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| Product: | Qantas Travel Insurance – International Comprehensive Plan |
| Product Disclosure Statement: | Qantas Travel Insurance – International Comprehensive Plan PDS, prepared 1 June 2023 |
| TMD Commencement Date: | 19 July 2023 |
| Issuer: | AIG Australia Limited ABN 93 004 727 753 AFSL No 381686 (AIG) |

This Target Market Determination (TMD) is designed to provide information about the Qantas Travel Insurance – International Comprehensive Plan (the Product) and who it's designed for. The Product is issued by AIG Australia Limited (AIG) ABN 93 004 727 753 AFSL No 381686 (also referred to as "we/our/us" in this document).

The purpose of the document is to explain:

- the class of customers that comprise the target market for this Product, taking into consideration their likely needs, objectives and financial situation,
- any conditions and restrictions placed on the distribution of the Product,
- the events and circumstances that would reasonably suggest that the TMD is no longer appropriate,
- the review periods for the TMD, and
- the reporting obligations for AIG and Qantas as the distributor of the Product in respect to the TMD.

The TMD is not a Product Disclosure Statement (PDS) and should not be used as a summary of Product benefits, terms or conditions.

This TMD does not provide any financial product advice and does not take into consideration the needs, objectives and financial situation of individual customers. Customers should review the PDS for full details on benefits, terms, conditions and exclusions before deciding to purchase this Product.

This TMD is available, upon request, free of charge.

Terms used in this TMD, which are defined in the *Corporations Act 2001*, have the same meaning as under that legislation.

Application of this TMD

This TMD applies to individuals, resident in Australia who acquire the Product as a retail client, that is, as individuals.

1. Target Market

This Product offers international travel insurance to retail customers looking for protection in the event of overseas medical and hospital expenses, unrecoverable cancellation fees and lost deposits on prepaid travel tickets and bookings, and cover for luggage items within the specified limits within the policy.

The target market for this Product is retail customers:

- who are Australian residents and meet the key eligibility criteria of the Product, and
- where the key Product attributes meet their likely needs, objectives and financial situation.



Cover is available at the election of those within the target market through the methods outlined under Section 2 Distribution Conditions. This Product is issued as and when the required premium is paid.

The eligibility criteria and the customer needs, objectives and financial situation which apply are set out below.

This Product is likely to be consistent with the needs, objectives and financial situation of the customers in the target market in that the Product provides cover to those customers who meet key eligibility criteria and require cover for the types of loss or damage that customers in the target market are seeking to insure against.

Please refer to the PDS for full details of Product coverage including benefits.

Eligibility Criteria and Needs and Objectives

| |  This Product is suitable for customers who: |  This Product is NOT suitable for customers who: |
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| Customer Eligibility | <ul style="list-style-type: none"> – reside in Australia with unrestricted right of entry into Australia and are currently enrolled in Medicare; – are travelling to an overseas destination; – are taking a single trip, either a one-way, a return or multi-city trip, and the trip does not exceed 12 months in duration for a return or multi-city trip, or 14 days in the case of a one-way trip; – require cover for international leisure travel activities. | <ul style="list-style-type: none"> – do not reside in Australia, and/or have restrictions applying to them to enter Australia and/or are not currently enrolled in Medicare, – are seeking cover for pre-existing medical conditions not automatically covered or otherwise agreed by AIG, or – require cover for travel to excluded overseas destinations, for instance: <ul style="list-style-type: none"> i. Destinations where the Department of Foreign Affairs & Trade (DFAT) has issued a “Level 4 – Do Not Travel” advisory, ii. Destinations that are under sanctions, such as: Cuba, Iran, Syria, North Korea or the Crimea region. Sanctions may apply to other countries as well. |
| Customer Needs, Objectives and Financial Situation | <ul style="list-style-type: none"> – have a need for travel insurance to cover travel related risks for overseas medical expenses & hospital cover (including COVID-19), and cover for luggage, cancellation and lost deposits within the policy limits, – have the ability to pay premiums in accordance with the policy benefits, excess, fees and charges considering their financial circumstances and any vulnerabilities they may experience, and – are less than 26 weeks pregnant while travelling, and only require cover for unexpected, serious pregnancy complications. | <ul style="list-style-type: none"> – need to cancel their travel plans due to a change of mind and/or due to employment/business related reasons, – require cover for sporting competitions (above primary and secondary school level), or combative or extreme sports, – require cover for costs relating to pregnancy from 26 weeks onwards, pre-natal care and childbirth, – need cover for the performance of manual labour, or – seek to cover medical expenses and hospital costs (including for Covid-19) which are incurred or arise within Australia. Such coverage is expressly excluded under the law. |

