

# TARGET MARKET DETERMINATION

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**web** [lfi.com.au/target-market-determinations](http://lfi.com.au/target-market-determinations)



## PRODUCT – LOAN PROTECTION INSURANCE (LPI)

<b>Issuer</b>	LFI Group Pty Ltd ABN 31 138 903 581 Australian Financial Services Licence 413613									
<b>Start</b>	5 October 2021									
<b>Target Market</b>	<p><b>Objectives and needs</b></p> <p>This product is suitable for customers with a loan who wish to manage the risk of losing access to income that they would normally rely on to meet loan repayments due to illness, injury or job loss.</p> <p>This product is not suitable for customers who expect to work on average less than 20 hours per week.</p> <p>The product can provide benefits in situations that may not affect all customers (situational benefits). We underwrite the product so that customers only pay for situational benefits that are relevant to them.</p> <table border="1"> <thead> <tr> <th><b>Situational benefit:</b></th> <th><b>Relevant to:</b></th> </tr> </thead> <tbody> <tr> <td>Life Changing Illness Cover, which provides a benefit if the insured is diagnosed with an illness specified in our PDS as a Life Changing Illness.</td> <td>Customers over the age of 30.</td> </tr> <tr> <td>Carer Cover, which covers the risk of losing access to income as a result of taking time off work as a carer for a family member.</td> <td>Customers with either or both:                             <ul style="list-style-type: none"> <li>• a spouse, or</li> <li>• dependent children who meet our criteria</li> </ul> </td> </tr> <tr> <td>Hardship handback cover, under which we will fully repay a vehicle loan in circumstances set out in our Product Disclosure Statement.</td> <td>Customers whose loan was predominantly for the purchase of a vehicle.</td> </tr> </tbody> </table> <p><b>Customers</b></p> <p>Up to two individuals who are Australian citizens or permanent residents living in Australia who meet our eligibility criteria.</p>		<b>Situational benefit:</b>	<b>Relevant to:</b>	Life Changing Illness Cover, which provides a benefit if the insured is diagnosed with an illness specified in our PDS as a Life Changing Illness.	Customers over the age of 30.	Carer Cover, which covers the risk of losing access to income as a result of taking time off work as a carer for a family member.	Customers with either or both: <ul style="list-style-type: none"> <li>• a spouse, or</li> <li>• dependent children who meet our criteria</li> </ul>	Hardship handback cover, under which we will fully repay a vehicle loan in circumstances set out in our Product Disclosure Statement.	Customers whose loan was predominantly for the purchase of a vehicle.
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<b>Distribution Conditions</b>	<p>This product may only be distributed via:</p> <ul style="list-style-type: none"> <li>• Direct sales by us</li> <li>• Authorised representatives</li> </ul>									

<b>Review Triggers</b>	<p>We will review this TMD if any of the following circumstances arise, where they reasonably indicate that the TMD is not appropriate:</p> <ul style="list-style-type: none"> <li>• A material change to the product, the terms or its distribution</li> <li>• A change in law, regulation, code or regulatory guidance that materially affects the product</li> <li>• A significant increase in the frequency or gravity of complaints or incidents involving the product</li> <li>• A significant number of customers outside the target market acquire the product</li> <li>• Any other fact or matter arises that reasonably indicates that the TMD may no longer be appropriate</li> </ul>						
<b>Review Period</b>	At least every 24 months from the start date.						
<b>Distribution Information Reporting Requirements</b>	<p>Each authorised representative must provide the following information in relation to the product that they have distributed:</p> <table border="1" data-bbox="454 734 1385 1144"> <thead> <tr> <th data-bbox="454 734 920 790">Information</th> <th data-bbox="920 734 1385 790">Reporting Period</th> </tr> </thead> <tbody> <tr> <td data-bbox="454 790 920 987">Complaints received about the product, the number of complaints, the identities of the customers and a summary of each complaint.</td> <td data-bbox="920 790 1385 987">Six months, on a calendar month basis, within 10 business days of the end of each period.</td> </tr> <tr> <td data-bbox="454 987 920 1144">A significant dealing of the product outside the target market.</td> <td data-bbox="920 987 1385 1144">Within 10 business days of becoming aware that the application was outside the target market.</td> </tr> </tbody> </table> <p>A dealing is significant if it involves more than 5% of applications for the product arranged by an authorised representative in a 6 month period.</p> <p>We do not require a complaint report where no complaints about the product have been received during the Reporting Period.</p>	Information	Reporting Period	Complaints received about the product, the number of complaints, the identities of the customers and a summary of each complaint.	Six months, on a calendar month basis, within 10 business days of the end of each period.	A significant dealing of the product outside the target market.	Within 10 business days of becoming aware that the application was outside the target market.
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## **LOAN PROTECTION INSURANCE**

This document has been prepared by LFI Group Pty Ltd ABN 31 138 903 581 Australian Financial Services Licence 413613. This target market determination is made under section 994B of the Corporations Act 2001 (Cth). Its purpose is to describe the class of customers our products have been designed for, how we permit our products to be distributed and how we ensure that our target markets remain relevant to our products. This document is not a recommendation, does not offer any advice and does not form part of our terms and conditions. Please review the Product Disclosure Statement before taking up any product offered by LFI Group Pty Ltd.