

Fair Value Assessment and Target Market Statement

Distributor Information Pack

2025



Introduction

You are receiving or viewing this document because you are involved in the distribution of an insurance product manufactured by a Bspoke Group business.

In accordance with PROD 4.2.29 to 4.2.32 this document provides:

1. all appropriate information on the insurance product
2. all appropriate information on the product approval process; and
3. the identified target market of the insurance product.

It includes

1. all appropriate information to enable you to understand the intended value of the insurance product established by us.
2. any effect you may have on the intended value that has not been fully taken into account by us when assessing value, and therefore which you should take into account; and
3. the intended target market for the product and any type of customer for whom the insurance product is unlikely to provide fair value.

Product Oversight and Governance

This section contains important information about the manufacturer, product and associated product approval process and fair value assessment.

Manufacturer

Bspoke Insurance Group comprises regulated entities as detailed below who manufacture general insurance products in conjunction with various insurers and insurance undertakings. Details of each regulated entity and insurance undertaking will be listed in each Fair Value Assessment.

Registered Company Name	Registered Office	Company No.	FRN
Bspoke Lifestyle	7 Pullman Court, Great Western Road, Gloucester, GL1 3ND	11429456	820727
Miramar Underwriting Limited	34 Lime Street, London, EC3M 7AT	06985118	507000
Bspoke Commercial Limited	Brookfield Court, Selby Road, Leeds, West Yorkshire, LS25 1NB	09284678	709456
Bspoke Private Clients ¹	Brookfield Court, Selby Road, Leeds, West Yorkshire, LS25 1NB	NA	709456
Bspoke Sports and Leisure ¹	Brookfield Court, Selby Road, Leeds, West Yorkshire, LS25 1NB	NA	709456
Bspoke Accident and Health ¹	Brookfield Court, Selby Road, Leeds, West Yorkshire, LS25 1NB	NA	709456
Bspoke Fee Protection ¹	Brookfield Court, Selby Road, Leeds, West Yorkshire, LS25 1NB	NA	709456
Bspoke Property Owners ¹	Brookfield Court, Selby Road, Leeds, West Yorkshire, LS25 1NB	NA	709456
Provego Underwriting ²	Brookfield Court, Selby Road, Leeds, West Yorkshire, LS25 1NB	09366935	671437

1 = Trading name of Bspoke Commercial Limited

2 = AR of Bspoke Commercial Limited

Product Review and Approval Process

In line with the FCA regulations outlined in PROD 4 Bspoke Group operates a Product Oversight and Governance (POG) process. In accordance with this process the product detailed in this document has been reviewed and approved by the firm's Product Forum, and is subject to ongoing monitoring and formal periodic review.

Any significant changes or adaptations to the product are subject to review and approval before being distributed to customers.

Fair Value Assessment

In accordance with the requirements in PROD 4.2 we have defined what value means for Bspoke in the context of our business model, and have taken into account a range of factors in our assessment including:

- Target market characteristics and needs
- Potential customer vulnerability and any impact or mitigation
- Value measures and KPIs
- Distribution methods and remuneration
- Product risk ratings
- Operational and claims service levels and outcomes

The fair value assessment is conducted as part of the periodic product review with KPIs and metrics monitored on an ongoing basis.

Product Review and Fair Value Assessment

The following section contains information on the insurance product, details of the review and our assessment of value.

Product Manufacturer Name	Bspoke Motor Trade
Product name	Motor Trade Combined
Product type	Commercial
Class of business	Property and Liability
Insurer	Accelerant
Date of Review	August 2025
Period of Review	August 2024 - 25
Type of Review	Periodic
Approved by	Bspoke Product
Date of next Review	August 2026

Target market statement

This Target Market Statement explains the types of customers our product is designed for, types of customers it is not suitable for and how we expect it to be distributed. This document is not intended for customers or operational sales staff.

In many instances, customers may have need for more than one product and they may then be offered a combination that would be compatible with those needs, subject to the eligibility criteria for each product. They should not be offered combinations of products that do not provide fair value.

Risks of customer harm can be avoided by ensuring the customer's needs, objectives, interests and characteristics are met by the product and coverage selected, taking into account and adjusting for any aspects that may make them vulnerable customers (e.g. poor health, resilience or capability).

