

## DISTRIBUTOR PRODUCT GUIDE

# Motor Fleet Before the Event Legal Expenses

- This guide is for intermediary reference only.
- It doesn't contain the full terms and conditions of the contract of insurance.
- Full terms and conditions are within the policy documents; you can request to have a copy of these.

### Product design

We've provided motor fleet legal expenses solutions to businesses for over 35 years and work with industry experts such as the Association of British Insurers (ABI), in addition to our global partners across the Allianz Group. We draw upon this experience and insight, as well as customer research to ensure our products continue to add value and meet the evolving needs of our customers.

Motor fleet legal expenses is a Commercial Lines General Insurance product designed for commercial customers that want legal expenses insurance protection from a range of events, such as motor prosecution defence or recovery of uninsured losses. This product also provides additional services including access to legal advice.

### Target market

The target market for our motor fleet legal expenses product are established UK based Commercial Lines businesses who meet the following criteria:

- based within the United Kingdom, Channel Islands or Isle of Man.

We're able to provide insurance solutions for a broad range of customers, however this product is not targeted towards:

- non-UK businesses
- customers wanting covers for less than twelve months.

This product isn't suitable for:

- a person acting for purposes outside their trade, business or profession
- non-going concerns or the retired
- businesses with connections or links to sanctioned individuals or countries
- legal disputes arising outside of the United Kingdom, Channel Islands or Isle of Man
- private vehicle owners
- risks based outside of the United Kingdom and which require a global insurance solution.

## MOTOR FLEET BEFORE THE EVENT LEGAL EXPENSES DISTRIBUTOR PRODUCT GUIDE

We will not look to write risks:

- which have been previously declined or insurer cancelled or have a history of non-disclosure / misrepresentation.

We wouldn't expect this product to provide fair value to:

- customers with ongoing legal disputes which would ordinarily be covered under this policy
- customers who reside outside of the territorial limits.

### Product value assessment

Our product value assessment is based on the premium we charge for the cover and the services we provide. We take a wide range of factors into consideration, such as historical and expected claims frequencies, incurred and projected claims costs, plus scenario analysis including likely economic and climatic trends, along with customer feedback.

We also consider how the premium is affected by the commission added by the distributing intermediary for the activities they conduct. Any additional charges within the distribution chain may potentially erode the intended value of our product.

### Distribution strategy

Our motor fleet legal expenses product has been designed for distribution by insurance intermediaries or insurers that hold commercial lines agency facilities with us. They must have the appropriate level of understanding about the risks and exposures faced by their customers in the operation of their business.