

## Target Market Statement for Tradesman & Professionals

### Cover Summary

Tradesman & Professionals provides a wide range of covers in one comprehensive policy, suitable for contractors, construction and non-manual professional risks.

### Standard Cover

- Cover for contracting and construction risks up to £2.5m turnover
- Cover for non-manual professional risks up to £5.0m turnover
- The product cannot be purchased unless either the Public liability insurance section or the Contract works section has been selected

### Optional Cover

- Employers liability Insurance
- Property Damage
- Contract Works
- Legal Expenses
- Business Interruption - ICOW
- Own or Hired In Plant
- Professional Indemnity
- Tools & Transit

### Identified Target Market

- ✓ Commercial customers domiciled in Great Britain, Northern Ireland, the Channel Islands and the Isle of Man
- ✓ Commercial customer who undertake a range of manual / contracting trades generating an annual turnover no greater than £2.5m or that undertake a range of non-manual professional services with a turnover not exceeding £5m.

### Customers for whom the product is not appropriate

- ✗ Consumers
- ✗ Customers who require buildings or tenants improvements cover
- ✗ Customers who need to insure business equipment or stock with a sum insured greater than £100,000
- ✗ Customers who need business interruption cover greater than £50,000 on an Increased Cost of Working basis
- ✗ Customers who need cover of own plant with a sum insured greater than £250,000
- ✗ Customers who need cover for hired in plant with a sum insured greater than £50,000
- ✗ Customers who need cover for contract works with sum insured greater than £2.5m
- ✗ Customers that complete scaffolding contracts or hot roof work

### Distribution Channel

This product should be sold exclusively via insurance intermediaries and is not suitable for purchase directly by customers without guidance or assistance

### Conflicts of Interest

There are no circumstances we are aware of that will cause a conflict of interest

**This document is for insurance intermediary use on and must not be provided to customers**

If you have any questions, please contact us at [PROD@Qunderwriting.com](mailto:PROD@Qunderwriting.com)

## Fair Value Assessment for Tradesman & Professionals

Q Underwriting has undertaken a Product Review and Fair Value Assessment as the Co-manufacturer of this product, in accordance with our obligations under PROD 4.2.

<b>Date of most recent Assessment</b>	August 2022
<b>Date of next Product Review and Assessment</b>	Within the next 12 months

### Outcome of the Product Review and Fair Value Assessment

As a result of the product governance activities undertaken across this product we can confirm:

- 1. The product remains consistent with the needs of the identified target market**
- 2. The product remains consistent with the fair value assessment**
- 3. The intended distribution strategy remains appropriate**

### Further Information about the Product Review and Fair Value Assessment

Q Underwriting has concluded the assessment of its co-manufactured products to determine whether they offer fair value to customers for a reasonably foreseeable period. Our own analysis has been combined with information from our partners distribution arrangements.

Our Fair Value Assessments consider the performance of our products against pricing, customer experience, claims & servicing metrics, Target Market alignment and product distribution arrangements including fees and add ons in order to understand the impact on the overall value of the product to our customers. Our findings for our latest product reviews are summarised below.

Whilst our products have been assessed at an overall level, there may be certain aspects we wish to pick up separately with specific partners, based on the responses to our distribution questionnaire Where we have identified any outliers, we will look to engage brokers individually to discuss next steps.

<b>Review / Assessment Area</b>	<b>Key Indicators</b>	<b>Summary outputs and actions</b>
<b>Product Performance</b>	<ul style="list-style-type: none"> <li>• Target Market review</li> <li>• Claims frequency</li> <li>• Claims acceptance/ rejection</li> <li>• Claims walkaways</li> <li>• Claims complaints</li> <li>• Cancellations</li> <li>• Claims service</li> </ul>	<p>Our assessment of these measures confirmed the ongoing fair value of this product.</p> <p>Our Target Market Statement remains accurate and up to date.</p>

<b>Price</b>	<ul style="list-style-type: none"> <li>• Loss Ratio</li> <li>• Commission</li> <li>• Fees in the distribution chain</li> <li>• Tenure</li> </ul>	<p>Our assessment of these measures confirmed the ongoing fair value of this product.</p>
<b>Service Delivery</b>	<ul style="list-style-type: none"> <li>• Operational Service metrics</li> <li>• Complaints</li> <li>• Fee Structure</li> <li>• Tenure</li> </ul>	<p>Our assessment of these measures confirmed the ongoing fair value of this product.</p>
<b>Distribution</b>	<ul style="list-style-type: none"> <li>• Review of Distribution Strategy</li> <li>• Broker oversight</li> <li>• Charges/Fees</li> <li>• Add-on/Ancillary Products sold alongside this product</li> <li>• Sub broking/delegation arrangements</li> </ul>	<p>Where distribution partners responded to our distribution questionnaire, our assessment of these measures confirmed that the distribution strategy for this product remains appropriate.</p> <p>We continue to work with our broker partners to obtain and assess information, and agree actions as required, to ensure the ongoing value of this product.</p>
<b>Competitor Analysis</b>	<ul style="list-style-type: none"> <li>• Benchmark comparable products</li> </ul>	<p>Our assessment of these measures confirmed the ongoing fair value of this product.</p> <p>We have identified opportunities to enhance the product offering which we are taking forward.</p>
<b>Assurance Activity</b>	<ul style="list-style-type: none"> <li>• Results of insurer audits conducted by the carrier</li> <li>• Review of other monitoring/oversight activity</li> </ul>	<p>Our assessment of these measures confirmed the ongoing fair value of this product.</p>