

Consumer's purchase of an insurance-based investment product (IBIP)

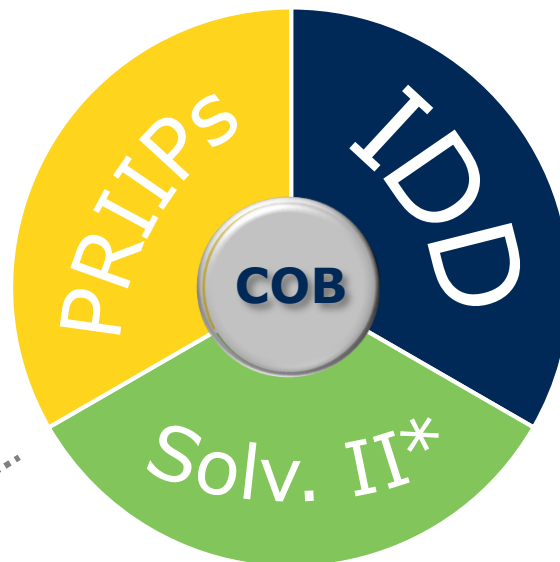
EU Level 1 framework overview

Applies to non-life and life, including IBIPs

Applies to all distribution channels, including direct sellers

Professional requirements
Sales & product disclosures
Advice and non-advised
Conflicts of interest
Remuneration
Product oversight & governance (POG)
Cross-selling, etc.

Product disclosure format (KID) for PRIIPs, including IBIPs



Pre-contractual disclosures for life and non-life

Cancellation right for life insurance

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EU disclosure requirements including duplications (on-line sale by a broker)

Sales disclosures

Product disclosures

IMD (9)
Life directive (20)
Data protection directive (4)
Distance marketing directive (29)
E-commerce directive (17)

Yesterday: 79

IDD (36)

PRIIPs regulation (27)

Solvency II directive (39)

General data protection regulation (13)

Distance marketing directive (29)

E-commerce directive (17)

Tomorrow: 161

Sales disclosures

Product disclosures

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IDD Standard

Duplicative rules

IDD PRIIPs chapter

Duplicative rules

PRIIPs regulation (27)

Duplicative rules

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Sales disclosures

Product disclosures

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Duplicative disclosures

The PRIIPs Regulation contains general pre-contractual information requirements for the sale of IBIPs. The Solvency II Directive also contains pre-contractual information requirements for all insurance products, which means that the PRIIPs Regulation duplicates the requirements already contained in Solvency II.

Duplication requirements	Solvency II		PRIIPs
Insurer's identity	Article 185.2 (a) "the name of the undertaking"		Article 8.3 (a)c "the identity and contact details of the PRIIP manufacturer"
Description of the underlying instruments	Article 185.3(i) "an indication of the nature of the underlying assets for unit-linked policies"		Article 8(3)(c)(ii) "a description of the underlying instruments or reference values, including a specification of the markets the PRIIP invests in"
Duration of the contract	Article 185.3(b) "the term of the contract"		Article 8(3)(c)(v) "the term of the PRIIP, if known"
Out-of-court claims settlement procedures and/ or complaints mechanisms	Article 185.3 (l) "the arrangements for handling complaints concerning contracts by policy holders, lives assured or beneficiaries under contracts including, where appropriate, the existence of a complaint body, without prejudice to the right to take legal proceedings"		Article 8(3)(h) "information about how and to whom a retail investor can make a complaint about the product or the conduct of the PRIIP manufacturer or a person advising on, or selling, the product"
Product benefits	Article 185.3(a) "the definition of each benefits and each options"		Article 8(3)(c)(iv) "Where the PRIIPs offers insurance benefits, details of those insurance benefits, including the circumstances that would trigger them"
Payment/ Costs	Article 185.3(d) "the means of payment of premiums and duration of payments"		Article 8(3)(f) "the costs associated with an investment in the PRIIP"
Surrender / cooling-off period	Article 185.3(f) "an indication of the surrender and paid-up values and the extent to which they are guaranteed" Article 185.3(j) "arrangements for application of the cooling-off period"		Article 8(3)(g)(i) "where applicable, whether there is a cooling off period or cancellation period for the PRIIP"
Tax arrangements	Article 185.3(k) "general information on the tax arrangements applicable to the type of policy"		Article 8(3)(d)(v) "a statement that the tax legislation of the retail investor's home Member State may have an impact on the actual payout"
Risks	Article 185.4 "information shall be supplied in order to provide a proper understanding of the risks underlying the contract"		Article 8(3)(d) "a brief description of the risk-reward profile"