



Product Governance and Fair Value Assessment

Air Underwriting is committed to conducting its business in a fair, honest and open manner and we ensure that we have appropriate product oversight and governance systems and controls in place to offer products that have been assessed as providing fair value to customers that are within the appropriate target market.

This summary document has been created to fulfil our responsibilities under fair value regulations.

This document should not be used as a sales or marketing tool. The client facing broker must act in the best interests of each customer individually when deciding whether to recommend a particular policy or not.

Product Information

Product	Air- Architects Professional Indemnity
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Assessment

Most Recent Review	Oct 2021
Product Type	Professional Indemnity
Manufacturer/ Co Manufacturer	Glemham Underwriting
Territorial Limits	Worldwide Excluding USA or Canada unless agreed otherwise
Target Market	UK Micro and SME Businesses
Outside Target Market	All others outside of the Target Market
Characteristics of the Product aimed at meeting the needs of the target market	<p>The Policyholder's liability to compensate third parties arising from their professional conduct.</p> <p>See the Key Facts Document for further details of Policy cover and Key Exclusions.</p>
Distribution Strategy	This product is intended for distribution via FCA authorised brokers only. Brokers must be approved by us and enter into our standard format TOBA. Brokers may access this product via our online portal. Sub-broking is not permitted.
Commission	We will agree a commission rate with each distributor. All distributors should be able to demonstrate that commission received bears a reasonable relationship to the actual costs of their contribution/level of involvement or benefit added by them to the distribution arrangement. We may ask you to justify your commission rate.
Other Remuneration	We will charge an Underwriting Fee on all policies. We will also charge a fee if your customer requests a mid-term adjustment or asks to cancel the policy during its term (other than in the cooling off period). Full details of our fees can be found within the quote documentation pack. We review our fees annually to ensure that they remain appropriate. We may ask you provide details of remuneration you earn in connection with the sale of our policy. This includes any fees, premium finance earnings, earning from noninsurance products or add-ons sold alongside our policy. You must ensure that your arrangements are consistent with FCA rules on conflicts and incentives. You should review all remuneration arrangements at least annually and share the outcome of that review with us on request.



Fair Value Review	<p>Our product governance process requires a full review of all products at least annually to determine if the product offers fair value to the end customer. These reviews consider the target market, distribution strategy, remuneration, marketing, product information, product performance, product design and feedback from distributors and customers. We also monitor conversion rates, renewal retention, cancellations, loss ratios, claims and complaints as part of this review process. We are satisfied that the product offers fair value to its intended Target Market subject to distributors</p> <ul style="list-style-type: none">• not charging customers additional amounts over and above the gross premium plus underwriting fees quoted by us without first determining that they do not have a detrimental effect on the value of the product.• Ensuring that no duplicate cover exists or is caused by an add-on where that cover is already provided by the policy
Customers for whom the product is not expected to provide fair value	<p>This product would not be expected to provide fair value to policyholders/risks that fall outside the Target Market</p>
Relevant documents available via our website	<p>Key Facts Document Policy Wording</p>