

FCA temporary rule changes for GI

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Branko Ltd

FCA compliance consultants

- * BIBA/AMII Compliance Manual
- * Engaging Events
- * Tailored Solutions





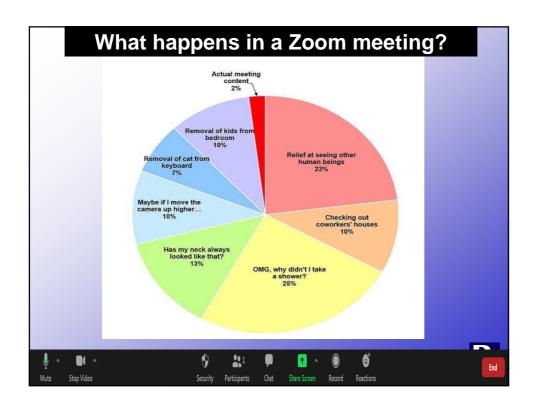




Today's event

- Thank you to your LI for hosting
- Participation and sharing of ideas is very much encouraged
- Flexibility for the hour or so
- Verbal and chat forum questions welcome
- Feedback survey
- Slides will follow
- · Connect with me on Linked in.





What I will cover

- a) What is required when it comes to **consumers**
 - i. Product requirements
 - ii. Product value
 - iii. Premium payments
- b) What is required when it comes to **your firm**
 - i. Operational
 - ii. CPD
 - iii. Financials and reporting
 - iv. Senior Managers
 - v. Business interruption insurance



Learning objectives

By the end of this talk you will have awareness of :

- The temporary FCA rule changes and what actions you will need to take in respect of your <u>clients</u>
- The temporary FCA rule changes and what actions you will need to take in respect of your <u>own firm</u>



Just bear in mind

- There is a lot of detail and I will attempt to highlight some of the KEY pieces of information
- Please refer to the FCA documents I will signpost for full information
- Bear in mind this is not formal advice
- Please take up whatever professional help you need to ensure you remain compliant with FSMA 2000



1st. Poll

Previous talk?



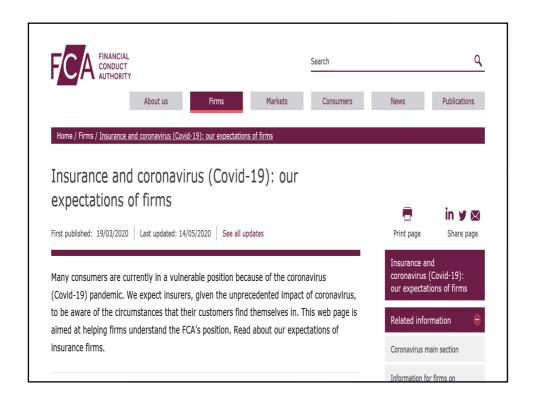
i. Introduction

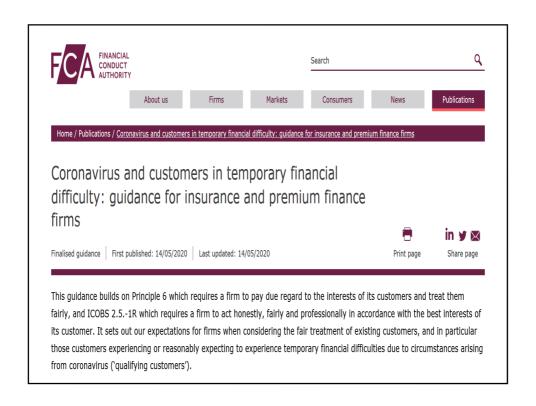


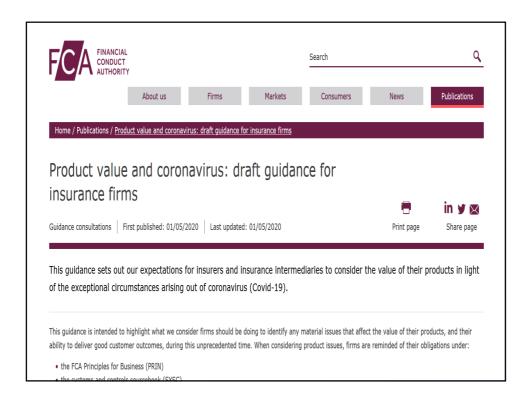


FS20/5: Coronavirus and customers in temporary financial difficulty: guidance for insurance and premium finance firms

