For distributor use only. Not approved for use with customers.

Aviva Cyber Respond Insurance Target Market Statement

This document has been prepared by Aviva Insurance Limited to provide an overview of our Commercial Lines Cyber Respond Insurance product. It is intended to help distributors understand the target market for this product, at new business and at point of renewal. In addition, distributors should consider whether any changes in circumstances may result in some features of the product no longer being suitable (for example distribution channel, features/covers, communication method and payment method).

Aviva Insurance Limited will overlay some eligibility and risk acceptance criteria which will be applied and shown through the quote process. This will result in some customers for whom the product is suitable not being eligible due to our current risk appetite.

Aviva Insurance Limited is the Product Manufacturer for this product and may source elements of cover from third parties. Full details are contained within the policy documentation.

Eligibility Criteria?

- Is available for customers with an annual turnover of up to £1,000,000.
- Is available for customers with fewer than 10 employees.

Who is Aviva Cyber Respond Insurance suitable for?

- Aviva's Cyber Respond Insurance product is designed for customers who require first party insurance protection against the financial impact of cyber risks, such as hacker attacks, ransom ware, social engineering fraud, denial of service attacks, reputational damage.
- This product is designed for very small, micro businesses who use digital technology to operate or store and handle customer data.

Who is this product not suitable for?

- Customers that do not:
  - use a computer or mobile device for their day-to-day work; or
  - store private data such as employee or customer information on a network or cloud.
- Customers who are not involved in running a commercial business.
- Customers whose businesses have an annual turnover of more than £1m or which employs 10 or more employees.
- Customers who would benefit from broader cover and/or who need business interruption or third party liability cover.
- This product is not suitable for consumers as defined by the FCA. A consumer is classed as any person who is acting for purposes which are outside their trade or profession.
- Customers that require short term non-renewable cover.
- Customers who cannot afford the annual or monthly premiums.

How can Aviva Cyber Respond Insurance be sold?

- Aviva's Cyber Respond Insurance product is suitable to be sold face to face, via telephone or digitally.
- This product can be sold with or without advice depending on your preference and in line with FCA regulations.

What features should you be aware of when considering this product?

- We recognise that some individuals have additional support needs, such as alternative formatted documents, when purchasing or understanding our products. Aviva Insurance Limited is committed to helping meet these needs. If additional support is required, please contact us to discuss how we can assist the customer.
- Sales journeys must identify customer eligibility and ensure that key information and choices to be made are presented to customers in a way that supports a customer through the process of understanding core cover and configuring optional elements of insurance to suit their specific demands and needs.
- Whilst there is a degree of complexity driven by the need to select appropriate optional additional covers and tailor configurable elements of insurance, each element, limit or choice is sufficiently simple for customers to understand without advice as the underwriting method frees customers to engage with their cover selection. This alongside the annual renewal process, enables familiarity in order to support their decision making.
- To make sure the Aviva Cyber Respond insurance policy operates fully a certain level of IT security and controls must be in place e.g. data must be backed-up on a frequent basis, up-to-date anti-virus software must be in place and critical software updates must be carried out within prescribed timescales.
- The Aviva Cyber Respond insurance product gives access to our Cyber incident response team which provides immediate support 24/7, coordinating all the specialist support required to:
  - identify, contain and repair a breach and restore data.
  - provide legal and PR consultancy to help safeguard your reputation.
  - notify those individuals affected by a breach and co-ordinate credit or identity theft monitoring for those affected.
  - provide consultancy to prepare for any regulatory notification.
- Cover will typically exclude-any fraud or dishonesty, consequential loss, or any failure of infrastructure including the internet or utilities.
- This product does not provide cover for:
  - Business Interruption.
  - Third party liability cover.
- Customers who pay their premiums monthly are more than likely to pay a higher premium than those who pay their premium annually, therefore consideration needs to be given regarding affordability.

Optional additional covers/Extensions which are available with this product:

Ways to enhance cover - These options come at an additional cost and can be added to core cover to provide more comprehensive benefits			
Product cover option	**This product is designed to provide financial protection if**	**Who could this option be suitable for?**	**Who is this product not designed to support, or are there any features that you should be aware of when offering this product to your customers?**
Cyber Crime	• A financial loss has been incurred due to unauthorised access to the customer's IT network or if a third party deceives an employee into paying or transferring money by impersonating another person. • Costs of unauthorised telephone calls and charges, made by an external hacker, have been incurred.	• Customers requiring cover for potential financial losses incurred. due to unauthorised access to their computer systems or if a third party deceives an employee into paying or transferring money by impersonating another person. • Customers requiring cover for potential costs associated with unauthorised telephone calls and charges made by an external hacker.	To ensure these cover extensions operate fully, customers must: • be trained in the dangers of social engineering fraud and how to spot these attempts and they must keep a record of such training. • have a documented policy in place, which states that details of any new payee requests or amended payment instructions are always checked verbally by using details held on file or a published website and do not solely rely on the new instruction. This policy must be accepted by all partners, directors and employees, with such acceptance recorded.
Premium Finance	• This product is designed to allow customers to finance their premiums using a loan. It offers customers the option of spreading their annual payment across the term. The customer will need to pay an interest rate on the loan during this period.	• Customers who want to manage their finances on a monthly basis or do not have the finances to pay the insurance premium upfront.	• Customers who do not want to pay any interest on their premium. • Customers who want to pay their insurance premium annually.

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