

TARGET MARKET DETERMINATION

ATC "Sports Personal Accident" Insurance

This target market determination is designed to provide customers, distributors and ATC 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 "ATC", "we", "us" or "our" refer to ATC Insurance Solutions Pty Ltd.

ATC "Sports Personal Accident" Insurance Product

The ATC "Sports Personal Accident" Insurance Product provides insurance for Accidental Death, Capital Benefits (permanent disabilities) and Temporary Disablements as a result of an injury occurring during an insured activity.

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

- Sports Personal Accident (Lloyd's); and
- Sports Personal Accident (XL Insurance Company SE Branch).

Please refer to the ATC "Sports Personal Accident" Insurance Target Market Determination Appendix at the end of this document to ensure this product is suitable for you.

Distribution of this product

These products are designed to be distributed by our underwriters to our broker clients via:

- ATC's main contact number by calling 03 9258 1777;
- ATC's website by visiting www.atcis.com.au;
- ATC's offices;
- ATC's attendance at webinars, expos and conventions; and
- selected third parties.

Only underwriters 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.

ATC 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:

- sport requiring cover;
- Claims History; and
- the cover or limits requested.

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 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; and
- Material and relevant reductions in our key product suitability metrics such as:
 - customer satisfaction
 - product acceptance
 - financial performance
 - product value and affordability.

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

Reporting

ATC must record all complaints received about this product on a quarterly basis (Complaints Reporting Period). Underwriters are required to provide to ATC Compliance Committee the 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.

Underwriters 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.

Underwriters are also required to report to ATC Compliance Committee if they become aware of significant dealing in this product which is not consistent with this TMD within 5 business days of becoming aware of such dealing.

ATC Operations Manager must report sales data including number of policies issued, renewed and cancelled on a monthly basis. This report will be made available within the first week of every month for the previous reporting month and shared with all underwriters and ATC Compliance Committee.

Record keeping

ATC will maintain records of the reasonable steps they 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;

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- identifying and tracking review triggers;
 - setting review periods; and
 - the matters documented in this TMD.

Should you have any questions or concerns regarding this Target Market Determination, please contact ATC Insurance Solutions.

ATC "Sports Personal Accident" Insurance Target Market Determination Appendix

Sports Personal Accident (Lloyd's)

The "Sports Personal Accident" Insurance product has been designed for sporting groups or businesses who want insurance for their members and employees for Accidental Death, Capital Benefits (permanent disabilities) and Temporary Disablements. The product operates during a specified period of time and applies to declared activities only.

We have determined that this policy is likely to be consistent with the likely objectives, financial situation, vulnerability, hardship considerations and needs of the market because:

- it provides consumers with certainty as the benefits they may be entitled to if an insured event occurs
- it provides additional benefits for circumstances that are likely to arise from an insured event and other events that might cause loss connected with injury.

This product is suitable for people who:	This product is not suitable for:
<ul style="list-style-type: none"> • are a sporting group, business, organisation or association; • require insurance for their members, volunteers, directors, employees and other affiliated individuals for injury which results in accidental death, permanent disablement or temporary disablement whilst participating in a sporting activity; and • undertake a sporting activity within our acceptable appetite list. 	<ul style="list-style-type: none"> • individuals who are not part of a sporting group, business, organisation or association; • an entity looking to cover death, trauma, permanent disablement or temporary disablement as a result of sickness; • an entity seeking cover for private health insurance or cover for Medicare expenses; • an entity looking to cover members outside of the sporting activities they undertake (i.e. 24/7 cover); • insured persons who have pre-existing injuries; • entities who have insured persons not residing in Australia; and • entities who undertake activities outside of our acceptable appetite list.

This product is subject to the acceptance criteria.

Sports Personal Accident (XL Insurance Company SE Branch)

The "Sports Personal Accident" Insurance product has been designed for sporting groups or businesses who want insurance for their members and employees for Accidental Death, Capital Benefits (permanent disabilities) and Temporary Disablements. The product operates during a specified period of time and applies to declared activities only.

This product is suitable for people who:	This product is not suitable for:
<ul style="list-style-type: none"> • are a sporting group, business, organisation or association; • require insurance for their members, volunteers, directors, employees and other affiliated individuals for injury which results in accidental death, permanent disablement or temporary disablement whilst participating in a sporting activity; and • undertake a sporting activity within our acceptable appetite list. 	<ul style="list-style-type: none"> • individuals who are not part of a sporting group, business, organisation or association; • an entity looking to cover death, trauma, permanent disablement or temporary disablement as a result of sickness; • an entity seeking cover for private health insurance or cover for Medicare expenses; • an entity looking to cover members outside of the sporting activities they undertake (i.e. 24/7 cover); • insured persons who have pre-existing injuries; • entities who have insured persons not residing in Australia; and • entities who undertake activities outside of our acceptable appetite list.

This product is subject to the acceptance criteria.