

1. WHAT IS A TARGET MARKET DETERMINATION (TMD)?

This TMD provides our customers with information about:

- the customers for whom this product is appropriate (being the target market);
- the customers for whom this product is NOT appropriate;
- any distribution conditions and/or restrictions attaching to the product;
- the reporting obligations of the distributors; and
- the review period(s) and events which may trigger a review.

This TMD is not intended to provide any financial product advice to customers on the cover provided. Also, we do not consider any customer's personal needs, objectives or financial situation in providing any information in this TMD. Terms used in this TMD that are defined for the purpose of Chapter 7 of the Corporations Act, have the same meaning as under the Act.

Please note that it is the Policy Disclosure Statement (PDS) and Policy Wording that sets out the standard terms and conditions of the cover. This TMD does not form part of the terms of the cover. A customer must always refer to the PDS, Policy Wording and any Supplementary Product Disclosure Statement (available from us upon request) before making a decision about the product, to ensure the product is suitable for their needs.

Our policy and approach to Product Development and Distribution is available on the website: www.memorialinsuranceaustralia.com.au.

2. PRODUCT INFORMATION AND TARGET CLIENT OVERVIEW

Insurance Cover Name	Memorial Insurance
Summary of Cover Provided	Provides cover for damage / loss of memorial
Product Disclosure Statement (PDS)	Memorial Insurance
Commencement Date	3 rd September 2021
Insurer Name	Berkley Insurance Company Australian Financial Services License (AFSL) 463129 ("BIA")
Insurer ABN	ABN 53 126 559 706
Insurer AFS Licence No.	Australian Financial Services License (AFSL) 463129
Product Distributor("We", "Us", "Our")	G.T.M Admin Services Pty Limited ABN 92 090 787 036 trading as Memorial Insurance Australia ("MIA"). MIA is an Authorised Representative (Authorised Representative Number 1000239) of United Insurance Group ABN 31 131 564 522, AFSL 327121. ("UIG").
Distribution Method	This product can only be purchased via the website: www.memorialinsuranceaustralia.com.au .

Target Market Determination

3. SUITABILITY / APPROPRIATENESS TABLE

The Table below provides detailed guidance on the key eligibility requirements, client profile, risk coverage etc. that can be used to assess if the product is likely to meet your circumstances.

Key Eligibility Criteria	This Product is Appropriate For:	This Product is not appropriate for
Item to be insured and coverage required.	Broad coverage of Memorials, Headstones, Monuments that were built/erected in the last 5 years and that are well maintained and in a good state of repair. Replacement cost of the Memorial, Headstone or Monument is less than \$100,000.	Items other than Memorials, Headstones, Monuments. Memorials, Headstones, Monuments that were built / erected prior to the last 5 years and that have pre existing damage, have been poorly maintained or are not in a good state of repair. Replacement cost of the Memorial, Headstone or Monument is more than \$100,000.
How you use the item to be insured.	No eligibility requirements	No eligibility requirements
The condition, characteristics and particulars of item to be insured.	Memorials, Headstones, Monuments that are well maintained and in a good state of repair.	Memorials, Headstones, Monuments that have pre existing damage, have been poorly maintained or are not in a good state of repair.

This Target Market Determination (TMD) applies to the product from the date above and will continue to apply until this TMD is withdrawn. This TMD applies to the Insurance Cover described above. We act under a binding authority as agent for the insurer of this product.

4. WHAT DISTRIBUTION RESTRICTIONS AND CONDITIONS APPLY?

The product is only able to be applied for on line directly by the insured and We only accept payment via Credit Card.

Our staff have been adequately trained in the product, the customer(s) it is intended for and the underwriting criteria applicable to the product.

The TMD is currently not subject to any ASIC action that might suggest that the TMD is no longer appropriate.

Distribution Conditions

This product can only be sold via an offer of cover and acceptance of cover via the website. This product can be sold to customers within the target market without the customer being provided with any financial product advice or, general or personal advice.

5. INFORMATION REQUIRED BY BIA.

We are required to provide BIA with information in relation to the product covered by this TMD in the circumstances as set out below. This is information BIA need to identify, or the product distributor needs to provide to enable BIA to assess if the TMD is no longer appropriate for this product.

Reportable Matter	When
The cover is issued to a customer that was ineligible for cover in accordance with the Application Process	As soon as practicable after We become aware of the matter, and within 10 business days
<p>Complaints information</p> <ul style="list-style-type: none"> ➤ The number of complaints We have received about this product in the reporting period. ➤ A short summary of the nature of the complaint raised and any steps taken to address the complaints; and ➤ Any general feedback on this product. <p>We will include sufficient details about the complaint that would allow BIA to identify whether the TMD may no longer be appropriate to the class of customers.</p>	<p>Monthly and no later than 10 business days after the agreed complaints reporting date (Complaints Reporting Period).</p> <p>Notification of the complaint within 2 business days after receipt.</p>
There have been any significant dealings by Us that are inconsistent with the TMD.	As soon as practicable after We become aware of the matter, and within 10 business days.
Communication from a regulator in relation to the product or TMD.	Same day

SIGNIFICANT DEALINGS

If an actual or possible significant dealing outside of the target market is identified, BIA require information such as the date (or date range) the dealing occurred, details about the dealing(s) and any steps or actions taken to mitigate.

We will have regard to current ASIC guidelines when determining what may constitute a significant dealing. We will notify BIA of any significant dealing in the Product that is not consistent with the TMD as soon as practicable (within 10 business days).

This includes but is not limited to a consideration of the nature and degree of harm resulting from the issue of this Product to a Retail customer.

6. WHEN WILL WE REVIEW THIS DOCUMENT?

The initial review of this TMD will occur no later than 12 months from the date this TMD is first published, or within 10 business days if an event or circumstance (Review Trigger) occurs which would reasonably suggest that the TMD is no longer appropriate.

This TMD will then be reviewed at least every 24 months after the end of the previous review or agreed otherwise between ourselves and BIA.

7. OTHER CIRCUMSTANCES WHICH MIGHT REQUIRE US TO REVIEW THIS DOCUMENT?

Outside of the identified review period this TMD may be reviewed more regularly if an event or circumstance is identified that may reasonably suggest that the product is no longer suitable to the target class of customers and would trigger a review. These would include, but are not limited to, us becoming aware of:

- an event or circumstance that would materially impact on or change a factor taken into account when making the TMD that would suggest to Us that the TMD is no longer appropriate, such as a change in underwriting requirements;
- the product has materially not been distributed and purchased in a way that is significantly inconsistent with this TMD;
- a material change to the product including Product Disclosure Statement, Policy Wording information or assumptions upon which the TMD was formulated like the Application Process, pricing requirements, underwriting guidelines;
- feedback, such as significant or systemic complaints or claims issues, received from insurance brokers, distributors or customers who purchased the product, which are of a nature that suggest to us that the TMD is no longer appropriate;
- change of relevant law, regulatory guidance, industry code or feedback from regulators such as ASIC, APRA or other interested parties which has a material effect on the terms or distribution of the product.