

## UK Retail Product Fair Value Summary

Product group	Motor Trade Combined
Date fair value summary completed	September 2024

### Introduction

Gallagher has completed Fair Value Assessment work on those products it manufactures. This is based on groupings of products which may be similar in features and are intended to be distributed to similar target markets. This summary is not intended to replicate this work but sets out the approach taken and high-level findings. If you would like more information about our assessment of this product, please do not hesitate to contact us.

### Product information

Property Liability & Motor covers for motor trade businesses

This insurance is designed to provide a range of protection for commercial motor trader customers. The product can provide cover to include road risks, business premises, tools, and equipment and employee's liability to name a few. This product is open to both new and renewal customers.

Motor trade combined insurance provides cover for commercial lines customers who wish for protection against a range of perils including material damage, business interruption, employers' liability and road risks. The product includes a variety of optional covers allowing a business to tailor the policy to their specific needs.

This is a commercial product designed for a specific niche trade for motor vehicles that ranges from sales only, repairing of vehicles that are faulty, have broken down been involved in an incident/accident, or require an MOT.

Customers purchasing this product will be commercial business owners with experience in running established risks. New ventures are only acceptable where the Insured has had previous experience in running and established risk and has then taken over / bought out the business.

### Distributor remuneration

Gallagher agrees commission rates with each distributor. It is our expectation that Gallagher and all distributors are able to evidence that the commissions and fees they charge are reasonable relative to the service(s) they provide and the total cost of the product to policyholders, and that these are fair, and support the intended value of the product.

In the case of these products, we have reviewed commission arrangements, including those made to distributors out of the core commission agreed with the insurer. It is our view that this is warranted by, and in proportion to, the activity carried out by distributors which is distinct from that carried out by Gallagher where Gallagher is not the retail intermediary.

### How Gallagher mitigates risks to fair value

Our commission structure is designed to ensure that it reflects product features and benefits, and the services offered by Gallagher.

We have taken steps to validate that distributor commissions are charged within a reasonable range and in line with usual market practice in order to ensure the value of our products is not diluted. Where a product may be sold in volume, we also carefully consider the actual amount commission represented by the percentage paid, and whether this is representative of the cost of service. We have written to retail distributors to gather information about administration fees and any other costs which might be added by distributors, such as charges for premium finance and any ancillary products sold alongside this product.

#### Does this product type provide fair value?

We believe, based on a review of information in respect of sales practices and services, claims, complaints, and market intelligence, that this product provides fair value to policyholders. We carefully review the value and suitability of our products in conjunction with the Target Market Statements (TMSs); subject to products being sold in line with the direction of our TMSs, there is no evidence that would lead us to believe that the product is not suitable for the policyholders it is intended to be distributed to. We are aware that household products may well be offered to vulnerable customers or other protected groups, and we have considered as part of our analysis.

#### How we assess value

Our product governance and oversight process requires a full review of all product groups at least annually to determine if the product offers fair value to the policyholders.

These reviews consider the target market, distribution strategy, remuneration, marketing, product information, product performance, product design (including wordings), and any feedback received from distributors or policyholders. We also consider sales, claims and complaints data, and risk metrics related to these factors.

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 or the information you provided regarding your distribution arrangements. Where we have identified any outliers, we will look to engage brokers individually to discuss next steps.