

# PPS MUTUAL TARGET MARKET DETERMINATION (TMD)



## PPS Mutual Professionals Choice Total & Permanent Disability (TPD) a Insurance

Issuer of this TMD: NobleOak Life Limited  
Issuer ABN: 85 087 648 708 AFSL No. 247302  
Date of TMD: 5 October 2021  
TMD version: 1.0

### 1 ABOUT THIS DOCUMENT

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 NobleOak Life Limited'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 Product Disclosure Document for PPS Mutual Professionals Choice Total & Permanent Disability (TPD) Insurance before making a decision whether to buy this product.

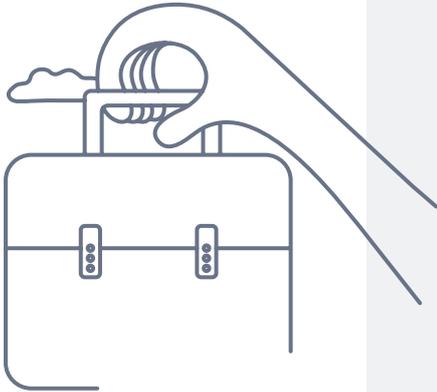
### 2 CLASS OF CONSUMERS THAT FALL WITHIN THIS TARGET MARKET

The information below summarises the class of customers that fall within the target market for the PPS Mutual Professionals Choice TPD Insurance product, based on their likely objectives, financial situation and needs that this product has been designed to meet.

#### Class of consumers

- Individuals should be eligible to practise (or have been eligible to practise) in a professional occupation recognised by PPSM
- Current age from 18 to 75 for new applicants
- Employment status at application: Gainfully employed and working at least 15 hours per week
- Residency status: Australian or New Zealand Citizen or a Permanent Resident of Australia
- Consumers that can tolerate changes in premiums over time, including increases
- Consumers with a health status compatible with the Eligibility Criteria not exceeding relevant underwriting criteria in respect of smoking, Body Mass Index (BMI) and other lifestyle/medical factors





- Consumers where the following key product exclusions are not applicable to their personal circumstances at the time of application, as no cover is available under the product:
  - if the event is caused by a deliberate self-inflicted act or attempted suicide, or for an illness or injury that first appeared, happened or was diagnosed before the insurance started, or was reinstated or was increased (for the increased amount), except where it was disclosed and accepted by us at the time of application.

This product would not be appropriate for consumers who:

- Are not eligible to practise (or have never been eligible to practise) in a professional occupation recognised by PPSM
- For new applicants are less than age 18 or older than age 75
- Are not Australian or New Zealand Citizens and are not a Permanent Resident of Australia
- Can't tolerate changes in premiums over time, including increases
- Have a health status that is not compatible with the Eligibility Criteria i.e. they exceed relevant underwriting criteria in respect of smoking, Body Mass Index (BMI) and other lifestyle/medical factors
- Would be negatively impacted by having an exclusion that we won't pay a claim if:
  - your claim is because of an intentional self-inflicted injury or attempted suicide.
  - your claim is due to an illness or injury that first appeared, happened or was diagnosed before the insurance started, or was reinstated or was increased (for the increased amount), except where it was disclosed and accepted by us at the time of application
- Do not meet our underwriting requirements.
- Who are unable or unwilling to participate in the required underwriting process.

#### **Likely objectives and needs of consumers in the target market**

The objective of consumers in the target market is to reduce their exposure to the following financial situation:

The consumer (either the policy owner or the member) has (or envisages that in future they will or may have) outstanding financial commitments that will not be satisfied should they (or the life insured) be incapable of engaging in

- [their own/any] meaningful gainful employment [and/or
- independent living]

due to total and permanent disablement.

These financial or financial-in-kind commitments include, but are not limited to mortgage and other debt servicing costs, income or revenue replacement, medical and rehabilitation costs, transportation and accommodation costs, personal care, palliative care, business commitments and/or business succession funding costs.

#### **Financial situation of consumers in the target market**

A consumer who:

- Is earning income;
- Has personal savings; or
- Otherwise has financial capacity (e.g. family or other relationships)

to pay premiums (which may vary from time to time) in accordance with the chosen premium structure to retain the product for the period of time it is intended to be held.



### 3

## PRODUCT DESCRIPTION AND KEY ATTRIBUTES

### Product description

PPS Mutual Professionals Choice TPD Insurance provides a lump sum payment in the event the life insured meets the definition of permanent disability meaning:

- they cannot work again in [their own occupation, or any other occupation] they are reasonably suited to (depending on type of TPD chosen) or
  - they suffer certain specified permanent physical and cognitive deficits, including loss of certain functions or
  - after turning age 65, they are unable to live independently,
- in accordance with the terms and conditions outlined in the Product Disclosure Statement (PDS).

