

PERSONAL ACCIDENT / SICKNESS INSURANCE FOR THE RUGBY UNION PLAYERS' ASSOCIATION INCORPORATED

TARGET MARKET DETERMINATION

Product	Personal Accident / Sickness Insurance for The Rugby Union Players' Association Incorporated
Issuer	SLE Worldwide Australia Pty Ltd as agent for certain Underwriter's at Lloyd's
Distributors	Insurance brokers that hold an AFS licence and their authorised representatives
Effective Date	5 October 2021
Review Date	Every 2 years Within 30 days of any review trigger
Distributor's reporting obligations	Notification of complaints: Within 24 hours or as soon as practicable (no later than 10 business days) Report about complaints: every 6 months Significant dealings: Within 24 hours or as soon as practicable (no later than 10 business days)

Background

This Target Market Determination ("TMD") is for the Personal Accident / Sickness Insurance for The Rugby Union Players' Association Incorporated product issued by SLE Worldwide Australia Pty Ltd ("SLE").

Pursuant to its AFS License (no. 237268), SLE acts as agent for the issuer, certain Underwriters at Lloyd's, with binding agreements and is authorised to quote and issue contracts of insurance and collect premiums on their behalf.

This TMD is not a full summary of the product's terms and conditions and consumers must when making a decision about this product refer to the Product Disclosure Statement and any supplementary documents which set out the terms and conditions.

Target Market Determination

This TMD is effective from 5 October 2021.

1. Consumers within the target market

This product is designed only for The Rugby Union Players' Association Incorporated ("RUPA") and not individuals such that it:

- Is designed to meet the needs of RUPA, and not the individual;
- Does not provide private health or income protection insurance for individuals;

- Provides cover only for prescribed financial benefits in certain situations and contains a number of exclusions.

The product is suitable for:

This product has been designed for RUPA to provide prescribed financial benefits to insured persons (being persons captured by a census carried out by various professional rugby union player professional teams).

The product is designed to provide prescribed financial benefits to an insured person who suffers total disablement, culminating in permanent total disablement, as a result of bodily injury suffered in an accident, or as a result of sickness or disease (provided the product's eligibility criteria are met).

The product is not suitable for:

This product is not designed for consumers who do not meet the product's underwriting criteria or where the insured person does not meet the claims criteria.

The product is not designed for consumers who:

- Want coverage beyond the sections as shown in the schedule of compensation, or in excess of the maximum sums insured and limits under those sections. The product is not designed to be comprehensive in nature.
- Are seeking coverage for insured persons outside of the age limits specified in the product.
- Are seeking coverage for insured persons who did not suffer total disablement within 6 months of the accident (resulting in bodily injury) or within 6 months of the first manifestation of the sickness or disease.
- Are seeking coverage for insured persons who were not fit and healthy at the inception of the policy.
- Are seeking coverage for bodily injury which did not result from an accident, or for bodily injury or sickness or disease which was wholly or partially caused or contributed to by a pre-existing condition.
- Are seeking coverage for any claim arising directly out of or in any way connected with the following (or other) exclusions:
 - War (or any act of war), terrorism or the use or release of any nuclear, chemical or biological agent;
 - Any self-inflicted injury, suicide or attempted suicide;
 - Any insured person's criminal act, or act prohibited by the professional sports contract, or being under the influence alcohol or unlawful drugs or performance enhancing substances;
 - Conditions of psychotic, psychoneurotic or epileptic origin;
 - Arthritis or other degenerative processes involving the joints, bones, tendons or ligaments (except in certain circumstances);
 - Any fraudulent claim;
 - Any cyber act (which is unauthorised, unlawful or malicious);
 - Coronavirus disease (COVID-19), severe acute respiratory syndrome coronavirus 2 (SARS-CoV-2) (or any mutation or variation of either, or any threat or fear of).

2. Conditions and restrictions on distribution

This product is designed to be distributed by insurance brokers that hold an Australian Financial Services Licence and their authorised representatives. Only these parties are authorised to distribute this product.

This product should only be distributed to RUPA. This product is not designed to be distributed to individuals.

3. Reporting obligations for distributors

SLE will require its distributors to notify and report on all complaints and significant dealings.

The distributor is to notify SLE of any complaints about this product within 24 hours or as soon as practicable (but no later than 10 business days) in accordance with the publicly available Compliments, Complaints & Dispute Resolution policy on the SLE website.

In addition, the distributor is to provide a report on all complaints. The information the distributor is to provide about complaints about this product is to include:

- The number of complaints received by the distributor 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;
- Any general feedback the distributor may have received on this product.

SLE requires sufficient detail about the complaint so that SLE can identify whether the target market determination may no longer be appropriate to the class of consumers.

The reporting period for the provision of this information is 6 monthly, and the above information is to be provided within 10 business days of the reporting period closing.

If the distributor becomes aware of significant dealings in the product that are not consistent with this TMD, it must notify SLE within 24 hours or as soon as practicable (but no later than 10 business days).

4. Reviewing this TMD

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

SLE will also review this TMD if any event or circumstances (called 'review triggers') occur that would reasonably suggest that the TMD is no longer appropriate. Such events or circumstances include, but are not limited to:

- a material change to the design or distribution of the product;
- a significant dealing or dealings;
- distribution conditions are found to be inadequate;
- external events such as adverse media coverage or regulatory attention;
- 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, and
- material and relevant reductions in our key product suitability metrics such as: consumer satisfaction, financial performance, benefits to consumers, product value and affordability.

SLE will review this TMD within 30 business days of the occurrence of any review trigger.

The review will be undertaken by SLE's Business Improvement & Compliance