

Geo Underwriting Services Limited Target Market Statement & Fair Value Assessment

Geo Underwriting Services Limited (GUSL) is a Managing General Agent (MGA) and predominantly a manufacturer or lead co-manufacturer of the products it distributes. GUSL acts at all times as agent of the Insurer in accordance with the terms of our delegated underwriting authority agreements.

GUSL has undertaken a Fair Value Assessment (FVA) in accordance with the enhanced product governance requirements introduced by the FCA through their General Insurance Pricing Principles (GIPP) market study PS21/5.

This document is intended to provide a summary of the Fair Value Assessment outcome as well as pertinent information relating to the identified Target Market. It Is Intended for use by our distributors, not for customers.

Product	Marine Trades
Class of Business	Marine Trades
Capacity	Intact Insurance Company
Geo's Role	Lead Co-Manufacturer
Date of FVA	2026

Fair Value Assessment Output

As per our regulatory responsibilities under PROD 4.2 , this product has been subject to our Product Governance Process and has been approved by our Product Governance Committee as offering Fair Value both now and in the foreseeable future.

In undertaking the Fair Value Assessment, a wide range of factors were considered including, but not limited to, the following;

- The complexity of the insurance product.
- The nature of the product including key benefits and any limitations
- The characteristics of the target market including policy stakeholders and consideration of customers with vulnerable characteristics.
- The type and quality of services provided to customers.
- The distribution channel including any remuneration information and the expected total price to be paid.
- Appropriate data including claims frequencies, claim acceptance rates, average claim pay outs, loss ratio, customer tenure, cancellation rates and complaints data.
- The likelihood of customers not receiving good outcomes / fair value
- any conflicts of interest and where they arise how they are mitigated

Product Features

A Marine Trades Insurance product provides tailored protection for businesses operating within the marine sector, including boat builders, marina operators, marine engineers, and similar trades.

This Commercial Combined product offers a comprehensive range of covers, including Material Damage, Business Interruption, Loss of Money, Loss of Licence, Fidelity Guarantee, Goods in Transit, Marine Hull, Marine Liability, Builders' Risks, Employers' Liability, and Public & Products Liability.

The Customer need which is met by this Product

A Marine Trades Insurance policy is designed to meet the specific needs of businesses operating within the marine sector by providing flexible, tailored protection across a wide range of activities. It delivers essential cover for third-party and employer liabilities, helping ensure financial stability in the event of a loss, alongside comprehensive protection for property, equipment, and specialist marine operations. Cover includes:

Comprehensive Liability Protection including cover for Employers, General, Products and Pollution along with Personal and advertising injury liability

Comprehensive cover for buildings and contents including lifting equipment and marina installations and vessels under construction
Business interruption

Goods in transit

Specialist Marine Trades Coverage including Boat repairers' liability, Marina operators' liability and Ship repairers' and charterers' liability

Target Market - Customer whom the Product has been designed for

A UK-registered business operating within the marine trade sector, including boatyards, moorings, storage facilities, marinas, harbour commissioners, boat builders, boat sales, servicing and repair businesses, riggers, sailmakers, holiday hire fleets (such as narrowboats and river cruisers), training centres, and fishing vessels up to 24 metres in length. The product is also suitable for businesses operating on private pleasure craft up to 30 metres in length, or on non-recreational craft up to 24 metres.

Customers for whom this product is unsuitable or would not provide the intended value

This product is unsuitable for non-UK-registered companies and the following marine trades: boat delivery or vessel-moving services, charter operations conducted outside the UK, commercial fishing vessels over 24 metres, trawlers and dredgers, commercial diving activities, employment agencies, floating pubs, hovercraft operations, piers incorporating amusement arcades, rental of vessels on a residential basis, salvage operators, manufacturers or suppliers of semi-submersibles, ship breakers, stevedores, aqua-parks, and watersports activity centres.

Notable Exclusions or Circumstances where the Product will not respond

Deliberate or criminal acts – Losses arising from intentional or illegal actions by the insured.

