

## August 2023

Manufacturers and distributors are required to consider whether products represent fair value for customers. A manufacturer is the party that substantially creates, develops, designs and/or underwrites a contract of insurance. A distributor will be some form of intermediary, either authorised or exempt by the FCA. A distributor would include introducers.

The fair value assessment is the responsibility of the manufacturer of a product. To complete a fair value assessment, information on remuneration and services provided in the distribution chain is required from distributors. We therefore need this information from you.

Information is required from all distributors in the distribution chain. Table 1 should be completed with information relevant to the distributor in contact with Corniche. If there are more parties involved, then tables 2 and 3 must be completed. It is not expected that further tables will be required, however if they are please copy table 3 as necessary.

This information request is focused on UK business covering consumers, and commercial customers that meet at least two of the following: have an annual turnover of less than EUR 12.8 million; have a balance sheet total of less than EUR 6.2 million; employ fewer than 250 people.

It is expected that in most cases the information that you provide will be the same for all carriers used by Corniche. If your answers differ for the different carriers used by Corniche, then please complete additional copies of the table, and make clear which carrier the answers relate to.



## Table 1 – to be completed by the distributor in direct contact with Corniche Underwriting:

Car	rier	name, if responses are specific to individual <b>NBJ</b>	
carı	riers	used by Corniche, otherwise state 'All':	
Dist	tribu	tor 1 (the party in contact with Corniche)	_
1)	and	you the party in direct contact with the insured? If no, continue to complete this table I request the information from other distributors in the chain and complete table 2, and le 3 if applicable. Add more tables if required.	Yes
Rer		eration:	
	•	Retained commission	%7.5
	•	Fees. Where this varies, please give information on how this is applied.	£150
	•	Other remuneration	
2)	Exp	lanation of activities provided. Select all that apply:	•
	a)	<b>Direct</b> – The product is distributed directly to insureds. The broker's role is to understand the demands and needs of the insured and then obtain quotations from insurers.	Yes
	b)	Wholesale - The broker works on the producing brokers/Appointed Representative instructions paying due regard to the best interests of the end client.	Yes
	c)	Advised – the product is sold on an advised basis	Ye
	d)	Non-Advised – the product is sold on a non-advised basis	No
	e)	Claims – the broker provides claims first notification of loss	No
	f)	Other – please describe below:	No
	val a)	ue. Select all that apply: Legal expenses	No
	b)	Gap cover	No
	c)	Key cover	No
	d)	Emergency home cover	
	e)		No
	f)	Loss recovery (pays for a loss assessor to act on insureds behalf)	No
	g)	Breakdown cover	-
	5/	Breakdown cover Windscreen cover	No No No
	h)	Breakdown cover Windscreen cover Courtesy car cover	No No No
	h) i)	Breakdown cover Windscreen cover Courtesy car cover Risk Management services e.g. health & safety assessment, consultancy	No No No No No
	h) i) j)	Breakdown cover Windscreen cover Courtesy car cover Risk Management services e.g. health & safety assessment, consultancy Premium finance (if offered by the same provider)	No No No No No No
•	h) i) j) k)	Breakdown cover Windscreen cover Courtesy car cover Risk Management services e.g. health & safety assessment, consultancy Premium finance (if offered by the same provider) Other – please describe	No No No No No No No
4)	h) i) j) k) Are	Breakdown cover Windscreen cover Courtesy car cover Risk Management services e.g. health & safety assessment, consultancy Premium finance (if offered by the same provider)	No No No No No No
,	h) i) j) k) Are cus	Breakdown cover Windscreen cover Courtesy car cover Risk Management services e.g. health & safety assessment, consultancy Premium finance (if offered by the same provider) Other – please describe you aware of any duplication in cover with any of the products distributed to the same tomer? If yes, please give more details below:	No No No No No No No
4)	h) i) j) k) Are cus	Breakdown cover Windscreen cover Courtesy car cover Risk Management services e.g. health & safety assessment, consultancy Premium finance (if offered by the same provider) Other – please describe you aware of any duplication in cover with any of the products distributed to the same	No No No No No No



