

# Aviva Terrorism & Political Violence Insurance Target Market Statement

This document has been prepared by Aviva Insurance Limited to provide an overview of our Terrorism & Political Violence 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?

- This product is eligible for businesses Worldwide that own physical property.

## Who is Aviva Terrorism & Political Violence Insurance suitable for?

- Aviva's Terrorism & Political Violence Insurance product is designed for business customers that require insurance protection against damage to their property or operations in connection with Terrorism and Sabotage, Strikes, Riots, Civil Commotion and Malicious Damage, Insurrection, Revolution, Rebellion, Coup D'état, Mutiny, War and Civil War.

- We have a wide-ranging appetite, with a range of occupancies within consideration. These include, but are not limited to:
  - Aerospace/Manufacturing, Utilities/Industrial/Real Estate/Retail/Hotels/Entertainment & Leisure/Oil & Gas/Energy & Power Infrastructure/Financial Institutions/Municipalities and Construction.

## Who is this product not suitable for?

- Businesses who do not own physical property.
- 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 Terrorism & Political Violence Insurance be sold?

- Aviva's Terrorism & Political Violence Insurance product is suitable to be sold face to face or via telephone.
- 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. Please contact us and we can discuss how to support 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.
- 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.
- This product does not cover things such as:
  - Chemical, Biological, Radiological and Nuclear loss or damage.
  - Loss or damage caused by a Cyber Act or loss of use of Data.
  - Losses relating to any actual or suspected Communicable Disease.
  - Terrorism Liability.

**Optional additional covers which are available with this product:**

<b>Ways to enhance cover - These options come at an additional cost and can be added to core cover to provide more comprehensive benefits</b>			
<b>Product cover option</b>	<b>This product is designed to provide financial protection if</b>	<b>Who could this option be suitable for?</b>	<b>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?</b>
<b>Business Interruption</b>	<ul style="list-style-type: none"> <li>● Loss of Income including option to add Additional Increase in Cost of Working, to claim for additional expenditure necessarily and reasonably incurred in order to minimise any interruption or interference with the business.</li> </ul>	<ul style="list-style-type: none"> <li>● Customers who want to protect against the financial impact of an unexpected interruption due to acts of political violence.</li> </ul>	

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