

The Connected Home
Insurance outlook
MAY 22, 2017
George Hosfield
Sr. Director, Home Insurance Vertical
LexisNexis
RISK SOLUTIONS

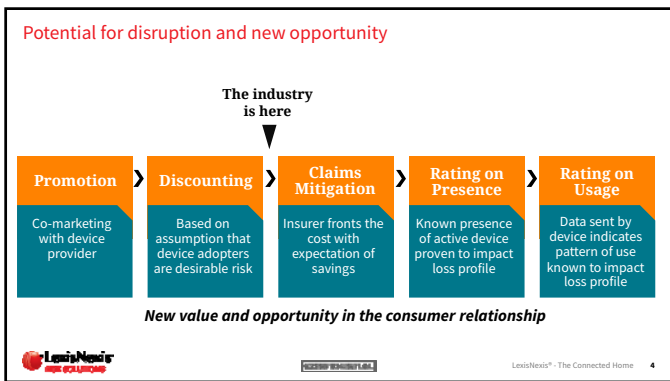
This slide features a background image of a modern, two-story house at dusk. A teal box at the top left contains the title 'The Connected Home' and 'Insurance outlook'. A red box on the right side of the house indicates the date 'MAY 22, 2017'. The bottom left corner identifies the speaker as George Hosfield, Sr. Director of Home Insurance Vertical. The LexisNexis Risk Solutions logo is in the bottom right corner.

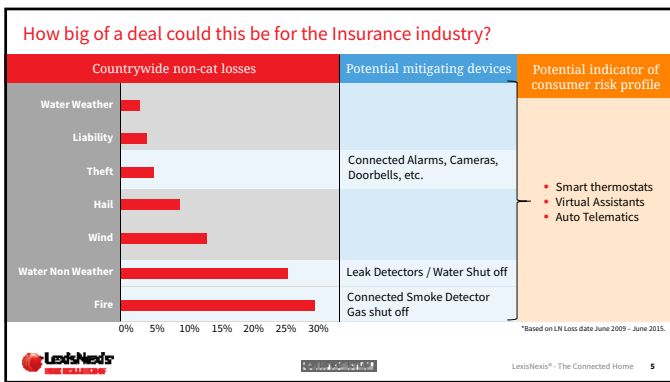
The story of one water claim ...
LexisNexis
The Connected Home 2

This slide shows a man in a white shirt and glasses looking at a newspaper in a kitchen. A large, stylized graphic of water droplets is overlaid on the scene. The text 'The story of one water claim ...' is at the top left. The LexisNexis logo and 'The Connected Home 2' are at the bottom.

HOW IT COULD HAVE BEEN DIFFERENT
ALERT: Water Detected in Upstairs Bathroom
LexisNexis
The Connected Home

This slide has a teal background with water droplets. The text 'HOW IT COULD HAVE BEEN DIFFERENT' is in large, bold letters. A hand is shown holding a smartphone that displays an alert: 'ALERT: Water Detected in Upstairs Bathroom'. The LexisNexis logo and 'The Connected Home' are at the bottom.



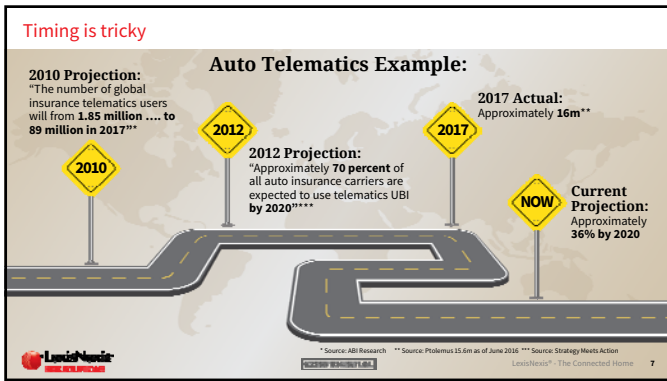


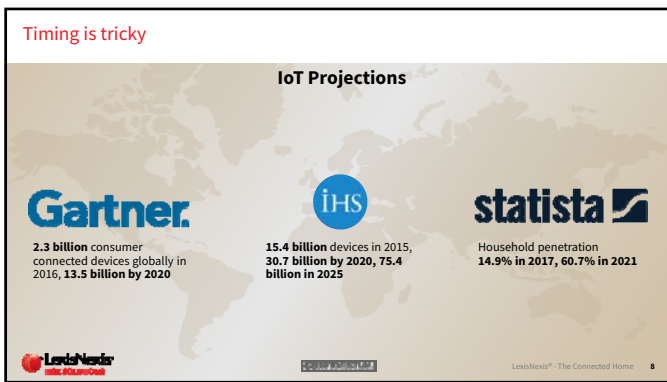
Winners and loser in the device market

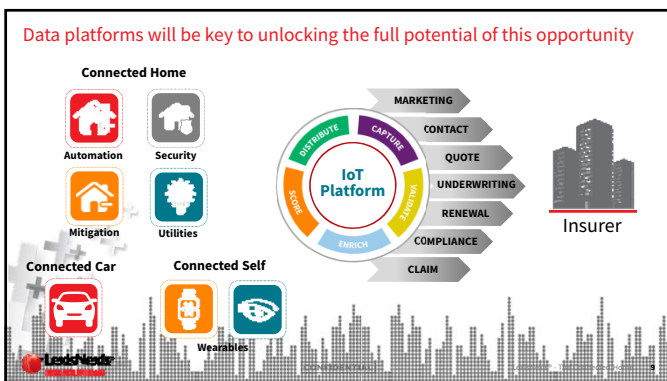
BIG QUESTIONS REMAIN FOR INSURANCE

- Alignment between insurers and consumers
- Cyber risk
- What does the data say?
- Incremental or revolutionary?
- Cost


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Next Steps



Get engaged




Work with your data partners



Be realistic about what Connected Home is today versus what it will be (potentially)

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Questions



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Contact

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