



Marine Trades Liability Fair Value Assessment

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Information](#)

Product: Marine Special Risks



Distributed Products



Distributors



Users



Help

Cliff Butters

The Underwriting Exchange
Limited (Ireland)



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Form

Comments

Thank you for filling out the data.

Current
status:
Completed

Please select the Tokio Marine HCC carriers that you are completing this form for.

- HCCII - HCC International Insurance Company plc

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General

Where is your firm based?

- UK
- Europe (Excluding UK)

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Where is the product being sold?

- UK
- Europe (Excluding UK)

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Are you completing this form for a combined product?

No

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Distribution Channel

Has your Firm received necessary information from the Manufacturer(s) to understand the product, its target market and intended distribution strategy?

Yes

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What activities does your Firm perform for this product?

- Direct
- Wholesale
- Advised Sales

- Non-Advice Sales

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What distribution channels are used to sell the product?

- Wholesale broker
- Retail broker

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Please give an estimate of the distribution split by %:

How your Distribution Chain is split based on the above selections, with the percentages adding up to 100%

Wholesale broker	Retail broker
90%	10%

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Is this product sold through a complex distribution chain (e.g. multiple parties in the distribution chain)?

No

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Does your Firm review the distribution arrangements to ensure they are appropriate and that the product is distributed to the target market?

Yes

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Does your Firm sell this product to other distributors?

Yes

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Please make sure your Firm's sub distributors are added to the system via the "Distributors" tab once the forms have been submitted for all products you distribute.

Target Market

Who is the target market that this product is being sold to?

- Medium Commercial
- Small Business
- Micro-Enterprise

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Please give an estimate of the target market split by %:

How your Target Markets are split based on the above selections, with the percentages adding up to 100%

Medium Commercial	Small Business	Micro-Enterprise
5%	20%	75%
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Do all target market groups receive the same product services and benefits?

Yes

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Customer-Related Issues

Have any issues been identified requiring your Firm to take appropriate action to mitigate customer detriment and prevent any further harm?

No

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Ancillary Products / Services

Information on any ancillary products / services sold alongside the product which may affect the product's value.

Are there any secondary products / add-ons that are sold alongside this product?

- No

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Do you provide any services alongside the product?

- No

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Remuneration

Retained Commission	Other Remuneration	Total Remuneration
25%	0%	25%
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Fees

A fee is where an additional fee is paid above the policy level commission by a client, such as an administration fee. Do not include fees that are paid in lieu of commission and agreed with customers. Fees whereby a carrier provides a net quote should not be included.

Do you charge any fees?

No

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Are all fees and remuneration disclosed, as required, to the Customer?

Yes

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Please fill out the following for the selected target markets:

Remuneration - Medium Commercial

Retained Commission - Medium Commercial	Other Remuneration - Medium Commercial
--	--

25%

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0%
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Remuneration - Small Business

Retained Commission - Small Business	Other Remuneration - Small Business
--	--

25%

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0%
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Remuneration - Micro-Enterprise

Retained Commission - Micro- Enterprise	Other Remuneration - Micro-Enterprise
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25%

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0%
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If you can't provide the remuneration split by target market, please explain why.

Policy

Policy Count	Total Premium Income
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300

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300000.00

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Attestation and Approval

It is confirmed that the above remuneration paid by the customer is consistent with the regulatory obligations of the Distributor.

Yes

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Do the above responses apply to all carriers selected at the start of the form?

Yes

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Distribution Contact

Cliff Butters

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Distribution Contact Email

cliff.butters@theunderwritingexchange.com

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**Should the
Manufacturer have
any concerns
surrounding fair
value of the product
who should they
contact, if different
from above?**

Fair Value Concerns Contact Email

cliff.butters@theunderwritingexchange.com

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**Fair Value
Assessment
Approver, if
different from
above.**

Fair Value Assessment Approver Email

cliff.butters@theunderwritingexchange.com

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