

Product: Sola Wind and Hail Crisis

Manufacturer Information
Product information
<p>The product is a parametric type of product with a limit up to \$25,000 as required to “buy back” the deductible on the policyholder’s property policy. and/or pay other out of pocket expenses.</p> <p>Claims are paid if the client’s property meets two criteria:</p> <ul style="list-style-type: none"> • Trigger 1: Sola records a qualifying weather event at the address; AND • Trigger 2: An adjuster confirms there is damage to the property, consisting of structural damage, holes, leaks, or broken windows. These are evidenced by photo and/or video. Qualifying weather events are determined as: <ul style="list-style-type: none"> ○ Hailstorms with a 75% damage score (based on a combination of size of hail and total volume of hail); this pays the full limit. ○ Wind / tornado claims are paid on a sliding scale based on windspeed.
Target market
<p>The target market for this product is:</p> <p>The Sola Wind and Hail Crisis product is designed for U.S.-based homeowners, micro enterprises, and small businesses that hold a home or property insurance policy and are located in regions susceptible to severe wind and hail events. It targets customers seeking financial protection against high deductibles and unexpected out-of-pocket costs following extreme weather damage. Key characteristics include:</p> <ol style="list-style-type: none"> 1. Customer Type <ul style="list-style-type: none"> - Individuals, micro enterprises, and small businesses with properties insured under a homeowners or commercial property insurance policy. - Customers who either: <ol style="list-style-type: none"> a. Already have large wind and hail deductibles, or b. Intend to increase their deductible to reduce premium costs and want added security through this product. 2. Insurance Profile <ul style="list-style-type: none"> - Designed as an add on to an existing property or homeowners’ policy. - Provides parametric coverage up to \$25,000 to “buy back” the deductible or cover other out of pocket expenses. - Triggered by: <ol style="list-style-type: none"> a. Verified qualifying weather event (hail or wind/tornado) recorded by Sola. b. Confirmed structural damage (e.g., holes, leaks, broken windows) evidenced by photo/video. 3. Customer Needs & Behaviours <p>Likely to value:</p> <ol style="list-style-type: none"> a. Speed and simplicity of parametric claims settlement. b. Certainty of coverage for high deductibles during catastrophic weather events. <p>Customers who want:</p> <ol style="list-style-type: none"> a. Financial resilience against severe weather risks. b. A straightforward, non-complex product that complements their existing insurance. c. A solution that supports business continuity for micro and small enterprises exposed to the same weather-related financial risks as individual homeowners. 4. Geographic Scope <p>USA only distribution, focused on states prone to hailstorms, tornadoes, and severe wind events.</p> 5. Distribution Channel <ul style="list-style-type: none"> - Sold via appointed independent insurance agents through a broker only portal.



- Supports both advised and non-advised sales processes, ensuring suitability checks across individuals, micro enterprises, and small businesses.

6. Circumstances Where Product Delivers Greatest Value

- Following qualifying hailstorms or tornadoes where:
 - a. Policyholders face high deductibles on their primary insurance.
 - b. Quick financial support can accelerate recovery, reduce stress, or maintain business continuity.
- Particularly valuable during peak hail season (March–May) and in tornado prone regions.

This product appeals to individuals, micro enterprises, and small businesses seeking peace of mind and financial protection against severe weather risks, especially those managing high deductibles or optimising premium costs.

Types of customers for whom the product would be unsuitable

The Sola Wind and Hail Crisis product is not appropriate for:

1. Commercial Customers Larger Than a Small Business
 - The product is not suitable for mid commercial or large commercial entities, or for properties operated as larger scale commercial enterprises.
 - It is designed exclusively for individuals, micro enterprises, and small businesses, and does not provide coverage for wider commercial or corporate property portfolios.
2. Customers Without an Existing Home or Commercial Property Insurance Policy
 - Individuals, micro enterprises, or small businesses that do not hold a valid property or homeowners insurance policy cannot benefit from this product, as it is intended to complement existing coverage rather than operate as standalone protection.
3. Properties Located Outside the USA
 - The product is restricted to U.S.-domiciled risks only and is not approved for distribution internationally.
4. Properties in Areas Not Susceptible to Severe Wind or Hail Events
 - Homes or business properties located in regions with low exposure to hailstorms, tornadoes, or extreme wind events will not derive meaningful value from this coverage.
5. Customers Without Large Wind and Hail Deductibles
 - The product is designed to offset high wind and hail deductibles or to support customers who intentionally increase deductibles to reduce premiums.
 - Those with minimal or no deductibles will find limited benefit.
6. Customers Seeking Broader Coverage Beyond Wind and Hail
 - The product only addresses wind and hail-related events and does not provide cover for other perils such as fire, flood, theft, or general property damage.

In summary, this product is unsuitable for larger commercial entities, non-U.S. properties, customers without significant wind/hail exposure or deductibles, and anyone seeking comprehensive property coverage beyond the specified perils.

Any notable exclusions or circumstances where the product will not respond

The limit is up to \$25,000 and the coverage is meant to only cover the wind and hail deductible or any other out of pocket expenses.

The policy will only provide coverage after a predetermined weather data threshold has met. MPH, EF Level, or hail damage probability for a straight-line wind, tornado, or hail event, respectively.

The policy will only provide coverage for severe property damage, which includes leaks, holes, and broken windows.

Other information which may be relevant to distributors

Commission & Fees

Brokers are reminded of their own regulatory obligations in relation to remuneration under PROD 4.3.6 as well as the requirements to make all necessary disclosures to the customer.

Where there are any fees charged by any member of the distribution chain these should be:

- commensurate with the service provided by the distribution.
- not have an adverse impact on customer value; and
- distributor should ensure that TMKS is made aware of the fee amount and/ or method of calculation

If there is a coverholder in the chain, they are expected to ensure that maximum commission rates do not exceed those stipulated within the Binding Authority Agreement.

The coverholder is expected to maintain oversight of all broker commissions (where applicable) and, where there may be a risk to product value, remedial action should be taken immediately including notification to Tokio Marine Kiln.

Brokers are reminded of their own regulatory obligations in relation to remuneration under PROD 4.3.6 as well as the requirements to make all necessary disclosures to the customer.

Where there are any fees charged by any member of the distribution chain these should be:

- commensurate with the service provided by the distribution.
- not have an adverse impact on customer value; and
- distributor should ensure that TMKS is made aware of the fee amount and/ or method of calculation.

Where Distributor 1 sells this Product via multiple other distributors (via sub-delegation or sub-brokering), it is their responsibility to ensure all distributors have been provided this document, have reviewed it and understand the content. If there is any additional remuneration, including commissions, fees or other 'non-standard' remuneration charged to the customer by other distributors, it is the responsibility of Distributor 1 to inform TMK of these details accurately and in full.

How value is assessed

Value is assessed based on a number of metrics, including underwriting, claims and complaints information as well as through broker and coverholder engagement.

Remuneration paid as set out in our agreements with distributors has been considered as part of the value assessment.

Further information on our product approval processes can be obtained on request.

Date Fair Value assessment completed	February 2026
Expected date of next assessment	February 2027