

# Chubb Target Market Determination

## Chubb Voluntary Workers Insurance (For Victor Australia)

CHUBB®

# Chubb Target Market Determination

## Important Information

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This Target Market Determination (**TMD**) is required under section 994B of the Corporations Act 2001 (Cth) and has been prepared by the product issuer Chubb Insurance Australia Limited (**Chubb**) AFSL 239687 ABN 23 001 642 020. The TMD is designed to assist customers, distributors and Chubb staff to understand who this product has been designed for and who it is not suitable for. The TMD identifies triggers for Chubb to review the target market and sets out the conditions and restrictions on distribution of the product described below. It also sets out the reporting obligations of Chubb's distributors. This document is not a Product Disclosure Statement (**PDS**) 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 and is not intended to constitute personal advice. Persons interested in acquiring this product should carefully read the PDS before deciding whether to purchase this product.

This TMD is effective from the date of publication until its replacement or withdrawal.

Where a word is capitalised in this TMD and not otherwise defined, the definition of the word can be found in the policy wording/PDS.

## Target Market Determination

### 1. Details

<b>Product Name/s:</b>	Chubb Voluntary Workers Insurance  Applicable PDS Reference codes: <ul style="list-style-type: none"><li>• 21PDSVWMMMA01, prepared on 31 March 2021; and</li><li>• 22PDSVWMMMA01, prepared on 10 March 2022</li></ul> (the <b>Product</b> )
<b>Publication Date of TMD:</b>	Originally published August 2021. Revised March 2022.
<b>Initial Review Date:</b>	August 2023 (2 years from date of publication)
<b>Frequency of Product Reviews:</b>	Every 2 years from date of publication, subject to intervening review triggers as outlined in section 4 of this TMD

### 2. Product Target Market

#### What is the Product?

This Product provides personal accident insurance for volunteers of organisations/businesses volunteers who become injured while undertaking voluntary work on behalf of the organisations/businesses.

#### Key covers/attributes

- ✓ Cover applies whenever a volunteer engaged by the organisation/business (Covered Person) is undertaking voluntary work on behalf of the Policyholder.
- ✓ Lump sum payments up to a specified amount for certain bodily injuries sustained by a Covered Person such as permanent loss of fingers, toes, eye/s or limbs and accidental death.
- ✓ Weekly Benefits are payable where a Covered Person suffers temporary total disablement or temporary partial disablement following sickness or bodily injury as defined in the Policy terms.
- ✓ Cover may be tailored (to vary sums insured and types of additional benefits) to suit the needs of the Policyholder and their volunteers.

#### Key exclusions

- ✗ This Product excludes claims arising from (amongst other things):
  - piloting;
  - Professional port;
  - intentional self-injury;
  - War or Civil War;
  - Pre-Existing Medical Conditions, illness or disease for which treatment, medication or advice has been received or prescribed by a Doctor or Dentist in the three (3) years prior to the Period of Insurance.
- ✗ While there is no age limit, this Product has reduced cover for Covered Persons over the age of seventy-five (75) years and those under the age of nineteen (19).
- ✗ This Policy does not provide coverage for any sickness, illness or disease (unless that results directly from medical or surgical treatment rendered necessary by an injury covered by the Policy).

## Customers the Product was designed for

- ✓ This Product is targeted at organisations/businesses who engage volunteers to perform voluntary work on their behalf and wish to provide those volunteers with cover for injury.

## Classes of Customers

- ✓ The class of customers for who this product is targeted can be categorised as organisations/businesses of any size that engage volunteers on an unpaid basis to perform low risk voluntary work on their behalf. Examples of low risk voluntary work include, but are not limited to: providing administrative support, engaging in community outreach activities, running local tours, community clean-up or tree planting days.

## Customer's likely objectives, financial situation, and needs

<b>Objectives</b>	The likely objective of organisations/businesses in this target market is wanting to provide: <ul style="list-style-type: none"><li>• personal accident coverage to their volunteers for while they are performing voluntary work for the organisation/business;</li><li>• coverage for rehabilitation of an injured volunteer.</li></ul>
<b>Financial situation</b>	The likely financial situation for organisations/businesses in this target market is broad. Organisations/businesses in a range of financial situations may seek to protect their volunteers against the losses covered by the Product.
<b>Needs</b>	The target market includes organisations/businesses that engage volunteers that likely need cover for those volunteers against non-Medicare medical expenses and/or loss of earnings (from another source) caused by their temporary or permanent disablement following an injury sustained while volunteering to that organisations/businesses.

## Customers the Product was not designed for

This Product is not suitable for:

- ✗ organisations who do not engage voluntary workers;
- ✗ organisations seeking personal accident coverage for paid employees;
- ✗ organisations seeking cover for high-risk voluntary work such as, firefighting or State Emergency Services;
- ✗ individuals.

## Why Product is consistent with the Target Market

Chubb views that the Product is consistent with the target market as the target market comprises organisations/businesses who engage volunteers and the Product provides cover for temporary or permanent disablement resulting from an injury sustained while volunteering. It is therefore likely that the Product will meet the needs, or go towards meeting the needs, of those in the target market.

