

## Target Market Statement

This document was prepared by ERGO UK Specialty Limited ('ERGO UK') in accordance with regulatory responsibilities under PROD 4.2 as the manufacturer of this product.

The purpose of this Target Market Statement is to provide clear information about who ERGO's products are designed for, who they are not intended to support and how ERGO expects the product should be distributed.

Carrier name	Great Lakes Insurance UK Ltd
Product name	Lenders Interest
Date of most recent Target Market Statement	September 2023
Product Review and Target Market Assessment frequency <sup>1</sup>	Every 12 months

Product summary
This is a commercial insurance product designed for customers who are mortgage lenders and wish to insure properties on which there is an outstanding mortgage balance against physical damage.
Who is the target market of this product?
This product is designed for commercial customers who: <ul style="list-style-type: none"><li>• Are mortgage lenders;</li><li>• Are seeking to purchase contingent property insurance for properties located in the United Kingdom (England, Scotland, Wales, Northern Ireland), the Isle of Man or the Channel Islands;</li><li>• Have an interest in the properties being insured by way of an outstanding mortgage balance.</li></ul>
Who is the product not designed to support?
This product is not designed for customers: <ul style="list-style-type: none"><li>• Who are not mortgage lenders;</li><li>• Who are seeking to insure their own property;</li><li>• Who are seeking to insure property not located in the United Kingdom (England, Scotland, Wales, Northern Ireland), the Isle of Man or the Channel Islands.</li></ul>

<sup>1</sup> In line with PROD 4.2.34R and PROD 4.2.34B R, ERGO will undertake a review every 12 months or more frequently where the potential risk associated with the product makes it appropriate to do so. ERGO will apply a risk-based approach to product governance and continuously review products to ensure ongoing fair value for customers in the target market.

<b>Does this product include optional covers?</b>
No
<b>Can this product be sold without advice?</b>
This product should be sold with advice from an insurance intermediary.
<b>How should this product be distributed?</b>
<p>The product will be distributed via selected coverholders, who will be accessed by selected wholesale and retail insurance brokers, acting for target market customers who are eligible for the cover in accordance with our new business / renewal acceptance criteria.</p> <p>Target market customers will be sophisticated purchasers of insurance and are generally familiar with similar products.</p> <p>The distribution strategy is considered appropriate for the target market, with customers able to purchase the product through a distributor of their choice.</p>
<b>Other information which may be relevant to distributors</b>
This document should be read in conjunction with the policy wording and IPID or summary document.