

# Competitor comparison table



## Highlights

How Canopy Deposit Free compares to other providers

	Canopy	Zero Deposit Scheme (ZDS)	FlatFair
	Deposit Free		FlatFair classic
How much protection do you offer compared to cash deposits?	8 Weeks	6 Weeks	12 Weeks
Who pays for the deposit free alternative product?	Tenants	Tenants	Tenants
Typical cost	10% average premium of cash rental deposit	1 week rent	1 week rent
Is this product regulated?	Yes	Yes	No
Are you carrying any cash deposit risk on your balance sheet?	No Cash deposit risk is underwritten by the Insurer	No Cash deposit risk is underwritten by the Insurer	FlatFair re-insures the broader credit risk through AmTrust Financial
Who is underwriting the cash deposit risk?	HDI Global SE—UK (SwissRe is the underwriter)	Great Lakes Insurance SE	FlatFair re-insures the broader credit risk through AmTrust Financial

# Competitor comparison table



## Benefits for Landlord

How Canopy Deposit Free compares to other providers

	Canopy	Zero Deposit Scheme (ZDS)	FlatFair
	Deposit Free		FlatFair classic
Deposit Protection for landlords	8 weeks versus 5 weeks with cash deposits	6 weeks versus 5 weeks with cash deposits	12 weeks versus 5 weeks with cash deposits
Can you confirm the cash deposit risk for my property is underwritten by a regulated product?	<p>Yes</p> <p>As a regulated product, there are safeguards in place to help ensure landlords and tenants get a fair and transparent product with no hidden risks. We have partnered with Hamilton Fraser to help ensure fair outcomes for landlords and tenants in the event of a dispute.</p>	<p>Yes</p> <p>As a regulated product, there are safeguards in place to help ensure landlords and tenants get a fair and transparent product with no hidden risks. Zero Deposit has partnered with The Dispute Service (TDS) to help ensure fair outcomes for landlords and tenants in the event of a dispute.</p>	FlatFair re-insures the broader credit risk through AmTrust Financial.
Is the Renter liable for claims at the end of property?	<p>Yes</p> <p>Tenants remain liable for accidental or malicious damages or rent arrears.</p>	<p>Yes</p> <p>Tenants remain fully liable for any damages incurred, maintaining quality of tenant.</p>	<p>Yes</p> <p>Tenants remain fully liable for any damages incurred, maintaining quality of tenant.</p>

# Competitor comparison table



## Benefits for Renters

How Canopy Deposit Free compares to other providers

	Canopy	Zero Deposit Scheme (ZDS)	FlatFair
	Deposit Free		FlatFair classic
Typical cost?	10% of the cash deposit amount	1 Week's rent	1 Week's rent
Am I liable for claims at the end of a tenancy?	<p>Yes</p> <p>Tenants remain liable for accidental or malicious damages or rent arrears. Canopy also covers Tenants for life changing events.</p> <p>e.g. "For example, if a Tenant has lost their job or develops a serious medical condition, in that scenario, if there is a claim at the end of a tenancy, then the insurer will payout the Landlord claim and will not seek to recover this from the Tenant."</p>	<p>Yes</p> <p>Tenants remain fully liable for any damages incurred, maintaining quality of tenant.</p>	<p>Yes</p> <p>Tenants remain fully liable for any damages incurred, maintaining quality of tenant. Each tenant of a household allows FlatFair to charge his/her debit card for lawful claims after the tenancy.</p>
As a Tenant, do I have any protection?	<p>Yes</p> <p>Canopy protects Renters. E.g In the event that a Tenant loses their job or has a serious medical condition in which case the insurer will pay out the Landlord claim and will not seek to recover this from the Tenant".</p>	No	No

# Competitor comparison table



## Benefits for Estate Agent

How Canopy Deposit Free compares to other providers

	Canopy	Zero Deposit Scheme (ZDS)	FlatFair
	Deposit Free		FlatFair classic
Does the Agent need to be FCA approved to offer deposit alternative product?	No	Yes	No
Do you offer comission to Estate Agents?	<p>Yes</p> <p>Canopy DepositFree product is designed as an affordable alternative for Generation Rent. We do not aggressively promost Deposit Free as a "Revenue Generating" product for Estate Agents.</p> <p>Most of the Estate Agents Canopy is working with have refused comission on Deposit Free product.</p> <p>If requested by an Estate Agent, then Canopy will match the comission offered by competitors.</p>	Yes	Yes