

# ClearView ClearChoice Super Target Market Determination (TMD)



## Risk only Superannuation Product

Issuer: HTFS Nominees Pty Limited  
ABN 78 000 880 553 AFSL 232500

5 October 2021

### 1. About this document

This target market determination (TMD) contains information on the risk-only product that is distributed and marketed as:

1. ClearView ClearChoice Super; and
2. ClearView ClearChoice Super Rollover.

This TMD provides consumers, distributors and staff with an understanding of the class of consumers for which this product has been designed, having regard to the objectives, financial situation and needs of the target market.

This document is not a Product Disclosure Statement, is not to be treated as a full summary of the product's terms and conditions, does not take into account any person's individual financial objectives, situation and needs and is not intended to be considered as financial advice. Consumers must refer to the Product Disclosure Statement (PDS) and any supplementary documents when making a decision about this product.

#### Product Disclosure Statement to which this target market determination applies

This TMD relates to the version of the risk only superannuation product that is distributed and marketed as Clearview ClearChoice Super, referred to in the following Product Disclosure and Policy Document:

- ClearView ClearChoice Product Disclosure Statement and Policy Document dated 25 September 2021

This TMD also relates to the version of the risk only superannuation product that is distributed and marketed as ClearView ClearChoice Super Rollover, referred to in the following Product Disclosure and Policy Document:

- ClearView ClearChoice Super Rollover Product Disclosure Statement dated 25 September 2021

In the ClearChoice Super version of the product, the premiums for the underlying insurance product are funded by contributions made to the superannuation product. In the ClearChoice Super Rollover version of the product, the premiums in relation to the ClearChoice Super version of the product are funded by rollovers from another superannuation fund.

Both versions of the risk-only superannuation product which is issued by HTFS Nominees Pty Limited (Trustee) as trustee of the HUB24 Super Fund are used to gain access to life insurance products issued by ClearView Life Assurance Limited ABN 12 000 021 581 (ClearView) to the Trustee.

This TMD (which relates to the superannuation product) should be read in conjunction with the relevant TMD that has been issued by Clearview for standalone insurance.

Previous target market determination review date:  
N/A

## 2. Class of consumers that constitutes the target market

The target market for the product comprises of persons who:

- want to obtain insurance cover within the superannuation environment including Life cover, TPD cover and Income Protection cover including accident only cover
- want to pay insurance premiums funded by personal contributions, spouse contributions, employer contributions or by rollover from another superannuation fund
- will have sufficient superannuation balance or contributions to meet retirement objectives after premium payments have been made
- can afford sufficient levels of cover to allow for potential taxation consequences at claim
- understand and accept the additional risk of needing to meet a SIS condition of release.

### Excluded class of consumers

ClearView ClearChoice Super is not suitable for a person:

- seeking a superannuation product with investment choice
- who is not comfortable with the additional risk of needing to meet a SIS condition of release
- wishing to nominate a beneficiary that is not a financial dependant under superannuation law or their estate
- intending to own cover through a business

For the insurance target market criteria, a person should refer to the relevant insurance cover TMDs issued by ClearView, which can be found at [www.clearview.com.au/tmd](http://www.clearview.com.au/tmd)

### Product description

The product is a risk-only superannuation interest issued by HTFS Nominees Pty Limited (Trustee) as trustee of the HUB24 Super Fund. It provides eligible persons the ability to obtain insurance cover within a superannuation environment and is funded from superannuation contributions or rollovers.

The ClearView ClearChoice Super version of the product provides for the insurance premiums to be funded by superannuation contributions.

The ClearView ClearChoice Super Rollover version of the product provides for the insurance premiums to be funded by rollovers from other superannuation funds. It provides only one investment option being a cash and short-term securities investment option, that is designed to hold funds to pay for your ClearView ClearChoice life insurance premiums. It is not available for any other purpose.

The underlying policy is a contract of insurance between ClearView and the Trustee and does not govern a person's membership of the Fund. Membership of the Fund is governed by the Fund's Trust Deed and superannuation laws. Any benefits paid under the life insurance policy issued by ClearView to the Trustee will be paid to the Trustee. Premiums paid for the policy are paid by the Trustee after it receives a sufficient contribution from, or a rollover in respect of, a member.