Target market
<p>The target market for this product is small to medium size motor trade businesses. This product targets a range of risks within the sector, including Main Dealers or Independent Garages with core activities relating to Sales, Servicing & Repair of mainly private cars, motorcycles, and light goods vehicles, including a range of ancillary more specialist trades such as Vehicle Collection/Delivery risks and Breakdown/Recovery Specialists.</p> <p>These customers will require protection for some or all of the sections of cover available in the Policy Wording which caters for a variety of damage (e.g. to buildings, plant, machinery, stock, etc.), liability-type events (employees, public and products) and road risks.</p>
Type of customer the product would be suitable for
<ul style="list-style-type: none"> • Businesses that operate from modern, purpose built, non-combustible single tenure premises away from private dwellings • Businesses with modern machinery that is well maintained • Businesses with strong risk management cultures • A broad range of motor trades are acceptable including: - auto electricians, new and/or used car sales, car body and repair shops,

motorcycle sales, windscreen fitters, tyre and exhaust fitters, paint sprayers, motor factors, LPG conversions, caravan sales and car supermarkets.

Types of customer for whom the product would be unsuitable

- This product is not suitable for:
- Businesses based outside the UK
- Businesses requiring only individual unbundled covers, e.g. road risks only policies
- Unsited or outdated premises, or multi-tenure risks with no perfect party separation and people working from home
- Certain trade types, eg accident management companies, auctioneers, breakdown and recovery operators (greater than 25% of total business turnover), breakers/ salvage yards, manufacturers or petrol filling stations.

Available Covers

This is a modular product that allows intermediaries to create a commercial insurance solution tailored to the customer. The following covers are available:

Cover	Mandatory
Material Damage	Yes
Business Interruption	No
Business Money and Personal Accident	No
Wrongful Conversion	No
Employers Liability	No
Public Liability	No
Defective Workmanship & Sales Indemnity	No
Equipment Breakdown	Yes
Breakdown Inspection	No
Legal Expenses	Yes
Road Risks	No

Any notable exclusions or circumstances where the product will not respond

1. Personal Accident, Fidelity Guarantee & Terrorism
2. Loss or damage caused by general wear and tear or anything that happens gradually
3. Loss or damage that is covered elsewhere by a contract of insurance or any other contract or guarantee
4. Loss of revenue if your business is discontinued permanently or if a liquidator or receiver is appointed
5. Bodily injury, illness, death or disease caused to any of your employees or volunteers while they are offshore.
6. Loss or damage as a result of diseases classified as a pandemic

Features you should be aware of when considering this product

Your sales journey should identify the eligibility of customers and ensure that information is presented to them in a way that supports them through the process and enables them to make an informed decision whether the product meets their needs.

Where there are different underwriting and cover options available for this product customers should consider which option best suits their needs and circumstances.

Your customer journey and interactions should highlight and identify any customers with potential areas of vulnerability and address them accordingly.

Intended method of Distribution

The product should be sold by an authorised insurance broker, in line with FCA regulation on an advised or non-advised basis. The sale of the product can be via online, telephone or face-to-face channels.

If the product is distributed to the customer via more than one broker then the second tier broker must have their own client money permissions and must deal direct with the end customer

Distribution costs, fees and remuneration

The product supports the payment of commission to distributors within the ranges detailed in your Agreement with Bspoke (or our approved representative). If fees are charged to the customer for new business or renewal you should ensure this does not erode the value of the product and is commensurate with the work done in the Distribution chain.

Where a policy is cancelled mid term and outside the cooling off period the return premium to the customer must be at a gross level and include the proportion of commission paid.

Value Assessment

We are satisfied that the pricing, the cover, the design of the product, the claims settlement process, and the distribution methods we have chosen result in a product that represents fair value to our end customers.

Other information which may be relevant to distributors

We are satisfied that the pricing, the cover, the design of the product, the claims settlement process and the distribution methods we have chosen result in a product that represents fair value to our end customers.

This product does not adversely impact vulnerable customers and delivers outcomes that are the same as those for customers with no characteristics of vulnerability.

We have also considered the pricing and premiums in relation to FCA regulations in PS21/5, ICOBS 6B and Consumer Duty and are satisfied we comply with the necessary requirements.

Statement of Demands and Needs

This product meets the needs of customers who are Motor Trade Businesses in the UK and wish to protect their business against financial loss from a range of events or incidents including damage to their buildings and contents, liability to the public and their employees and road risks.

Conclusion of our fair value assessment

Last fair value assessment outcome	The product has been approved as providing fair value for target market customers and continued distribution	Yes
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