## **Target Market Statement**



# Swiftcover Van Insurance

AXA Commercial has undertaken a Product Review and Fair Value Assessment as the manufacturer of this product, in accordance with our obligations under PROD 4.2.

Date of most recent Product Review and Fair Value Assessment	August 2023
Date of next Product Review and Fair Value Assessment to be completed by	Within the next 12 months*

\*We continuously monitor our products and apply a risk-based approach to our product governance; the next review and assessment may take place before this date and this document updated accordingly.

#### **Outcome of the Product Review and Fair Value Assessment**

As a result of the product governance activities undertaken across this product we can confirm:

#### 1. The product remains consistent with the needs of the identified target market

2. The product remains consistent with the fair value assessment

#### 3. The intended distribution strategy remains appropriate

Product Description	This is a direct to customer product. It is a low complexity product which is widely understood in the marketplace and is sold to private individuals and micro-enterprise customers.
Product Type	This is a Commercial Lines general insurance product which is suitable for private and business customers.
Product Status	This product is open to new and renewal business.
Who is the product designed for?	Private individuals, looking to insure a van for Social, Domestic and Pleasure (SD&P) use only.Commercial customers with businesses based within Great Britain looking to insure one van for business use with only 1 full-time occupation, such as sole traders.

Who is the product <u>not</u> appropriate for?	Customers who do not own (or lease) a van, or customers with a fleet of vehicles to insure. This product is also not suitable for drivers under 25, or customers who regularly drive in the EU.	
What are the mandatory product features that will meet the needs, characteristics, and goals of the target market?	This product provides motor cover up to specified limits, providing extensive cover on a comprehensive basis.	
	The following optional covers can be added:	
Does the product include optional covers?	<ul> <li>Breakdown Assistance</li> <li>Legal Assistance</li> <li>Trailer Cover</li> <li>Protected No Claims Discount</li> </ul>	
How should this product be distributed?	This product is sold to customers directly by AXA through www.axa.co.uk, over the phone and via selected partners.	
What should distributors do to ensure the product provides fair value to the end customer?	To ensure the customer receives fair value for this product, care must be taken to ensure no duplicate cover exists or is caused by an add-on where that cover is already provided by the policy. Fees or charges passed onto the customer must be proportionate to the service provided and provide fair value.	
Additional Product Literature	This document is to be read in conjunction with the appropriate policy wording/summary documents which have been provided by AXA.	

### Further information about the Product Review and Fair Value Assessment

When completing our Product Reviews and Fair Value Assessments we used all available information relevant to the product, and information provided by our distribution partners.

Where indicators and measures were outside AXA Commercial's tolerance, we investigated these to ensure that the product continues to remain suitable for the target market, delivers value for customers and operates in line with customer expectations. Details of any key actions taken can be found below.

Review / Assessment Area	Key Indicators and Measures	Summary outputs and actions
Product Performance	<ul> <li>Target Market review</li> <li>Customer vulnerability considerations</li> <li>Product fees/charges</li> <li>Claims performance.</li> <li>Complaints performance</li> <li>Product Cancellations</li> <li>Value Measures (where the product is a value measures product)</li> </ul>	Our assessment of these measures confirmed the ongoing fair value of this product. We have made some updates to the overall Target Market Statement to ensure the information provided is clear. This product is a value measures product, (and consequential additional regulatory reporting is undertaken for this product).
Price	<ul> <li>Pricing approach</li> <li>Commission/remuneration arrangements</li> <li>Loss Ratio performance</li> <li>COR performance</li> <li>Customer tenure</li> <li>Cost and Impact of any Add-Ons</li> <li>Cost and Impact of Premium Finance</li> </ul>	Our assessment of these measures confirmed the ongoing fair value of this product.
Service Delivery	<ul> <li>Claims Service Metrics</li> <li>Complaints Service Metrics</li> <li>Operational Service Metrics</li> <li>Customer Feedback</li> </ul>	Our assessment of these measures confirmed the ongoing fair value of this product.
Distribution	<ul> <li>Review of Distribution Strategy and oversight in place specific to this product</li> <li>A review of the extended distribution chain.</li> </ul>	Where distribution partners responded to our information request these have been included, (if applicable) and our assessment of these measures has confirmed that the distribution strategy for this product remains appropriate. (This is subject to all distributors ensuring that the costs they pass on to customers and any add-ons sold do not adversely impact the value of this product.) We continue to work with our partners to obtain and assess information, and agree actions as required, to
Assurance Activity	<ul> <li>Results of previous assessments of this product</li> <li>Review of any product changes and Significant Adaptations</li> <li>Review of any Risks or Incidents associated with this product.</li> <li>Review of other relevant Monitoring and Oversight activity relating to this product</li> </ul>	ensure the ongoing value of this product. Our assessment of these measures confirmed the ongoing fair value of this product.

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