14 May 2020



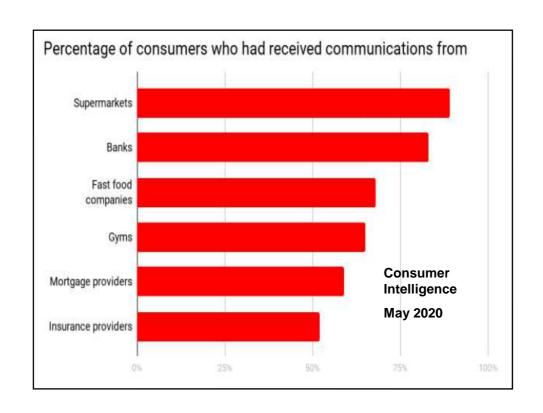


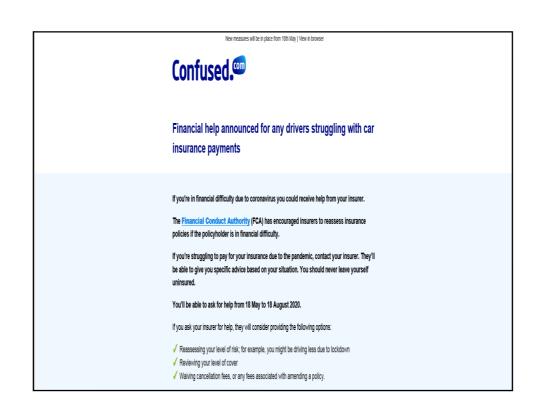


What have insurers done?

- Premium holidays/deferrals if client having trouble and removing interest on DD payments
- Admiral refunds of £25 per vehicle insured and others have made statements
- Laid up cover for fleets (no need to SORN)
- Free extended cover for the lockdown and extending unoccupancy clauses
- A need to recognise that exposure all round is less (in line with new FCA rules)



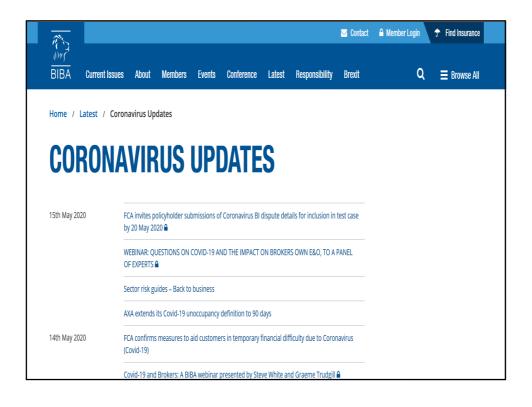












a. Consumers



What is needed

- i. Product value
- ii. Financial difficulties
- iii. Policy coverage
- iv. Vulnerable customers



i. Product value

- The guidance applies to all firms carrying on regulated activities relating to all non-investment insurance products - product manufacturers in particular. It is relevant to all insurance products regardless of the type of customer (retail and commercial), except for reinsurance.
- <u>Does a product</u>, including its costs and charges, <u>remain compatible</u> with the needs, objectives, interests and characteristics of the target market and the demands and needs of the client?



Cont...

The FCA expects firms to assess if COVID-19 has materially affected the value of their insurance products. This may mean that:

- the product itself cannot deliver a benefit, e.g. in claims where service providers movements are restricted (e.g. boiler servicing), or for medical cover where customers cannot access certain benefits
- the customer cannot make a claim because the underlying event is no longer relevant, e.g. public liability insurance for businesses that are unable to open



Appropriate action?

Where firms identify that a product is not delivering the value intended, they should consider taking appropriate action. This includes:

- 1. delivering benefits in a different way
- 2. the provision of alternative, comparable benefits
- 3. reducing premiums for the duration of the change in value
- 4. refunds or partial refunds of premiums already paid -

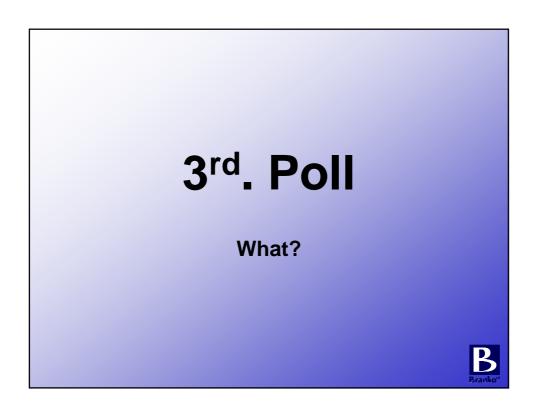
Beware if there is a RP there will also be commission clawback (have you made allowances for this?)

