Creating a better future in the built environment

Alternative thinking from BLP
Contents

Who we are 3
What we offer 5
Residential Housing Warranty Insurance 6
Build to Rent Latent Defects Insurance 10
Commercial Latent Defects Insurance 14
Consultancy Services 18
Case Study: Meet Sunningdale House Developments 22
Case Study: Meet Regal Property Group 24
The BLP Promise 26
Who we are

BLP (Building LifePlans Ltd) is an underwriting agent of the UK Branch of Allianz Global Corporate & Specialty SE and is authorised and regulated by the FCA. We have been providing construction insurance since 1999 and are owned by Thomas Miller, a world class insurance services business at the forefront of the insurance industry since 1885.

BLP was instrumental in helping to set up the Buildoffsite Property Assurance Scheme (BOPAS).

BLP is an Associate Member of UK Finance (CML), a Member of the Housing Forum and Member of the British Property Federation.

Value of construction projects insured by BLP in 2017/2018 £10bn
“It’s essential that in a fast paced and ever changing environment we have products suitable for our clients’ needs. BLP are a professional innovative company that has straightforward risk transfer solutions designed to meet these demands, all delivered in an efficient, pragmatic and friendly manner. We have worked with BLP on numerous projects since 2009 and have forged a strong partnership in that time.”

Steve Padley, Head of Insurance Services - The Vinden Partnership
Residential
Latent defects are not an inevitable outcome of construction processes. BLP have a proactive mission. We’re committed to helping you avoid claims. We aim to resolve them quickly if they arise.

Build to Rent
For the Build to Rent Sector, BLP offers more than insurance; we help mitigate risk, provide data to inform better outcomes, and offer a range of consultancy services to help you ensure quality builds that will stand the test of time.

Commercial
Our role is to support your business to keep moving forward, not to consume time and effort in looking back. The policy will respond when there is a valid claim.

Consult
The BLP Consultancy team is here to help you mitigate risk. We’re committed to a personal approach to be able to do this. When you call, you get a person who cares, who knows how to guide you to the services your business needs, and who will stick with you throughout your enquiries and on into your engagement.
Residential Housing Warranty Insurance

Working together for better quality homes.
Say good-bye to membership fees, registration, two-year defects liability periods and all the other restraints and shackles of the ‘traditional’ 10 year house warranty products. BLP cover has a once only cost.

BLP will do their utmost to provide a policy with no delay, no complication, and no being passed between call centre agents. You call us, we get it done: a pragmatic approach for a practical world.

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**Practical**

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**Inclusive**

The policy does not require evidence of negligence to respond. It’s an insurance policy and can provide cover to the construction team if requested.

**Comprehensive**

The product offers up to 12 years cover for structural defects, M&E services defects and premature failure of building components including M&E items. It can be extended to include protection for loss of rental income, alternative accommodation costs and relocation.

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“We have worked with BLP on five developments during the last five years because they offer the best service and the best product. Their processes are straightforward, clear and transparent and their knowledge bank and experience is extensive – their input is always useful and welcome. BLP offers a very good alternative to traditional warranties and they are always a pleasure to work with.”

*John Waites, Director - H Waites Ltd*
Policies for developers or owners of residential new builds or conversions, from the provider that likes to say ‘No’ to hidden extras and added costs:

- No membership fee
- No registration fees
- No security bonds
- No escrows.

Approved by the UK’s major lenders
- No 2-year developer warranty period (excludes water ingress in year 1)
- Premium payment instalments can be spread over the duration of the build
- Much higher cover limits than are otherwise available in the market
- Flexible as to types of construction
- Cover for non-structural parts also available.
Policies designed the way you want them to be.

**BLP Secure**

10 or 12 year housing warranty insurance policy which runs from the date of the first legal completion (in Scotland it runs from the date of entry on the premises).

**Designed for builders and developers of residential developments**

BLP Secure meets the cost of re-instating the Premises when a defect occurs in the structural parts, such as walls, foundations, windows and roof.

**Cover also includes:**

- The costs of demolition to allow rebuilding
- Design and other fees relating to re-instatement
- Costs of removing, storing and re-installing the contents of the property
- Cost of providing alternative accommodation during the period of the re-construction or repair.

**BLP SecurePlus**

Additional cover can be obtained to include:

Costs of premature failure of non-structural component parts within their predicted lifetime. Some examples of components include kitchen units, boilers, electrical wiring and pipe work for gas, water, heating and ventilation.

