



Corporate Personal Accident and/or Business Travel

Date Fair Value Outcome Completed	Quarter 3 2024
Expected Date of Next Assessment	Quarter 3 2025

Outcome of the Product Review and Fair Value Assessment

As a result of the product governance activities undertaken across this product we can confirm:

1. The outcome of the fair value assessment found that this product provides fair value, which is based on Pen’s review of information related to sales practices and services, claims, complaints and market intelligence.
2. There is no evidence that the product is not suitable for the customers it is intended to be distributed to.
3. The intended distribution strategy remains appropriate, subject to distributors not charging customers additional fees that bear no reasonable relationship to the service(s) provided, or the overall cost of the product.

Target Market Statement

Product Type	This is a commercial insurance product covering corporate personal accident and/or travel insurance. The product provides cover for employees of corporate entities whereby the employee is working and/or travelling in relation to their job/work.
What demands and needs are met by this product?	This product is for corporate entities / companies with multiple employees; it provides a financial benefit to be paid in the event of an accident resulting in bodily injury which permanently or temporarily prevents an employee from working, and/or medical expenses, cancellation, lost luggage and other benefits usually offered for corporate travel.
Who is this product designed for?	Corporate entities / companies, with 5 or more employees, who require cover for their employees in relation to personal accident and/or travel when their employees are working and/or travelling in relation to their job.
Who is this product not suitable for?	<p>This product is not suitable for:</p> <ul style="list-style-type: none"> • Individual consumers • Companies with less than 5 employees • Companies outside of the UK, Channel Islands and Isle of Man





How do we expect this product to be distributed?

This product is suitable to be distributed via a variety of sales channels, such as face to face, via telephone, email, or by postal application by a Broker.

What are the distributor value considerations?

We expect all distributors in the chain to consider the following when selling Pen's products:

- The impact on product value of offering other products alongside this one, especially those with proportionally greater remuneration. For example, an ancillary product, elements of which may duplicate existing cover, or premium finance charged at an elevated rate of APR.
- Additional commission, fees or charges added as part of distribution processes must be proportionate to the service provided, in line with those charged elsewhere, and not affect the overall value offered by the product.
- Distributors must ensure there is no duplication of cover as a result of any add-on products sold, including premium finance cover, where appropriate cover is already provided by the policy.
- Distributors should consider the Consumer Duty requirements when dealing with policyholders.

Scope

This document is intended to provide an indicative summary of the target market for this product and is not a summary of coverage. Please refer to separate policy documentation for full details of the coverage provided by your product.



Fair Value Outcome Statement

Product Fair Value Outcome – Methodology

Pen has completed Fair Value Assessment work on products we manufacture. This is based on groupings of products which may be similar in features and are intended to be distributed to similar target markets. This Product Fair Value Outcome Statement is not intended to replicate our Fair Value Assessments, but sets out the approach taken and the outcome of the assessment.

Product Information

This is a commercial insurance product covering corporate personal accident and/or travel insurance.

The product provides cover for employees of corporate entities whereby the employee is working and/or travelling in relation to their job/work.

It is suitable for corporate entities / companies with 5 or more employees.

Key coverage

- Corporate Personal Accident and/or Travel Insurance
- 24 hour Personal Accident Cover
- Choice of cover options which can be combined in a tailored package to suit employers' specific requirements:
 1. 24 hour or occupational personal accident
 2. Business travel
 3. Combined items 1 & 2 as above

Additional services:

- Medical assistance provided by specialists, 24 hours a day, 365 days a year
- Experienced Personal Accident and Travel claims handling service
- Expert security solutions such as emergency evacuation, online travel advice and country risk information
- Enhanced Personal Accident benefits such as rehabilitation, transport to work and workplace assault

Product Limitations

- Any one event involving multi-engine fixed wing aircraft (based on exposure for all)
- Any one event involving aerial conveyance other than fixed wing aircraft
- Total amount for Travel Disruption
- Total amount for Political or Natural Emergency or Threat to Life – this is a fixed benefit
- Total amount for Kidnap and Ransom or Hijack – this is a fixed benefit

Further details can be found in our policy wordings available to brokers/ cover holders.



Distributor Remuneration

Pen agrees commission rates with each distributor and as part of the Fair Value Assessment process has requested details of any additional fees that may be added in the distribution chain. The fee details received have been analysed and if Pen considers these could impact the value of the product this would be raised directly with distributors.

All distributors should be able to:

- Confirm annually that the commissions and fees they charge are reasonable relative to the service(s) they provide and the total cost of the product to the customer; and
- Justify that commissions and fees they charge are fair, and support the intended value of the product.

How Pen Mitigates Risks to Product Fair Value

Pen's commission structure is intended to ensure that it reflects product features and benefits and the services we provide, which support product fair value. Pen does not benefit from distributors increasing or decreasing their own commissions/fees.

Pen has taken steps to validate that distributor commissions/fees charged are within a reasonable range and in line with usual market practice, in order to ensure the value of our products is not diluted.





How Pen Assesses Value

Pen's 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 customer.

These reviews consider the following areas:

Target market	<ul style="list-style-type: none"> • Target market reviewed to ensure the product meets the needs of the customer and will continue to do so for the life of the product • Identify the impact on vulnerable customers where applicable
Distribution strategy	<ul style="list-style-type: none"> • Appropriateness of the distribution channel, services offered and remuneration • Remuneration does not negatively impact the overall value offered by the product
Market assessment	<ul style="list-style-type: none"> • Market scrutiny to ensure the product aligns with current market trends
Product design/lifecycle	<ul style="list-style-type: none"> • Pricing • Regulatory requirements • Fees and charges • Product documentation • Performance of the product • Product changes
Customer journey	<ul style="list-style-type: none"> • Quality Assurance • Feedback from distribution
Claims	<ul style="list-style-type: none"> • Frequency and trends • Loss ratio trends
Complaints	<ul style="list-style-type: none"> • Feedback is reviewed to ensure the product continues to offer good benefit for customers • Reasons for complaints and volumes • Outcomes of complaints: whether they are upheld, not upheld • Identification of trends and root causes • Redress payments: volume and timescales • Financial Ombudsman Service: volume and outcomes

