



BLP BUILD TO RENT

*Better residential defects insurance cover
& more effective risk mitigation for the
Private Rented Sector*

BLP
IS MANAGED
BY **THOMAS
MILLER**

WE'RE DIFFERENT BECAUSE THE INDUSTRY DESERVES BETTER



**THOMAS
MILLER**

Based in the city of London, BLP is owned by Thomas Miller – an independent international provider of insurance, professional and investment services.

INVESTMENT SECURITY

BLP acts as an underwriting agent of the UK Branch of Allianz Global Corporate & Specialty SE and BLP is authorised and regulated by the Financial Conduct Authority (authorisation number 311894).

Standard & Poor's (S&P), the worldwide insurance rating agency, has confirmed the Financial Strength Ratings (FSRs) of Allianz Global Corporate & Specialty SE as AA.

ASSET PROTECTION

Protecting your assets for the long term

BLP's property policies are designed to suit the specific needs of your development and create a more secure investment in the Build To Rent (BTR) sector. They enable you to face the future with confidence.

As the Government starts to see the BTR sector as fulfilling a critical role in solving the nation's housing crisis – an estimated three million homes are currently required in the UK – increased institutional investment necessitates insurance cover, combined with a more considered approach to design and specification that will help protect the asset for longer periods.

Life cycle cost analysis is more critical for BTR and pays dividends over the life of the asset; whole life costs are minimised and return on investment is greater.

BLP enables you to tailor the cover for different parts of your proposed scheme or project, and offers insurance rather than a warranty; a practical consideration when developers retain ownership.

BLP insurance policies are designed to give you a better option than the interwoven complexities of collateral warranties, supported by large upfront payments. When it comes to protecting asset value from building defect liability, the industry deserves better.

BLP ARE MAKING INSURANCE EASIER AND BETTER



POLICY BENEFITS

The core benefits of our policies include:

- **Loss of rent cover for private developers**

Other providers usually offer such cover only for HAs and RSLs, leaving developers exposed in the case of incidents leading to loss of rental income. BLP Residential Housing Warranty Insurance policies are designed to offer pragmatic, relevant, and valued cover both to lessors and to their lessees. For the lessor we protect against loss of rental income streams. For the lessee our cover provides for alternative accommodation while issues are resolved.

- **No maximum liability of cover**

We believe that maximum liability levels simply do not serve the needs of your business well. Developers in the BTR sector require higher levels of cover, particularly on single structures which contain many apartments or over sites with many units.

- **Component cover**

For developers looking to retain ownership, BLP can provide extended cover on all components from M&E and HVAC, to kitchens and doors – reducing life cycle cost considerations – and further helping reduce losses over items and areas not covered by warranty providers.

EASIER INSURANCE

Making insurance easier and better

Cover by some warranty providers will come with conditions, for example insurance is only available when the property is sold or with others the developer is simply excluded from the cover. BLP provide “insurance”, which sits with the building. This makes it far easier to access cover even if you, as developer, wish to make a claim. With an increasing number of private developers retaining ownership for private rental purposes, BLP Housing Warranty Insurance is the only real solution for this growing sector.

**OUR CONSULT PRACTICE
OFFERS UNIQUE RISK
ASSESSMENT TOOLS**



BLP ASSESSES THE RISKS

BLP assesses the risks, so that you can mitigate their impact

BLP offers services for Build to Rent developers and operators that start well before you take out any housing warranty insurance cover. Our CONSULT practice offers unique risk assessment tools that are driven by the industry's most comprehensive database of building components.

'Unique' is not a word we use lightly at BLP. You will not find a more detailed deep-dive evaluation of every component in the build process anywhere, from any other warranty provider or design consultant.

You can use our risk assessment services either in their own right or in conjunction with the policy you choose to best suit your needs – best practice building design advice for clients looking to retain long-term interests in a building:

- Design checks/advice
- Durability Assessments
- Energy Assessments
- Life Cycle Costing Assessments

NOT JUST A WARRANTY

Residential Housing Warranties with a difference:

- No registration fees or security
- No two-year developer warranty period
- Flexible payment terms as standard
- AA rated insurer – Allianz
- Fair premiums
- Industry-leading liability levels
- Loss of rental income cover
- Subrogation waiver
- Component cover

**£17BN – CONSTRUCTION
VALUE OF DEVELOPMENTS
THAT BLP HAS UNDERTAKEN
TECHNICAL CHECKS AND
INSPECTIONS ON SINCE 1999**



The most comprehensive and dynamic design assessments available to the UK construction market.

BETTER CONSTRUCTION

Attention to detail drives better construction

From fundamental considerations – such as orientation and foundation design – through to granular detail on every component from floor tiles to window frames, we enable you to compare and substitute components across every aspect of your construction project.

Risk management checks for due diligence in design

BLP's technical team conducts technical risk management reviews of all schemes that come to BLP for insurance. We use the same rigorous practices for clients who simply require due diligence checks, independent of taking out insurance cover with BLP.

