

## Fair Value Assessment Outcome:

Product - Excess of Loss

Insurer/Provider - Convex

### KEY FINDINGS;

#### Product Overview

Public and Products Excess Liability Cover giving additional cover above the indemnity limit of the Client's primary Public and Products liability policy.

See Manufacturer's Target Market Statement for detail on the range of customers the product is designed for as well as the groups of customers for whom the product is not appropriate and will not provide the intended value.

In summary, the product is for Commercial clients requiring additional cover above the indemnity limit of their primary Public and Products liability policy, providing protection from major incidents that could exceed their primary insurance. The product is not suitable for non-commercial clients or commercial clients who do not require the aforementioned cover.

#### Date Fair Value assessment completed – December 2023

The data reviewed for this assessment has been drawn from the policies sold between 1<sup>st</sup> October 2022 and 30<sup>th</sup> September 2023.

#### 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 low volume one from a sales perspective with 157 live policies in place at time of review.
- The new business quotes and conversion rates far exceeded the company target rate of 35 % with a rate of 82.2 % being achieved within the review period. This is due to this being a growing book of business.

Mi Specialty Ltd, Registered in England and Wales (No: 07313009). Registered office: Affinity House, Bindon Road, Taunton, Somerset TA2 6AA. Mi Specialty Ltd are authorised and regulated by the Financial Conduct Authority FRN: 969896. Mi Specialty Ltd is part of the Lloyd & Whyte Group.

- The commission for this product during the review period was between 30 and 32.5 %.
- The renewal retention rates company tolerance level for this product is 75 %. In the review period this product achieved a rate of 67 %. There has been a change of appetite which has had a slight effect on renewals.
- Cancellation rates were zero during the review period.
- No complaints have been received by Mi Specialty Ltd in relation to the sale or administration of this product.
- Our approach to this product review has utilised data and MI readily available.