**Reduce lifecycle costs**

For developers looking to retain ownership, we can extend cover to all maintenance-heavy elements of the build, including (but not limited to) M&E, HVAC, community heating systems, kitchen units, doors, pipes, and electrical wiring.
Build to Rent
Latent Defects
Insurance

Mitigating risk and protecting assets for private developers.
Confidence in the future

New build properties can be under insured when covered by the traditional warranty model. Private developers, and investors/funders are financially exposed if a significant building defect arises and the cover falls short of the costs required to rectify the defect and the damage.

It’s more than just a financial consideration. Public awareness of such issues can adversely affect an organisation’s reputation and standing. The resulting lack of confidence in the organisation can have a more damaging effect than that which arises from the building defect.

BLP delivers confidence for funders and investors

- We protect your investment against the consequence of structural building defect
- Our cover enhances your offer to potential residential tenants
- Loss of Rent, Business Interruption, M&E, and full component cover is also available
- BLP cover sits with the building rather than the builder, so any change of the professional team – due to insolvency for example – incurs no penalty for the developer/investor.

Confidence in the future

Inclusive
The policy does not require evidence of negligence to respond. It’s an insurance and can provide cover to the construction team if requested.

Comprehensive
The product offers up to 12 years cover for structural defects, M&E services defects and premature failure of building components including M&E items. It can be extended to include protection for loss of rental income, alternative accommodation costs and relocation.
The most inclusive cover on the market.

- **Loss of Rent cover for private developers**
  For the lessor: We protect against loss of rental income streams.
  For the lessee: BLP cover provides for alternative accommodation while issues are resolved.

- **Much higher levels of cover than those normally covered by traditional warranty models**
  Developers in the B2R sector usually require higher levels of cover, particularly on single structures which contain many apartments or over sites with many units. So, we provide it.

10 or 12 year housing warranty insurance which runs from the date of the first legal completion (in Scotland it runs from the date of entry on the premises).

The policy meets the cost of re-instating the Premises when a defect occurs in the structural parts, such as walls, foundations, windows and roof.

...and it includes:
- The costs of demolition to allow rebuilding
- Design and other fees relating to re-instatement
- Costs of removing, storing and re-installing the contents of the property.

**Reduce lifecycle costs**
For developers looking to retain ownership, we can extend cover to all maintenance-heavy elements of the build, including (but not limited to) M&E, HVAC, community heating systems, kitchen units, doors, pipes, and electrical wiring.

**Additional cover can be obtained to include**
Costs of premature failure of non-structural component parts within their predicted lifetime. Some examples of components include kitchen units, boilers, electrical wiring and pipe work for gas, water, heating and ventilation.
We provide policies for developers or owners of commercial and mixed-use developments, from the provider that likes to say ‘No’ to hidden extras and added costs.
Commercial Latent Defects Insurance

The most inclusive cover on the market.
Protecting

The most inclusive Commercial Latent Defects Insurance on the market

Our role is to support your business to keep moving forward, not to consume time and effort in looking back. The policy will respond when there is a valid claim.

Defects need to be fixed quickly before they cause a business damage. Our policies are underpinned by an independent technical appraisal aimed at minimising defects.

The cover will provide a more attractive proposition for tenants.

“BLP is an insurance company which, in our experience, takes a “can do” approach to client problems and looks for ways to help with projects that don’t necessarily fit the mould. Their products differ from what you would usually find in the market, and this makes it easy and sensible for us to point clients in their direction in relevant circumstances.”

Liam Buckley, Partner - Squire, Sanders & Dempsey (UK) LLP
Cover available for 6, 10 or 12 years

6-10-12 yr
**BLP Asset**

BLP Asset is an indemnity insurance product – also known as Inherent Defects Insurance (IDI) or Latent Defects Insurance (LDI).

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**Who is BLP Asset for?**

A BLP Asset policy can be taken out by the developer, owner/funder, landlord or tenant and may be assigned to any future owners, funders or tenants.

**What it covers**

Structure of the building with optional extensions for...
- Mechanical and electrical (M&E) services
- Building components
- Business interruption – covering rental income and relocation expenses.

Because BLP Asset covers the building and is not a warranty on the work, it reduces exposure to warranty or PI claims.

**A stronger business proposition:**
- Helps attract tenants as they are protected
- Creates a more leasable / saleable property
- Helps ensure occupancy.