## Table 2 – only complete if the distributor in table 1 is not in direct contact with the insured.

is	tributor 2 (Not in contact with Corniche/in contact with distributor 1)	
)	Are you the party in direct contact with the insured? If no, continue to complete this t and request the information from other distributors in the chain and complete table 3 applicable. Add more tables if required.	
Rei	muneration:	
	Retained commission	%7.5
	• Fees. Where this varies, please give information on how this is applied.	N/A
	Other remuneration	
2)	Explanation of activities provided. Select all that apply:	
-	a) <b>Direct</b> – The product is distributed directly to insureds. The broker's role is to	No
	understand the demands and needs of the insured and then obtain quotations from	om
	insurers.	
	b) Wholesale - The broker works on the producing brokers/Appointed Representative	ve Yes
	instructions paying due regard to the best interests of the end client.	
	c) Advised – the product is sold on an advised basis	No
	d) Non-Advised – the product is sold on a non-advised basis	No
	e) <b>Claims</b> – the broker provides claims first notification of loss	No
3)	<ul> <li>f) Other – please describe below:</li> <li>Information on any ancillary products/activities sold alongside the product which m</li> </ul>	No
3)	<ul> <li>f) Other – please describe below:</li> <li>Information on any ancillary products/activities sold alongside the product which m value. Select all that apply:</li> </ul>	ay affect the product'
3)	<ul> <li>f) Other – please describe below:</li> <li>Information on any ancillary products/activities sold alongside the product which m value. Select all that apply:         <ul> <li>a) Legal expenses</li> </ul> </li> </ul>	ay affect the product'
3)	<ul> <li>f) Other – please describe below:</li> <li>Information on any ancillary products/activities sold alongside the product which m value. Select all that apply:         <ul> <li>a) Legal expenses</li> <li>b) Gap cover</li> </ul> </li> </ul>	ay affect the product'
3)	<ul> <li>f) Other – please describe below:</li> <li>Information on any ancillary products/activities sold alongside the product which m value. Select all that apply:</li> <li>a) Legal expenses</li> <li>b) Gap cover</li> <li>c) Key cover</li> </ul>	ay affect the product'
3)	<ul> <li>f) Other – please describe below:</li> <li>Information on any ancillary products/activities sold alongside the product which m value. Select all that apply:</li> <li>a) Legal expenses</li> <li>b) Gap cover</li> <li>c) Key cover</li> <li>d) Emergency home cover</li> </ul>	ay affect the product' No No No No No No
3)	<ul> <li>f) Other – please describe below:</li> <li>Information on any ancillary products/activities sold alongside the product which m value. Select all that apply:</li> <li>a) Legal expenses</li> <li>b) Gap cover</li> <li>c) Key cover</li> </ul>	ay affect the product' No No No No No No No No
3)	<ul> <li>f) Other – please describe below:</li> <li>Information on any ancillary products/activities sold alongside the product which m value. Select all that apply: <ul> <li>a) Legal expenses</li> <li>b) Gap cover</li> <li>c) Key cover</li> <li>d) Emergency home cover</li> <li>e) Loss recovery (pays for a loss assessor to act on insureds behalf)</li> </ul> </li> </ul>	Ay affect the product' No
3)	<ul> <li>f) Other – please describe below:</li> <li>Information on any ancillary products/activities sold alongside the product which m value. Select all that apply:</li> <li>a) Legal expenses</li> <li>b) Gap cover</li> <li>c) Key cover</li> <li>d) Emergency home cover</li> <li>e) Loss recovery (pays for a loss assessor to act on insureds behalf)</li> <li>f) Breakdown cover</li> </ul>	No ay affect the product' No
3)	<ul> <li>f) Other – please describe below:</li> <li>Information on any ancillary products/activities sold alongside the product which m value. Select all that apply: <ul> <li>a) Legal expenses</li> <li>b) Gap cover</li> <li>c) Key cover</li> <li>d) Emergency home cover</li> <li>e) Loss recovery (pays for a loss assessor to act on insureds behalf)</li> <li>f) Breakdown cover</li> <li>g) Windscreen cover</li> </ul> </li> </ul>	Avaluation of the product of the pro
3)	<ul> <li>f) Other – please describe below:</li> <li>Information on any ancillary products/activities sold alongside the product which m value. Select all that apply:</li> <li>a) Legal expenses</li> <li>b) Gap cover</li> <li>c) Key cover</li> <li>d) Emergency home cover</li> <li>e) Loss recovery (pays for a loss assessor to act on insureds behalf)</li> <li>f) Breakdown cover</li> <li>g) Windscreen cover</li> <li>h) Courtesy car cover</li> </ul>	No ay affect the product' No
3)	<ul> <li>f) Other – please describe below:</li> <li>Information on any ancillary products/activities sold alongside the product which m value. Select all that apply: <ul> <li>a) Legal expenses</li> <li>b) Gap cover</li> <li>c) Key cover</li> <li>d) Emergency home cover</li> <li>e) Loss recovery (pays for a loss assessor to act on insureds behalf)</li> <li>f) Breakdown cover</li> <li>g) Windscreen cover</li> <li>h) Courtesy car cover</li> <li>i) Risk Management services e.g. health &amp; safety assessment, consultancy</li> <li>j) Premium finance (if offered by the same provider)</li> <li>k) Other – please describe</li> </ul> </li> </ul>	No ay affect the product' No
3)	<ul> <li>f) Other – please describe below:</li> <li>Information on any ancillary products/activities sold alongside the product which m value. Select all that apply: <ul> <li>a) Legal expenses</li> <li>b) Gap cover</li> <li>c) Key cover</li> <li>d) Emergency home cover</li> <li>e) Loss recovery (pays for a loss assessor to act on insureds behalf)</li> <li>f) Breakdown cover</li> <li>g) Windscreen cover</li> <li>h) Courtesy car cover</li> <li>i) Risk Management services e.g. health &amp; safety assessment, consultancy</li> <li>j) Premium finance (if offered by the same provider)</li> </ul> </li> </ul>	No ay affect the product' No



