

# Target Market Determination (TMD)

## Business Disability Insurance

### *Lifetrack and Risk Protection Plan*

Lifetrack and Risk Protection Plan (RPP) are separate product suites, consisting of different product types. This TMD relates to the business disability insurance covers listed below.

<b>Product</b>	This TMD applies to the following business disability insurance products under the Lifetrack and Risk Protection Plan (RPP) product suites: <ul style="list-style-type: none"> <li>• Lifetrack Business Cover</li> <li>• Lifetrack Business Survival Cover</li> <li>• RPP Business Expenses Cover</li> <li>• RPP Business Protection Cover</li> </ul>																														
<b>Issuer</b>	Resolution Life Australasia Limited ABN 84 079 300 379 (Resolution Life) is the issuer of this TMD																														
<b>Effective date</b>	1 May 2024																														
<b>Version number</b>	1																														
<b>Document</b>	Please refer to the applicable Lifetrack and Risk Protection Plan Policy Document and product card for more information about the product before deciding whether to buy this product or continue to hold this product.																														
<b>Product description, purpose, and key attributes</b>	<p>Lifetrack and RPP business disability insurance provides an ongoing monthly benefit for a business while the insured person is unable to work because of injury or sickness.</p> <p>There are two forms of business disability insurance: business expenses insurance and key person insurance.</p> <p><b>Business expenses insurance</b> is intended to help the business continue while the person insured is disabled by providing a short-term ongoing payment to cover eligible business expenses. Eligible expenses include overheads such as rent and electricity and the cost of employing a replacement (over and above the income they generate).</p> <p><b>Key person insurance</b> provides an agreed monthly payment to the business while the person insured is disabled that can be used for any business purpose, including to replace lost revenue, pay salaries, meet ongoing financial obligations, or cover the cost of finding replacement staff.</p> <p>A benefit will not be paid if the insured person's injury or sickness was caused by the insured person or the consumer on purpose, an intentional criminal act, uncomplicated pregnancy, miscarriage, or childbirth. Other exclusions or limitations may apply, depending on the insured person's individual circumstances.</p> <table border="1"> <thead> <tr> <th>Product Version</th> <th>Business expenses insurance</th> <th>Key person insurance</th> </tr> </thead> <tbody> <tr> <td>- Lifetrack Business Cover</td> <td>✓</td> <td>-</td> </tr> <tr> <td>- RPP Business Expenses Protection</td> <td></td> <td></td> </tr> <tr> <td>- Lifetrack Business Survival Cover</td> <td>-</td> <td>✓</td> </tr> <tr> <td>- RPP Business Protection</td> <td></td> <td></td> </tr> </tbody> </table> <p><b>Premium type</b></p> <p>The product offers the following premium types, depending on the income insurance version selected:</p> <ul style="list-style-type: none"> <li>• <b>Stepped premium:</b> Stepped premiums change each year on the plan extension date according to the age of the insured person. Generally, premiums increase as the insured person gets older.</li> <li>• <b>Level premium:</b> Level premiums don't increase each year due to the insured person getting older. Premiums will only change because of inflation, alterations to the insurance cover, or a general review of the premium rates and rating factors.</li> </ul> <p>Please note that premiums are not guaranteed and can change, regardless of the premium structure selected. If Resolution Life review premium rates, any change in the premium rate will apply to all plans of the same type.</p> <table border="1"> <thead> <tr> <th>Product Version</th> <th>Stepped premium available</th> <th>Level Premium available</th> </tr> </thead> <tbody> <tr> <td>- Lifetrack Business Cover</td> <td>✓</td> <td>-</td> </tr> <tr> <td>- Lifetrack Business Survival Cover</td> <td></td> <td></td> </tr> <tr> <td>- RPP Business Protection</td> <td></td> <td></td> </tr> <tr> <td>- RPP Business Expenses Protection</td> <td>✓</td> <td>✓</td> </tr> </tbody> </table>	Product Version	Business expenses insurance	Key person insurance	- Lifetrack Business Cover	✓	-	- RPP Business Expenses Protection			- Lifetrack Business Survival Cover	-	✓	- RPP Business Protection			Product Version	Stepped premium available	Level Premium available	- Lifetrack Business Cover	✓	-	- Lifetrack Business Survival Cover			- RPP Business Protection			- RPP Business Expenses Protection	✓	✓
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**Product description, purpose, and key attributes (continued)**

**Eligibility criteria**

- The consumer is an existing Resolution Life customer, which is any individual that is a life insured or spouse of a life insured under a policy issued by Resolution Life
- The consumer is a New Zealand citizen. Temporary visa holders applying for permanent residency in New Zealand may be eligible for this product under certain circumstances.
- The life insured meets our underwriting criteria.

The product is generally underwritten, which means full details about the insured person's health, medical history, occupation, income, sports, and pastimes must be provided in the personal statement. The product is not suitable for consumers who do not meet Resolution Life's underwriting criteria or want cover specifically for a pre-existing condition.

