

Target Market Determination

This target market determination is designed to provide customers, distributors and Aspect Underwriting staff with the 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 "Aspect Underwriting", "we", "us" or "our" refer to Aspect Underwriting, a Corporate Authorised Representative (ABN: 91 161 017 007, CAR No. 001247437) of McLardy McShane Partners Pty Ltd (AFSL No. 232987).

Aspect Underwriting Insurance Products

The Aspect Underwriting Insurance Products are:

1. Accidental Death
2. Income Protection
3. Total Permanent Disablement
4. Trauma

This Target Market Determination (TMD) sets out the target market for each of the above products, contained in the Appendix to this statement.

Distribution of this product

This product is designed to be distributed by our representatives via:

- calling 1300 979 458,
- our website by visiting www.aspectuw.com.au and
- our office.

Only these 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.

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

- Your claims history
- Your age and overall health & wellbeing

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 products,

Coverholder at **LLOYD'S**

This insurance is arranged by Aspect Underwriting on behalf of certain underwriters at Lloyd's.

Aspect Underwriting is a Corporate Authorised Representative (ABN: 91 161 017 007, CAR No. 001247437) of McLardy McShane Partners Pty Ltd (AFSL No. 232987).

- 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 products' disclosure documentation,
- Systemic complaints and claims issues which indicate that the products are no longer suitable for the described target market,
- Material and relevant reductions in our key product suitability metrics such as:
 - ✓ Policyholder satisfaction,
 - ✓ Product acceptance,
 - ✓ Financial performance,
 - ✓ Benefits to policyholders,
 - ✓ Product value and affordability.

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

Reporting

Aspect Underwriting and all distributors must record all complaints received about this product on a quarterly basis (Complaints Reporting Period).

Distributors are required to provide to us written details of any complaints about the products they have received during the Complaints Reporting Period within 10 business days of the end of the period.

Our distributors and/or authorised 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.

Distributors are also required to report to Aspect Underwriting if they become aware of significant dealings in the products which is not consistent with this TMD, within 10 business days of becoming aware of such dealing.

All distributors must report sales data including number of policies issued, renewed, and cancelled on a monthly basis.

Record keeping

Aspect Underwriting and its distributors will maintain records of the reasonable steps they have taken to ensure that these products are 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.

Coverholder at **LLOYD'S**

This insurance is arranged by Aspect Underwriting on behalf of certain underwriters at Lloyd's.

Aspect Underwriting is a Corporate Authorised Representative (ABN: 91 161 017 007, CAR No. 001247437) of McLardy McShane Partners Pty Ltd (AFSL No. 232987).

Target Market Determination Appendix

Accidental Death

The Aspect Underwriting Accidental Death product has been designed for people who want their Estate to receive a lump sum benefit payment caused by their accidental death or death by injury and are willing to select an appropriate level of cover, relevant to their own circumstances.

This product is suitable for:	This product is not suitable for:
✓ People aged between 18 to 69 years	✗ People aged 70 years & over
✓ People with dependents	✗ People with no dependents
✓ People who wish to supplement their life insurance policy with additional protection	✗ People who already have a life insurance policy with a sum insured at a suitable level
✓ People who do not have a life insurance policy	

The Aspect Underwriting Accidental Death product is subject to the acceptance criteria.

Income Protection

The Aspect Underwriting Income Protection product has been designed for people to receive a fortnightly benefit payment as a result of them being unable to work due to injury or illness and are willing to select an appropriate level of cover relevant to their own circumstances.

This product is suitable for:	This product is not suitable for:
✓ People aged between 18 to 69 years	✗ People aged 70 years & over
✓ People with or without dependents	✗ People who are unemployed or do not work
✓ People who are employed, including self-employed, part-time and casual workers	✗ People who already have an income protection policy (via their Super Fund, Employer or individually) which will cover their income adequately.

The Aspect Underwriting Income Protection product is subject to the acceptance criteria.

Coverholder at **LLOYD'S**

This insurance is arranged by Aspect Underwriting on behalf of certain underwriters at Lloyd's.

Aspect Underwriting is a Corporate Authorised Representative (ABN: 91 161 017 007, CAR No. 001247437) of McLardy McShane Partners Pty Ltd (AFSL No. 232987).

Total Permanent Disablement

The Aspect Underwriting Total Permanent Disability product has been designed for people who want to receive a lump sum benefit payment as a result of them being unable to ever work again due to injury or illness. The condition must be confirmed by medical practitioners. The customer must be willing to select an appropriate level of cover, relevant to their own circumstances.

This product is suitable for:	This product is not suitable for:
✓ People aged between 18 - 69 years	✗ People aged 70 years & over
✓ People with or without dependents	✗ People who are already classified as Totally & Permanently Disabled
	✗ People who already have a TPD policy (via their Super Fund, Employer or individually) which will provide a suitable benefit when claimed.

The Aspect Underwriting Total Permanent Disability product is subject to the acceptance criteria.

Trauma

The Aspect Underwriting Trauma product has been designed for people who want to receive a lump sum benefit payment as a result of them being diagnosed with a serious medical condition that is specifically listed within the product PDS. The condition must be diagnosed by medical practitioners. The customer must be willing to select an appropriate level of cover, relevant to their own circumstances.

This product is suitable for:	This product is not suitable for:
✓ People aged between 18 - 69 years	✗ People aged 65 years & over
✓ People who wish to supplement their life insurance, TPD and/or Income Protection policies with additional protection	✗ People with an existing condition that is listed as one of the conditions covered by this product
✓ People with or without dependents	
✓ People who do not have a life insurance policy	

The Aspect Underwriting Trauma product is subject to the acceptance criteria.

Coverholder at **LLOYD'S**

This insurance is arranged by Aspect Underwriting on behalf of certain underwriters at Lloyd's.

Aspect Underwriting is a Corporate Authorised Representative (ABN: 91 161 017 007, CAR No. 001247437) of McLardy McShane Partners Pty Ltd (AFSL No. 232987).