

## Fair Value Assessment Outcome:

### Product – Property Owners

**Insurer/Provider** – A F Beazley Syndicates 2623/623 at Lloyd’s of London managed by Beazley Furlonge Ltd

### KEY FINDINGS:

#### Product Overview

This is a Commercial Lines General Insurance product providing cover for buildings and contents, as well as additional covers suitable for meeting the demands and needs of UK Property Owners.

#### Target Market

We have received all appropriate information on the insurance product (PROD 4.3.1) and information about the Target Market and negative target market (PROD 4.3.4).

See Manufacturer’s Target Market Statements 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 – April 2025

The data reviewed for this assessment has been drawn from the policies sold between 1<sup>st</sup> January 2024 and 31<sup>st</sup> December 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 20 live policies in place at time of review so the appetite and demand for this product is low. (Of note; there are a further 2242 Property Owners policies in force outside of our Beazley DA agency, through various other insurers. Therefore, Property Owners insurance is by far Mi Specialty’s largest product by volume, overall).

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- The new business quotes and conversion rates are in line with company tolerance, with rates at 6.3 %. Whilst it is not possible to break this down to a granular level, due to the nature of this product, the overall percentages show no issues or concerns.
- The renewal retention rates for this specific policy are not available due to no renewals having taken place within the reporting period.
- Cancellation rates are within company tolerance, with 7 received within the reporting period (>14 days), considering cancellations for this product, when they do occur, are predominantly due to the property being sold and so the policy no longer being required.
- No complaints have been received by Mi Specialty within the reporting period in relation to the performance, sale or administration of this product.
- The overall average commission for this product during the review period was 10 %, with an average fee of £25 per policy.
- Our approach to this product review has utilised data and MI readily available.