



Taking the worry out of borrowing

A loan can be an effective way of consolidating existing debts as well as funding an important purchase.

There are thousands of loans available and many consumers are now far more switched on as to what constitutes a good deal.

But, at the same time, the majority of borrowers fail to think about what would happen if they were unable to meet their repayments as a result of illness, accident or involuntary unemployment.

Assurant Solutions is highly experienced in providing specialist payment protection insurance (PPI) for those with personal loans, both secured and unsecured. When protected by our cover, borrowers can focus on managing their finances, secure in the knowledge that they have an effective safety net in place, should they lose their job or become incapacitated.

Assurant Solutions

Assurant Solutions businesses develop, underwrite, market and administer specialty insurance, extended service contracts and other risk management solutions through collaborative relationships with leading financial institutions, retailers, automobile dealers, funeral homes, utilities and other entities. With operations in 25 locations, including executive offices in Atlanta, Georgia, USA, Assurant Solutions serves clients and their customers in 13 countries throughout North America, the Caribbean, Latin America, Europe and Asia.

Assurant Solutions is part of Assurant, a premier provider of specialised insurance products and related services in North America and selected international markets. Its four key businesses - Assurant Solutions, Assurant Specialty Property, Assurant Health and Assurant Employee Benefits - partner with clients who are leaders in their industries and who have built leadership positions in a number of specialty insurance market segments worldwide.

Assurant, a Fortune 500 company and a member of the S&P 500, is traded on the New York Stock Exchange under the symbol AIZ. Assurant has over \$25 billion in assets and \$7 billion in annual revenue.

Visit www.assurantsolutions.co.uk

We believe in helping our customers and are pleased to support the Financial Services Authority's initiative to provide clear, impartial information for consumers: www.moneymadeclear.fsa.gov.uk

The information supplied in this brochure is for use by financial services professionals only and should not be relied upon by other parties.

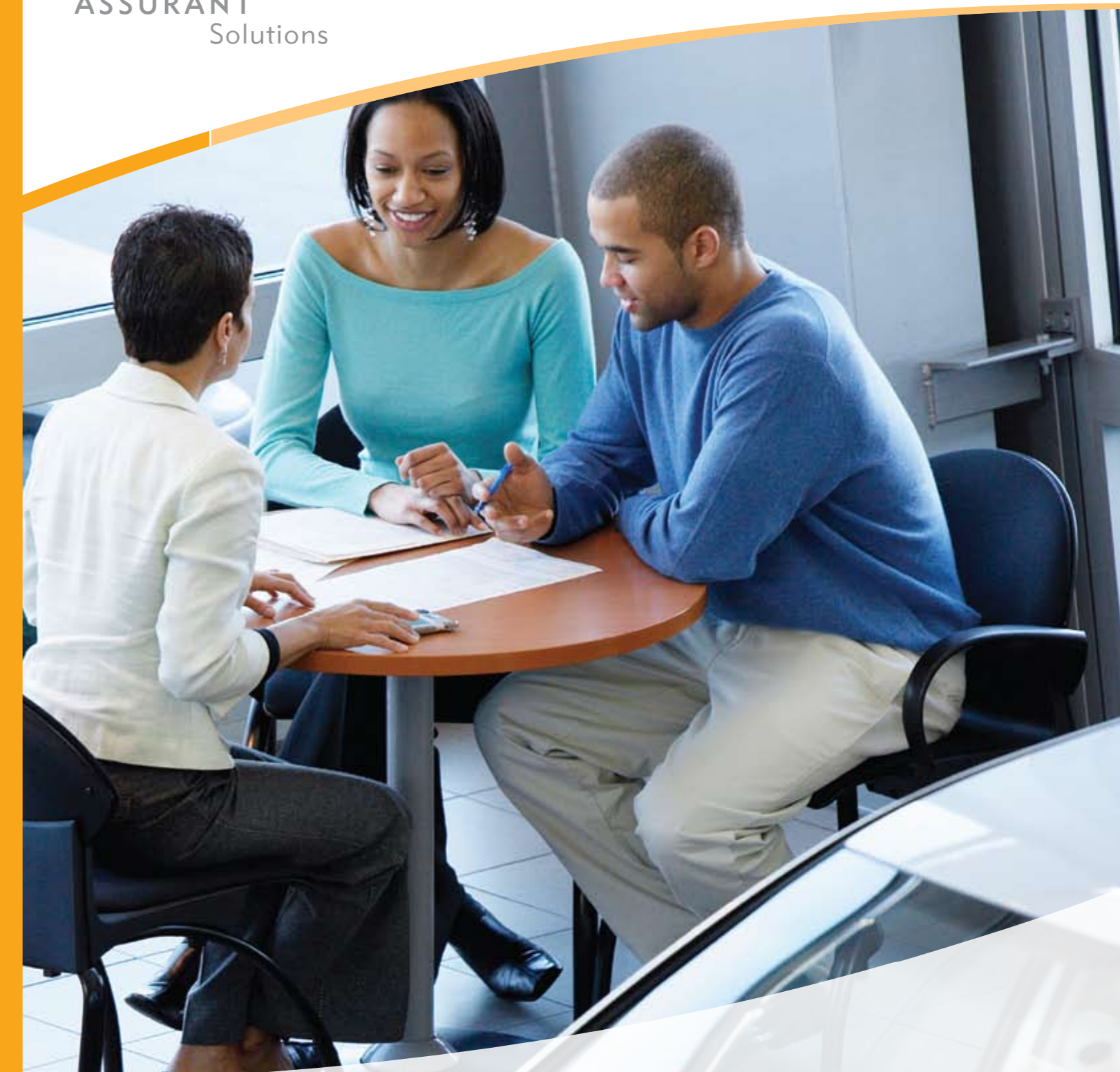
Assurant Solutions operates in the UK and Ireland through member companies known as Assurant General Insurance Limited (registered in England no. 2341082) and Assurant Life Limited (registered in England no. 3264844). Both companies are authorised and regulated by the Financial Services Authority.



