**Association Internationale de Droit des Assurances**



**MAY 2014, HILA – AIDA SUMMIT, ATHENS, GREECE**

**Minutes of the Distribution of Insurance Products WP Session, with the thematic unit “Unit-linked/ index-linked insurance products and the bundling practices”.**

*Dr. Kyriaki Noussia (Secretary to the Working Party)*

The meeting was held on Thursday May 8th 2014 between 11:30 and 13:30 hrs at the King George Hotel, Athens, Greece.

The topic of the session was titled: “Unit-linked/ index-linked insurance products and the bundling practices”.

There were 27 attendants, as follows:

1. IOANNIS ROKAS (GREECE)
2. PIERPAOLO MARANO (ITALY)
3. KYRIAKI NOUSSIA (GREECE)
4. ALKISTIS CHRISTOFILOU (GREECE)
5. KALANTZIS ALEXANDROS (GREECE)
6. FREDERIKSEN HANNE (DENMARK)
7. KOBAEK HELEN (DENMARK)
8. KOTSALIS KOSTAS (GREECE)
9. CHATZOGLOU IOANNA (GREECE)
10. ISSAIAS KONSTANTINOS (GREECE)
11. SAMARA ANGELIKI (GREECE)
12. PAPACHRISTOPOULOS DIMITRIOS (GREECE)
13. GIANNOPOULOU ELENI (GREECE)
14. STURGE WILLIAM (UK)
15. FAVRE OLIVIER (SWITZERLAND)
16. SIREN ERIK (FINLAND)
17. LUUKKONEN IRENE (FINLAND)
18. LANDINI SARA (ITALY)
19. RAMIREZ SANDRA (BOLIVIA)
20. ANTILA OUTI (FINLAND)
21. HUJALA TAISTO (FINLAND)
22. PAVLOPOULOS NIKOLAOS (GREECE)
23. BRINKMANN THOMAS (GREECE)
24. MOATSOS HENRY (GREECE)
25. KAZAMIA MARIA (GREECE)
26. TOLIA ANDRIANNA (GREECE)
27. KOUTSOUBAS THEODORE (GREECE)

**Introduction.**

Professor Ioannis Rokas (Chairman of the Working Party) opened the Session by introducing the topic / thematic unit of the session, enumerating the speakers of the session and their topics, as well as saying a few introductory remarks about the unit-linked insurance products, the bundling practices and the need to better regulates them. He also added that a new feature of attending AIDA WP sessions is that one can now also obtain a certificate of attendance, if wanted.

**Mrs Alkistis Christofilou: Cross selling practices in financial products and transparency implications.**

The main points of Mrs A. Christofilou’s talk can be summarized as follows: Mrs Christofilou initially talked about the tying and bundling practices in insurance under the IMD II and the alignment to MiFID II. She went on to analyse the IMD II definitions on tying and bundling practices in insurance and enumerated examples of cross selling insurance practices. She then discussed insurance risk and advising on packaged insurance products and went on to analyse Directive 2005/29/EC on unfair commercial practices and its impact on the consumer / assured. Then she talked on the characteristics of cross-selling which becomes mis-selling and gave examples. She also explained how the financial regulator faces and treats mis-selling and what guidance is provided for its avoidance. Finally, she gave some conclusions on what may be done for the benefit of the assured. A discussion followed.

**Dr. Kyriaki Noussia: “Pricing Transparency in Bundling Insurance”.**

The main points of Dr. Noussia’s talk can be summarized as follows: Dr. Noussia initially distinguished and defined the pure unit-linked or index-linked products from those also including an insurance risk element (i.e. bundled products). She stated the IMD II proposals for bundled products and the Greek law treatment and position as well. Then she analysed the pricing transparency features and the reason for a revision of IMD I re PRIPs. She then analysed the IMD II changes regarding the PRIPs, the remuneration disclosure, and the life insurance investment products. She also stated the problems with the disclosure requirement in IMD II as far as tied insurance agents are concerned. She then talked on some empirical results and made some conclusive thoughts on the disclosure of remuneration. A discussion followed.

**Prof. Pierpaolo Marano: “The insurance investment products within the regulatory framework of the IMD II proposal”.**

Prof. Marano presented on the topic of the insurance investment products within the regulatory framework of the IMD II proposal. The main points of his talk can be summarized as follows: Prof. Marano initially talked on the origins of the rules on investment insurance products (IIPs) in MiFID II, IMD II and PRIPs. He then defined IIPs as insurance products under the PRIPs. He then talked of the connection between MiFID and IMD II re the IIPs and proceeded in analyzing the business conduct rules on MiFID II and the rules for investment advise. Finally he talked on the issue of MiFID product governance and on how European authorities perceive MiFID. Finally he drew some conclusions. A discussion followed.

**Conclusion.**

Following, closing comments were made by Prof. Ioannis Rokas re the conclusions drawn from the preceding discussions. Prof. Rokas also announced the next WP in Rome (Sept.-Oct. 2014) which will be a joint WP between the WP consumer Protection – Dispute Resolution, WP State Supervision and WP Distribution of Insurance Products.

*Athens 14/05/2014*

*The WP Secretary*

*Dr. Kyriaki Noussia*