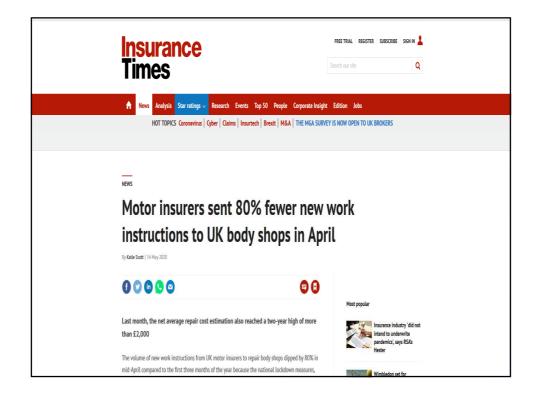


2nd. Poll

Have insurers done anything?







Home

Individuals staying at alternative addresses for the duration of the pandemic

Individuals continuously away from home for more than their policy permits and/or individuals making their secondary home their primary home for the period

Motor

Cover for vehicles being held at alternative locations for the duration of the pandemic - day and night

Change in purpose of use of vehicle (e.g. no business use as car at home)

Change in mileage - material reduction

Changes to policyholder employment status

Trave

Customers who had booked future travel before the pandemic Customers who had booked future travel after the pandemic - this would include deciding on a date from which the pandemic "began" Customers who have annual policies



ii. Financial difficulties

- The guidance sets out expectations for firms dealing with retail customers who <u>are</u> experiencing temporary financial difficulty as a result of COVID-19
- The aim is to help these customers to minimise the impact of temporary financial distress whilst continuing to provide insurance that meets their demands and needs



Cont...

- Firms should contact customers who have missed payments but otherwise only where they contact you:
 - to say they will have difficulty making repayments
 - they wish to reduce cover to lower the cost
- Proactive clear and effective engagement with other customers to confirm that support is available - website updates



Actions

- re-assess the risk profile some motor insurance customers might not use their vehicle or might no longer use it for business purposes and could be offered lower premiums as cover will be reduced
- offer other products that would better meet the customer's needs and revise cover accordingly - a motor insurance customer might no longer need add-ons like legal expenses cover, key cover or other products
- give options such as payment deferrals to avoid cancellation of necessary cover, waive cancellation fees and fairly assess new premiums for customers who had to cancel and then later return
- waive fees associated with adjusting the policy in line with the other options set out above



Payment deferral

- Allow a deferral of up to 3 months if the customer wants it and it is in their best interests
- No fees or charges to be imposed
- Of consequence to brokers if the premium finance is on a recourse basis (this should not be an impediment to offering it as customers' best interests come first)
- Everyone should work together and lenders should consider whether recourse is appropriate currently



4th. Poll

Have any customers been in touch to say they are having difficulties with their payments?



iii. Policy coverage

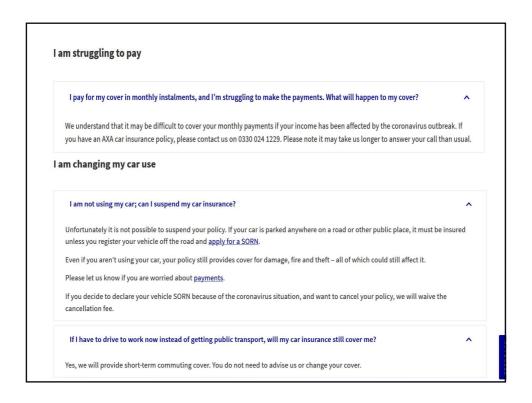
- Firms may decide to suspend product offerings or make changes to existing products at renewal (i.e. excl COVID-19)
- To vary any contractual terms, firms need to consider whether the contract provides for the type of change