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**Benefits summary**

BLP latent defects insurance delivers more than just insurance:

- Puts customers first, with a “no hassle” response to repairs
- Can protect rental income and any relocation costs that arise as a result of Business Interruption due to repair of defects
- Can protect against failure and repair of structural elements, mechanical and electrical (M&E) services and other internal and external building components
- Reduces the need to make collateral warranty claims
- Reduces the need to make Professional Indemnity claims
- Ensures commercial and mixed-use developments have defect insurance with an appropriately high limit of cover.
Consultancy Services
Helping private developers and registered social landlords to make decisions based on insight, experience, information, and best practice.

**More than insurance**

- **Home performance labelling scheme**
  - Embodied Energy and Operational Energy Assessments.

- **Embodied and operational energy assessments**
  - Assessing the environmental impact of new projects.

- **Buildoffsite Property Assurance Scheme**
  - Supporting originality and innovation in construction.

- **Lifecycle costing**
  - Rich information on almost everything involved in building/converting a home.

- **Durability Assessments**
  - Making the right decisions on components and materials.

**BLP Consultancy Services - building better decisions.**
“We have always found BLP to be very helpful and proactive in providing solutions for our clients. They have assisted in designing latent defects policies on many of our landmark projects, and can always be relied upon to provide creative input to assist in optimum risk transfer.”

Andrew Birt, Partner - JLT Specialty Ltd
We’re here to help our customers make the right decisions. We offer the latest performance data on components, provide project checks, advice on compliance with guidelines and a range of other services to help you deliver better outcomes. Our risk management approach helps you ensure the as built asset meets the design intent.

- Over 25 years of providing the construction industry with robust, detailed, and relevant data-based knowledge
- Mitigating risk
- Enhancing operational excellence
- Helping to deliver high quality new build and conversion projects.

Detailed information on almost every conceivable component likely to be used in the development or conversion of a property – over 40,000 of them.

"BLP provide a distinctively comprehensive and consistent risk assessment of the design and construction of the home, with regular inspections on site. BLP’s systematic and thorough approach benefits homeowners by intercepting many potential defects long before the home is built."

Philip Britton LLB BCL, Visiting Professor - King’s College London and Consultant to Fairweather Stephenson & Co Ltd, Aldeburgh
Kent-based Sunningdale House Developments has 2000 units on its books, demonstrating high levels of activity primarily in the South East (with a focus on Kent) and the South West (Truro and St Ives, in Cornwall).

Every development the company undertakes is entirely project-managed and monitored by its own teams. Sunningdale House takes care of land acquisition, planning permission or option agreements, and all aspects pertaining to the legal and regulatory side of any developments. Its sister company, Development House, undertakes all aspects of construction, with in-house professionals and local craftsmen.

Constant market awareness
“We have a mixed portfolio of developments that ranges from affordable housing – the 2/3-bedroom starter home – through to high-end luxury apartments that, in the case of Sandgate Pavilions in Kent, for example, reflect the market opportunity in the local area,” explains Justin. He states that the company’s development strategy is based on “constant market awareness” and the company will not evaluate potential land purchases unless there is a clear need for housing in the area, wherever on the property spectrum it sits.

Flexibility: Luxury and affordability
Sandgate Pavilions is a development of 36 luxury apartments, arranged over three separate pavilions, with breath-taking views of the English Channel. This is a flagship development of the highest quality and cutting-edge design; testament to the design work of Sunningdale House and the craftsmanship of the Development House construction team. It is backed by BLP’s 10-year housing warranty insurance policy. In terms of social, affordable housing, other Sunningdale House Developments projects include:

- Nursery Fields: A mix of 3-6 bedroom family homes in the picturesque semi-rural village of Worth, Kent. Externally, traditional design and building materials have been utilised to complement the existing village aesthetic.
- Heritage Fields: A development of 17 homes, ranging from 2 to 5 bedrooms, built using traditional methods and modern, high quality internal finishes.
- Wren’s Cross: An urban regeneration and new build apartment block combination in Maidstone town centre. In this case, Sunningdale House re-developed a derelict site to create 66 new one and two-bedroom apartments in a modern purpose-built block. The project also involved the conversion of existing dilapidated and Grade II listed buildings to provide a further 9 residential units. All have been 100% pre-sold, with occupation earmarked for Spring 2019. Wren’s Cross shows the depth of versatility that Sunningdale House have at their disposal to be able to provide flexible and much needed new housing accommodation.

