

Product Governance and Fair Value Assessment

Plum Underwriting is committed to conducting its business in a fair, honest and open manner and we ensure that we have appropriate product oversight and governance systems and controls in place to offer products that have been assessed as providing fair value to customers that are within the appropriate target market.

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 Information

Product	eLet
Version Number	ELET/0421/PW

Assessment

Most Recent Review	October 2021
Product Type	Residential Household Insurance for let properties
Manufacturer / Co-manufacturer	Plum Underwriting Capacity Providers: Zurich plc
Territorial Limits	For properties situated in England, Wales, Scotland, Northern Ireland, The Isle of Man and The Channel Islands
Target Market	<p>UK non-standard residential let properties</p> <p>This product is designed to provide flexible underwriting for all let risks from a clean risk to those that include non-standard features. Our underwriting appetite is set out below:</p> <ul style="list-style-type: none"> • Clean risks • Non-standard risks • Multiple Tenants • Asylum Seekers • Council Direct • Benefits Assisted • Multiple Tenant Types • Students • Full and Part Time Workers
Outside Target Market	Customers who do not have specialist let home insurance requirements that can be serviced by standard home insurance suppliers.
Characteristics of the product aimed at meeting the needs of the target market	<p>Cover Sections:</p> <ol style="list-style-type: none"> 1. Buildings 2. Landlords Contents 3. Accidents to Domestic Employees 4. Legal Liability to the Public <p>Add Ons:</p> <p>There are no add on covers available to purchase separately under this product.</p>

ELET/1021/PGFV v1.0

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	<p>Key Exclusions</p> <ul style="list-style-type: none"> ▪ Any loss or damage that commenced before cover starts ▪ Any loss or damage caused by wilful acts by you or any of your employees ▪ Any loss or damage caused by wear & tear or any gradual operating cause, mechanical/electrical breakdown, or fault/failure ▪ Storm or flood damage to landlords contents in the open, gates and fences ▪ Any loss or damage caused as a result of the premises being used for illegal activities ▪ Any loss or damage caused by escape of water due to the failure or lack of grouting or sealant ▪ Any loss or damage caused by escape of oil from an oil tank unless you can provide evidence that the oil tank is less than 10 years old or that it is inspected annually by a qualified OFTEC engineer and certified as in good condition without the need for repair or replacement <p>Key Restrictions</p> <ul style="list-style-type: none"> ▪ If the home has been permanently vacated by a tenant for more than 30 consecutive days, we do not insure loss or damage caused by escape of water or oil, theft or attempted theft or malicious acts ▪ We will not pay any claim under this policy unless you or your adult representative inspect the premises internally & externally once every 6 months whilst the home is tenanted. ▪ We will not pay any claim under this policy unless you or your adult representative inspects the premises internally & externally as soon as practicably possible after your tenant permanently vacates the home ▪ We do not insure loss or damage caused by theft/attempted theft from the home unless as a result of violent and forcible entry or exit other than loss or damage which is covered under additional buildings cover M – Theft/Attempted Theft by Tenants(s) or additional landlords contents cover E – Theft/Attempted Theft by Tenants(s)
<p>Distribution Strategy</p>	<p>This product is intended for distribution via FCA authorised brokers only using a software house. 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 an approved broking system (EDI software house).</p> <p>Sub- broking is not permitted without our express written consent as it is outside our risk appetite.</p>
<p>Commission</p>	<p>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.</p>
<p>Other Remuneration</p>	<p>We may ask you 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.</p> <p>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.</p>
<p>Fair Value Review</p>	<p>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</p>

	<p>reviews consider the target market, distribution strategy, remuneration, marketing, product information, product performance, product design and feedback from distributors and customers.</p> <p>We also monitor conversion rates, renewal retention, cancellations, loss ratios, claims and complaints as part of this review process.</p> <p>We are satisfied that the product offers fair value to its intended Target Market subject to distributors</p> <ul style="list-style-type: none"> • 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. • Ensuring that no duplicate cover exists or is caused by an add-on where that cover is already provided by the policy
Customers for whom the product is not expected to provide fair value	This product would not be expected to provide fair value to policyholders/risks that fall outside the Target Market.
Relevant documents available via our website	<p>IPID</p> <p>Broker Product Summary</p> <p>Policy Wording</p>

Providing Feedback

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 contacting bus.dev@plum-underwriting.com.