



Product: Sola Wind and Hail Crisis

Manufacturer Information
Product information
<p>The product is a parametric insurance solution designed to provide rapid financial support following qualifying weather events.</p> <ul style="list-style-type: none"> For US Homeowners, the product offers coverage with a limit of up to \$25,000, intended primarily to “buy back” the deductible under the policyholder’s underlying property insurance and/or to cover other out-of-pocket expenses. For US Commercial Entities, the product provides coverage with a limit of up to \$250,000, supporting similar financial needs arising from qualifying events. <p>Claims Payment Criteria: Claims are paid where both of the following triggers are satisfied:</p> <ul style="list-style-type: none"> Trigger 1: A qualifying weather event is recorded at the insured property address by Sola; and Trigger 2: A loss adjuster confirms physical damage to the property. This must consist of structural damage (e.g. holes, leaks, or broken windows) and be evidenced by photographic and/or video documentation. <ul style="list-style-type: none"> Qualifying Weather Events and Payout Mechanism Qualifying events and associated payment outcomes are defined as follows: <p>Hail Events: A hailstorm achieving a 75% damage score (based on a combined assessment of hail size and total volume) triggers payment of the full policy limit.</p> <p>Wind / Tornado Events: Claims are assessed based on recorded windspeed, with payments made on a sliding scale in line with the severity of the event.</p>
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"> 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"> Already have large wind, tornado and hail deductibles, or Intend to increase their deductible to reduce premium costs and want added security through this product. 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 for homeowners and up to \$250,000 to “buy back” the deductible or cover other out of pocket expenses for commercial entities. Triggered by: <ol style="list-style-type: none"> Verified qualifying weather event (hail or wind/tornado) recorded by Sola. Confirmed structural damage (e.g., holes, leaks, broken windows) evidenced by photo/video. Customer Needs & Behaviours <p>Likely to value:</p> <ol style="list-style-type: none"> Speed and simplicity of parametric claims settlement. Certainty of coverage for high deductibles during catastrophic weather events. <p>Customers who want:</p> <ol style="list-style-type: none"> 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
USA only distribution, focused on states prone to hailstorms, tornadoes, and severe wind events.
 5. Distribution Channel
 - 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, windstorms 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 coverage is subject to the following key conditions and limitations:

(1) Coverage Limits and Purpose

- The policy provides coverage of up to \$25,000 for US Homeowners and \$250,000 for US Commercial Entities.
- Coverage is specifically intended to address the tornado, wind, or hail deductible under the underlying property insurance policy and/or other associated out-of-pocket expenses.
- It is not designed to replace or replicate full property insurance coverage.

(2) Trigger-Based Coverage Requirement

- Payment is conditional upon a pre-determined weather data threshold being met.
- This includes, as applicable:
 - i. Minimum wind speed (MPH) thresholds
 - ii. Enhanced Fujita (EF) Scale levels for tornado events
 - iii. Hail damage probability metrics for hail events
- No payment is made unless the applicable parametric trigger criteria are satisfied.

(3) Damage Requirement

- Coverage is only provided where there is evidence of severe physical damage to the insured property.
- Qualifying damage includes:
 - i. Structural damage
 - ii. Holes
 - iii. Leaks
 - iv. 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.

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- 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