

## 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.

<b>Product</b>	<b>Freetime Pleasurecraft</b>
<b>Class of Business</b>	<b>Pleasure craft</b>
<b>Capacity</b>	<b>Tokio Marine HCC</b>
<b>Geo's Role</b>	<b>Lead Co-Manufacturer</b>
<b>Date of FVA</b>	<b>May-25</b>

#### 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

Cover for Hull, Personal Belongings, Personal Accident, Trailers/Trolleys, Specified Equipment and Liabilities for individual boat owners on a Private & Pleasure or Skipper Charter basis cruising UK and European Waters, where the vessels sum insured is £750,000 or below.

The product insures against a range of risks including accident, fire, explosion, sinking, grounding and/or striking submerged objects, as well as damage caused by water ingress, impact, storms or negligence of third parties.

### The Customer need which is met by this Product

This insurance will insure your legal liabilities and your craft against loss and damage caused by a defined peril for incidents which occur within the cruising limits or transit area and at the location noted in your schedule, during the period of insurance for which the insurers have accepted the premium.

The product will provide individuals with financial protection in the event that their pleasure craft is lost or damaged as a result of accident, fire, theft or malicious damage. It includes third party cover for costs incurred due to injury or damage caused to others, their craft or other property.

### Target Market - Customer whom the Product has been designed for

The Freetime Pleasurecraft product has been designed to cater for the needs of individuals looking to insure their craft that are used for private pleasure or skipper charter use only.

This product is suitable for individuals:

- Boat Owners requiring cover for the hull and public liability
- Who is a UK resident with their permanent residence being within the United Kingdom.
- Who own craft that are registered in the United Kingdom where she will be used and moored in UK and European Waters.
- Where the sum insured is £750,000 and below.
- Boat owners who are 16 years of age and above.

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

This product is unsuitable for customers in the following circumstances: -

- Crafts that are moored and used outside of UK and European Waters
- Individuals who require use other than private pleasure and skipper charter use only.
- Where the value of the craft exceeds £750,000

### Notable Exclusions or Circumstances where the Product will not respond

The following notable exclusions apply. In addition, Geo may impose further exclusions and restrictions at policy level based on the risk profile disclosed to us at quotation stage.

Loss of or damage caused by gradual deterioration which could have been identified by routine inspection, maintenance or recommended by a surveyor.

Loss or damage caused by mildew, mould or dampness, osmosis, insects, marine borers, barnacles, marine growth, fungi or molluscs.

Loss or damage from any peril to portable items including personal belongings and equipment whilst on-board your craft during the laid up period.

The cost of repairing or replacing any part that is lost or damaged because it was faulty or faults that you were aware of.

Loss or damage to or failure of machinery caused solely by the breakdown, failure or derangement of a component part.

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

May-26