntary Unemployment, Accident & Sickness Insurance Suitability

This Involuntary Unemployment, Accident & Sickness Insurance product has been designed for Australian domiciled individuals who want to protect their monthly payment obligations on their outstanding lease contract in the event of involuntary unemployment, and provided you have chosen to include this cover, accident or sickness.

✓	This Product is suitable for:	✗	This Product is not suitable for:
<ul style="list-style-type: none"> <li>✓ Individuals over 18 years of age and under 65 years of age at the commencement of cover</li> <li>✓ Individuals who are an Australian or New Zealand citizen or holder of any Australian or New Zealand Permanent Residency Visa when You apply for this insurance</li> <li>✓ Individuals who are engaged in permanent gainful employment when you are applying for your lease with the lease provider</li> </ul>		<ul style="list-style-type: none"> <li>⊗ Individuals under 18 and over 65 years of age at commencement of cover.</li> <li>⊗ Individuals who are self-employed or in seasonal work</li> <li>⊗ Individuals who are aware of impending involuntary unemployment</li> <li>⊗ Individuals whose employing company is controlled by their family with more than a 20% shareholding.</li> <li>⊗ Individuals who have a Pre-existing Medical Condition occurring in the six (6) months prior to purchasing this product.</li> <li>⊗ Individuals who are not engaged in permanent gainful employment of 20+ hours per week</li> <li>⊗ Individuals who are in an employment contract less than the lease contract</li> <li>⊗ Individuals who are not a permanent resident of Australia or New Zealand</li> </ul>	

The ProRisk Involuntary Unemployment, Accident & Sickness Insurance is subject to the acceptance criteria.

## Key Benefits and Exclusions

✓	What is Insured	✗	What is not Insured
<ul style="list-style-type: none"> <li>✓ Monthly Lease Repayments in the event of: Involuntary Unemployment An accident if cover selected Sickness if cover selected</li>   <li>✓ Option to hand back the vehicle as per the terms and conditions detailed in the PDS and Policy Wording</li> </ul>		<ul style="list-style-type: none"> <li>✗ A Pre-existing Medical Condition occurring in the six (6) months preceding the Commencement Date.</li> <li>✗ Any Involuntary Unemployment or Sickness and Accident that occurs during the first thirty (30) days of the Period of Insurance.</li> <li>✗ Mental or functional disorder (meaning any form of anxiety, depression, stress, psychosis or neurosis), unless You are receiving care and attention from a Psychiatric Specialist or Psychiatric Nurse.</li> <li>✗ Involuntary Unemployment which You were aware of before You entered into this Policy.</li> <li>✗ Normal cessation of an employment contract or seasonal employment.</li> <li>✗ Voluntary redundancy, resignation, retirement or abandonment of Your employment.</li> <li>✗ Self-employment or where Your employing company is controlled by You or Your Family with more than 20% shareholding</li> <li>✗ Dismissal due to misconduct. Misconduct means not following company rules or breaking the law.</li> <li>✗ Sickness and Accident and Involuntary Unemployment claims simultaneously.</li> <li>✗ Any claim arising directly or indirectly from: War or acts of Terrorism, you are engaging in active war or nuclear risks.</li> </ul>	