

Renovation Underwriting Ltd – Product Suite Fair Value Assessment

Our December 2021 assessment has concluded that our manufactured product suite including **Renovation 500, Renovation 950, Renovation Asset, Renovation Master, Renovation Ultra** and **Renovation Unoccupied**, including their charging and distribution structure, is compatible with the needs, objectives and characteristics of the target market and provides fair value. The next review in this area will occur in December 2022.

Our product value assessment is based on the premium we charge for the cover and the services we provide. In addition to the identified needs, characteristics (including vulnerabilities) and objectives of the target market we take a wide range of other factors into consideration, such as historical and expected claims frequencies, incurred and projected claims costs, complaints analysis, comparison exercises with competing products, scenario analysis and customer and TOBA holder feedback. We also consider how the intended value of the product may be affected by its distribution with the conclusion of our product value assessment based upon our distribution strategy as set out below and that:

- the level of commission is in line with market-proximate commission levels and is not being increased from what we have agreed with the placing distributor for the policy.
- where distributors operate on a fee-in-lieu (of commission) basis, such fees are expected to be proportionately lower than the equivalent commission would be for that same policy
- administration fees or any other additional fees are only levied where the commission income is not sufficient to cover any of those respective costs and is commensurate with the activities undertaken
- our product does not form part of a packaged offering
- ancillary products (including premium finance arranged by the distributor) are only being offered where requested by the customer and when appropriate to their demands and needs. The total charge to the customer for any ancillary products, and any directly related remuneration (whether commission or fee) is commensurate with the benefit / services provided and activities undertaken
- no other additional charges or remuneration are being received in connection with the distribution of our product other than referenced above or received from us
- all and any parties in the distribution arrangement are able to confirm that their remuneration is consistent with their regulatory obligations.

We can confirm that collect and collate information relating to the fees charged, ancillary products offered and additional links in the distribution chain which exist from out TOBA holders.

Distribution strategy

The Renovation Asset, Renovation Master, Renovation Ultra and Renovation Unoccupied products have been co-manufactured by Renovation Underwriting Ltd for distribution by Renovation Underwriting Ltd, who will either perform the underwriting, selling, advising and arranging activities in relation to the policy directly with the customer or wholesale the

policy through selected distribution channels that hold an appropriate level of understanding of the risks and exposures faced by their customer in undertaking construction / renovation projects.

Where the distribution of the product is on a wholesale basis, this is restricted to be no more than two levels beyond Renovation Underwriting Ltd, and in addition to the product value assessment details outlined above applying that:

- the additional parties being relevant and appropriate in terms of their involvement, knowledge and regulatory status
- any split or sharing of commission and/or the remuneration applicable to each party being proportionate to the activities undertaken by each party

Target Market

Our product suite is segmented into categories which align with certain target markets. These are detailed below:

- Renovation 500/950 – Mid net worth segment
- Renovation Master – High net worth segment
- Renovation Ultra – Ultra-high net worth sector
- Renovation Asset – Commercial property owner / developer
- Renovation Unoccupied – Mid net worth, high net worth and ultra-high net worth sector

Product Unsuitability

Our product suite is designed for property owners who are undertaking contract works, and property developers who are engaging in new build schemes. We can offer the product suite to those who are appointing main contractors under contract and to those who are self-managing a series of sub-contractors. Our product is not suitable for those who are undertaking self-build projects (which we define as those who are undertaking substantial physical works themselves).

In respect of our Unoccupied product, which is a facilitating product for property owners who will be undertaking works at some point in the future, but not imminently (see Notable Exclusions & Restrictions section below), the product is unsuitable for commercial property owners currently. We do expect this to change in the near future. At that point, we will update the relevant parts of our Fair Value Assessment.

Notable Exclusions & Restrictions

Our product suite is provided on an All Risks basis and, as such, at product level the only notable exclusions are market exclusions. We may impose additional exclusions and restrictions at policy level based on the risk profile disclosed to us at quotation stage.

In certain cases, it will be a requirement of the cover we grant that certain conditions should be satisfied. For example, we may require the submission of a Fire Risk Management Plan, or a Scope Of Works document. In these circumstances the quotation and policy schedules will be endorsed to this effect and the endorsements will detail timescales for compliance and the consequences of non-compliance.

Our Renovation product suite will not operate in situations where works are not underway within 60 days of inception unless we are notified that this grace period will be exceeded and we agree to extend the period by special exception.

Our Renovation Product suite will not operate in situations where there is a cessation of works on site for a period of 90 days or more unless we are notified that this grace period will be exceeded and we agree to extend the period by special exception.

Product Information

Detailed product information (including full policy wordings and IPIDs) can be found on our website at <https://www.renovationunderwriting.com/products/>

A copy of this Fair Value Assessment is available on our website. It is attached at individual product level and can be accessed using the link above.

Additional Contact Information:

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Product value feedback

If you have any concerns about a Renovation Underwriting Ltd product not delivering its intended value, including in relation to potential adverse customer or product value impacts from the distribution arrangement, please notify us of the relevant details by sending an email to matthew.dover@renovationunderwriting.com