BLP has accompanied Sunningdale House on this wide-ranging journey, providing cover for all these developments. Nursery Fields is covered by BLPSECUREPLUS, extending cover to a period of 12 years.
“It’s all in the policy”, says Justin. “Everything we need to feel properly covered and confident that if anything goes wrong it can all be quickly sorted out. This robustness expands the proposition we can present to our buyers. In that regard, BLP provide great point-of-sale support, specifically in the form of the BLP New Home Owner Handbook.”

“BLP are a joy to work with. The knowledge that their consultants bring to the site complements our own skills, and acts as an independent view of best practices. Our site teams feel that BLP are an extension to what we do. The BLP guidance and advice comes from very amenable individuals, bringing professional, on-the-ground insights.”
Regal is a UK development company with circa 50 years' experience in all aspects of commercial and residential development, land assembly and investments. The company is constantly on the look-out for new development opportunities. Regal is primarily active in mixed use developments, residential, student accommodation, hotels, commercial offices and the retail sector.

Most recent landmark developments for the company include a cutting-edge 70,000 sq. ft. Grade-A office development called Digital World, in Salford Quays, Manchester; Sherwood Oaks in Mansfield, a major 35-acre mixed use business park; and Regal Court in Birmingham, a development of 41 luxury apartments in the heart of the city's West End.

**Mutually productive working relationship**
Regal’s first experience of BLP came about when it started a new development in 2015, now complete, called The Bank, in Birmingham City Centre. Mark had asked industry contacts for opinions on latent defects insurers, hoping to meet with an insurer who completely understood the property sector and even more fully understood that earning respect comes from how you service clients, not just what you sell them.

As Mark explains: “We didn’t want a technical manual dictated to us, we’d had enough of that from insurers in the past. It’s not how we work. I don’t find that sort of approach necessarily conducive to a mutually productive working relationship. As property developers, we have enough on our plate without having to adapt a long established and successful modus operandi to meet somebody else’s view of how things should be done. We were looking for an insurance provider that would bring additional value to what we do, not additional headaches.”

**City living**
One of Regal’s financial advice providers had experience of BLP and suggested that Regal would find a refreshing difference in the BLP way of doing things. This is where the relationship began, with BLP providing latent defects insurance for The Bank, Regal’s regeneration project in Birmingham.

This development comprises 417 luxury one- and two-bedroom apartments spread across two iconic residential towers of 22 and 33 storeys. The development includes residents’ lounge, concierge facilities, shops, restaurants, and a gym. At 102 metres, one of the towers is the third tallest building in Birmingham after BT Tower (152 metres), and 10 Holloway Circus (122 metres).

The cover that Regal selected is known as BLPASSET, used increasingly in the property industry for new build commercial and mixed-use developments. It is commonly referred to as latent defects insurance, or inherent defects insurance. The policy doesn’t require registration fees or security. It cuts down admin and focuses on supporting the developer, giving reassurance and not just insurance.

**Surpassing standards**
BLP’s technical review team made regular site visits as the project moved forward, purely to assess compliance with building regulations, British Standards and general good building practice. “We have a very high-quality project team at Regal, that makes sure we always surpass standards,” says Mark. "BLP discovered that in their visits. It is always good to see BLP on site bringing an objective, professional, and experienced view and offering gems of advice here and there. We appreciate their input on all fronts.”
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The BLP Promise

Trust

The vast majority of our policies are underwritten by Allianz Global Corporate & Specialty SE, an AA rated global insurer, with support from other recognised global insurance companies when the risk demands it.

Ease

Our cover has a once-only cost which does away with the need for the builder or developer to provide an annual membership fee, additional security and financial bonds.

Speed

Full structural risk transfer from inception of the policy enables the owner/purchaser to claim directly from the policy from day one, with the exception of water ingress in the first year.

Continuity

Our unique policy insures the building rather than the builder or developer.

PI

When requested, inclusion of the whole construction team means that there is less reliance on collateral warranties provided by contractors and sub-contractors thereby complementing and protecting their PI cover.

Comprehensive

The product offers up to 12 years cover for structural defects, M&E services defects and premature failure of building components including M&E items. It can be extended to include protection for loss of rental income, alternative accommodation costs and relocation.
Alternative thinking from BLP