### Key attributes

Key attributes of PPS Mutual Professionals Choice TPD Insurance include:

- The payment of premiums – if premiums are not paid when due, the policy may lapse in which case the policyowner would no longer be covered and cannot make a claim
- Premium structure – premiums can change over time. Premium rates may either be age-based (stepped) or set at the outset (level).
- Life insured must be accepted by PPSM as a Member on application for their first cover.
- Life Insured's Age range at entry 18 to 75
- Life Insured must be employed for at least 15 hours per week
- The Life Insured do not have to be resident in Australia but must be an Australian or New Zealand Citizen or a Permanent Resident of Australia
- Life insured must be accepted by PPSM as a Member on application for their first cover.
- There are customisable benefits
- Eligibility criteria – certain consumers may be ineligible for cover if they do not meet the following key eligibility criteria at the time of application, including the
  - health status
  - employment status
  - financial status
  - residency status of the life to be insured.
- Underwriting process – This is a fully-underwritten product. The underwriting process may require additional medical information, including a medical report from the life to be insured's treating doctor(s) and/or medical screening tests. The underwriting process could result in an increase in the price of the product, limitations to the sum insured, special terms and conditions applied to cover, or declining cover. This product is not appropriate for consumers who are unwilling or unable to participate in the underwriting process and related medical requirements.
- Insurance cover can be obtained either inside or outside of the superannuation environment

### Product's appropriateness for the target market

Broadly, the target market comprises those who meet the eligibility criteria including the professional occupation eligibility criteria, who have or expect to have outstanding financial commitments that will not be satisfied in the event of their own or another person's (i.e. the life insured's) total and permanent disablement and who have a capacity to pay potentially variable premiums on an ongoing basis. As the product pays a lump sum on total and permanent disablement it is therefore likely to meet the needs, or go towards meeting the needs, of those in the target market.

## 4

**HOW THIS PRODUCT IS TO BE DISTRIBUTED**

The following Distribution Conditions apply to this product:

**Underwriting and Disclosure:**

- Issuing a policy is subject to:
  - full underwriting including medical and financial underwriting assessment, as applicable; and
  - complying with the disclosure requirements under the relevant legislation.

**Distributor:**

- The product is distributed by a “Distributor” who holds an Australian Financial Services Licence (AFSL).
- The distribution must be in accordance with the agreements relating to distribution of this product, including but not limited to the distribution agreement between the Distributor and the Issuer.
- The “Distributor” must take into account of the TMD, in providing personal advice and meeting their statutory best interest duty.

**Distribution under a personal advice model:**

Consumer has been provided with personal advice in relation to this product by the “Distributor” described above in this TMD.

Consumers that obtain personal advice are more likely to be in the target market for this product because advisers have a duty to act in their best interest when providing personal advice.

This product is not available to consumers who do not obtain personal advice from a financial adviser.



## REVIEWING THE TMD

The target market determination will be reviewed as outlined below:

<p><b>Periodic reviews – First review of the TMD</b></p>	<p>Subject to intervening review triggers, no more than 3 years.</p>
<p><b>Periodic reviews – Subsequent reviews of the TMD</b></p>	<p>Subject to intervening review triggers, no more than 3 years.</p>
<p><b>Review triggers or events</b></p>	<p><b>Review Trigger 1:</b> The commencement of a significant change in law that materially affects the product design and/or distribution of the product or class of products that includes this product.</p> <p>Note: The above triggers a mandatory review. The product issuer may choose to undertake a review even if the above review trigger is not met.</p> <p><b>Review Trigger 2:</b> Product performance is materially inconsistent with the product issuer’s expectations of the appropriateness of the product to consumers having regard to:</p> <ol style="list-style-type: none"> <li>Product claims ratio</li> <li>The number or rate of paid, denied and withdrawn claims</li> <li>The number of policies sold</li> <li>Policy lapse or cancellation rates</li> <li>Percentage of applications not accepted</li> </ol> <p><b>Review Trigger 3:</b> The use of Product Intervention Powers in relation to the distribution or design of this product where the product issuer considers this reasonably suggests that this TMD is no longer appropriate.</p> <p><b>Review Trigger 4:</b> Significant or unexpectedly high number of complaints* regarding product design, product availability, claims, and distribution condition that would reasonably suggest that the TMD is no longer appropriate.</p> <p>* For Definition of complaint, please refer to section 994A(1) of the Corporations Act 2001 (Cth).</p> <p><b>Review Trigger 5:</b> The product issuer determines that a significant dealing in the product outside the target market (except for an excluded dealing) has occurred.</p>
<p><b>Information needed for review triggers or events</b></p>	<p><b>Issuer:</b></p> <p><b>Review Trigger 1:</b> Relevant regulation, legislation and/or ASIC instruments relating to the change in law.</p> <p><b>Review Trigger 2:</b> During the review period, the expected and actual number of:</p> <ol style="list-style-type: none"> <li>Product claims ratio</li> <li>The number or rate of paid, denied and withdrawn claims</li> <li>The number of policies sold</li> <li>Policy lapse or cancellation rates</li> <li>Percentage of applications not accepted</li> </ol> <p><b>Review Trigger 3:</b> Relevant Product Intervention order</p> <p><b>Distributor:</b></p> <p><b>Review Trigger 4:</b> Complaints and the nature of the complaints regarding product design, claims, and distribution condition.</p> <p><b>Review Trigger 5:</b> A significant dealing in the product which the regulated person becomes aware is not consistent with the TMD.</p>

## 6

**REPORTING PERIODS**

<b>Complaints about product</b>	Reporting period for complaints: half-yearly (within 10 business days of the end of the half-year period).
<b>Significant dealings</b>	Reporting period for a significant dealing in the product which the regulated person becomes aware is not consistent with the TMD: within 10 business days of becoming aware of the dealing.

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