



# Financial Services Guide

Virgin Money (Australia) Pty Limited (“VMA”)  
ABN 75 103 478 897  
Authorised Representative Number 280884

&

TAL Direct Pty Limited (“TAL”)  
ABN 39 084 666 017  
Australian Financial Services Licence 243260

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## PURPOSE OF THE FINANCIAL SERVICES GUIDE

This Financial Services Guide (FSG) is provided by VMA and TAL (“We”, “Us”). Its purpose is to provide information about the services provided in relation to this FSG, how TAL and VMA and their representatives are remunerated, and your rights as a client, including how to access the complaints process. When purchasing an insurance product, you will be provided with a Product Disclosure Statement (PDS). The PDS contains information about the product to help you make an informed decision about whether or not to purchase the product. You should read the PDS prior to receiving a call from a TAL representative or if you like, you can ask the representative to read it to you.

TAL is part of the TAL Dai-ichi Life Australia Pty Limited ABN 97 150 070 483 group of companies (“TDA”) and is related to one of the insurers TAL Life Limited ABN 70 050 109 450 AFSL 237848 “TAL Life Limited”.

## THE FINANCIAL SERVICES BEING PROVIDED

VMA is an Authorised Representative (Authorised Representative Number 280884) and owner of Virgin Money Financial Services Pty Ltd (“VMFS”). VMFS holds an Australian Financial Services Licence (AFSL 286869) and has authorised VMA to deal in life and general insurance products and provide the general financial product advice which appears in the advertising and marketing material for the Virgin Life Insurance and Virgin Income Protection products. VMFS has authorised VMA to distribute this Financial Services Guide jointly with TAL.

TAL is authorised to provide the following services:

- Provide financial product advice on life risk, and superannuation products to retail clients
- Provide general advice only on general insurance products to retail clients
- Deal in life risk, superannuation products and general insurance products to retail clients;
- Arranging superannuation products to retail clients.

Representatives have been appointed by TAL Direct to provide a financial service over the telephone. These people have received specialist training to discuss the products we offer.

## INSURER INFORMATION

The insurer of the:

- life insurance and income protection\* benefits is TAL Life Limited ABN 70 050 109 450 AFSL 237848.
- income protection Involuntary Unemployment Cover is St Andrew's Insurance (Australia) Pty Ltd ABN 89 075 044 656 AFSL 239649 (St Andrew's).

(\*excludes income protection Involuntary Unemployment Cover)

TAL acts under an arrangement with the insurers called a "binder", which authorises TAL to issue and administer products, and make claims assessments and payments on behalf of TAL Life Limited and, for the Involuntary Unemployment Cover, St Andrew's Insurance (Australia) Pty Ltd. The insurers registered addresses are:

TAL Life Limited - Level 16, 363 George Street,  
Sydney NSW 2000

St Andrew's Insurance (Australia) Pty Ltd - Level 6,  
100 Skyring Terrace, Newstead Qld 4006

The insurance products are not savings plans and have no cash value. If you cancel after the cooling off period you will not receive anything back.

## GENERAL ADVICE WARNING

It is important that you understand and are happy with your purchase decision. Any advice you receive is general advice only and has been prepared without taking into account your objectives, financial situation or needs. Before acting on the advice, you should obtain a copy of the relevant PDS and consider it carefully before deciding whether or not to acquire the product. TAL is responsible for any financial service provided by a representative over the telephone.

## REMUNERATION AND COMMISSION

When you buy a Virgin Life Insurance and/or Virgin Income Protection policy, the premium is paid to the insurer/s. When a TAL Representative is involved, he or she may receive a commission from TDA. If we give you personal advice the details of this remuneration will be disclosed to you in the SoA. If we give you general advice you are entitled to request details of this remuneration and may do so by contacting us on the number specified in this FSG. If you have been introduced to TAL by another person or entity with whom VMA or TAL has an arrangement to provide a financial service, VMA or TDA may pay them a referral fee or commission. In addition to paying referral fees, TAL may from time to time give other non cash benefits to referral partners.

VMA is remunerated by commission from TDA for policies sold under the Virgin Money brand. The commission ranges from 5% to 63.7% of the first year's premium plus 5% to 9.1% of each premium paid in subsequent years while the policies remain in force, excluding GST.

For Involuntary Unemployment Cover, St Andrew's may pay TDA a commission of up to 36% of the Involuntary Unemployment component of each premium paid. Other than as set out above, these commission rates don't vary for any reason. Please note that all commissions and referral costs are included in the insurance premium and are not an additional cost to you.

## IF YOU HAVE A QUESTION OR COMPLAINT

VMA and TAL are committed to attempting to satisfactorily answer any questions and resolve any problems or complaints you may have regarding the products and services provided. If you have any questions or complaints about VMA's or TAL's products offered or representatives, or about your specific policy, please contact the Complaints Manager at the address shown under "How to contact us" at the end of this Guide. If you are not satisfied with the response, you may then contact the Financial Ombudsman Service (this is a free service).

Financial Ombudsman Service  
GPO Box 3  
Melbourne VIC 3001  
Phone: 1800 367 287

For more information go to [www.fos.org.au](http://www.fos.org.au)

## YOUR PRIVACY

VMA, TAL and St Andrew's are committed to achieving the highest standards in the protection of your privacy and in the handling of your personal and sensitive information. We collect your personal information primarily to enable us to provide insurance and related services to you. We may also use this information to promote our current and future products and services to you. The way in which we collect, use and disclose your personal information is set out in our privacy policies available on request by calling 1300 849 965, or at:

VMA	<a href="http://www.virginmoney.com.au">www.virginmoney.com.au</a>
TAL	<a href="http://www.tal.com.au">www.tal.com.au</a>
St Andrew's	<a href="http://www.standrews.com.au">www.standrews.com.au</a>

## OPT-OUT

Personal information is shared between the organisations which provide these insurance products. From time to time we may use your personal information for the purpose of marketing our products and services, together with the products and services of third parties that we think may be of interest to you. If you do not want us to use or disclose your personal information for these marketing purposes, or if you don't want to receive marketing communications, please email us at [expert@virginlifeinsurance.com.au](mailto:expert@virginlifeinsurance.com.au) or call us on 1300 849 965.

## IMPORTANT INFORMATION

VMA and its employees, related bodies corporate, agents and other representatives do not guarantee, accept liability for, nor are they otherwise responsible for the Virgin Life Insurance and Virgin Income Protection products; nor do they guarantee or accept any liability or responsibility for the performance or acts or omissions of the TDA group of companies.

## PROFESSIONAL INDEMNITY (PI) INSURANCE

VMA and VMFS hold professional indemnity (PI) insurance.

The PI cover is maintained in accordance with the law; is subject to its terms and conditions; and provides indemnity up to the sum insured for the activities of the employees and Authorised Representatives of VMA in respect of the financial services authorised under the Australian Financial Services Licence of VMFS.

TDA has obtained PI insurance to cover the activities of all licensees within TDA, including TAL. This PI cover is maintained in accordance with the law; is subject to its terms and conditions; and provides indemnity up to the sum insured for the activities of the employees and authorised representatives of TDA, including TAL, in respect of the financial services authorised under TAL's Australian Financial Services Licence.

## HOW TO CONTACT US

Virgin Life Insurance  
GPO Box 5380,  
Sydney NSW 2001

Phone:

**1300 849 965**

Email:

**[expert@virginlifeinsurance.com.au](mailto:expert@virginlifeinsurance.com.au)**