iv. Vulnerable customers

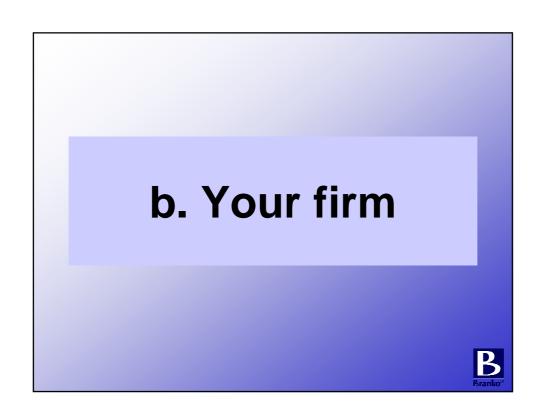
- The FCA has reminded firms of its vulnerable customer definition and circumstances that can cause vulnerability. It stated that COVID-19 is likely to worsen or change personal circumstances, even for those who would not normally consider themselves to be vulnerable
- For example, this could be through loss of income, the impact of isolation on mental/physical health, caring for others and, for key workers, their new working conditions and exposure to the virus
- You need to think about how you respond











What is needed

- i. Operational resilience
- ii. CPD
- iii. Financials and Reporting
- iv. Senior Managers
- v. Business Interruption Insurance



i. Operational resilience



Operational resilience

- "The ability of firms and the financial system as a whole to absorb and adapt to shocks, rather than contribute to them"
- Operational Resilience should form an integral part of a firm's overall strategy. All firms are expected to have plans in place to deliver critical services, no matter what the cause of the disruption. This should extend beyond business continuity and disaster recovery, and should include man-made threats such as physical and cyber-attacks, IT system outages and third-party supplier failure as well as natural hazards such as fire, flood, severe weather and pandemic flu.

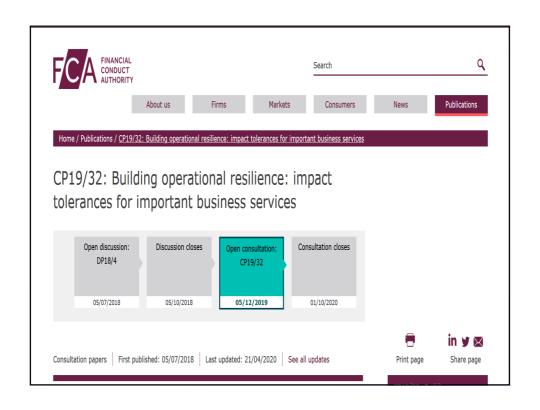
Operational resilience

We expect all firms to have contingency plans to deal with major events and that the plans have been tested. Alongside the Bank we are actively reviewing the contingency plans of a wide range of firms. This includes firms' assessments of operational risks, the ability of firms to continue to operate effectively and the steps firms are taking to serve and support their customers.

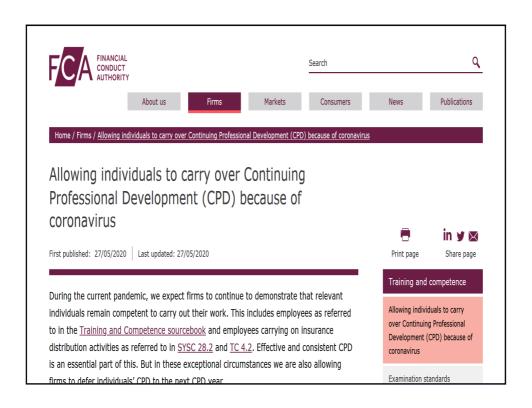
Firms should take all reasonable steps to meet the regulatory obligations which are in place to protect their consumers and maintain market integrity. For example, if a firm has to close a call centre – requiring staff to work from other locations (including their homes) – the firm should establish appropriate systems and controls to ensure it maintains appropriate records, including call recordings if required.

We will continue proactively discussing with firms and trade associations the issues they are facing, and we will be continuing our active dialogue with them in the coming days and weeks.

Our <u>consultation paper sets</u> out further information on operational resilience matters that firms should be considering.







Firms most likely to be affected by continuing CPD requirements

But we also recognise that there could be exceptional circumstances when individuals may have difficulty completing the required minimum CPD hours. We expect this to have an impact on firms:

- who must ensure their retail investment advisers complete the required minimum 35 hours of CPD and get independent verification from an accredited body that the firm has met this requirement
- carrying on insurance distribution activities, who must ensure that each relevant employee completes a minimum of 15 hours of professional training or development in each 12-month period

Allowing individuals to carry over their CPD

So, during the current situation we will temporarily allow firms to let individuals in exceptional circumstances carry over any uncompleted CPD hours to the next CPD year, i.e. the next 12-month period in which to complete the relevant CPD. This applies to CPD years ending before **1 April 2021**.

