

## Product Governance and Fair Value Assessment

*This summary document has been created to fulfil our responsibilities under fair value regulations. This document **should not** be used as a sales or marketing tool. The client facing broker must act in the best interests of each customer individually when deciding whether to recommend a particular policy or not.*

### COMMERCIAL LET & UNOCCUPIED PROPERTY INSURANCE

<b>PRODUCT TYPE</b>	Landlord Commercial Property Insurance U-SURE Insurance Services Ltd Capacity Provider(s): XL Catlin Insurance Company UK Limited Or AmTrust Europe Limited
<b>MOST RECENT REVIEW</b>	September 2023
<b>TARGET MARKET</b>	<ul style="list-style-type: none"> <li>• Property Owners and Landlords who have commercial properties that are currently let to trading businesses</li> <li>• Property Owners and Landlords who have commercial properties that are currently unoccupied to be let or sold.</li> </ul>
<b>OUTSIDE TARGET MARKET</b>	<ul style="list-style-type: none"> <li>• The product does not cover any form of personal possessions, specified or unspecified items, money, or jewellery.</li> <li>• The product is not suitable for any unoccupied property that is undergoing substantial refurbishment work.</li> <li>• The product is not suitable for any fully residential property.</li> <li>• The product does not offer cover for any part of the trading entity and will not offer cover for stock, money or business liability.</li> </ul>
<b>CHARACTERISTICS OF THE PRODUCT AIMED AT MEETING THE NEEDS OF THE TARGET MARKET</b>	<p>Sections of cover:</p> <ul style="list-style-type: none"> <li>• Buildings</li> <li>• Contents</li> <li>• Liability Cover</li> </ul> <p><b>Optional Extensions of Cover for Professional and Student tenancies</b></p> <ul style="list-style-type: none"> <li>• Accidental damage</li> <li>• Loss of Rent</li> </ul> <p><b>insurance NOT covered</b></p> <ul style="list-style-type: none"> <li>• Smoke damage happening gradually</li> <li>• Damage caused by infestation, corrosion, damp, wet or dry rot, or frost</li> <li>• Damage arising from faulty or unsuitable materials or design or poor workmanship</li> <li>• Damage from mechanical or electrical faults or breakdown</li> <li>• Any loss or damage caused by, or contributed to by, or arising from any kind of pollution and/or contamination</li> <li>• Damage caused by domestic pets</li> <li>• Damage to valuables, money or any personal possessions</li> </ul>

- Damage to walls, gates or hedges caused by storm, flood or weight of snow
- Subsidence damage to paths, drives, terraces, patios., walls, gates, fences, permanently installed swimming pools and tennis courts unless the foundations beneath the external walls of the buildings are damaged at the same time and by the same event
- Damage resulting from demolition, extension, structural alteration or structural repair to the buildings
- Damage caused by felling or lopping of trees within the premises
- Damage caused while the residence is unoccupied (unless unoccupied insurance cover has been sought)

**Restrictions on cover**

- Endorsement &/or clauses may apply to the policy, these will be shown in the policy schedule

**DISTRIBUTION STRATEGY**

This product is intended for distribution via FCA authorised insurance brokers only.

Insurance brokers must be approved by us and enter into our standard format TOBA. Our preferred method of agreeing TOBAs is via REG.

Brokers may access this product via our online portal or via an approved broking system (edi).

Sub-broking is not permitted without our express written consent as it is outside our risk appetite.

**COMMISSION**

We will agree a commission rate with each distributor. All distributors should be able to demonstrate that commission received bears a reasonable relationship to the actual costs of their contribution/level of involvement or benefit added by them to the distribution arrangement. We may ask you to justify your commission rate.

**OTHER REMUNERATION**

We will charge an Underwriting Fee on any new business or renewal policy taken up. We will also charge a fee if your customer requires a mid-term adjustment or cancels the policy during its term (other than in the cooling off period). Full details regarding our fees can be found on your documentation. We review our fees annually to ensure that they remain appropriate.

We may ask you provide details of remuneration you earn in connection with the sale of our policy. This includes any fees, premium finance earnings, earnings from non-insurance products or add-ons sold alongside our policy.

You must ensure that your arrangements are consistent with FCA rules on conflicts and incentives. You should review all

	remuneration arrangements at least annually and share the outcome of that review with us on request.
<b>FAIR VALUE REVIEW</b>	<p>Our product governance process requires a full review of all products at least annually to determine if the product offers fair value to the end customer. These reviews consider the target market, distribution strategy, remuneration, marketing, product information, product performance, product design and feedback from distributors and customers.</p> <p>We also monitor conversion rates, renewal retention, cancellations, loss ratios, claims and complaints as part of this review process.</p> <p>We are satisfied that the product offers fair value to its intended Target Market subject to distributors</p> <ul style="list-style-type: none"> <li>• not charging customers additional amounts over and above the gross premium plus underwriting fees quoted by us without first determining that they do not have a detrimental effect on the value of the product.</li> <li>• Ensuring that no duplicate cover exists or is caused by an add-on where that cover is already provided by the policy</li> </ul>
<b>CUSTOMERS FOR WHOM THE PRODUCT IS NOT EXPECTED TO PROVIDE FAIR VALUE</b>	This product would not be expected to provide fair value to policyholders/risks that fall outside the Target Market.
<b>RELEVANT DOCUMENTS AVAILABLE VIA OUR WEBSITE</b>	Policy Wording

We welcome any feedback from our distributors on the performance of our products. All feedback will be considered in our next product review.

If you believe that your staff would benefit from additional training on this product please let us know by contacting Dee Coleman at [dee@u-sure.com](mailto:dee@u-sure.com)