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Payment Protection Insurance Loan

Product Overview - UK

Your Partner in Payment Protection Insurance

The loans market is dynamic and competitive. You want to offer your customers the most appropriate loan for their needs - and you want them to be able to meet the repayments, no matter what happens in the future. Payment protection insurance (PPI) can be an attractive revenue stream for loan providers. But, in today's regulated market, it is essential that any recommended cover is suitable for the customer's needs. Assurant Solutions is highly experienced in the PPI market and has a global reputation, providing reassurance for both consumers and you.

How payment protection insurance works

PPI for loans will either pay the outstanding balance or meet a customer's payments on their loan for either 12 or 24 months. Assurant Solutions provides cover which is amongst the most comprehensive in the market and includes:

Life

In the event of the policyholder's death, we pay a lump sum benefit to clear the outstanding balance.

Accident/Sickness

Payable if the policyholder has an accident and is incapacitated and unable to work for period of time.

Unemployment

Benefit is paid if a job is lost involuntarily, for example through involuntary redundancy.

Critical illness

We pay the outstanding balance to the lender following diagnosis of a serious disease – the list of eligible conditions is clearly specified in the policy document.

Hospitalisation

We pay at least one monthly benefit if the policyholder is hospitalised for at least seven days. A monthly benefit can be paid after 30 days for up to 12 benefits in any one claim.

Return to work benefit

If the policyholder returns to work on reduced hours, we will pay the difference of a percentage of a monthly salary before the claim and a new salary for a maximum of six months in any 12 month period.

Loans - a clear need for protection

- Unsecured personal lending was £11.7 billion in 2001, and reached £14.2 billion towards the end of 2006. The rate of growth has slowed mainly due to consumer appetite for debt and interest rates.
- Secured personal lending was £3.1 billion in 2001, peaked at £8.2 billion in early 2004, but has steadied to £6.7 billion in 2006.
- Personal loans PPI accounts for three fifths of all creditor insurance. The value of the personal loan credit insurance market segment has been increasing from £1.9 billion in 2001 to £3.3 billion in 2005. It is estimated to be worth £3.1 billion in 2006.
(Source: Mintel, Creditor Insurance, Finance Intelligence 2007)

- Increasing interest rate rises in the UK in 2007 rose from 5.25% (Jan), to 5.5% (May), and stood at 5.75% (November).
(Source: Bank of England)

Who we are

Assurant Solutions is a leading provider of niche insurance, specialising in payment protection cover.

We design products, we underwrite them, we handle administration and have a dedicated customer service centre based in Cork, which has achieved the ISO 9001:2000 standard. We provide first-rate support at all stages from the onset of the policy to dealing with claims.

We are different because we do not believe in a one-size-fits-all approach. We treat every corporate partner as an individual.

Assurant Solutions is the preferred specialist insurance partner for many leading businesses in the UK – and worldwide – including banks and building societies, mortgage brokers, retailers, credit and store card providers and affinity groups.

We are solely focused on our niche insurance markets – and so are fully committed to providing you with dedicated expertise on a long-term basis.

Our corporate partners choose Assurant Solutions because our associates have an in-depth understanding of their business needs.

Bespoke solutions

We offer loan providers bespoke solutions in PPI. By working together we can create a unique proposition for your customers. And as your business develops, we can launch new products to fit with your strategy and expansion.

Experience shows

Our associates are experts working within our core competencies of product development, underwriting, pricing, marketing, legal and regulatory compliance, technology and risk management.

We provide all our corporate partners with a dedicated Client Relationship Manager to ensure all runs smoothly. They act as your main point of contact and will drive the growth of your business and streamline processes to ensure an efficient working relationship.

A further emphasis is on market research. Our in-house team is constantly analysing market trends and producing relevant management information which can assist in delivering your business goals.

By selecting Assurant Solutions, you will know your customers are in safe hands.

Understanding your customers' needs

One of the major differences in choosing to work with Assurant Solutions is that we can offer tailored solutions as well as off the shelf products. Innovation and flexibility are our core strengths. We will work with you to create an offering tailored to your specifications which means that the requirements of your target market are reflected in the insurance offering.

Depending on what suits your customers, we can tailor excesses, the duration of the policy, payment methods and other terms.

We can assist with marketing this product so that your customers understand the benefits. Our policy terms and conditions and Keyfacts documents can be written in plain English.

We are able to provide a back to work service to facilitate a claimant's return to the workplace.

You can also be reassured that Assurant Solutions provides a fast and efficient claims service.

Eligibility

To obtain cover, the borrower needs to be between 18 and 65 and resident in the UK, with a loan agreement in place. They need to have worked in the UK for at least six months before the start date and to work for at least 16 hours a week. The self employed and contract workers may also be eligible for cover subject to specified circumstances.

Exclusions

We aim to make exclusions as clear as possible. Exclusions commonly consist of pre-existing or chronic health conditions, and voluntary unemployment. Because of the emphasis we place on flexibility, we can also look to tailor how exclusions will operate for each client.

A mutual goal - treating our customers fairly

We see regulation as an opportunity to grow your business. It does not restrict innovation but instead means that appropriate safeguards are in place for the customer.

You want customers to be buy appropriate insurance and be eligible to claim if they need to – so do we. At Assurant Solutions we are committed to treating customers fairly.

If you want to offer your customers the option of quality payment protection insurance for loans talk to Assurant Solutions and find out about the advantages we bring to our corporate partners and their customers.

