

# Target Market Determination

For AIA Group Risk Super Plan, a division of OneSuper 43 905 581 638 RSE R1001341, issued by Diversa Trustees Limited (ABN 49 006 421 638)

## Introduction

This document provides guidance in relation to Target Market Determinations (TMD) for the purposes of the Design and Distribution Obligations (DDO) under the Corporations Act 2001 (Cth) (Act). This TMD is required under section 994B of the Act and sets out the class of consumers (Target Class) for whom the AIA Group Risk Super Plan account (Product) would likely be consistent with their likely objectives, financial situation and needs having regard to the Product's key attributes. This TMD is required to outline the triggers to review the Target Market and certain other information. It forms part of Diversa Trustees Limited's (the Trustee) design and distribution arrangements for the Product. The insurance referred to in this TMD is issued by AIA Australia Limited (ABN 79 004 837 861).

## Definitions

**Australian Resident** means an Australian citizen or person who is a New Zealand citizen and is the holder of a Special Category visa while residing in Australia indefinitely.

**Distributor(s)** means a 'regulated person', as defined in s994A(1) of the Corporations Act 2001.

**Excluded Occupation(s)** means occupations that are deemed hazardous and so the insurer is unable to accept the risk.

**Issuer(s)** means a person who is subject to the TMD requirements in s994B of the Corporations Act 2001 (including sellers in a regulated sale situation), unless indicated otherwise.

**TMD** means Target Market Determination.

**PDS** means Product Disclosure Statement.

**Product** means AIA Group Risk Super Plan account, a sub-plan of OneSuper ABN 43 905 581 638 RSE R1001341 that is issued by Diversa Trustees Limited ABN 49 006 421 638, AFSL No 235153 RSE Licence No L0000635.

**TPD** means Total Permanent Disablement

**Retained Member** means a former employee of a participating employer who has left employment but elected to maintain their entitlements, where permitted under the relevant employer schedule of the Insurance policy.

## 1. *About this document*

### When to use this target market determination

This TMD seeks to offer consumers, distributors and staff with an understanding of the class of consumer for which this product has been designed, having regard to the objectives, financial situation and needs of the target market.

This document is not to be treated as a full summary of the products terms and conditions and features and is not intended to provide financial advice. Members and Employers must refer to the (PDS and any supplementary documents when making a decision about this product.

### ***Product Disclosure Statement to which this target market determination applies***

This TMD applies to the AIA Group Risk Super Plan referred to in the following *Product Disclosure Statements (PDS)*:

- [AIA Group Risk Super Plan Member Product Disclosure Statement](#);
- [AIA Group Risk Super Plan Employer Product Disclosure Statement](#); and
- [AIA Group Risk Super Plan Transurban Retained Members Supplementary Product Disclosure Statement](#).

### **Important Dates**

Date from which this target market determination was <b>last reviewed</b>	5 October 2022
Date when this target market determination is <b>effective</b>	13 October 2023
Date when this target market determination will be <b>next reviewed</b>	13 October 2024

## ***2. Class of members that fall within this target market***

The information below summarises the overall class of members that fall within the target market for the AIA Group Risk Super Plan account, based on the product key attributes and objectives, financial situation and needs that it has been designed to meet.

### **The AIA Group Risk Super Plan has been designed for consumers who:**

- Are aged between 15 and 69 for Death cover and aged between 15 and 67 for TPD cover,
- Are employed with a participating employer, as a permanent, fixed term, casual employee or if applicable a retained member,
- Are an Australian resident or holder of an Australian Permanent Resident Visa,

### **Excluded class of members**

### **The AIA Group Risk Super Plan has not been designed for consumers who:**

- Are not aged between 15 and 69 years old at the time of the application for Death cover
- Are not aged between 15 and 67 years old at the time of the application for TPD cover
- Are not an Australian resident or holder of an Australian Permanent Resident Visa
- Are looking to contribute and invest in a superannuation fund to provide for their retirement,
- Want to receive a retirement or transition to retirement income stream
- Do not work for a participating employer
- Are in active service or participation in the armed services.

