

| SII Claims (CORE Proposition) Y2 v14 | | | | | | | | | |
|--------------------------------------|---|---|-----------------------------|---------------|---------------|-------------------------------|---------------|-----------------|----------------|
| | Financial Model Details | | CHAIN FREE® | | | CHAIN MENDER® | | | Total |
| 1 | | | TIER One | TIER Two | | TIER One | TIER Two | | |
| 2 | | | £150K > £500K | £500K > £750K | | £150K > £500K | £500K > £750K | | |
| 3 | 28,33, 52,57 | Av. Value | £350K | £600K | | £350K | £600K | | |
| 4 | 5 | No. Applications | 1,800 | | | 1,200 | | | 3,000 |
| 5 | 39,86 | Loan offers made and accepted (1) | 364 | 156 | 520 | 269 | 89 | 358 | 1,078 |
| 6 | 40 | No. EXITS (2) | 291 | 125 | 416 | NIL | NIL | NIL | 489 |
| 7 | 41,88 | No. NON-EXITS (3) (4) | 73 | 31 | 104 | 269 | 89 | 358 | 462 |
| 8 | 45,92 | RICS Valuation | £350K | £600K | | £350K | £520K | | |
| 9 | | RICS before Deductibles (7 X 8) | £25.5M | £18.6M | £44.1M | £94.1M | £46.2M | £140.3 | £184.4M |
| 10 | 46,93 | % LTV | 90% | 85% | | 85% | 80% | | |
| 11 | | Deductibles (% RICS) | 10% | 15% | | 15% | 20% | | |
| 12 | | £ Deductibles | £2.5M | £2.7M | £5.2M | £14.1M | £9.2M | £22.3M | £27.5M |
| 13 | 47,94 | £ LTV | £315K | £510K | | £297.5K | £416K | | |
| 14 | | RICS after Deductibles (4) (7 x 13) SII REQUIRED COVER | £22.9M | £15.8M | £38.7M | £80M | £37.0M | £117M | £155.7M |
| 15 | 20,44 | NON-EXIT Sale Price (% RICS) | 96% | 96% | | 96% | 96% | | |
| 16 | 29,34, 53,58 | NON-EXIT Sale Price | £336K | £576K | | £336K | £499K | | |
| 17 | | NON-EXIT Sales OVER LTV | 66 | 28 | 94 | 242 | 80 | 322 | 416 |
| 18 | | PORTFOLIO PROFIT (17 x 16) | £22.1M | £16.1M | £38.2M | £81.3M | £39.9M | £121.2 M | £159.4M |
| 19 | | NON-EXITS sold BELOW LTV (10% 7) | 7 | 3 | 10 | 26 | 8 | 34 | 44 |
| 20 | | Claims Made after Deductibles (19 x 13) | £2.2M | £1.5M | £3.7M | £7.7M | £3.3M | £11.0M | £14.7M |
| 21 | | Claims Paid (5) | | | NIL | | | NIL | NIL |

- (1) Financial Docs. signed by homeowner (Loan offers made and accepted (LTV) with no commitment to sell and no commitment to take LTV) See: [Risk](#)
- (2) EXIT: Homeowner sells for more than LTV **e.g.**, uses CHAIN FREE® to secure next house / buy at discount. See: [An Example](#)
IMPORTANT POINT: Most homeowners will EXIT: not need to take LTV because their Estate Agent will have sold their old house for more than LTV.
- (3) NON-EXIT: Homeowner takes LTV: can't wait to sell for Asking Price **e.g.**, Bereavement, Divorce, Financial, Health.
IMPORTANT POINT: Core Proposition EXIT: NON-EXIT Ratio 5:1
- (4) For premium calculation
- (5) **Annual Aggregate Portfolio Excess of Loss basis**