

## 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.*

**PRODUCT NAME** Residential Let Insurance  
**POLICY WORDING** Residential Let Policy – Lexicon Property Ltd  
**VERSION NUMBER** PO – certain Underwriters at Lloyd’s – Version 2 – 01/04/2021

<b>PRODUCT TYPE</b>	Residential Property Owners Policy containing Sections for Buildings, Contents and Liability.
<b>CO-MANUFACTURERS</b>	<p>Camberford Underwriting (Lexicon Property Ltd)</p> <p>Capacity Provider(s):          AXIS Managing Agency Ltd on behalf of Lloyd’s Syndicate 1686 (“Axis”)  <b><i>The relevant Axis ‘Target Market and Product Fair Value Statements’ will be attached to the next version of this document as soon as available.</i></b></p>
<b>MOST RECENT REVIEW</b>	September 2021
<b>TARGET MARKET</b>	<ul style="list-style-type: none"> <li>• Customers owning residential property let to tenants.</li> <li>• Policyholders, and properties in the United Kingdom, Isle of Man or Channel Islands.</li> </ul>
<b>OUTSIDE TARGET MARKET</b>	<ul style="list-style-type: none"> <li>• Other Classes of insurance.</li> <li>• Proposers or properties outside of the UK, Isle of Man and Channel Islands.</li> <li>• Non standard construction properties.</li> </ul>
<b>CHARACTERISTICS OF THE PRODUCT AIMED AT MEETING THE NEEDS OF THE TARGET MARKET</b>	<p><b>Cover Sections:</b></p> <p>The product provides the following cover, up to agreed specific limits:</p> <p>Section One Buildings          Loss of rent is included up to 20% of the building sum insured where buildings cover is selected.</p> <p>Section Two Contents          Loss of rent is included up to 20% of the contents sum insured where contents cover is selected. Claims for loss of rent can only be made under ONE of either the Buildings or Contents sections.</p> <p>Section Three Liability          Where Buildings cover is included, liability as owner of the property insured is also covered.          Where Contents cover is included, liability as occupier of the property insured and for accidents to domestic employees is also covered.</p> <p><b>Add Ons:</b></p> <p>Legal Expenses is available as a separate product (this is manufactured by Arag plc who is authorised under a binding authority agreement to</p>

administer this insurance on behalf of the Insurer, AmTrust Europe Limited).

#### **Optional Covers**

Buildings and/or Contents sections can be selected as required – the sum insured being as requested.

The Liability section is not available unless at least one of the Buildings or Contents sections is operative.

#### **Product Literature**

The Policy Wording and IPID (Insurance Product Information Document) are issued with each new and renewal quotation; and samples available upon request to [product.governance@camberford.com](mailto:product.governance@camberford.com).

#### **DISTRIBUTION STRATEGY**

This product is intended for distribution via FCA authorised brokers only. 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 website enquiry forms or by submitting information by email to our relevant team.

Sub-broking is not permitted.

#### **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 and if we are not satisfied that it is appropriate we may seek to amend it.

#### **OTHER REMUNERATION**

We will charge an Underwriting Fee on any new business or renewal policy taken up. Full details regarding our fees are detailed within quotation and schedule documents. We review our fees annually to ensure that they remain appropriate.

We may ask you to provide details of remuneration you earn in connection with the sale of our policy. This includes any fees, premium finance earnings, earning 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.

#### **FAIR VALUE REVIEW**

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.

We also monitor conversion rates, renewal retention, cancellations, loss ratios, claims and complaints as part of this review process.

We are satisfied that the product offers fair value to its intended Target

<p><b>CUSTOMERS FOR WHOM THE PRODUCT IS NOT EXPECTED TO PROVIDE FAIR VALUE</b></p>	<p>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>
<p><b>RELEVANT DOCUMENTS AVAILABLE</b></p>	<p>This product would not be expected to provide fair value to policyholders / risks that fall outside the Target Market.</p> <ul style="list-style-type: none"> <li>• Policy Wording</li> <li>• IPID</li> </ul> <p>Please contact <a href="mailto:product.governance@camberford.com">product.governance@camberford.com</a> for samples.</p>

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 making contact by email to [product.governance@camberford.com](mailto:product.governance@camberford.com).

