

## Product: Marine Cargo

Manufacturer Information
<b>Product information</b> This product provides physical loss and damage to cargo whilst in transit and in store to cargo owners and for care, custody, and control owners of cargo.
<b>Target market</b> This product provides physical loss and damage to cargo whilst in transit and in store to cargo owners and for care, custody, and control owners of cargo. This could apply to any customer, including individuals who instruct removers for their domestic property.
<b>Types of customers for whom the product would be unsuitable</b> This product would not be suitable for any client who is not looking for physical loss and damage to cargo whilst in transit and in store to cargo owners and/or for care, custody, and control owners of cargo.  This product is not authorised for distribution to customers domiciled or located outside of the EEA or Australia.
<b>Any notable exclusions or circumstances where the product will not respond</b> <b>Exclusions include but not limited to:</b> <ul style="list-style-type: none"> <li>• Exclusions - cyber, communicable diseases, static war and terror, radiation exposure,</li> <li>• Willful misconduct of the insured (the merchant)</li> <li>• Ordinary leakage, loss in weight, wear, and tear of goods</li> <li>• Insufficient packing, inadequate stowage in a container, inherent vice, or goods deterioration caused by delay.</li> </ul> Write-back of shortage, insufficient packing and aspects of inherent vice for specific commodities can be agreed in some circumstances,  <b>Limit of liability:</b> The limits of liability and excess will be commodity specific extensions of cover, to meet the demands and needs of the policyholder. There may be maximum limits per cargo sending. There may be two limits – per vessel, and per location.  <b>Excess:</b> The excess will be determined to meet the demands and needs of the policyholder.
<b>Other information which may be relevant to distributors</b> This product is permitted for sale via the following distribution chain: <ul style="list-style-type: none"> <li>– Lloyd's Broker;</li> <li>– a delegated authority arrangement with a coverholder;</li> <li>– Wholesale Broker and</li> <li>– by Retail brokers which have been approved by the coverholder as suitable distributors for the target market.</li> </ul> No further distributors in the chain are permitted without TMKS' approval. Any such approval will include consideration of their impact on product value.  Where Distributor 1 sells this Product via multiple other distributors (via sub-delegation or sub-broking), it is their responsibility to ensure all distributors have been provided this document, have reviewed it and understand the content. If there is any additional remuneration, including commissions, fees or other 'non-standard' remuneration charged to the customer by other distributors, it is the responsibility of Distributor 1 to inform TMK of these details accurately and in full.  This product should be sold in line with FCA regulations and can be sold with & without advice by a regulated insurance distributor.

Distributors are expected to fully understand the eligibility criteria, covers and exclusions of the product.

This product can be sold face to face, via telephone or electronic communication or a mix of these methods, as long as customers are provided with sufficient information to make an informed decision regarding the suitability of the product.

### **Commission & Fees**

The coverholder is expected to ensure that maximum commission rates do not exceed those stipulated within the Binding Authority Agreement.

Brokers can select commission rates from a range set by the coverholder, so that remuneration can be aligned to their own distribution costs. The maximum commission rate set cannot be exceeded.

The coverholder is expected to maintain oversight of all broker commissions and, where there may be a risk to product value and remedial action taken whenever necessary including notification to Tokio Marine Kiln.

Brokers are reminded of their own regulatory obligations in relation to remuneration under PROD 4.3.6 as well as the requirements to make all necessary disclosures to the customer.

### **How value is assessed**

Value is assessed based on a number of metrics, including underwriting, claims and complaints information as well as through broker and coverholder engagement.

Remuneration paid as set out in our agreements with distributors has been considered as part of the value assessment.

If additional add-ons (including premium finance) are sold alongside this product or additional remuneration is charged, this may affect the value for the customer.

Further information on our product approval processes can be obtained on request.

Date Fair Value assessment completed	February 2025
Expected date of next assessment	August 2025