

The document code for this product is BF6/TMD/STE/INT/0923

This Target Market Determination (TMD) is effective from 1 September 2023, and relates to the Stella Travel Insurance Product Disclosure Statement (BF6/INT/092023).

About this document

This TMD is made by battleface Insurance Services on behalf of Pacific International Insurance. It is designed to help customers and distributors understand:

- the target market for Stella Travel Insurance;
- any distribution conditions and restrictions on distribution for this product;
- reporting obligations of our distributors; and
- the review period and events or circumstances that may trigger a review.

This TMD is not a product disclosure statement and is not a complete summary of the product features. It is not intended to constitute financial product advice. A customer should read the full terms and conditions for the product available at www.stellainsurance.com.au and consider whether it meets their own needs, objectives, and financial situation before proceeding to purchase the product.

1 Who is the issuer and distributor?

- 1.1 Pacific International Insurance Pty Ltd ABN 83 169 311 193, AFSL No 523921 **(the insurer)**.
- 1.2 Stella Underwriting Pty Ltd, (ABN 72 633 811 319, ARN 001282046) ('Stella') distributes Travel Insurance as an authorised representative of battleface Insurance Services Pty Ltd (ABN 28 650 606 045, AFSL 536280) ('battleface'). battleface is authorised via a binding authority with the insurer to issue, vary, renew, or cancel your insurance on their behalf and handle and settle any claims you make.

2 What is Stella Travel Insurance and its key features?

- 2.1 Stella Travel Insurance includes a range of features and benefits that may provide cover for financial loss related to your overseas travel. See section 3 for an outline of key features and benefits.

3 Who is Stella Travel Insurance suitable for?

- 3.1 This product has been designed for Australian residents up to the age of 99 who have an overseas trip and want to be covered against financial loss caused by certain unforeseen incidents involving leisure travel.

Customers in the target market will be able to:

- Afford to purchase this insurance;
- In the event of an accepted claim, cover any costs above the applicable policy limits and sublimits; and
- Fund any costs that are required to be paid upfront, before seeking reimbursement under the policy for eligible benefits.



indicates the plan is designed for a customer with the specified objectives or needs.

Stella Travel Insurance	Customers' objectives and needs
✓	<ul style="list-style-type: none"> • Seek protection from financial loss as the result of specific defined unforeseen events, that may be incurred prior to or whilst travelling. For example, this plan can protect a customer against financial loss for: <ul style="list-style-type: none"> o overseas medical expenses incurred because of unexpected injury or illness o defined trip cancellation and interruption events, before and while they travel o additional costs following a domestic violence incident o accidental loss, theft or damage to luggage and personal effects, including costs for temporary hire of necessary baby safety and carriage equipment o pregnancy related complications (subject to a travel medical clearance after 19 weeks gestation if pregnancy involves multiple children, or, 24 weeks if pregnant with a single child) o child minding costs if you are hospitalised or confined on your trip
✓	<ul style="list-style-type: none"> • May want access to assistance during their trip for guidance, support (even when losses may not be covered by the policy) and general policy and coverage information, as they would not likely have specialist resources readily available to them
✓	<ul style="list-style-type: none"> • May want to lower the excess applied if a claim is paid to minimise out of pocket expenses for a covered event • May want to increase the excess to reduce the cost of the policy
✓	<ul style="list-style-type: none"> • May want to include rental vehicle excess cover to cover rental vehicle insurance excesses
✓	<ul style="list-style-type: none"> • May want to tailor cover to be more suited to their insurance needs for their planned travels by: <ul style="list-style-type: none"> o increasing the cancellation limit so trips of higher value can be covered; o adding cover for loss arising from participation in snow sports, motorcycle / moped activities, or multi-night cruises

Refer to the Product Disclosure Statements for details of specific benefits, conditions, and exclusions.

4 Who is Stella Travel Insurance not designed for?



4.1 The product is not designed for customers who:

- Only want to be covered for travel within Australia; or
- Are Australian expatriates based overseas; or
- Have already departed from Australia; or
- Want cover for a trip longer than 12 months duration; or
- Want cover for multiple trips under a single policy; or
- Want cover for loss arising from excluded activities; or
- Want cover for travel to a destination subject to a “Do Not Travel” warning issued by the Australian Government’s Department of Foreign Affairs and Trade; or
- Require cover that would cause us to be in breach of any restriction under United Nations resolutions or any sanctions, laws or regulations of Australia, the European Union, the United Kingdom, or the United States; or
- Want cover for excluded losses relating to an epidemic or pandemic or associated travel restrictions; or
- May want cover for an existing medical condition(s) that does not meet the criteria for automatic cover; or
- Are travelling against medical advice; or
- Are travelling for the sole purpose of medical treatment; or
- Who are travelling without a medical clearance and will be at, or greater than, 19 weeks gestation if pregnancy involves multiple children, or, 24 weeks if pregnant with a single child; or
- Do not wish to pay an additional premium for this cover to apply to multi-night Cruising; or
- Do not wish to pay an additional premium for this cover to apply to snowsport activities; or
- Do not wish to pay an additional premium for this cover to apply to Motorcycle and Moped use; or
- May be travelling with valuable baggage items

5 Why is the product consistent with the objectives, financial situation and needs of the target market?

The product is likely to be consistent with the objectives, financial situation and needs of the target market as it has been designed to reflect the inclusions and limitations contained within this document. As this product is designed to cover a single trip, the time between purchasing the product and relying on the coverage provided is likely to be low. This reduces the likelihood of the product being inconsistent with the objectives, financial situation and needs of the target market. Stella has taken reasonable steps to understand the key product attributes and align distribution to customers in the target market.

6 How is the product distributed?

6.1 The product can be purchased:

- (1) Online via a quote portal approved by battleface;
- (2) Direct contact between the customer and Stella.

6.2 battleface has procedures to ensure customers are in the target market. These include who battleface choose to partner with, how the products are displayed and sold, and how questions and information gathered within the sales process determine product availability and suitability.

The Stella website also provides information about product features, including its cost.

7 When will battleface review this Target Market Determination?

Initial review	12 months from the date of this document
Periodic reviews	Every 12 months following the last review
<p>Review triggers or events which might suggest this TMD is no longer appropriate</p> <p>The issuer will review this TMD if a review trigger or event occurs.</p>	<ul style="list-style-type: none"> • Significant restriction or relaxation of the product design • Systemic complaints received from customers in relation to the product. • Significant number of complaints regarding product design, product availability, claims experience or distribution conditions. • Significant amount of feedback from customers that the product is not suitable for them. • Information provided by regulators (e.g. ASIC or ACCC) that indicate this Target Market Determination may no longer be appropriate. • A Significant Dealing has occurred.

8 How will battleface monitor distribution under this Target Market Determination?

8.1 battleface will collect the following information to monitor distribution of battleface Travel Insurance and to help determine whether a review trigger or event has occurred.

Type of information	Reporting period to the issuer
Change in product terms, regulation, legislation, or regulatory policy	As soon as details of the change are made available
<p>Expected and actual:</p> <ul style="list-style-type: none"> • claims ratios; • number, nature & magnitude of paid and denied claims; • number of policies issued and penetration rates; and • policy cancellation rates. 	On a monthly basis unless required earlier
Complaints	On a monthly basis unless required earlier
Significant Dealing	As soon as practicable and within 10 business days after becoming aware