

TARGET MARKET DETERMINATION

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PRODUCT – VEHICLE EQUITY INSURANCE (VEI)

Issuer	LFI Group Pty Ltd ABN 31 138 903 581 Australian Financial Services Licence 413613
Start	5 October 2021
Target Market	<p>Objectives and needs</p> <p>This product is suitable for customers with a motor loan who are at risk of their comprehensive insurance being insufficient to cover their motor loan if the vehicle is damaged beyond repair or stolen and not recovered.</p> <p>This product is not suitable for customers:</p> <ul style="list-style-type: none">• with agreed-value comprehensive insurance sufficient to cover their motor loan;• customers financing a vehicle with a carrying capacity exceeding 4.5 tonnes;• financing a vehicle for the purpose of carrying passengers for hire or reward, rental to members of the public, or to be used only for making deliveries <p>Customers</p> <p>An Australian citizen or permanent resident living in Australia or an Australian registered company or trust that meets our eligibility requirements.</p>
Distribution Conditions	<p>This product may only be distributed via:</p> <ul style="list-style-type: none">• Direct telephone sales by us• Authorised representatives
Review Triggers	<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">• A material change to the product, the terms or its distribution• A change in law, regulation, code or regulatory guidance that materially affects the product• A significant increase in the frequency or gravity of complaints or incidents involving the product• A we experience material increases in the cancellation rate• A significant number of customers outside the target market acquire the product• Any other fact or matter arises that reasonably indicates that the TMD may no longer be appropriate
Review Period	At least every 24 months from the start date.

Distribution Information Reporting Requirements	Each authorised representative must provide the following information in relation to the product that they have distributed:	
	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 of that the application was outside the target market.
<p>A dealing is significant if it involves more than 5% of applications for this 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>		

VEHICLE EQUITY 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.