



Distributor Product Information and Fair Value Assessment

Product Manufacturer	'DAS Legal Expenses Insurance Company Ltd ('DAS')
Product name	Family Legal Expenses Insurance
Reference	Personal Family
Date	March 2023

This document is not intended for customer use. It should be used for the management of the product by DAS and their Business Partner only. If you have a dedicated DAS Account Manager your document will be disseminated by them as some personalised variations may apply.

PRODUCT INFORMATION

Family Legal Expenses Insurance provides policyholders and their family with access to telephone legal advice along with insurance cover for legal costs and expenses should they experience one of the legal problems covered by the policy such as employment disputes, contract disputes, property protection and personal injury

Legal advice helpline is always provided for this product, however, other helpline services are also available to choose for this product.

Online law guide and document drafting gives customers access to legal guidance for dealing with a range of issues and are also available within for this product.

The approved distribution approach for Family Legal Expenses Insurance is; as personal product to be sold alongside Home Insurance on either an opt in basis (where the customer pays a premium for the product) or mandatory basis (where the cost of this cover is already included in the main home policy premium.)

Customers purchasing via a broker may also be able to purchase this product as part of a bespoke bundle of additional products that a broker creates to meet the customers' requirements.

Family Legal Expenses Insurance can be sold on a mandatory or optional basis.

Family Legal Expenses Insurance cannot be sold as a standalone product.

Who can buy this product

The policy can only be sold to customers in the United Kingdom of Great Britain and Northern Ireland, the Isle of Man or the Channel Islands. They must also be domiciled within these territories for the period of insurance.

Customers must also:

- Be aged 18 or over
- Not have any unspent criminal convictions

For all insured incidents the territorial limits shown in the policy documents will apply to claims under this cover.

Individual policy documents contain specific policy conditions and terms.

Roles and Responsibilities

Family Legal Expenses Insurance is underwritten by DAS Legal Expenses Insurance Company Ltd and distributed through brokers and corporate partners.

The policy is sold to consumers via Business partners who are distributors.

The policy administration is undertaken by distributors.

Sales complaints are handled by the distributor through which the policy was purchased.



Claims complaints are handled by DAS.
Legal advice is provided by DAS or a third party on our behalf.
Claims handling is undertaken by DAS or a third party on our behalf.

Target market

This type of insurance is suitable for individual UK consumers who wish to have access to legal advice and protection for themselves against unforeseen legal costs and expenses should they experience one of the legal problems covered by the policy.

Types of customer for whom the product would be unsuitable

Business customers – this product is designed only for personal customers who rent or own their own home.

Landlords – this product is only designed for personal customers who rent or own their own home.

Any notable exclusions or circumstances where the product will not respond

- Claims where the lawyer appointed for the customer does not believe they will be 51% or more likely to win the case
- Costs incurred before DAS have agreed to cover the claim
- Legal problems that started before the date the cover begins
- Costs which exceed the policy limit for any one claim
- Fines, penalties, compensation or damages ordered to be paid by a court or other authority
- If DAS agree the customer can choose their own choice of lawyer, any costs above what DAS would have paid their preferred lawyers (this amount may vary from time to time)

Customers are not covered for:

The use of the customer's own lawyer. DAS will appoint a preferred lawyer or other professional for the customer. The customer may choose their own lawyer when legal proceedings start or if there is a conflict of interest.

Individual policy documents contain specific policy conditions and terms.

Other information which may be relevant to distributors

Distributor Responsibilities

As a distributor we remind you of your responsibility in relation to the Fair Value of the DAS products that you distribute. Examples of distributor influences on Fair Value include but are not limited to;

- Remuneration
- Duplicate product sales – sales where the customer may have cover elsewhere and are therefore unable to fully utilise the DAS product
- Sales to ineligible customers and sales to customers outside of the product target market
- Ensuring accurate product information is provided to the customer at point of sale

Product Approval Process Overview

DAS operates a multi gate sign off process for all new products and product changes assessed as significant adaptations.

We have the following areas of accountability:

- The Propositions Team provide product oversight and are responsible for Product Reviews and Fair Value Assessments
- Technical Underwriting and Trading Underwriting conducting technical performance reviews which form part of the DAS Product level Review
- Product and Proposition Committee (PPC) provide approval of Product Development Process and Light Proposition Development Process and for ongoing approval of existing products via the Product Review Process



Products will be reviewed at least every 12 months or more frequently if any area of concerns are highlighted.

FAIR VALUE ASSESSMENT

In accordance with the FCA PROD 4.2 a customer fair value assessment has been undertaken for Family LEI.

The intended product value of Family LEI is to enable customer's access to legal advice and solicitor services in a convenient and cost-effective way. Our Fair Value Assessment and Product Review are then designed to ensure that this value statement remains true.

The assessment of fair value included the review of the following data items:

- Average cost
- Claims accepted
- Claims declined
- Complaints
- Call quality
- NPS
- Operational SLAs
- Helpline frequencies
- Household Law utilisation
- Gross claims frequency
- COR
- Commission
- Sales outside of eligibility

Our analysis of this data confirmed the product provides fair value for customers and metrics were within the tolerances set. Our products are assessed at an overall level, therefore there may be certain aspects of the assessment we need to highlight separately with specific partners.

Date of assessment	March 2023
Due date of next assessment	March 2024
Is the product providing Fair Value?	Yes