## Table 3 – only complete if the distributors in tables 1 and 2 are not in direct contact with the insured.

		name, if responses are specific to individual carriers used					
		hiche, otherwise state 'All':					
		utor 3 (In contact with distributor 2) name:	Vec/Ne				
1)		e you the party in direct contact with the insured? If no, continue to complete this table	Yes/No				
and request the information from other distributors in the chain and add more tables.  Remuneration:							
Rei			%				
	•	Retained commission	f				
	•	Fees. Where this varies, please give information on how this is applied.	Ľ				
2)	•	Other remuneration					
2)		planation of activities provided. Select all that apply:	)//NI-				
	a)	<b>Direct</b> – The product is distributed directly to insureds. The broker's role is to	Yes/No				
		understand the demands and needs of the insured and then obtain quotations from					
	<b>ل</b> ا	insurers.	Vec/Ne				
	b)	Wholesale - The broker works on the producing brokers/Appointed Representative instructions paying due regard to the best interests of the end client.	Yes/No				
	c)	Advised – the product is sold on an advised basis	Yes/No				
	d)	Non-Advised – the product is sold on a non-advised basis	Yes/No				
		Claims – the broker provides claims first notification of loss	Yes/No				
	e) f)	Other – please describe below:	Yes/No				
	1)	other – please describe below:	res/NO				
3)	Inf	ormation on any ancillary products/activities sold alongside the product which may affe	ct the product's				
	val	ue. Select all that apply:	····				
	val a)	Legal expenses	Yes/No				
			-				
	a)	Legal expenses	Yes/No				
	a) b)	Legal expenses Gap cover	Yes/No Yes/No				
	a) b) c)	Legal expenses Gap cover Key cover	Yes/No Yes/No Yes/No				
	a) b) c) d)	Legal expenses Gap cover Key cover Emergency home cover	Yes/No Yes/No Yes/No Yes/No				
	a) b) c) d) e) f)	Legal expenses Gap cover Key cover Emergency home cover Loss recovery (pays for a loss assessor to act on insureds behalf)	Yes/No Yes/No Yes/No Yes/No Yes/No				
	a) b) c) d) e)	Legal expenses Gap cover Key cover Emergency home cover Loss recovery (pays for a loss assessor to act on insureds behalf) Breakdown cover Windscreen cover	Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No				
	a) b) c) d) e) f) g) h)	Legal expenses Gap cover Key cover Emergency home cover Loss recovery (pays for a loss assessor to act on insureds behalf) Breakdown cover Windscreen cover Courtesy car cover	Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No				
	a) b) c) d) e) f) g) h) i)	Legal expenses Gap cover Key cover Emergency home cover Loss recovery (pays for a loss assessor to act on insureds behalf) Breakdown cover Windscreen cover Courtesy car cover Risk Management services e.g. health & safety assessment, consultancy	Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No				
	a) b) c) d) e) f) g) h) i)	Legal expenses Gap cover Key cover Emergency home cover Loss recovery (pays for a loss assessor to act on insureds behalf) Breakdown cover Windscreen cover Courtesy car cover Risk Management services e.g. health & safety assessment, consultancy Premium finance (if offered by the same provider)	Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No				
4)	a) b) c) d) e) f) g) h) i) j) k)	Legal expenses Gap cover Key cover Emergency home cover Loss recovery (pays for a loss assessor to act on insureds behalf) Breakdown cover Windscreen cover Courtesy car cover Risk Management services e.g. health & safety assessment, consultancy Premium finance (if offered by the same provider) Other – please describe	Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No				
4)	a) b) c) d) e) f) g) h) i) j) k)	Legal expenses Gap cover Key cover Emergency home cover Loss recovery (pays for a loss assessor to act on insureds behalf) Breakdown cover Windscreen cover Courtesy car cover Risk Management services e.g. health & safety assessment, consultancy Premium finance (if offered by the same provider) Other – please describe e you aware of any duplication in cover with any of the products distributed to the same	Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No				