We assess proposed schemes for compliance with Building Regulations, British Standards and general good building practice. We believe that good design should underpin every decision and we do our best to support your plans to achieve it.

BLP helps you make better decisions from day one

We can monitor the works during construction to help you make sure that you're achieving an acceptable standard of workmanship enabling you to maximise your asset value and, thereafter, enhance your income potential. Better designed buildings mean more effective management which, in turn, delivers improved margins – BLP can help you design the right building to achieve the right result.

RISK ASSESSMENT

BLP CONSULT – the pillars of risk assessment:

A revolutionary life cycle and design assessment service

- Capital cost, life cycle costs, maintenance costs, energy costs and general building performance and durability data
- New build and conversion properties
- CACTUS defect risk management tool (detailed independent design checks and workmanship quality reviews)
- Life cycle costs calculator (database of over 40,000 components and materials).



BUTTERFLY

Environmentally friendly design – proceed with confidence

The need to reduce carbon footprints through energy efficient constructions, and the drive towards Building Information Modelling, place new responsibilities on developers. BLP CONSULT helps you tick all the boxes and proceed with confidence. Using our unique carbon design software – **Butterfly** – we can incorporate operational and embodied energy assessments into life cycle cost models – helping you deliver a more environmentally efficient building and ultimately lower energy bills for tenants.

Butterfly benefits include:

- Detailed performance data on a building design in its very early stages
- Linking early stage (CAD) feasibility design with data and measures of life cycle and environmental performance
- Outputs showing how the design will perform in terms of life cycle cost and maintenance, operational energy and embodied carbon cost measured against industry targets
- Access to data provided independently and transparently by BLP, and built up over the course of 25 years of research into the components' and materials' performance
- Reductions in time, money and waste for the builder
- An audited design for the developer and consumer, with measurable sustainability claims.

**£4.13BN CONSTRUCTION
BLP INSURED IN 2016**

BLP CONSULT

Depend on BLP CONSULT

Institutional investors, banks, annuities, private equity or public sector all look for enhanced returns. BLP CONSULT can help improve asset design to maximise management efficiency and deliver the higher returns your investors demand.

The BLP CONSULT service provides independent quality checks on proposed projects, providing private developers, Registered Social Landlords and BTR operators with unrivalled data-based insights to mitigate risk, drive operational excellence and deliver higher quality construction.

BLP CONSULT offers predictive modelling capabilities based on the most highly developed and exhaustively detailed database in the UK property market.

40,000 components – at your fingertips

There is a lack of established benchmarks in BTR design, but BLP's accumulated component data helps ease many of the decisions relating to maintenance and durability.

Given the scale of many BTR schemes, significant efficiencies and savings can be gained through consideration of even the smallest component. Our comprehensive database of components has been in operation for 25 years. That's 25 years of accumulating, analysing, and making sense of, detailed information on almost every conceivable component likely to be used in the development or conversion of a property – over 40,000 of them. Our market leading latent defects insurance policy includes cover against premature failure for every single component.

ASSESSING ENVIRONMENTAL IMPACT – THE OUTPUTS

Modern methods friendly

Return on Investment drives the feasibility of any BTR scheme. The sector looks increasingly towards modern methods of construction (MMC) systems to help achieve improved returns. MMC can also help deliver more energy efficient homes to attract potential tenants, more in tune with energy costs and the environmental impact of large scale developments.

Done properly, time savings over traditional build can also contribute to a more profitable asset. BLP CONSULT can help. All you need to do is ask.

The industry deserves better

BLP CONSULT maintains the most data-intense store of product and material performance, durability, life, and cost available in the industry.

**OUR COMPREHENSIVE
DATABASE TOTALS OVER
40,000 COMPONENTS**



WE WILL:

- Provide detailed performance data on a building design in its very early stages
- Link early stage (CAD) feasibility design with data and measures of life cycle and environmental performance
- Show how the design will perform in terms of life cycle cost and maintenance, operational energy and embodied carbon cost measured against industry targets
- Leverage independent and transparent data built up over the course of 25 years of research into the performance of 40,000+ components and materials
- Save you time, money and waste
- Give the developer and consumer an audited design with measurable sustainability claims.

ADDITIONAL SERVICES FOR THE BTR SECTOR

- **Buildoffsite Property Assurance Scheme (BOPAS)**
 - Durability and maintenance assessment (carried out by BLP)
 - Process accreditation
 - Web-enabled database comprising details of assessed building systems, registered sites and registered/warranted properties.
- **Modern Methods of Construction (MMC)**

BLP can undertake durability assessments and life cycle comparisons on MMC to demonstrate suitability for use on BTR projects.
- **Whole life cost modelling and costed maintenance plans**

We can provide bespoke costed maintenance plans on any project. This is available as a stand alone and consultative service when taking out BLP insurance. It is also available as a standalone consultancy service. We offer assessments on complete schemes or on specific components.

Make better decisions now

To find how BLP can help you understand and manage risk better to make more informed decisions and better investments, contact the BLP Build to Rent Team on **020 7204 2424** or email **btr@blpinsurance.com**

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