

Medibank Life Insurance Target Market Determination

1. Important Information

Issuer of this TMD: Swiss Re Life & Health Australia Limited (Swiss Re) ABN 74 000 218 306, AFSL 324908

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TMD Version: 1

In this TMD, some words or expressions have a special meaning. They normally begin with capital letters and their meaning is explained in the Glossary of Medibank Life Insurance Product Disclosure Statement (PDS), found at www.medibank.com.au/life-insurance

References to 'you', 'your' and 'yours' means the person who is the Policyowner, Life Insured, Partner Life Insured, as the context requires. 'We', 'us, and 'our' means Swiss Re.

Legal disclaimer for issued TMDs

This Target Market Determination (TMD) is required under section 994B of the Corporations Act 2001 (Cth). It sets out the target market for the product, triggers to review the target market and certain other information. It forms part of Swiss Re's design and distribution framework for the product.

This document is not a product disclosure statement, and is not a summary of the product features or terms of the product. This document does not take into account any person's individual objectives, financial situation or needs. Persons interested in acquiring this product should carefully read the [PDS](#) for Medibank Life Insurance before making a decision whether to buy this product.

Appropriateness explanation

Broadly, you may be in the target market for Medibank Life Insurance if you have, or expect to have, outstanding financial commitments that will not be satisfied in the event of your:

- death;
- serious Accidental Injury, that means you suffer Permanent Loss of Sight or Limbs;
- Terminal Illness, with a life expectancy of less than 12 months;
- Permanent Inability to Work, and
 - you suffer a listed condition, for example the total and Permanent Loss of the Use of one Limb, or the Loss of Sight in both eyes; or
 - you will not be able to work again in any occupation that you are suited to, based on work experience, education or training; or
 - you cannot continue to complete the Domestic Duties you were performing prior to the sickness or injury;
- trauma condition, such as a Severe Heart Attack or some cancers.

Permanently Unable to Work and Trauma covers are optional covers you can purchase in addition to Life cover.

It's important to note that the premiums charged for this product generally increase each year, so you will need to have the capacity to pay for these premiums on an ongoing basis.

Please refer to the current PDS for detailed information on what each type of cover provides and how premiums are calculated.

2. Description of Product

Medibank Life Insurance provides a benefit amount in the event you:

- die; or
- suffer an Accidental Injury; or
- are diagnosed with a Terminal Illness

in accordance with the terms and conditions outlined in the PDS.

Optionally, Medibank Life Insurance provides a benefit amount in the event you meet the definition of Permanently Unable to Work, meaning you:

- suffer certain specified permanent physical and cognitive deficits, including loss of certain functions; or
- cannot work again in any occupation you are reasonably suited to; or
- are unable to complete all the Domestic Duties you were previously undertaking on a full time basis

in accordance with the terms and conditions outlined in the PDS.

Also optionally, Medibank Life Insurance provides a benefit amount in the event you are diagnosed with a defined trauma event, such as Severe Heart Attack and some cancers, in accordance with the terms and conditions outlined in the PDS.

Key attributes

Key attributes of Medibank Life Insurance include:

- the payment of premiums – if premiums are not paid when due, the policy will end (subject to the required notice periods), in which case you would no longer be covered and cannot make a claim.
- premium structure – premiums will generally increase with your age each year the policy is held.
- eligibility criteria – you may be ineligible for cover if you do not meet the eligibility criteria for this product. Eligibility criteria includes:
 - age;
 - employment status; and
 - residency status.

- there are exclusions as follows:
 - if you die or have a Terminal Illness as a result of a self-inflicted injury within 13 months of the policy commencing, the policy increasing, or the policy recommencing after it was cancelled;

for Accidental Injury, Permanently Unable to Work and Trauma cover:

- where the condition is as a result of an intentional or deliberate self-inflicted injury.

for Trauma cover only:

- if the condition was diagnosed, or circumstances leading to diagnosis became apparent, within 90 days of the policy commencing, the policy increasing, or the policy recommencing after it was cancelled.

We will not pay any benefits where we have agreed with you a special term in respect of your cover that specifically excludes the event or condition leading to the claim.

The underwriting process can also impact the price of your premium, the sum insured available to you and the terms and conditions of the insurance policy, and in some cases may result in us declining to offer you cover.

Please refer to the PDS for further information about what Medibank Life Insurance does and doesn't cover.

3. Description of Target Market

Your objective may be to reduce your exposure to outstanding financial commitments (including to dependents such as spouse or children) that will not be satisfied by your estate in the event of your death, terminal illness or accidental injury, such as:

- mortgage and other debt servicing costs;
- final expenses;
- medical costs;
- transportation and accommodation costs; and/or
- personal and palliative care.