We expect individuals to stay up to date with our <u>Covid-19 regulatory developments</u> which could count towards CPD as relevant. Firms should also look into other available online equivalents to training courses or other ways for their staff to get the necessary CPD. Firms should take these other options into account as part of their decision to carry over CPD hours.

What circumstances can count as 'exceptional'

- When individuals during the current pandemic:
 - are needed to carry out extra duties to manage risks, and/or to provide support, to consumers and businesses during the current situation
 - have caring responsibilities, such as having to care for a partner, child, parent, grandparent or sibling
 - have difficulties accessing CPD material, for example, due to technical difficulties or unavailable material,
 and
- Where it is not realistic to expect the individual also to fulfil the CPD requirements.

We remind firms that we have rules in place for long-term illness implications, as described in $\underline{\text{TC 2.1.17}}$.

What firms will need to take into account

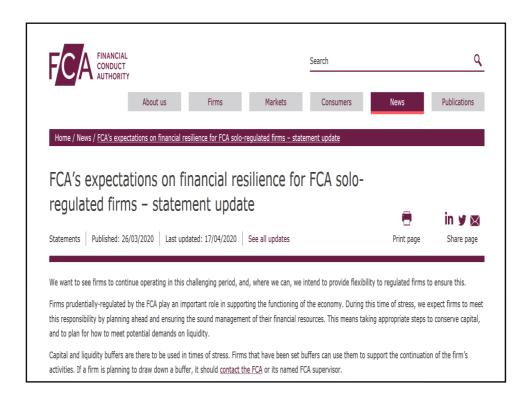
Firms will need to take into account:

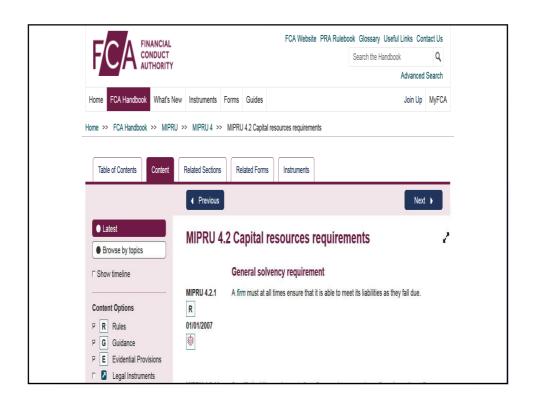
- the individual's role and responsibilities
- the individual's knowledge and skill development, (including any relevant Covid-19- related training) during the current CPD year and their continued competence
- the number of CPD hours they intend to carry over
- the individual's circumstances during the current situation
- the reasons why the individual is unable to complete the relevant CPD

Firms should record their decision and the reasons for it, including the number of CPD hours the individual is carrying over to the next CPD year, but do not need to report this to the FCA.

iii. Financials and reporting



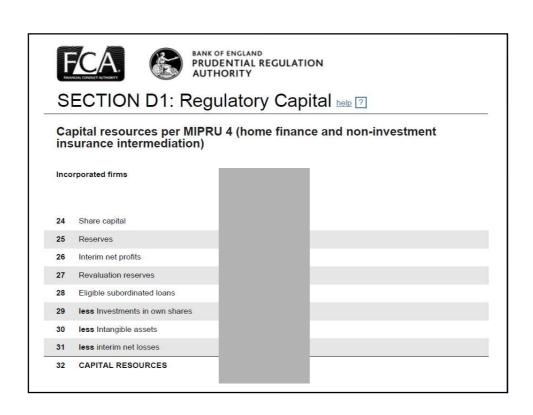




Minimum capital requirements

Type of Firm	Capital Resource Requirements
A firm that <u>does not</u> have a permission to hold client money	£5,000 or if higher 2.5% of firm's annual income from regulated activities
A firm that <u>holds</u> insurance client money in a statutory trust	£10,000 or if higher 5% of its annual income from regulated activities
A firm which holds commercial insurance client money in a statutory or non-statutory trust	£10,000 or if higher 5% of its annual income from regulated activities
A firm which <u>holds</u> retail insurance client money in a non-statutory trust	£50,000 or if higher 5% of annual income from regulated activities





COND 2.4 Assessment

- Identify key risks from your risk register (the crisis will have increased business risks)
- Robustly stress test the financial forecasts on P&L, cash flow and overall solvency
- If premium finance is on a recourse basis then what will happen with clients who ask for deferral and are then unable to make the payments?



