



# Target Market Determination (TMD)

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This TMD is issued by BT Funds Management Limited (BTFM) ABN 63 002 916 458

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**Product:** This TMD applies to:

- **Protection Plans Term Life as Superannuation.**
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**Effective date:** 5 October 2021

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## Target market class of consumers.

### Product description and key attributes.

The key product attributes of this product are:

- the product provides cover in the event of death or terminal illness of the insured person,
- the policy is only available inside superannuation,
- the product provides a lump sum benefit to cover personal or business costs (such as those outlined under 'Needs, objectives and financial situation' below) incurred if the insured person dies or suffers a terminal illness that is likely to result in death within 24 months.

### Key eligibility requirements.

The key eligibility requirements to purchase this product are:

- the insured person must be aged 15 – 69 at the time of commencement of the cover or aged 15 – 99 for any replacement or reinstatement:
  - for insured persons aged 15 – 69, policies may be taken with stepped premiums for the life of the cover,
  - for insured persons aged 15 – 59, policies may be taken with level premiums until age 65, with stepped premiums thereafter for the life of the cover,
  - for insured persons aged 15 – 49, policies may be taken with level 55 premiums until age 55, with stepped premiums thereafter for the life of the cover,
- the insured person must be an Australian citizen, a permanent resident of Australia or the holder of an eligible spouse/partner or work visa,
- the insured person must not be working in an ineligible occupation (for occupation eligibility please speak to a financial adviser or contact Westpac Life Insurance Customer Relations).

If the product is being acquired via reinstatement or replacement, the insured person will be eligible for the product if they satisfied the above requirements when cover first commenced.

### Benefits and definitions.

The product's key benefits are outlined in the table below:

Benefit type	Description
<b>Death Benefit</b>	Pays a lump sum benefit in the event of death of the insured person.
<b>Terminal Illness Benefit</b>	Pays a lump sum benefit if the insured person suffers a terminal illness that is likely to result in death within 24 months of a determination in the form of a medical report from the treating specialist medical practitioner that death is likely to occur within 24 months of the determination.

### Exclusions.

A 13-month exclusion applies in the event of suicide when cover first commences.

Exclusions may also apply depending on individual circumstances, which will be notified in writing.

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Only sicknesses or injuries that occur after policy commencement are covered by the policy.

Refer to the Protection Plans PDS for full terms and conditions, including exclusions and limitations.

### **Class of consumers.**

This product is designed for super fund members who need a lump sum benefit of at least \$25,000 if the insured person dies or suffers a terminal illness.

### **Needs, objectives and financial situation.**

This product provides insurance to cover the following costs and expenses as a result of death or terminal illness of the insured person:

- personal financial costs (e.g., funeral and final expenses, transportation and accommodation costs) or personal capital requirements (e.g., to allow a full or partial reduction of mortgage and other debt and/or an amount to meet a family's ongoing income needs), or
- business costs where the insured person is a key person in the business or business capital requirements when the insured person is a business owner.

The super fund member has financial capacity to pay premiums from time to time in accordance with the chosen sum insured, chosen premium structure, policy fees and government charges; and to be able to continue to pay premiums for the chosen policy term if premiums increase over time.

This product is not designed for super fund members:

- if, when first taking out cover:
  - the insured person is aged 70 or over, or
  - the insured person is not an Australian citizen, a permanent resident of Australia or holder of an eligible spouse/partner or work visa,
  - where the insured person is working in an ineligible occupation, or
- whose main reason for cover is for a pre-existing condition of the insured person, or
- who need cover for less than \$25,000, or
- who need cover for an insured person aged 14 or under, or
- who need cover outside superannuation, or
- who need cover for TPD, trauma insurance, income protection, or business expenses insurance, or
- who need health insurance.

This product is not designed for consumers who do not want to hold insurance through a superannuation fund.

### **Alignment to target market.**

This product is likely to be consistent with the likely objectives, financial situation and needs of the class of consumers in the target market. This is based on an assessment of the key terms, features and attributes of the product and a determination that these are consistent with the identified class of consumers.

## **Distribution conditions and restrictions.**

### **Distribution channels.**

This product is designed to be sold via the following means:

- by financial advisers, who hold or operate under an Australian Financial Services Licence, or
- by Westpac Life Insurance Services Limited (WLISL).

### **Distribution conditions and restrictions.**

This product should only be distributed under the follow circumstances:

- the super fund member meets the relevant eligibility criteria for the product,  
and

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- distribution to new consumers is provided by a financial adviser who is appropriately authorised, trained and qualified to provide financial advice about life insurance products, or
- distribution to consumers other than new consumers is provided by WLISL through its customer contact centre or a financial adviser who is appropriately authorised, trained and qualified to provide financial advice about life insurance products in the following circumstances:
  - the consumer falls within the target market for this product,
  - and either:
    - the consumer previously held this product, or
    - this product is being acquired to replace a product that the consumer holds which had been issued by WLISL or BTFM.

Although the product may be advertised or compared on third party comparison websites, consumers may only make an application for the product to the issuer through a financial adviser or WLISL as described above.

Westpac Banking Corporation may also refer consumers to WLISL.

### Appropriateness of distribution conditions and restrictions.

We have assessed that the distribution conditions and restrictions will make it likely that consumers who acquire the product are in the target market. We consider that the distribution conditions and restrictions are appropriate and will facilitate distribution be directed towards the class of consumer for whom the product has been designed.

### TMD reviews.

We will review this TMD in accordance with the below:

<b>Initial review</b>	Within one year of the effective date.
<b>Periodic reviews</b>	At least every three years from the last review.
<b>Review triggers</b>	<p>The specific review triggers (that reasonably suggest the TMD is no longer appropriate) that may result in an earlier review of the TMD are:</p> <ul style="list-style-type: none"><li>• significant changes in metrics. These include complaints, sales, policy cancellations, lapses, claims, and loss ratios,</li><li>• a material change to the design or distribution of the product, including an alteration in acceptance criteria or underwriting criteria,</li><li>• identified systemic issues across the product lifecycle,</li><li>• material external events such as adverse media coverage or regulatory attention or change in relevant law,</li><li>• occurrence of a significant dealing, and</li><li>• distribution conditions found to be inadequate.</li></ul>

### Distribution information.

We will collect the following information from our distributors in relation to this TMD.

<b>Complaints</b>	Distributors will report all complaints in relation to the product(s) covered by this TMD on a 6-monthly basis to WLISL, with distributors reporting complaint volumes within 10 days of the end of each reporting period. This will include written details of the complaints.
<b>Significant dealings</b>	Distributors will report if they become aware of a significant dealing in relation to this TMD that is inconsistent with the TMD within 10 business days.