

Fair Value Assessment Outcome

Product – Motor Traders Liability to 44.0t maximum authorised mass

Insurer/Provider – Convex

KEY FINDINGS:

Product Overview

Liability for vehicle movement contractors, breakdown contractors and vehicle traders to cover their liability for any loss or damage to third parties as well as their employees (if applicable) whilst carrying out their duties.

The product has multiple cover levels to ensure customers are not being charged for cover they do not need. The product can cater for sole traders as well as limited companies.

Cover Features:

- Rated upon a per conveying vehicle operated basis
- Service Indemnity Extension included
- Cover for Conveying Vehicles up to 44.0 tonne maximum authorised mass
- Designed for UK and European Motor Trade Contractors involved in Collection, Delivery and Recovery
- The policy can accept up to 5 Conveying vehicles operated
- Choose from £2m, £5m and £10m limits of indemnity
- Employer's Liability Extension Available
- Operation of Lifting Equipment covered - Hiabs to 6 metres, Vehicle Tail Lifts, Fork Lift Trucks and Vehicle Winches
- Policy includes Indemnity to Principal
- Wide European Territorial Limits included as standard
- Sub-contractors covered subject to a maximum of 20% of annual turnover

This product is not suitable for:

- Private (non-commercial) customers
- Commercial clients who do not meet the specified eligibility criteria
- Indemnity limit of over £10m required
- Large vehicle transporters
- Customers requiring cover for any work carried out on the vehicles
- Businesses that subcontract more than 20% of their annual turnover

Fair Value Assessment Outcome:

The outcome of the review shows the product delivers value. This product will therefore be monitored and reviewed again in 12 months as per PROD 4.2.34 requirement to undertake regular product reviews.

A summary of why we concluded this product is delivering value is set out below:

- The product performance metrics do not raise any major concerns and are explained in detail below.
- The product is a high volume one from a sales perspective and the appetite and demand for this product remains high due to the mandatory nature for people operating in the industry.
- The ratings for this product have not changed since the last review.
- The new business quotes and conversion rates are within company tolerance with a rate of 29.06% being achieved within the review period.
- The renewal conversion rates are within company tolerance with a rate of 56.03% being achieved within the review period.
- The average commission we received for this product during the review period was 7% with a fee of £17.50 at new business, MTA and renewal, £20.00 for cancellations.
- No complaints have been received by Mi Specialty within the review period in relation to the performance, sale or administration of this product.
- Our approach to this product review has utilised data and MI readily available.

Date Fair Value assessment completed – September 2025

The data reviewed for this assessment has been drawn from the policies sold between 1st October 2024 and 30th September 2025.