5th. Poll

Do you use recourse premium finance?



Non-financial COND 2.4

- Personnel quality and quantity
- · Back office functions
- IT, connectivity, cyber exposure, etc
- Premises
- WFH and RTW maintain a healthy culture
- Acquisitions and disposals practicality right now of effective due diligence?



Issues (1)

- How much fat is there and do you have adequate net current assets?
- Possible breach of threshold conditions
- You should be able to quickly prove your position
- Government loans do not constitute regulatory capital



Issues (2)

- Critical that you ensure the adequacy of your resources to allow you to continue to trade
- Don't underestimate future demands on it
- MIPRU regulatory capital requirement should be seen <u>only as a minimum</u> and that assets of sufficient quality, quantity and availability should be retained



FCA survey from 4 June

- 1. Cash and other liquid assets held and what costs those assets need to cover in the new few months, including extensions with creditors
- 2. Recent financial performance with regards to P&L and the impact of Covid-19, in the previous 3 months, and if this has affected business models
- 3. Scale of business activity and income and for emoney and GI, around safeguarded and client money
- 4. Information around firms accessing Government schemes, loans or furlough schemes









Notifications to FCA

- SoRs should be kept up to date but no need to send in (incl Form D)
- Temporary arrangements (where cover is from a non-SM) extended 12 to 36 weeks
- Furloughed SMs will retain approval and responsibilities should be temporarily reallocated
- SMs performing required functions only as a last resort and where not mandatory flexibility exists but should be documented



		Version: September 20
SUP Template	e 2 – Statement of Responsibilitie	es .
Statement of Res	sponsibilities - Core Firms	
Senior Manager'	s Name	
Date/Version		
	Description of SMF	Effective Date
Senior Management		
Management Function	esponsibilities (PRs)	
Management Function B. Prescribed Re	esponsibilities (PRs) ble PRs from Table B	

Senior Managers

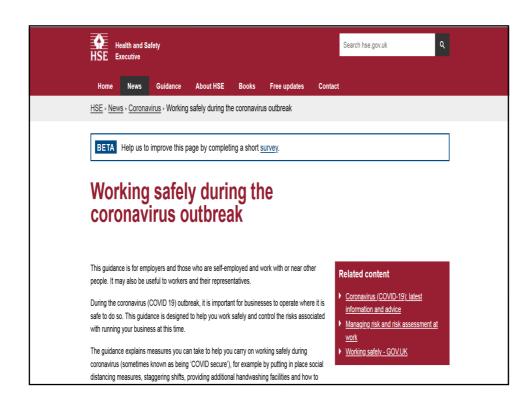
- SMs need to be clear about their individual accountability
- Your response plan needs to be agile to reflect the current uncertainty
- This may mean changing day-to-day activities in order to take (and evidence) reasonable steps to manage the impact of the pandemic