Product Version	Entry	Premium and Sum Insured
- Lifetrack Business Cover	Entry is between age 20 and 60.  Cover end age is 65	There is a minimum sum insured of \$800 per month, with a minimum premium of \$360 per year up to age 50 and \$600 per year for age 51 and over.  The minimum premium does not apply for sums insured above \$2,500 per month.  Maximum sum insured of \$25,000 per month, based on 100% of eligible business expenses.
- Lifetrack Business Survival Cover	Entry is between age 20 and 60.  Cover end age is 70	There is a minimum sum insured of \$800 per month, with a minimum premium of \$360 per year up to age 50 and \$600 per year for age 51 and over.  The minimum premium does not apply for sums insured above \$2,500 per month.  Maximum sum insured of \$8,000 per month, based on 150% of the person insured's net income or salary.
- RPP Business Expenses Protection	Entry is between age 20 and 55.  Cover end age is 65	There is no minimum sum insured but there is a minimum premium of \$335 per year plus Policy Fee.  Maximum sum insured of \$20,000 per month, based on 100% of eligible business expenses
- RPP Business Protection	Entry is between age 20 and 60.  Cover end age is 70	There is no minimum sum insured but there is a minimum premium of \$335 per year plus Policy Fee.  Maximum sum insured of \$10,000 per month (additional \$5,000 optional Booster Option available), based on 150% of the person insured's net income or salary.

**Class of consumers**

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This product is designed for a class of consumers who meet the eligibility criteria listed above and have the financial capacity to pay premiums when due, to retain this product for the period it is intended to be held, subject to policy expiry.

Consumers may select one product version over another, depending on their individual circumstances.

Product Version	Summary
- Lifetrack Business Cover - RPP Business Expenses Protection	Provides a regular monthly benefit to the business to help service eligible business expenses if the person insured is unable to work due to an injury or sickness.
- Lifetrack Business Survival Cover - RPP Business Protection	Provides an agreed monthly benefit to the business to help with the financial impact of the loss of an insured key person, who is unable to work due to an injury or sickness.

<b>Class of consumers (continued)</b>	<p><b>Likely objectives, financial situation and needs</b> The product is designed for a class of consumers who have a need for regular financial support for their business if the insured person is unable to work because of an injury or sickness.</p> <p>The objective of consumers in the target market is to reduce their financial burden in the event of the insured person's total disability or partial disability (if applicable).</p> <p><b>Appropriateness of the product for the class of consumers</b> Broadly, the class of consumers in the target market have a need for regular financial support for their business if the insured person is unable to work because of an injury or sickness. Resolution Life has assessed the product and formed a view that because the product pays an ongoing monthly benefit while the insured person is totally disabled or partially disabled (if applicable), it is likely to meet the likely objectives, financial situation and needs of consumers in the target market.</p>
<b>Distribution conditions and restrictions</b>	<p>The product is designed to be distributed by:</p> <ul style="list-style-type: none"> <li>Registered financial advisers and nominated representatives authorised to distribute this product.</li> </ul> <p><b>Distribution conditions and restrictions</b></p> <ul style="list-style-type: none"> <li>The product may only be distributed to existing Resolution Life customers. This is defined as any individual that is an insured person or spouse of an insured person under a life policy insured by Resolution Life (or dependent child of an insured person for Children's covers).</li> <li>The consumer must meet the eligibility criteria for the product.</li> </ul>
<b>Review triggers</b>	<p>The specific events and circumstances (review triggers) that may reasonably suggest that this TMD is no longer appropriate include:</p> <ul style="list-style-type: none"> <li>The commencement of a significant change in the law that materially affects the design and/or distribution of this product.</li> <li>Product performance is materially inconsistent with Resolution Life's expectations having regard to the fair treatment of customers, expected good customer outcomes, sales, policy lapses and cancellation, claims and loss ratios.</li> <li>Significant or unexpectedly high number of complaints regarding product design, product availability, claims, premium affordability, and distribution of this product.</li> </ul>
<b>Review period</b>	<p>Subject to intervening review triggers, this TMD will be reviewed at least every three years from the effective date of the TMD and the date of the last review.</p>

## Contact us

If you would like to know more about how Resolution Life can help you, please visit [resolutionlife.co.nz](http://resolutionlife.co.nz), or contact one of the following:

phone 0800 808 267  
email [askus@resolutionlife.co.nz](mailto:askus@resolutionlife.co.nz)  
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Wellington 6140

### What you need to know

This document is issued by Resolution Life Australasia Limited ABN 84 079 300 379, NZ Company No. 281363, AFSL No. 233671 (Resolution Life) the product issuer. The Target Market Determination sets out the target market for the product, triggers to review the target market and certain other information. It forms part of Resolution Life's design and distribution framework for the product. This document is not a Policy Document and is not intended to be a summary of the product features or terms of the product.

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Resolution Life's privacy policy covers how it handles your personal information and is available at [resolutionlife.co.nz/privacy](http://resolutionlife.co.nz/privacy) or by calling 0800 808 267.