## Product description and key attributes

The key eligibility requirements and product attributes of the AIA Group Risk Super Plan are:

- It provides default Death only or Death and Total and Permanent Disability Cover access to group life insurance, where the consumer is: -
  - aged between 15 and 69 for Death Cover and aged between 15 and 67 for TPD cover
  - employed with a participating employer, as a permanent, Fixed term or casual employee,
- Fees and premiums for default cover are paid by the consumer's participating employer
- Consumers may be able to increase their cover (voluntary cover) to suit their needs at their own expense, unless otherwise agreed with their employer, subject to underwriting

## Risks associated with holding insurance inside superannuation

The risks that consumers should consider before deciding to hold insurance inside superannuation are:

- that taxation or superannuation law may change in the future, therefore altering the suitability of holding insurance cover in superannuation;
- that if they don't comply with their duty to take reasonable care not to make a misrepresentation, resulting in their cover potentially becoming void or declined or benefits reduced as a result;
- that insurance cover held inside super cannot be accessed unless they meet a condition of release under superannuation law; and
- that should an exclusion apply to their insurance cover, a benefit may not be paid to them.

## Objectives, financial situation, and needs

The table below sets out the class of customers that each insurance option within the AIA Group Risk Super Plan has been designed for.

<u>Death cover</u>	Death Insurance is suitable for the employees of participating employers/retained members who want their dependents to be provided with a lump sum benefit if they die or are diagnosed with a terminal illness.
<u>Total and Permanent Disablement cover</u>	7

## Consistency between target market and the product

The AIA Group Risk Super Plan is consistent with the objectives of the target market of participating employers and their employees/retained members. The AIA Group Risk Super Plan provides financial security for the employees of participating employers should they die, suffer a Total and Permanent Disablement or are diagnosed with a terminal illness.

### 3. *How this product is to be distributed*

#### **Distribution channels**

The AIA Group Risk Super Plan is designed to be distributed through the following means:

- Employers wishing to provide Death and TPD lump sum benefits to their employees
- Brokers and consultants working with Employers wishing to provide Death and TPD lump sum benefits to their employees

#### **Distribution conditions**

The AIA Group Risk Super Plan should only be distributed under the following circumstances:

- The consumer is employed by a participating employer of the Product or a retained member.
- The consumer meets the eligibility criteria for default cover under the insurance policy.

#### **Adequacy of distribution conditions and restrictions**

Consumers are only allowed to join the AIA Group Risk Super Plan where they are employed by a participating employer and meet the eligibility criteria under the insurance policy. Consumers become members of the AIA Group Risk Super Plan when their employer provides information of their new employees to the AIA Group Risk Super Plan.

### 4. *Reviewing this target market determination*

We will review this target market determination in accordance with the below:

Periodic review	Assessment on an ongoing basis in line with the Review triggers and events below with a detailed annual review.
Review triggers or events	<p>Any event or circumstances arise that would suggest the TMD is no longer appropriate. This may include (but not limited to):</p> <ul style="list-style-type: none"> <li>• a material change to the design or distribution of the product, including related documentation such as the PDS;</li> <li>• occurrence of a significant dealing;</li> <li>• distribution conditions found to be inadequate;</li> <li>• external events such as adverse media coverage or regulatory attention;</li> <li>• significant proportion of insurance cancellation rates;</li> <li>• significant proportion of insurance claims being denied or withdrawn;</li> </ul>

Where a review trigger has occurred, this target market determination will be reviewed within 10 business days.

## 5. Reporting and monitoring this target market determination

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

Complaints	<p>Distributors will be required to report to issuers, complaints and other requested information that they receive, assisting issuers to assess whether their product governance arrangements are appropriate, and their products are meeting the needs of consumers. Ensure that this information is reported on a monthly basis, within 10 days of the end of the calendar month.</p> <p><b>This will include the substance of complaints and general feedback relating to the product and its performance.</b></p>
Significant dealings	<p>Distributors must report if they become aware of a significant dealing in relation to this TMD as soon as practicable, but no later than within 10 business days.</p> <p>A significant dealing includes:</p> <ul style="list-style-type: none"> <li>• Potential/actual harm to consumers if consumers outside the target market acquire the product;</li> <li>• Inconsistency of distribution conditions with the TMD;</li> </ul>

### Disclaimer

This TMD is issued by Diversa Trustees Limited (ABN 49 006 421 638, AFSL 235153, RSE License No. 0000635) in its capacity as the Trustee of the AIA Australia Risk Only Super Solution No. 2 Fund (AROSS2 Fund), which is a division of OneSuper ABN 43 905 581 638, RSE Registration Number R1001341.

The information contained in this TMD is general information only and is not intended to be construed as either personal advice or a product recommendation. You should make your own enquiries as to the suitability of this product for your personal financial needs and circumstances and obtain and read a copy of the PDS for further information on how it operates before making an investment and/or insurance decision.