4)	a) b) c) d) e) f) g) h) i) j) k)	Legal expenses Gap cover Key cover Emergency home cover Loss recovery (pays for a loss assessor to act on insureds behalf) Breakdown cover Windscreen cover Courtesy car cover Risk Management services e.g. health & safety assessment, consultancy Premium finance (if offered by the same provider) Other – please describe	Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No				
4)	a) b) c) d) e) f) g) h) i) j) k)	Legal expenses Gap cover Key cover Emergency home cover Loss recovery (pays for a loss assessor to act on insureds behalf) Breakdown cover Windscreen cover Courtesy car cover Risk Management services e.g. health & safety assessment, consultancy Premium finance (if offered by the same provider) Other – please describe e you aware of any duplication in cover with any of the products distributed to the same	Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No				
4)	a) b) c) d) e) f) g) h) i) j) k)	Legal expenses Gap cover Key cover Emergency home cover Loss recovery (pays for a loss assessor to act on insureds behalf) Breakdown cover Windscreen cover Courtesy car cover Risk Management services e.g. health & safety assessment, consultancy Premium finance (if offered by the same provider) Other – please describe e you aware of any duplication in cover with any of the products distributed to the same	Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No				
4)	a) b) c) d) e) f) g) h) i) j) k) Are cus	Legal expenses Gap cover Key cover Emergency home cover Loss recovery (pays for a loss assessor to act on insureds behalf) Breakdown cover Windscreen cover Courtesy car cover Risk Management services e.g. health & safety assessment, consultancy Premium finance (if offered by the same provider) Other – please describe e you aware of any duplication in cover with any of the products distributed to the same	Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No				
	a) b) c) d) e) f) g) b) i) j) k) k) Are cus	Legal expenses Gap cover Key cover Emergency home cover Loss recovery (pays for a loss assessor to act on insureds behalf) Breakdown cover Windscreen cover Courtesy car cover Risk Management services e.g. health & safety assessment, consultancy Premium finance (if offered by the same provider) Other – please describe e you aware of any duplication in cover with any of the products distributed to the same stomer? If yes, please give more details below:	Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No				
	a) b) c) d) e) f) g) b) i) j) k) k) Are cus	Legal expenses Gap cover Key cover Emergency home cover Loss recovery (pays for a loss assessor to act on insureds behalf) Breakdown cover Windscreen cover Courtesy car cover Risk Management services e.g. health & safety assessment, consultancy Premium finance (if offered by the same provider) Other – please describe e you aware of any duplication in cover with any of the products distributed to the same stomer? If yes, please give more details below: ease confirm that the distribution arrangements are consistent with SYSC 10 (conflicts)	Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No				
	a) b) c) d) e) f) g) b) i) j) k) k) Are cus	Legal expenses Gap cover Key cover Emergency home cover Loss recovery (pays for a loss assessor to act on insureds behalf) Breakdown cover Windscreen cover Courtesy car cover Risk Management services e.g. health & safety assessment, consultancy Premium finance (if offered by the same provider) Other – please describe e you aware of any duplication in cover with any of the products distributed to the same stomer? If yes, please give more details below: ease confirm that the distribution arrangements are consistent with SYSC 10 (conflicts)	Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No Yes/No				