



# Product Statement

## Fair Value Assessment Outcome & Target Market Information

This document<sup>1</sup> has been produced by Travelers Europe in accordance with our regulatory responsibilities as a Product Manufacturer of UK General Insurance products. It is intended for use by our Distributors and not for customers or operational staff.

For more information, please speak to your usual Travelers representative.

---

<sup>1</sup> This document is based on the Product Value – Information Exchange Template, version 8 November 2021 (LMA9197), developed by the following trade associations for use by all market participants to meet the requirements of the Financial Conduct Authority's product governance rules relating to information exchange: the British Insurance Brokers' Association (BIBA), the London and International Insurance Brokers' Association (LIIBA), the Lloyd's Market Association (LMA), the International Underwriting Association (IUA), the Managing General Agent's Association (MGAA) and the Association of British Insurers (ABI).

## Product Value - Information Exchange Template

Carrier name	Travelers Insurance Company Limited / TIDAC UK Branch
Broker name	As stated in TOBA
Product name	<b>Automotive (ATM) TICL</b>
Reference/UMR [Binder]	n/a
Reference [Class of Business]	<b>TRV0058 09/21 Policy Wording Code 2064 10/09</b>
Date	Qtr 3 2023

Manufacturer Information
<p><b>Product information</b></p> <ul style="list-style-type: none"> <li>• The Automotive product provides an insurance and risk management solution for Motor Trade businesses. The product provides selectable property, liability and motor covers into one wording.</li> <li>• This product is structured as a package product with the option to select different covers enabling the client to build a commercial insurance solution to suit their needs. The product provides the following covers: <ul style="list-style-type: none"> <li>• Material damage</li> <li>• Business interruption</li> <li>• Terrorism insurance</li> <li>• Employer’s liability</li> <li>• Public liability, products liability and servicing indemnity</li> <li>• Road risk</li> <li>• Loss of MOT license</li> <li>• Legal Expenses</li> </ul> </li> </ul> <p>Customers are able to choose the covers from the list above to meet their specific insurance needs and under the advices of an FCA registered Insurance Broker.</p> <p>Additionally, access to risk management expertise to help manage the risks to the customer’s business whether on-site or on-line is available.</p> <ul style="list-style-type: none"> <li>• This product includes the following optional covers: <ul style="list-style-type: none"> <li>• Legal expenses</li> </ul> </li> </ul> <p>In accordance with the FCA PROD4 rules, a product review and fair value assessment has been completed for this product.</p> <p>The product has been subject to Travelers’s full product review process and signed off by our authorised approvers as representing fair value to customers and may continue to be marketed and distributed.</p> <p>This product meets the needs detailed within the Target Market Statement.</p> <p>The product provides fair value to customers and is working as designed. Key metrics on usage and product value are monitored and there are no concerns that the product cannot be used or that there are any barriers to claim.</p> <p>Our assessment of fair value includes review of the following management information (where available – not all data will be available for new products) as well as any other relevant insight:</p> <ul style="list-style-type: none"> <li>• Average Premium</li> <li>• Average Claims Pay-out</li> <li>• Loss Ratio</li> <li>• Policy Cancellations</li> <li>• Claim Declinatures as % of Total Claims</li> <li>• Claims Acceptance Rate</li> <li>• Ex gratia Payments Made</li> <li>• Number of Complaints</li> <li>• Complaints as % of Claims</li> </ul>

<b>Target market</b>	
<p>Automotive is a commercial product suitable for Motor Trade businesses wishing to insure the risks associated with the sale, servicing and repairs of commercial and private vehicles.</p> <p>This product is suitable for:</p> <ul style="list-style-type: none"> <li>• Incorporated (Limited companies) and unincorporated businesses;</li> <li>• Medium and large businesses (small/micro customers are picked up under our SME Automotive (ATV) product);</li> <li>• Covering risks domiciled in the UK with UK locations (some overseas locations in certain territories will be considered, but this does not include Motor exposures where cover for a foreign registered vehicle is required in that country).</li> </ul>	
<b>Types of customer for whom the product would be unsuitable</b>	
<p>The Automotive product is designed for larger organisations providing motor trade services, for other trade sectors there are more appropriate Insurance solutions. This product is not suitable for small/micro businesses.</p>	
<b>Any notable exclusions or circumstances where the product will not respond</b>	
<p>As is commonplace for Insurance products for this sector there are a number of general Exclusions including but not limited to:</p> <ul style="list-style-type: none"> <li>• War and allied risks</li> <li>• Terrorism (except where covered under the Terrorism section)</li> <li>• Asbestos</li> <li>• Silica</li> <li>• Pollution</li> <li>• Cyber Risks</li> <li>• Punitive and other non-compensatory damages</li> </ul> <p>Other section specific exclusions will apply, depending on the coverage selections made by the customer.</p> <p>Policy excesses and cover limits are assessed on a risk by risk basis, taking into account market standards, and selected by the customer.</p> <p>Please refer to the policy documentation for full details of cover and exclusions.</p>	
<b>Other information which may be relevant to distributors</b>	
<p>This document is to be read in conjunction with the full policy wording.</p> <p>The distribution strategy is considered appropriate for the target market with customers having the option to purchase these products through a distributor of their choice. This product may be sold by suitably skilled agents/sub-delegates:</p> <ul style="list-style-type: none"> <li>• on an advised basis</li> </ul> <p>To ensure the customer receives fair value for this product and that they are able to make an informed choice:</p> <ul style="list-style-type: none"> <li>• The customer's demand and needs must be assessed to ensure the product is appropriate,</li> <li>• significant or unusual exclusions should be highlighted,</li> <li>• care must be taken to ensure no duplicate cover exists or is created by an add-on,</li> <li>• available add-ons and optional extras should be highlighted with the same emphasis as the main sections of cover,</li> <li>• commission, fees or charges passed onto the customer must be proportionate to the service provided.</li> </ul>	
Date Fair Value assessment completed	<b>Quarter 3 2023</b>

Expected date of next assessment	Quarter 3 2024
----------------------------------	----------------