Key Product Attributes

| Attribute | Description |
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| What's covered | <ul style="list-style-type: none"> – Loss of prepaid travel deposits, Qantas Points, travel agent's fees, – Additional accommodation and meal expenses, additional transportation expenses, expenses to resume your trip; – Overseas medical expenses; – There is a daily cash benefit where you are confined in hospital as an in-patient for over 24 hours; – Overseas dental expenses for teeth injured in an accident, or for relief from dental pain; – Existing medical conditions that meet the criteria for automatic cover; – Emergency medical evacuation; – Loss/theft/damage to your luggage/personal effects; – Some COVID-19 cover such as: <ul style="list-style-type: none"> i. If you need to cancel your trip due to you being sick with COVID-19, ii. If you need to claim for overseas medical expenses due to you being sick with COVID-19 during your trip. |
| Optional covers (for additional premium) | <p>The list below indicates optional covers that can be added by the customer on www.qantasinsurance.com or by calling the Qantas Insurance contact centre:</p> <ul style="list-style-type: none"> – Optional cover for specified medical conditions that we have accepted for cover <ul style="list-style-type: none"> ○ The Product automatically covers a list of over 40 existing medical condition/s at no additional cost, provided you meet the criteria for automatic coverage. ○ If your existing medical condition is not automatically covered, you can apply for cover by completing a medical screening on www.qantasinsurance.com. The customer will need to answer basic questions about their health and medical conditions. AIG uses this information to determine whether we can provide cover and if there is an additional premium payable. ○ As this is optional cover, the customer is not required to purchase this cover. If the customer chooses not to include this cover, they will still be covered for unrelated medical events under the applicable policy sections, but AIG will not cover any claims related to their existing medical conditions. – Optional cover for snow sports activities, such as overseas medical expenses if you are injured doing snow sports, cover for theft/loss/damage of your snow sports equipment |
| Key exclusions | <ul style="list-style-type: none"> – Travel itineraries that occur entirely within Australia, – Travel to overseas destinations that are on the excluded destinations list: <ul style="list-style-type: none"> i. Destinations where the Department of Foreign Affairs & Trade (DFAT) has issued a "Level 4 – Do Not Travel" advisory ii. Destinations that are under sanctions, such as: Cuba, Iran, Syria, North Korea or the Crimea region. – Any claim arising from an epidemic or pandemic or any disease or event declared by authorities or World Health Organisation unless specified in the PDS, – Any preventive or pre-emptive action taken to prevent the spread of an epidemic or pandemic, – Any claim arising from travel restrictions due to government orders, advisories, regulations, directives or border closures, – Additional expenses or fees arising from errors or omissions made by the insured person (or on the insured person/s' behalf) in the process of booking a trip, – Specified medical conditions that you have not applied to cover or that we have not accepted to cover. – Luggage left unattended, – Loss arising after the completion of the trip, – Costs relating to pregnancy, if you are more than 26 weeks pregnant at the start of or during your trip (including pre-natal care and childbirth), – Extreme or combative sports and competition sports, racing (other than on foot), however there is limited cover for scuba diving, motorcycling, and trekking above 3,000 metres (please refer to PDS for more information). |

These are the key attributes. Please refer to the PDS for full details of product coverage including benefits. The benefits are subject to specified sums insured, policy limits and the terms and conditions of the policy.

2. Distribution conditions

Qantas Airways Limited (Qantas) has been appointed as an Authorised Representative of AIG (AR 261363) and may distribute the Product and may only provide general advice on behalf of AIG.

The Product is distributed by Qantas and AIG through the distribution channels indicated below:

- i. Qantas' main website, when the customer purchases the travel insurance at the same time as their flight,
- ii. Qantas Insurance website on www.qantasinsurance.com,
- iii. Qantas Insurance contact centre using scripting that has been reviewed and approved by AIG,
- iv. Affiliates and aggregators approved by AIG, or
- v. Through an application system that has been reviewed, approved and monitored by AIG.

Distribution conditions for any relevant person other than Qantas as distributor (including aggregators as applicable) shall reflect the reporting obligations in Section 4 of this TMD.

The process to obtain a quote for and purchase the Product includes specific questions, disclosures and scripting via the distribution channels listed above, to reduce the likelihood of the product being sold to a customer who falls outside of the target market.

The Sub-Authorised Representatives of Qantas who sell the Product by telephone need to be approved by AIG before they can sell the Product. They also receive appropriate training in relation to the target market and their compliance with these conditions are routinely monitored. All customers will be informed of whether or not they are eligible to purchase our product as part of the application process.

3. Review period and triggers

AIG will review this TMD within a maximum period of 12 months following the TMD's commencement date to ensure that it remains appropriate. AIG will review the TMD within maximum periods of two years following the first 12-month maximum review period.

AIG will also review this TMD if there are events or circumstances that reasonably suggest that the TMD is no longer appropriate.

The triggers for this review may arise from:

- a material change to the cover provided by the Product,
- the discovery of a relevant and material deficiency in the Product's disclosure documentation,
- a change in AIG's risk acceptance criteria or underwriting guidelines that may impact the suitability of the Product for the target market,
- a material change to the distribution of the Product,
- complaints or other feedback indicative of the Product no longer being suitable for the target market,
- claims denials or other issues indicative of the Product no longer being suitable for the target market,
- material decreases in sales and Product performance metrics including but not limited to Product acceptance rates, cancellation rates, Product value and affordability, benefits to customers, and the like,
- Government-imposed or other significant restrictions on overseas travel,
- a material change to the legislation,
- issues arising from compliance monitoring, breaches or internal audit findings, or
- concerns raised by a regulator, the Code Governance Committee or the Australian Financial Complaints Authority.

4. Reporting obligations

Qantas is required to report information to AIG on the following basis to allow AIG to identify promptly whether there is a review trigger for the TMD, or another event or circumstance that would reasonably suggest the TMD is no longer appropriate, has occurred.

| Event or circumstance | Reporting period |
|---|---|
| The target market changes such that the Product no longer meets the target market's needs. | As soon as practicable after becoming aware of the matter and within 10 business days. |
| Any significant dealings arising from the sale of the Product in breach of the distribution conditions, outside the target market not consistent with this TMD or results in a potential loss for a customer. | As soon as practicable after becoming aware of the matter and within 10 business days. |
| The number and detail of complaints received about the Product. | <ul style="list-style-type: none"> – Referral of Product related complaints within one business day. – Periodic reporting within 10 business days after the end of each calendar quarter (31 March, 30 June, 30 September and 31 December). |
| Any actual or likely compliance breach relating to sale of the Product or to distribution requirements. | As soon as practicable after becoming aware of the matter and within 10 business days. |