

## Product Design and Distribution Policy

Mitsui Sumitomo Insurance Company Limited (MSI) is committed to having a customer-centric approach to the development and distribution of our travel insurance products. MSI has appointed Mapfre Insurance Services Australia as its Authorised Representative to deal in these travel insurance products. Mapfre Insurance Services Australia deals in products under its trading name InsureandGo.

We do this by:

- Designing insurance products that are likely to be consistent with the likely objectives, financial situation and needs of customers for who they are intended; and
- Working with our distributors to take reasonable steps that are reasonably likely to result in our insurance products reaching consumers in the appropriate target market.

### Development of insurance products for appropriate target markets

Our approach to the development of insurance products for appropriate target markets may include:

- Employees with relevant industry sector and insurance product experience and knowledge.
- Robust testing of new products.
- Market research and feedback to assist us in understanding the likely objectives, financial situation and needs of customers including customers experiencing vulnerability.
- Analysing internal and external data (where available) such as claim ratios, claims paid, withdrawn and denied; policies sold; cancellation and the nature and number of complaints.
- Development of a Target Market Determination, for retail insurance products, that describes the class of consumers comprising the target market for the insurance product.
- Regular reviews of insurance products on offer and the Target Market Determination.
- Internal policies, procedures and training for our employees.

### Distribution of insurance products for appropriate target markets

Our approach to the distribution of our insurance products for appropriate target markets may include:

- Identification of distribution arrangements that are reasonably likely to result in our insurance products reaching consumers in the appropriate target market.
- Internal policies, procedures and training for our distributors.
- Using specialised distribution channels and collaborating closely with these channels to ensure we are reaching the appropriate target market.
- Requiring our distributors of retail insurance products to take reasonable steps to distribute the insurance product consistently with our Target Market Determination.
- Monitoring and supervision of our distributors.

This insurance is underwritten by Mitsui Sumitomo Insurance Company Limited (Mitsui Sumitomo), ABN 49 000 525 637, AFSL 240816. Mapfre Insurance Services Australia Pty Ltd, ACN 140 219 594 (Mapfre Australia), trading as InsureandGo and other brands, is an Authorised Representative appointed by Mitsui Sumitomo to distribute and administer this insurance product. Mitsui Sumitomo also engages Mapfre Australia to provide claims handling services in relation to this insurance product.