

Fair Value Assessment Outcome:

Product - Motor Trade Liability

Insurer/Provider – Various – See Product Overview Below

KEY FINDINGS:

Product Overview

This product provides Employers Liability and Public and Products Liability cover from either Convex or Argentina Insurance.

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.

Date Fair Value assessment completed – December 2024

The data reviewed for this assessment has been drawn from the policies sold between 1st October 2023 and 30th September 2024.

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 316 policies in force within the period of review so the appetite and demand for this product is low.
- The new business quotes and conversion rates were slightly below the company target rate of 35 % with a rate of 33.2 % being achieved within the review period.
- The average commission for this product during the review period was 28.75 % with an average fee of £23.89 per policy.



- The renewal retention rates company tolerance level for this product is 75 %. In the review period this product achieved a rate of 75.5 %.
- Cancellation rates were low during the review period. 39 policies were cancelled.
- No complaints have been received by Mi Specialty in relation to the performance, sale or administration of this product.
- Our approach to this product review has utilised data and MI readily available.