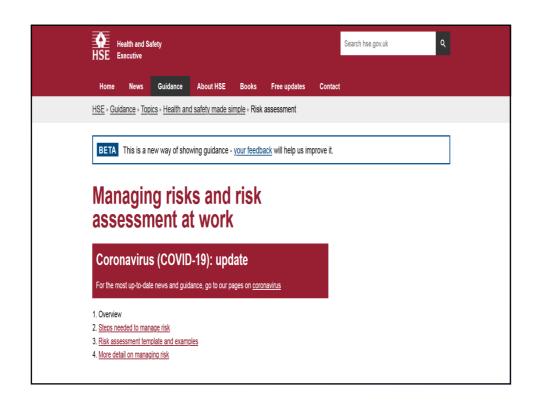


Steps to consider

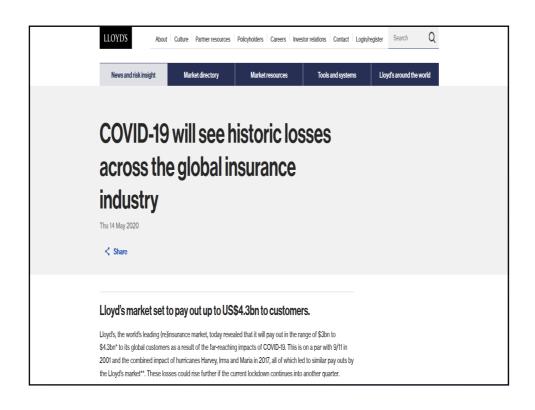
- Adjusting business practices for WFH and RTW
- FCA expect SMs to identify employees who are unable to perform jobs from home and support them accordingly
- How are you supervising staff WFH?
- Are SMs still fit and proper?
- Do you have contingency plans in place if a significant portion of the SM team is unable to work?
- MI needed/should be reviewed and made available to enable anomalies to be reviewed



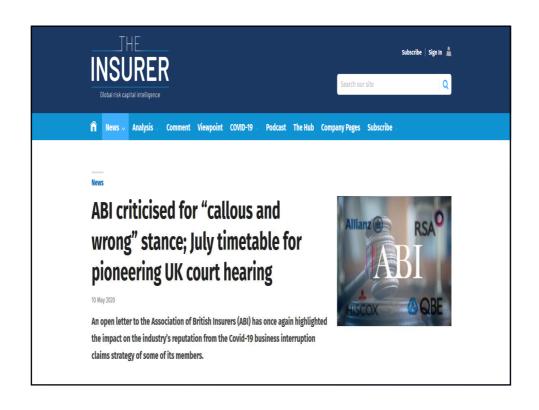




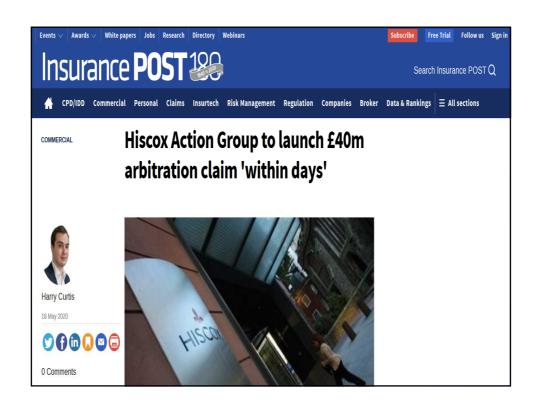




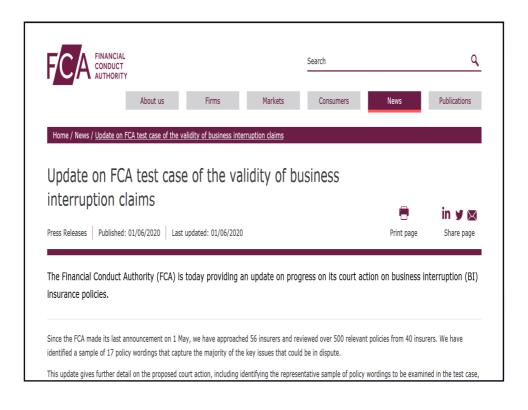












What they are doing

- 40 insurer wordings 500 policies
- 1,200 submissions from brokers and clients
- 17 policy wordings selected as a sample
- Representative of the key arguable issues
- Arch, Argenta, Ecclesiastical, Hiscox, MS Amlin, QBE, RSA and Zurich
- Test case to provide guidance for the interpretation of many other BI policies that are not in the sample



Expectations

- Authoritative declaratory judgment regarding the meaning and effect of some BI policy wordings where there remains unresolved uncertainty
- Is there is a gap between firms' and customers' understanding of what they thought was covered by the policy?
- What did the customer request or instruct?
- What was the customer told was being provided?
- Check you have undertaken a proper assessment and explained things adequately



Concerns for brokers

- Mis-selling firms may suggest that they were sold the wrong policy
- Poor advice there may be allegations that they
 were advised that this level of cover wasn't
 required, or they assumed this cover was in
 place (suitability of cover included)
- Misleading or unclear policy wordings, or exclusions hidden within lengthy policy documents
- Update your Risk Register
- · PII cover being restricted



Learning objectives

By the end of this talk you will have awareness of :

- The temporary FCA rule changes and what actions you will need to take in respect of your clients
- The temporary FCA rule changes and what actions you will need to take in respect of your <u>own firm</u>



Thank you for listening

Questions and debate please

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