Wear and tear or gradual deterioration – Damage caused by corrosion, rust, rot, or general ageing.

War and terrorism – Losses resulting from war, terrorism, or civil unrest unless specifically included.

Nuclear risks – Any loss, damage, or liability arising from nuclear reactions, radiation, or contamination.

Contractual liability – Liabilities assumed solely under contract, unless they would exist independently of the contract.

Fines and penalties – Legal fines, penalties, or punitive damages.

Cyber risks – Losses arising from cyber-attacks or data breaches unless cyber cover is specifically endorsed.

Pollution (unless sudden and accidental) – Gradual pollution or contamination is excluded unless it is sudden, accidental, and identifiable.

Marine-Specific Exclusions

Unseaworthy vessels – Claims involving vessels that are knowingly unseaworthy or inadequately maintained.

Improper storage or handling of goods – Damage arising from poor or inappropriate storage or handling practices.

Losses outside geographical limits – Claims occurring outside the policy's defined territorial limits.

Unlicensed or unqualified operators – Claims involving operators who do not hold the required licences or qualifications.

We recommend that all policy wordings are carefully checked by both the broker and the client to ensure the cover meets the client's requirements and to allow the client to make an informed decision on whether the product is suitable for them.

Copies of our Policy Wordings and Summaries/ IPID's are available upon request. Additionally, we are happy to provide additional training on the product if required

Distribution Strategy

Our Distribution Strategy, approved by the Executive Committee & Board, is to wholesale products through third party insurance brokers & intermediaries. It is a core part of the MGA strategy to ensure our complex products are sold via regulated intermediaries who provide advised sales. The distribution chain can involve the use of sub delegated authority agreements, panel arrangements, aggregators and any other channels provided these are contractually authorised by capacity and risk assessed as part of our product approval process.

Risk based due diligence is completed on all third parties in line with our Agents and Third-Party agency process. All intermediaries who transact business with us must meet a minimum level of due diligence and financial checks to maintain an ongoing terms of business agreement (TOBA).

Those who distribute products on our behalf must act in accordance with the customers demands and needs to ensure the product is distributed to the intended target market.

All intermediaries who distribute our products are reminded of their regulatory responsibilities to assess fair value to customers where separate fees are charged and/or premium finance is arranged. This also applies where an add-on product (not manufactured by us) is sold alongside the core product.

If a distributor identifies a product is not providing fair value as a result of the distributor's own arrangements, including remuneration, the distributor is obliged to notify Geo immediately. Geo will then assess the circumstances and take action as appropriate.

Commission, fees or charges passed onto the customer must be proportionate to the service provided and provide fair value.

We will from time to time request additional management information from our distributors to support the fair value assessment process. This may include;

- The type and amount of remuneration of each member in the distribution arrangement in relation to the core insurance product including commissions, fees and premium finance charges paid by customers and details of any additional products sold alongside it.
- An explanation of the services provided by each member of the distribution arrangement.
- Confirmation from distributors that remuneration is consistent with their regulatory obligations.

Where information is not provided by a distributor, within a reasonable period of time, Geo Underwriting Services Limited reserves its rights to notify Insurers and/ or the FCA.

Product Approval Process

Product oversight and governance controls are in place for the design, approval, distribution, and ongoing management of products throughout their lifecycle.

Our approach to manufacturing, co-manufacturing, and distributing insurance products is underpinned by a set of internal frameworks and controls to ensure we are;

- Providing customers with products and services that deliver fair value and are in their best interests both now, and in the reasonably foreseeable future.
- Adhering to regulatory and legislative requirements
- Delivering commercially viable, competitive, and sustainable products.

We maintain and operate an approval process for all of our insurance products, which is proportionate and appropriate to the nature of the insurance product, its complexities, value and associated conduct risk. Significant alterations to our existing products are also subject to the approval process.

Product Feedback

We strongly encourage feedback from distributors on our products, services and distribution methods to help ensure they continue to deliver value now and for the foreseeable future. If you do have any feedback or concerns regarding this product and it's value please contact us via your usual GUSL representative.

Date of Next Assessment

2027