

DISTRIBUTOR PRODUCT GUIDE

International Commercial Select

- This guide is for intermediary reference only.
- It doesn't contain the full terms and conditions of the contract of insurance.
- You can find more information about the product within the [policy overview](#).
- Full terms and conditions are within the policy wording sections; you can request to have a copy of these.

Product design

We've provided commercial property and casualty solutions to businesses for over 50 years and work with industry experts such as the Association of British Insurers (ABI), the Fire Protection Association and RISC Authority, in addition to our global partners across the Allianz Group with local operations in more than 70 countries.

We also work with carefully selected international network partners, who support our international insurance products. We draw upon this experience and insight, as well as customer research to ensure our products continue to add value and meet the evolving needs of our commercial property and casualty customers.

International Commercial Select is a Commercial Lines General Insurance product designed for UK domiciled businesses with incidental overseas exposures that want property and/or casualty insurance protection from a range of events, such as damage to property or claims for compensation from either employees or third parties.

International Commercial Select provides the UK cover alongside multinational cover extensions necessary to facilitate a global insurance program. The specific overseas cover is written on a separate local policy via the Allianz Group network or one of our approved international partners.

The product enables businesses to meet certain legislative insurance requirements in the UK, such as those dictated by the Employers' Liability Act. It also helps them to comply with their contractual requirements, for example having property insurance in place for mortgaged buildings, or public and products liability insurance required for work conducted on third-party sites.

Our International Commercial Select product offers a range of optional insurance covers. It's designed to provide value as it offers the customer the flexibility to buy a combination of covers that meets their specific needs and incorporates optional extensions tailored to the requirements of businesses with international exposures. The policy overview provides details of the cover available.

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Target market

International Commercial Select is targeted at established UK domiciled mid- corporate businesses with incidental overseas exposures that have a turnover of up to £450m.

We're able to provide insurance solutions for a broad range of businesses, however this product is **not** targeted towards:

- risks located in more than ten territories
- high hazard exposures, particularly where a long-tail claims profile or increased frequency for large loss potential exists
- non-renewable covers for less than twelve months
- businesses lacking in health and safety, risk protection control and risk management procedures
- non-conventional insurance options, such as customers that run their own captives or require a layered insurance program
- retroactive covers
- stand-alone property owners portfolios, our International Property Owners Select product is tailored for these businesses.

This product isn't suitable for:

- a person acting for purposes outside their trade, business or profession
- non-going concerns or the retired
- businesses that do not have overseas exposures
- motor traders
- construction trade sectors.

We wouldn't expect this product to provide fair value to:

- businesses with very low level sums insured or exposures where we need to apply minimum premiums
- seasonal risks where annual covers are placed.

Potential conflicts

The policyholder could be conflicted if they wish to make lots of small claims, just above the excess limit, as this may impact the terms offered at subsequent renewals.

Product value assessment

Our September 2023 assessment has concluded that our International Commercial Select Product, including its charging and distribution structure, is compatible with the needs, objectives and characteristics of the target market and provides fair value.

Our product value assessment is based on the premium we charge for the cover and the services we provide. In addition to the identified needs, characteristics (including vulnerabilities) and objectives of the target market we take a wide range of other factors into consideration, such as historical and expected claims frequencies, incurred and projected claims costs, plus scenario analysis along with customer feedback.

We also consider how the intended value of the product may be affected by its distribution with the conclusion of our product value assessment based upon our distribution strategy as set out below and that:

- The level of commission is in line with market proximate commission levels and is not being increased from what we have agreed with the placing distributor for the policy. Please refer to your commission schedule and traded commissions for your own distribution / value assessment purposes
- Where distributors operate on a fee-in-lieu (of commission) basis, such fees are expected to be proportionately lower than the equivalent commission would be for that same policy
- Administration fees or any other additional fees are only levied where the commission income is not sufficient to cover any of those respective costs and is commensurate with the activities undertaken
- Our product does not form part of a packaged offering

- Ancillary products (including premium finance arranged by the distributor) are only being offered where requested by the customer and when appropriate to their demands and needs. The total charge to the customer for any ancillary products, and any directly related remuneration (whether commission or fee) is commensurate with the benefit / services provided and activities undertaken
- No other additional charges or remuneration are being received in connection with the distribution of our product other than referenced above or received from us
- All and any parties in the distribution arrangement are able to confirm that their remuneration is consistent with their regulatory obligations.

Distribution strategy

Our International Commercial Select product has been designed for distribution by insurance distributors that hold commercial agency facilities with us, and that perform selling, advising and arranging activities in relation to the policy directly with the customer. They must have the appropriate level of understanding of the risks and exposures faced by their customer in the operation of their business.

Where we've granted permission for the distribution of our products to involve another, or an additional, party in the distribution arrangement, this is restricted to be no more than one level beyond the distributor placing the business with us, and in addition to the product value assessment details outlined above applying that:

- The additional parties being relevant and appropriate in terms of their involvement, knowledge and regulatory status
- Any split or sharing of commission and/or the remuneration applicable to each party being proportionate to the activities undertaken by each party
- Administration fees not being applied by more than one party in the distribution chain.

Product Value Feedback

If you have any concerns about an Allianz Commercial product not delivering its intended value, including in relation to potential adverse customer or product value impacts from the distribution arrangement, please notify us of the relevant details by sending an email to:

regulatory.standards@allianz.co.uk

