



<b>Manufacturer Name</b>
Markerstudy Insurance Services Ltd - Co-manufactured by Signature Underwriting Ltd
<b>Product Name(s)</b>
<b>Fleet – Hire &amp; Reward</b>
<b>Class(es) of Business</b>
<b>Commercial Motor</b>
<b>Product information and description(s)</b>
A product which targets the general commercial taxi and courier fleet market providing cover for carriage of goods for hire and reward.
<b>Target Market</b>
The target market is for both standard risk profile with previous fleet experience though evidence of a confirmed claims experience (cce) and the product also targets higher risk profile policyholders. This would include new venture or no claims bonus businesses who are expanding their vehicle numbers and now have a need for fleet insurance. We can also cover policyholders with high claim frequency and/or inexperience.
<b>Any customers for whom the product would not be suitable</b>
Policyholders who do not require insurance for the carriage of goods for hire and reward and for a fleet of less than 3 vehicles.
<b>Any notable exclusions or circumstances where the product will not perform</b>
The product does not contain any exclusions which are outside the standard market expectations.
<b>Any other information (including unusual features) which is relevant to distributors of our product(s)</b>
On a proportion of higher profile risks, a Signature approved camera would be a requirement. This would need to be installed in the vehicle within 14 days of inception.
<b>Has a 'Fair Value' assessment been completed, if yes, give date and result, and will this be regularly undertaken?</b>
A full due diligence exercise was undertaken prior to product launch, this included identifying what products were available on the market and what gaps were visible. The product was soft launched via one insurance broker to test the market rate and need for the product. Product performance is measured on an ongoing basis through claims loss ratios, market performance, competitor analysis and root cause analysis on complaints. The product is only available for distribution through specialised insurance intermediaries. To ensure the product continues to provide fair value, Signature will (as a minimum) undertake an annual review.
<b>What considerations have Signature taken into account regarding the charging and fee structure for each product(s)?</b>
All fees were considered prior to product launch and are considered proportionate for the work undertaken by Signature as Co-Manufacturer. New Business - £50 Renewal - £50 MTA's - £15 Cancellations - £50
<b>Name &amp; Position of person completing this form</b>
<b>Kelly Sims, Operations Development Manager</b>
<b>Date this form has been completed</b>
<b>15<sup>th</sup> March 2022</b>