

# DUAL GALILEO Bloodstock Mortality and Theft Insurance

## Fair Value Assessment

### Target Market and Product Information

This information is for **broker use only** and **not intended for customer use**

<b>Product Name:</b>	BLOODSTOCK	
<b>Status:</b>	New Product Development	<input checked="" type="checkbox"/>
	Existing Product Refresh	<input type="checkbox"/>
	Product Change	<input type="checkbox"/>
	Other	<input type="checkbox"/>

**Live Date:** This product an existing DUAL Galileo product and is available for new business and renewals.

**Product Type Description:** The Bloodstock All Risks product is for horse owners running SMEs in the equine industry, and also for larger equine professional businesses. We are not targeting consumer business in the UK, but outside the UK we can handle the high net worth horse owners' insurance requirements.

We believe the cover provided is a comprehensive package for death and related coverages to protect their equine assets.

### Characteristics and features of the product:

- All Risks of Mortality basic cover
- Additional coverages include veterinary fees, stallion infertility, loss of income, prospective foal, theft & transits
- Guaranteed renewal
- Access to expert veterinary advisors around the world
- Experienced underwriting team
- Gold Standard claims service
- A+ rated security

## Target Market:

### Who is this product designed for?

Small commercial, commercial, SME and also larger equine professional businesses who are primarily high net worth racehorse & stud farm owners. These are professional clients who understand the need to protect their valuable equine assets.

### Who is this product not designed for?

- Low valued leisure/pleasure business
- Hobby horse/pony owners
- Business produced via non-specialist brokers
- Horses located in countries with poor veterinary capability
- Customers with convictions, poor credit histories
- Customers with poor claims history

## Vulnerable Customers:

*Broker Guidance: You should also ensure that you assess the presence of vulnerable customer characteristics and verify the suitability of the product, should they arise.*

### Did any vulnerable customer characteristics present themselves as risks during the development of the product?

- |  |                                     |
|--|-------------------------------------|
| <b>Health</b> – Conditions that affect ability to carry out day-to-day tasks | <input type="checkbox"/>            |
| <b>Life events</b> - Such as bereavement, job loss or relationship breakdown | <input type="checkbox"/>            |
| <b>Resilience</b> – Low ability to withstand financial or emotional shocks   | <input type="checkbox"/>            |
| <b>Capability</b> –Low knowledge of financial matters or low confidence      | <input type="checkbox"/>            |
| <b>None of the Above</b>   | <input checked="" type="checkbox"/> |

## DUAL's Role:

- |                 |                                     |
|-----------------|-------------------------------------|
| Manufacturer    | <input type="checkbox"/>            |
| Co Manufacturer | <input checked="" type="checkbox"/> |
| Distributor     | <input type="checkbox"/>            |

## Distribution Channel(s):

- |   |                                     |
|---|-------------------------------------|
| Broker (Open Market)                                | <input checked="" type="checkbox"/> |
| Broker (Single broker or Platform)                  | <input type="checkbox"/>            |
| Direct to Commercial Client (define size of client) | <input type="checkbox"/>            |
| Direct to Consumer                                  | <input type="checkbox"/>            |
| Other   | <input type="checkbox"/>            |

## Distribution Method(s):

- |                      |                          |
|----------------------|--------------------------|
| Face-to-Face ['F2F'] | <input type="checkbox"/> |
| Telephone            | <input type="checkbox"/> |
| Online Journey       | <input type="checkbox"/> |
| Webchat              | <input type="checkbox"/> |
| Postal               | <input type="checkbox"/> |

Email

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**Advised Sale**  **OR Non-Advised Sale**

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**Summary of Product Testing:**

This product has been in use in the existing London/Global market for over 10 years. It is an established product with a long history of demand, and as such, is deemed to meet the needs of this very niche specialist market.

**Product Review Process:**

This product was reviewed and approved through DUAL’s Product Oversight and Governance [POG] arrangements **in June 2024**

This product is next due for review through DUAL’s POG in **year-end 2025**, unless there is a significant change to the product.

**Risks and Cost:**

The **risks** and **costs** has been reviewed through DUAL’s POG, as part of the product development process.

You should ensure that, in assessing the suitability of the product, that you identify the risks posed to the insured, and that all costs associated are appropriate to their needs.

**Product Value:**

Product Value is the relationship between the overall price to the customer and the quality of the product(s) and or services provided. **DUAL considers that this product provides fair value to customers in the target market considering all the data available to us, including the pricing model used to calculate the risk. We consider this product to be fair value for the foreseeable future.**

You should be satisfied that, in offering this product, it meets the fair value expectations. Should you become aware of any information that leads you to believe the product is not offering fair value, please contact DUAL without delay.

**Conflicts of Interest:**

DUAL has identified no conflicts of interest in the manufacture, underwriting and distribution of this product. On occasions where a conflict of interest is identified, they are properly disclosed, managed and reported. Should you become aware of any information that leads you to believe a conflict of interest may be present, please contact DUAL without delay.

**DUAL Product Oversight and Governance Arrangements**

Following the implementation of the Insurance Distribution Directive [‘IDD’] on 1st October 2018 and the Pricing Practices changes from 1<sup>st</sup> October 2021 and 1<sup>st</sup> January 2022, this document outlines DUAL’s approach to Product Oversight and Governance to demonstrate the way we design, monitor, review and distribute our insurance products.

**Why are we telling you this?**

As part of the regulatory framework DUAL adheres to, we are informing you of the product governance arrangements we have in place for designing, monitoring, reviewing, and distributing of this product. The key areas outlined cover the various processes we have in place to monitor our products as well as the information we may require from brokers/coverholders (distributors) throughout the lifecycle of a product.

### **Product Development Process**

The product development process has been designed to ensure that we have a consistent approach to the development of new products, or significant revisions to existing products.

### **Product Review Process**

The product review process ensures that those already within the market continue to be designed in a way that meets the needs of the target market and offers fair value to consumers.

This document confirms the target market, product information and has been assessed as having Fair Value using MI relating to the following:

- Nature of the product and the coverage provided
- Cancellation rates
- Claims volumes, declination rates and average claims pay out
- Loss ratios
- Customer feedback including complaint volumes and root cause analysis
- Pricing model and the total acquisition costs including commissions and other distributor remuneration
- The reasonableness of any admin and/or cancellation fees
- Suitability of the distribution strategy

### **Information for brokers and other distribution partners**

As we carry out these reviews, we may request information from brokers/coverholders to be able to evidence that our products are being distributed as intended - examples of this could be evidence that the product has been sold to the right target market or complaints received relating to the product. In most instances we will hold this data already on our systems, but there will be occasions when we may request it from relevant brokers. We will endeavour to provide adequate notice where we seek this information from you.

### **Further Information**

If you have any questions, please contact your DUAL representative.