Any entitlements to:

- be paid a benefit received by the Trustee under the policy, and
- pay contributions or rollover amounts to the Trustee for the Trustee to pay premiums to ClearView for the policy; is subject to any restrictions or limitations that may apply under the Fund's trust deed or under superannuation laws.

## Key product attributes

### Fees and costs

The ClearView ClearChoice Super version of the product provides premiums that are dependent on, among other factors, the type of insurance, age, gender, occupation and level of insurance.

The ClearView ClearChoice Super Rollover version of product fees are outlined below.

Type of fee	Amount	How and when paid
<b>Investment fee</b>	Nil	Not applicable
<b>Administration fee</b>	Nil	Not applicable
<b>Buy-sell spread</b>	Nil	The cost is reflected in the daily unit price of the investment option provided by the fund
<b>Switching fee</b>	Nil	Not applicable
<b>Advice fees</b> relating to all members investing in a particular investment option	Nil	Not applicable
<b>Other fees and costs</b>	Nil	Not applicable
<b>Indirect cost ratio*</b>	1.1% p.a	The cost is reflected in the daily unit price of the investment option provided by the fund

\* This amount is the estimated indirect cost ratio (ICR) for the 2021/22 financial year from the date of the PDS, adjusted to reflect a 12-month period. The actual ICR that will apply for the financial year (and in subsequent financial years) will depend on the actual fees, costs and taxes incurred. The ICR is subject to change without notice and includes transactional and operational costs. More information on the ICR is available in the PDS.

### Premium types

The ClearView ClearChoice Super version of the product offers two premium types for consideration:

- **Stepped premium:** Where there is a preference for a lower up-front cost or there is uncertainty as to how long cover will be held. In addition, there is capacity to meet increasing premiums over time due to age.
- **Level premium:** Where cover is to be held for a duration such that Level premiums are expected to result in a lower cost than Stepped premiums. The customer should be comfortable with the higher up-front cost particularly in the event of early policy termination.

### Tax

A person who becomes a member of the Fund may be eligible to receive a range of tax concessions subject to eligibility. Further information and updated eligibility is available from [www.ato.gov.au](http://www.ato.gov.au)

### Insurance

The ClearView ClearChoice Super version of the product offers access to a range of insurance options including:

- Life Cover
- Total & Permanent Disablement (TPD) Cover
- Income Protection (IP) Cover, including a range of waiting periods and benefit payment periods.

The table below sets out the class of consumer for each insurance attribute.

Insurance key attributes	Target market suitability
<b>Life Cover including Terminal Illness Cover</b>	This may be suitable for a person who is looking to obtain insurance cover in the event of death or terminal illness due to sickness or injury.  The Life and Accidental Death Cover TMD should be referred to before making any decision on this insurance cover.

## Insurance key attributes

## Target market suitability

### Accidental Death Cover

This may be suitable for a person who is looking to obtain insurance cover in the event of death as a result of an injury. The Life and Accidental Death Cover TMD should be referred to before making any decision on this insurance cover.

### Total and Permanent Disablement (TPD) Cover

This may be suitable for a person who is looking to obtain insurance cover in the event of total and permanent disability due to sickness or injury.

The TPD and Accidental TPD Cover TMD should be referred to before making any decision on this insurance cover.

### Accidental Total and Permanent Disability Cover

This may be suitable for a person who is looking to obtain insurance cover in the event of total and permanent disability as a result of an injury.

The TPD and Accidental TPD Cover TMD should be referred to before making any decision on this insurance cover.

### Income Protection (IP) Cover

This may be suitable for a person who is looking to obtain insurance cover in the event of disability due to sickness or injury.

The Income Protection and Accidental Income Protection TMD should be referred to before making any decision on this insurance cover.

### Accidental Income Protection Cover

This may be suitable for a person who is looking to obtain insurance cover in the event of disability as the result of an injury.

The Income Protection and Accidental Income Protection TMD should be referred to before making any decision on this insurance cover.

**Note:** Insurance may not be suitable for certain excluded occupations. You should refer to the PDS for further detail.