By choosing to add optional Permanently Unable to Work and/or Trauma cover, your objective may be to reduce your exposure to outstanding financial commitments that will not be satisfied should you be incapable of working in an occupation you are suited for, or complete the Domestic Duties you could previously, ever again, or suffer a listed trauma condition. These financial commitments could include:

- mortgage and other debt servicing costs;
- income replacement;
- medical costs;
- transportation and accommodation costs; and/or
- personal and palliative care.

The premium structure of Medibank Life Insurance is called a stepped premium. This means that it will generally increase each year as you age. As such, you will need to have the capacity to pay current and future premiums.

Demographic and eligibility requirements

The information below shows the demographic and

eligibility requirements of the target market for Medibank Life Insurance products.

Australian Residents who are within the acceptable range of our health and lifestyle requirements, in the following age brackets:

Age at application	Life Cover	Permanently Unable to Work Cover	Trauma Cover (from age 18)
16–45	\$2,500,000	\$1,250,000	\$500,000
46–55	\$1,500,000	\$750,000	\$200,000
56–60	\$750,000	\$200,000	\$100,000
61–70	\$500,000	N/A	N/A

For optional Permanently Unable to Work cover, you must be working for at least 20 hours a week on a permanent basis or engaged in Domestic Duties full time.

For example the following groups are outside the target market for this product:

- All cover types
 - residency status: not an Australian Resident
- Life Insurance
 - age: over 70
- Optional Permanently Unable to Work cover
 - age: over 65
 - employment status: unemployed
- Optional Trauma cover
 - age: over 65

4. Distribution Requirements

In accordance with the obligations outlined under Part 7.8A of the Corporations Act (product design and distribution obligations):

- this product is authorised for distribution only by Greenstone Financial Services Pty Ltd (GFS) and Medibank Private Limited acting as GFS's authorised representative. This product cannot be purchased from Swiss Re.
- this product is distributed by GFS and Medibank Private Limited to consumers pursuant to the provision of general financial product advice. No personal advice is to be provided to a consumer at any point in the distribution process by GFS or Medibank Private Limited.
- GFS should take reasonable steps to ensure the cover is sold to those within the demographic and eligibility requirements of the target market.
- GFS must provide a customer with a copy of the Product Disclosure Statement.

These distribution conditions and restrictions make it more likely that the consumers who acquire the product are in the target market:

- GFS will set minimum standards of conduct which are documented, operationalised through training and appropriate procedures, and are monitored via quality assurance practices.

- GFS will provide adequate general explanations to consumers of the product's premium structure, how the premiums are expected to change over time, and its exclusions.
- consumers must undergo the underwriting process and satisfy our underwriting criteria.

5. Target Market Determination Review and Triggers

It is our obligation to review the TMD to aid you make the decision whether Medibank Life Insurance is suitable. Some triggers that can cause a review of the TMD are:

Review Trigger 1: The commencement of a significant change in law, or a significant court ruling, that materially affects the product design and or distribution of the product, or class of products, that includes this product.

Review Trigger 2: Product performance is materially inconsistent with the product issuer's expectations of the appropriateness of the product to consumers having regard to:

- product claim ratios;
- the number of paid, denied and withdrawn claims;
- the number of policies sold; and
- policy lapse or cancellation rates.

Review Trigger 3: Significant or unexpectedly high number of complaints regarding product design, product availability, claims, and distribution conditions, that would reasonably suggest that the TMD is no longer appropriate.

Review Trigger 4: The product issuer determines that a significant dealing in the product outside the target market (except for an excluded dealing) has occurred.

Review Trigger 5: The use of Product Intervention Powers, regulator orders or directions in relation to the distribution of this product where the product issuer considers this reasonably suggests that this TMD is no longer appropriate.

Aside from the triggers listed above, the TMD will also be reviewed at least every three years.

GFS must report to Swiss Re any complaints relating to the product within 10 business days of the end of the reporting period. Starting from the TMD issue date, the reporting period is 6 months.

Things you should know: Any advice provided is general only and doesn't consider your objectives, financial situation or needs. You should carefully read the relevant Product Disclosure Statement (which sets out the product terms, conditions and exclusions), Target Market Determination and Financial Services Guide available at medibank.com.au/life to ensure the product is right for you. Medibank life insurance products are issued by the insurer, Swiss Re Life & Health Australia Limited ABN 74 000 218 306, AFSL 324908, distributed by Greenstone Financial Services Pty Ltd ABN 53 128 692 884, AFSL 343079 (GFS) and promoted by Medibank Private Limited ABN 47 080 890 259, AR 286089 (Medibank Private). Medibank Private is an authorised representative of GFS.