



Haven Insurance Company Limited

Manufacturer Product Information Document

MOTOR TRADE

As a manufacturer, we will provide you with certain information to support you in conducting an assessment of the product. This information is not intended for end client use.

This document sets out appropriate information in respect of:

- The insurance product(s)
- The identified target market for the insurance product(s), and
- The product approval process

This document is intended to provide you with appropriate information to support you in:

- Understanding the insurance product(s) and their intended value
- Understanding the identified target market for the insurance product(s)
- Understanding who the insurance product(s) is not compatible for
- Carrying out distribution activities for the relevant insurance products in accordance with the best interests of your customers; and
- Distributing the product(s) appropriately to the identified intended target market

SECTION ONE - PRODUCT FEATURES AND CHARACTERISTICS

In this section we set out the main product features and benefits. Please refer to the Policy wording for the full terms and conditions.

Cover

This is a Commercial Motor Trade Insurance product aimed at non-standard segments of the insurance market including customers with prior claims and convictions.

This product offers cover for trade use of vehicles for mechanical repairs, sale of vehicles, valeting, recovery works, collection and delivery and tyre fitting.

This product also offers cover for new ventures with minimum age of the policyholder being 27 and having previous experience in the motor trade industry, for example working for a car dealership.

Legal liability to third party vehicles or property arising from the use of the insured vehicle is covered up to a maximum of £20 million and compensation for death or injury is unlimited.

The Policyholder is in control of the Motor Insurance Database and responsible for adding and removing vehicles within the timescales set in the Policy Wording.

Cover is explicit in the policy documentation and transparent to the customer.

Excesses

Voluntary excess amount can be selected by the policyholder in line with their financial requirements. Compulsory excess is set according to the policy cover level. Compulsory excess represent an appropriate compromise between cost and value and are not out of step with similar products. Excesses are clearly set out in the policy documentation.

SECTION TWO – TARGET MARKET

In this section we set out information on the target market.

This is a Commercial Lines General Insurance product and aimed at Individual Customers, Sole Traders and Companies looking to purchase annual motor trade insurance to cover the vehicles involved in their trade or business.



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This product is designed to target professional Motor Traders over the age of 25 with a yearly turnover of over £10,000. It will only provide limited SDP or additional business use given to Spouse's, Business Partners or Employees, to prevent abuse of the motor trade cover for younger family members.

This product covers small traders that operate from their own residential address or who have mobile operations, as well as to those who have trade premises. Maximum of 5 employees is acceptable, including the Policyholder.

The product is not suitable for:

- Customers looking for less than 1 years insurance
- Customers who are not based in the United Kingdom
- Customers who have similar cover elsewhere
- Customers not involved in the Motor Trade business
- Customers who handle vehicles with 8 seats or more
- Customers who handle vehicles without UK specification

SECTION THREE – DISTRIBUTION STRATEGY

The following methods of distribution are appropriate for this product

- Online
- Face to face
- Telephone

The following types of sales are appropriate for this product

- Non-advised
- Advised

SECTION FOUR – REMUNERATION

Haven Insurance is the manufacturer of this product.

Prices are set by Haven Insurance on a gross premium basis. The premium and IPT only are charged by Haven. Remuneration taken by Acorn Insurance is through commission and fees to cover operational and distribution costs. All fees must be clear to the customer prior to purchasing the policy.

Acorn distributes products through circa 200 sub-brokers. The sub-brokers may provide both advised and non-advised sales of general insurance products.

SECTION FIVE - PRODUCT APPROVAL AND REVIEW PROCESS

Haven is a manufacturer of General Insurance products which are distributed by Acorn Insurance and Financial Services Limited ("Acorn") on a Gross Premium basis. Haven is the sole price setter on all products.

The Governance and controls arrangements are designed to enable us to measure our performance in respect of pricing outcomes and understand emerging risk whilst informing our programme of continuous improvement. The aim is to:

- Meet the needs of our defined target markets
- Ensure clarity of communication so customers are appropriately informed, and
- Ensure customers receive outcomes they expect from Haven products and services, both from Haven and the distributor.

The product approval and review processes are designed to identify whether the product provides fair value to customers. We monitor products across the product lifecycle in order to assess whether they continue to meet



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our customers' needs and are delivering fair outcomes and value. We have established governance procedures to maintain and operate a product review process on an annual basis and earlier for any significant adaptations. Our governance process includes regular monitoring and review including taking any remedial action if appropriate. We will test each product including performing scenario analysis when needed.

Before launch all new products are approved by the Head of Underwriting, the Managing Director and Head of Compliance at Haven.

This product goes through an annual Fair Value Assessment.

SECTION SIX – YOUR RESPONSIBILITIES

To ensure you have adequate information for the appropriate distribution of the product(s), please read this document in conjunction with the Policy wording and Insurance Product Information Documents as collectively they provide more detailed information on the products.

You should ensure you fully understand the insurance product and contact us if you require any additional information or would like to discuss training needs.

We remind you of your responsibility to ensure the distribution arrangements that any remuneration is consistent with your regulatory obligations, including SYSC 19F.2 (remuneration) and SYSC 10 (conflicts of interest).

You must advise us of any increases in remuneration.

You must advise us if any product is not delivering value and take any appropriate remedial action.