

## 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	Package
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 wish to protect their business employer's, public and products liability.
Who is the target market of this product?
This product is designed for commercial customers who: <ul style="list-style-type: none"><li>• operate an office, shop or hospitality business situated in the United Kingdom (England, Scotland, Wales, Northern Ireland), the Isle of Man or the Channel Islands and are looking to protect their business with a package product that includes material damage, glass, deterioration of stock, money &amp; assault, goods in transit, loss of license, business interruption, employer's liability, public liability and products liability.</li><li>• Require cover for single or multiple locations.</li><li>• Have no unspent (non-motoring) criminal convictions, or prosecutions pending.</li><li>• Require a package of covers to meet their business needs.</li></ul>
Who is the product not designed to support?
This product is not designed for commercial customers: <ul style="list-style-type: none"><li>• Who have unspent criminal convictions.</li><li>• Whose property has flooded or is at high risk of flooding.</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.

- Who are seeking insurance for a business situated outside the United Kingdom, the Isle of Man or the Channel Islands.
- Who require individual covers such as property or employer's and public liability only.
- Who are subject to any economic, financial or trade sanctions.

**Does this product include optional covers?**

Customers are provided with a standard package of covers as detailed above, however terrorism cover is optional.

**Can this product be sold without advice?**

This product should be sold with advice from an insurance intermediary.

**How should this product be distributed?**

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.

The distribution strategy is considered appropriate for the target market, with customers able to purchase the product through a distributor of their choice.

**Other information which may be relevant to distributors**

This document should be read in conjunction with the policy wording and IPID or summary document.