



Value for Money risks in the European unit-linked market Event with stakeholders

**23 June 2021 – 09:30 – 12:30 CEST
Via WebEx**

About the event

EIOPA's repeatedly highlighted concerns that, while unit-linked products can and often do offer important benefits for policyholders, costs for some unit-linked products continue to remain too high. Existing concerns have been heightened by the COVID-19 crisis. The low interest rate environment coupled to market shocks and the risk that households will need increased access to liquidity, underline how important it is that unit-linked products always offer value to consumers.

EIOPA considers that reliably putting consumer outcomes at the heart of product design, distribution and monitoring processes is critical for tackling value for money issues, and that a European approach is needed to support the development of a stronger Capital Markets Union. Hence it developed a framework – now issued for public consultation – whereby it presents how insurance products manufacturers can ensure their products are adequately tested to assess whether they bring value for money.

Objectives

EIOPA will present the content and context of the consultation, and gather feedback from stakeholders.

The event offers participants the opportunity to exchange views with EIOPA and other stakeholders from across Europe.

Duration

3 hours

Host

Timothy Shakesby (Head of Conduct of Business Oversight, Consumer Protection Department, EIOPA)

Agenda

1.	09:30 – 09:45	Welcome by EIOPA Timothy Shakesby, Head of Conduct of Business Oversight, Consumer Protection Department, EIOPA
2.	09:45 – 10:00	EIOPA's concerns regarding value for money in the unit-linked and hybrid market <ul style="list-style-type: none">- Marco Traversa and Costanza Russo, Experts on Consumer Protection, Consumer Protection Department, EIOPA
3.	10:00 – 10:30	Overview of the framework and Principle 1 <i>costs and charges need to be due</i> <ul style="list-style-type: none">- Jochem Kimman, Seconded National Expert, Consumer Protection Department, EIOPA
4.	10:30 – 11:15	Principle 2 <i>each product feature, as well as the product as a whole, should deliver value for money for its well-defined target market and manufacturers should adequately and sufficiently test whether their products offer value for money</i> Principle 3 <i>manufacturers have a duty to review costs and charges, performance and the services offered on a regular basis</i> <ul style="list-style-type: none">- Jochem Kimman, Seconded National Expert, Consumer Protection Department, EIOPA
5.	11:15 – 11:45	Principle 4 <i>mass marketed UL products should be easily understood by insurance product distributors and consumers</i> <ul style="list-style-type: none">- Marco Traversa, Expert on consumer Protection, Consumer Protection Department, EIOPA
6.	11:45 - 12:15	The framework: Next steps and the role of the Product Oversight Governance requirements <ul style="list-style-type: none">- Marco Traversa, Expert on Consumer Protection, Consumer Protection Department EIOPA
7.	12:15 – 12:25	Questions & Answers <ul style="list-style-type: none">- Moderator: Timothy Shakesby, Head of Conduct of Business Oversight, Consumer Protection Department, EIOPA
8.	12:25 – 12:30	Closing remarks