



Product Statement

Fair Value Assessment Outcome & Target Market Information

This document¹ 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.

¹ 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
Broker name	As stated in TOBA
Product name	Marine Trades Package
Reference/UMR [Binder]	n/a
Reference [Class of Business]	Marine Industries
Date	Qtr 3 2024

Manufacturer Information
Product information
<p>The Marine Industries product provides an insurance and risk management solution aimed at marine trades such as boatyards, marinas, harbours, sailing clubs and boat manufacturers. The policy combines property, liability, & marine covers into one comprehensive wording.</p> <p>This product is structured as a package product with the option to select optional covers which enables the client to build a commercial insurance solution to suit their needs. The product provides the following covers:</p> <ul style="list-style-type: none"> • Property Damage • Business Interruption • Employer’s Liability • Public Liability • Professional Liability • Hull and Machinery (Vessels) • Marine Liability <p>We provide access to risk management expertise to help manage the risks to the customers business whether on-site or on-line.</p> <p>This product includes the following optional covers:</p> <ul style="list-style-type: none"> • Goods in Transit • Money and Personal Accident (Assault) • Outstanding Debit Balances • Removal of Wreck <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’ 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; the product is suitable for use and we have not identified any barriers to claims.</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"> • Average Premium • Average Claims Pay-out • Loss Ratio • Policy Cancellations • Claim Declinatures as % of Total Claims • Claims Acceptance Rate • Number of Complaints

- Complaints as % of Claims

Target market

The Marine Industries product is a commercial product aimed at marine trades such as boatyards, marinas, harbours, sailing clubs and boat manufacturers from commercial premises.

Types of customer for whom the product would be unsuitable

The product is designed for businesses such as boatyards, marinas, harbours, sailing clubs and boat manufacturers from commercial premises. For other businesses, there are more appropriate Insurance solutions.

Any notable exclusions or circumstances where the product will not respond

As is commonplace for insurance products for this sector there are a number of general exclusions including but not limited to:

- War
- Terrorism
- Asbestos/Silica (EL/PL)
- Gradual deterioration/wear & tear (Pdam)
- Sonic boom
- Pollution

Other specific exclusions may apply to individual risks and will be noted on the policy schedule.

Policy excesses and cover limits are assessed on a risk by risk basis, taking into account market standards, and selected by the customer.

Please refer to the policy documentation for full details of cover and exclusions. This product statement does not alter, in any way, the cover under the policy.

Other information which may be relevant to distributors

This document is to be read in conjunction with the full policy wording.

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 authorised person:

- face-to-face
- via telephone
- online

To ensure the customer receives fair value for this product and that they are able to make an informed choice:

- The customer's demand and needs must be assessed to ensure the product is appropriate,
- significant or unusual exclusions should be highlighted,
- care must be taken to ensure no duplicate cover exists or is created by an add-on,
- available add-ons and optional extras should be highlighted with the same emphasis as the main sections of cover,
- commission, fees or charges passed onto the customer must be proportionate to the service provided.

Date Fair Value assessment completed

Quarter 3 2024

Expected date of next assessment

Quarter 3 2025