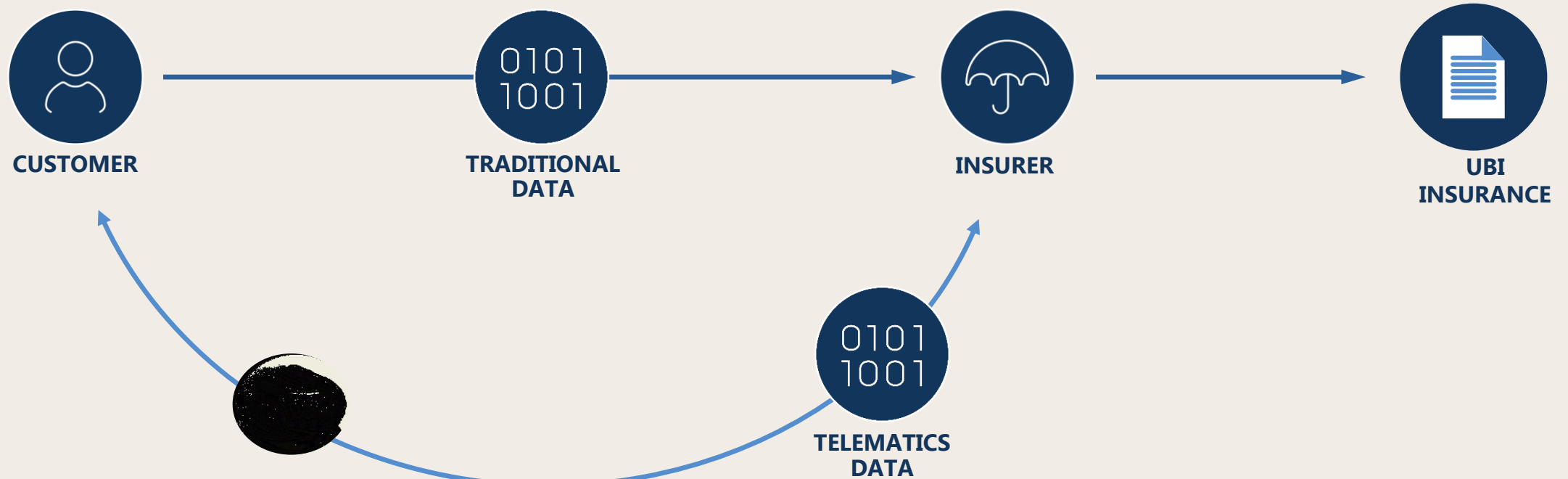


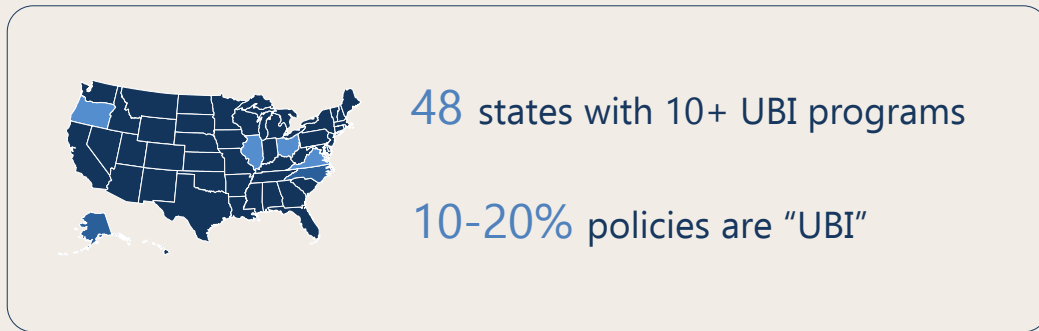
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Section 1: Future Distribution for Personal Lines

CAS Annual Meeting 2018

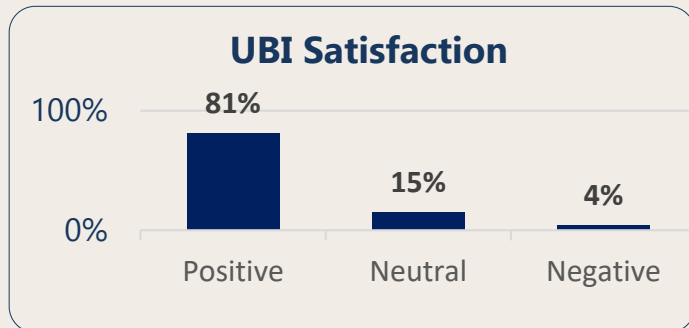


1. Consumer opts for UBI in exchange for a teaser discount
2. Insurer provides a sensor to measure driving and provide services
3. Insurer calculates a specific discount for future application



Insurers report tremendous benefits

- Pricing
- Retention
- Claims
- Profitability



≈80%
of consumers surveyed would consider a UBI policy

So, why is penetration so low?

- Technology cost
- Operational friction
- Consumer uncertainty

IoT solve these issues

- Shared cost
- Existing sensor
- Data already collected

4 out of 5
consumers surveyed are open to sharing data to receive personalized quotes

But, there will be some challenges

- Many to many integrations
- Hosting large data volumes
- Analyzing complex data
- Regulatory requirements

Data Source Provider

- Customer engagement
- Telematics service
- Manage consent



Intermediary



- Data process and hosting
- Data analytics
- Customer qualification
- Regulatory/Brokerage

Insurance Panel

- Rating and quoting
- Binding and underwriting
- Service policy



The intermediary will address the challenges for data source providers and insurers enabling each to focus on their core competencies providing value to participating customers

