# Excess of Loss - June 2026

## Target Market Statement

| | |
|---|---|
| *Product Name* | Excess of Loss Insurance (Ascot) |
| **Target Market – who is this product designed for?** | This product is for Commercial clients requiring additional cover above the indemnity limit of their primary Public and Products liability policy, providing protection from major incidents that could exceed their primary insurance.<br><br>The product is not suitable for non-commercial clients or commercial clients who do not require the aforementioned cover. It is also not suitable for clients unlikely to require cover exceeding their existing cover limits. |
| **Target market – are there any specific characteristics, including, customer vulnerability, that you should be aware of?** | This product is only available via independent intermediaries whom clients should seek advice from. |
| **What are the key value elements of the product that are important for the target market?** | A product specifically designed for the target market with policy covers tailored to clients needs.<br><br>A team of specialist underwriters to provide guidance and support.<br><br>Wordings that aim to be clear to the target market |
| **What client need is met by this product?** | Public and Products Excess Liability Cover giving additional cover above the indemnity limit of the Client's primary Public and Products liability policy, providing protection from major incidents that could exceed their primary insurance. |

For broker use only.
This information is intended for insurance professionals only and is not intended for distribution to the public.
V2 - 01.12.2023

*Continued*

| | |
|---|---|
| **What client need is met by this product?** | |
| **Can this product be sold without advice?** | This product should be sold in line with FCA regulations and should be sold with advice. |
| **How can this product be sold?** | Only via an independent intermediary.<br>To ensure the client 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. Commission, fees, or charges |
| **How is value assessed?** | The value of this product is subject to review by Insurers taking into account factors such as:<br>- Commission<br>- Complaints<br>- Cancellations<br>- Claims information<br>- Loss ratios |

Mi Specialty Ltd, Registered in England and Wales (No: 07313009). Registered office: Affinity House, Bindon Road, Taunton, Somerset TA2 6AA. Mi Specialty Ltd is authorised and regulated by the Financial Conduct Authority FRN: 969896. Mi Specialty Ltd is part of the Lloyd & Whyte Group. Calls may be recorded for use in quality management, training and customer support.

For broker use only.
This information is intended for insurance professionals only and is not intended for distribution to the public.