## Consistency between target market and the product

The Trustee considers that the product is likely to be consistent with the likely objectives, financial situation and needs of consumers within the target market because:

- there is a range of insurance options to cater for a broad range of insurance needs (including type and level of cover); and
- the product accepts the full range of contributions permitted under the law; and
- the fees, costs and premiums associated with the ClearView ClearChoice Super and ClearChoice Rollover version of the product are consistent with market rates for the applicable covers.

## 3. How this product is to be distributed

### Distribution channels

The ClearView ClearChoice Super product and ClearView ClearChoice Super Rollover version of the product are distributed through approved financial dealer groups and their advisers. Also, the superannuation product is issued only to a consumer whose application for insurance has been accepted by ClearView.

### Distribution conditions

The product should only be distributed under the following circumstances:

- Where the prospective member is resident in Australia and is eligible to contribute to their superannuation account; and
- Where a member is applying for insurance cover, they must:
  - meet the age, employment and residency requirements outlined in the PDS; and
  - meet underwriting requirements; and
  - be in an eligible occupation category for the type of insurance cover being applied for and
  - fall within the target market unless the distributor provides personal advice and has concluded that it is in the best interest of the consumer to acquire the product despite the fact they are not within the target market.

Distributors must also ensure that they comply with all regulatory provisions relating to financial products including but not limited to the provision of financial advice, Anti-Hawking Provisions and other legislative requirements within the Corporations Act and other relevant law.

Apart from eligibility to join the Fund through an employer group, the Trustee has not identified any circumstances where distribution of the product would be restricted if the above conditions are met.

## Adequacy of distribution conditions and restrictions

The Trustee has determined that the distribution conditions and restrictions will make it likely that customers who purchase the product are in the class of customers for which it has been designed. The Trustee considers that the distribution conditions and restrictions are appropriate and will assist distribution in being directed towards the target market for whom the product has been designed.

In making this determination, the Trustee has had particular regard to the following:

- a consumer must be in the target market unless they have received personal advice from an adviser in relation to the product; and
- the superannuation product will be issued to a consumer only if the consumer's application for insurance has been accepted by the insurer.

A consumer can only become a member through an application form obtained through a financial adviser.

## 4. Reviewing this target market determination

We will review this target market determination in accordance with the below:

### Initial review

- April 2022

### Periodic reviews

- Annually in April

### Review triggers or events

Any event or circumstances arise that would suggest the TMD is no longer appropriate. This may include (but is not limited to):

- significant finding from a member outcomes assessment relating to product design or distribution
- a material change to the design or distribution of the product, including related documentation
- the occurrence of a significant dealing
- external events such as adverse media coverage which would significantly impact the sustainability of the Fund or regulatory changes that significantly affect the product or the distribution of the product
- significant changes in metrics, including, but not limited to, complaints, sales volumes or an increase in cancellation rates during the cooling off period
- If the TMD for the underlying insurance product is varied, us forming a view that the product is no longer consistent with the likely objectives, needs and financial situation of the retail clients in the target market
- product performance being materially inconsistent with our expectations
- product design changes which we consider to be material and impact the target market
- complaints which in our view indicate a material distribution method or product design that is no longer serving the intended target market
- significant regulator feedback and or the use of a Regulator's Product Intervention Powers in relation to the product.

Where a review trigger has occurred, this target market determination will be reviewed within 10 business days.

## 5. Reporting and monitoring this target market determination

Distributors have the obligation to report the following information to us in relation to this TMD.

### Complaints

Distributors must record and report all complaints that relate to the product or its distribution. The record should include the substance of complaints in relation to the product covered by this TMD. Where a complaint relating to the product and/or its distribution is received, the distributor must report this complaint information to the issuer at six monthly intervals (end of March and September). This will include written details of the complaints.

### Significant dealings

Distributors must report if they become aware of a significant dealing in relation to this TMD within 10 business days.

Reporting for complaints and significant dealings should be directed to the issuer at:

Complaints Manager  
ClearView  
Reply paid 4232  
SYDNEY NSW 2001 or via email to  
**complaints@clearview.com.au**

#### Disclaimer:

The information contained in this target market determination is general information only and is not intended to be construed as either personal advice or a product recommendation. Consumers should make their own enquiries as to the suitability of this product for their personal financial needs and circumstances and obtain and read a copy of the PDS for further information as to the suitability of this product before making an investment and/or insurance decision.