### 3. Conditions/Restrictions on product Distribution

Restriction/Condition	Description
<b>Method of distribution</b>	<p>This Product may be distributed:</p> <ul style="list-style-type: none"> <li>Marsh Pty Ltd (ABN 86 004 651 514; AFSL 238983) (<b>Marsh</b>); and</li> <li>Victor Insurance Pty Ltd an Authorised Representative (No. 403803) (<b>Victor</b>) of Marsh;</li> </ul> <p>(<b>Distributor</b>).</p> <p>Marsh is a licenced insurance broker operating throughout Australia. Chubb has provided a binding authority to Marsh and sub-authorised this authority to Victor, to deal in and issue the Product.</p> <p>In distributing the Products on behalf of Chubb, the Distributors are only authorised to provide general advice.</p>
<b>Underwriting criteria</b>	The Distributor is required to distribute the Product in accordance with Chubb's underwriting criteria.
<b>Promotional Material</b>	Any promotional material which is used by the Distributor in relation to the Product must be pre-approved by Chubb and must contain an electronic link to this TMD.
<b>Distribution in accordance with TMD</b>	The Product must only be distributed in accordance with this TMD and the contractual arrangements in place between Chubb and the Distributors.

#### Explanation

Customers that obtain the Product in accordance with the distribution conditions set out above are more likely to be in the target market for this product because the Product is being distributed by a licenced general insurance broker and its Authorised Representative.

### 4. Product Review

<b>Periods of review:</b>	Mandatory periodic reviews of the TMD will occur at least every <b>2 years</b> subject to intervening review triggers (see below).
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#### Review triggers:

Review triggers are events that suggest the TMD may no longer be appropriate and may trigger a review **prior** to periodic review as set out above. The review triggers for this product are set out below.

1.	Any material change to the Product, including a change to the PDS.
2.	Changes to relevant laws, regulatory guidance, or industry codes.
3.	Any determination of or feedback from regulators, the Australian Financial Complaints Authority, a court or a tribunal suggesting that the target market may no longer be appropriate (including the use of Product Intervention Powers).

4.	The nature of feedback regarding the Product, including whether complaints have increased significantly from consumers or distributors.
5.	Distribution or purchasing of the Product in a manner significantly inconsistent with the TMD.

## 5. Reporting Obligations

Chubb's third party distributors must report the following information to [tmd.reporting@chubb.com](mailto:tmd.reporting@chubb.com) in order to ascertain whether or not the TMD remains appropriate to assist us in improving our product for our customers.

### Distributors authorised by Chubb to distribute the Product

Distributor	Role of distributor	Distributor Contact Details
Marsh Pty Ltd (ABN 86 004 651 514; AFSL 238983)	Marsh is an insurance broker acting under its own Australian Financial Services Licence (AFSL), under a binding authority agreement with Chubb.	02 8864 8888 One International Towers, 100 Barangaroo Avenue, Sydney NSW 2000
Victor Insurance Pty Ltd an Authorised Representative (No. 403803)	Victor is a corporate Authorised Representative of Marsh	02 9290 8000 One International Towers, 100 Barangaroo Avenue, Sydney NSW 2000

### Distributor Reporting Obligations

Type of Report	Description	Reporting Period
<b>Complaints</b>	The number of complaints received regarding the Product during the reporting period and the nature and details of the complaints.  Complaint is defined in the Australian Securities and Investment Commission ( <b>ASIC</b> ) Regulatory Guide RG 271.	<b>Quarterly</b> (10 business days after the quarter has closed)  <i>(even when the number of complaints received is zero)</i>
<b>Significant dealings</b>	A significant dealing in the Product which is not consistent with this TMD must be notified to ASIC. What amounts to a "significant dealing" will be determined by the circumstances of each case but generally: <ul style="list-style-type: none"> <li>regard should be had to the proportion of customers purchasing the product who are not in the target market, the actual or potential harm to those customers, and the nature and extent of the inconsistency of distribution with the TMD.</li> </ul>	Within <b>10 business days</b> of becoming aware of the significant dealing.

	<ul style="list-style-type: none"> <li>distributors should have regard to current ASIC guidelines when determining what may constitute a significant dealing.</li> <li>if in doubt, Distributors must report the dealing to Chubb, so that Chubb can undertake the necessary assessments.</li> </ul> <p>The report must include:</p> <ul style="list-style-type: none"> <li>date(s) of the significant dealing;</li> <li>description of the significant dealing;</li> <li>why the dealing is significant;</li> <li>how the significant dealing was identified;</li> <li>what steps, if any, have been taken in relation to persons affected by the significant dealing;</li> <li>steps which have been, or will be, taken to ensure that the significant dealing does not occur again.</li> </ul>	
<b>Sales information</b>	The number of sales of the Product (only if Distributor has binding authority).	In accordance with contractual arrangements

## 6. Appropriateness

The issuer has assessed the Product's key attributes and formed the view that it is likely to be consistent with the likely objectives, financial situation and needs of consumers in the target market as described within this TMD.

## About Chubb in Australia

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Chubb is the world's largest publicly traded property and casualty insurer. Chubb, via acquisitions by its predecessor companies, has been present in Australia for 100 years. Its operation in Australia (Chubb Insurance Australia Limited) provides specialised and customised coverages including Business Package, Marine, Property, Liability, Energy, Professional Indemnity, Directors & Officers, Financial Lines, Utilities as well as Accident & Health, to a broad client base, including many of the country's largest companies. Chubb also serves successful individuals with substantial assets to insure and consumers purchasing travel insurance.

More information can be found at [www.chubb.com/au](http://www.chubb.com/au).

## Contact Us

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