

# AGENDA

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| 03 | Live Polling - continue         |    |
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| 06 | One Size Doesn't Always Fit All |  |
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# LIVE POLLING

How often do you participate in sharing economy, eg. ride-sharing, home-sharing, delivery service?

- Daily
- Few times a week
- Few times a month
- Few times a year
- Never

What is your closest relationship to someone earning a living from sharing economy?

- Family, relatives
- Friends
- Friends of friends
- People I know
- Stranger

Among Lemonade, Sure, Slice Labs, LifebySpot, Flock, Trov, Cuvva, Postmates, how many you know?

- 0
- 1
- 2
- 3
- More than 3

# LIVE POLLING

**Do you prefer tailored coverage or bundle policy?**

- Tailored coverage
- Bundle policy

**Do you prefer talking to agents or digital channel?**

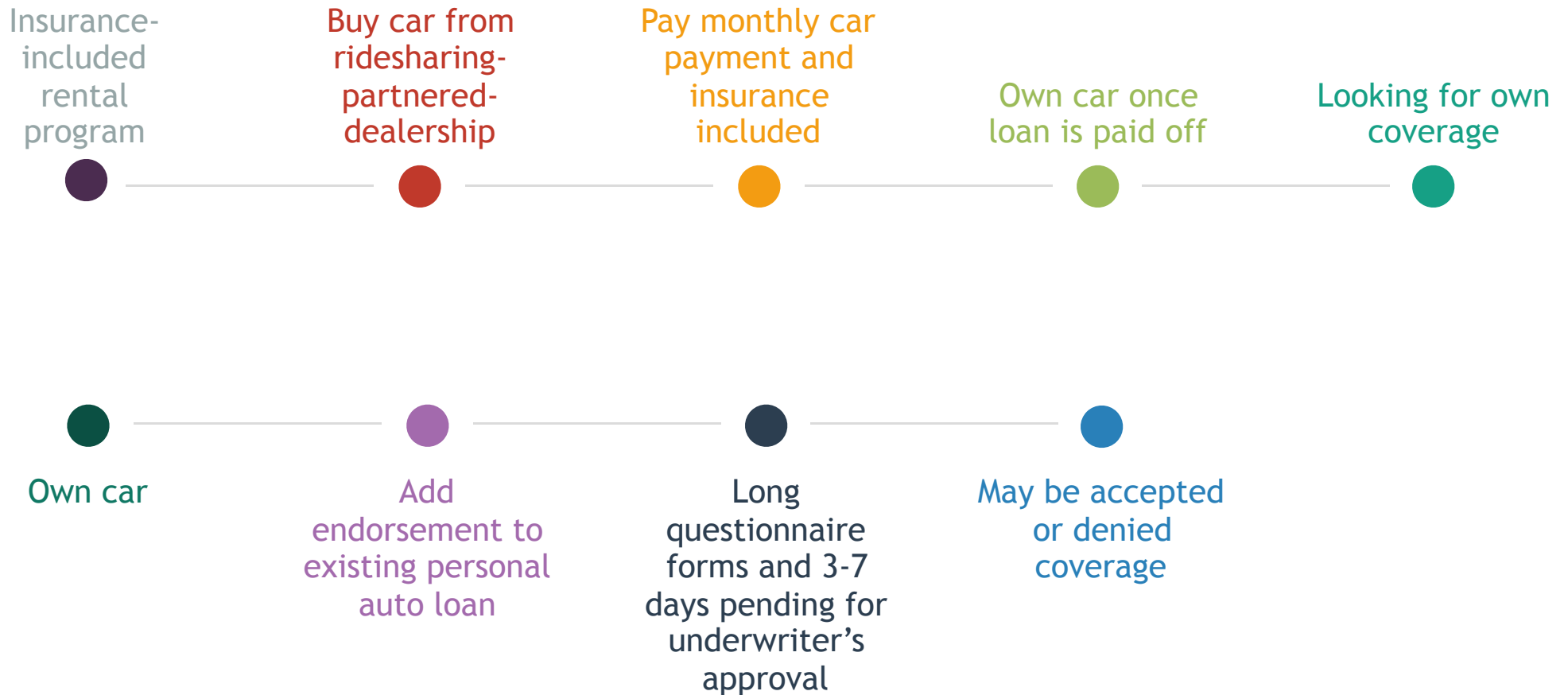
- Talking to agents
- Digital channel
- Both depending on the situation

**Do you prefer fixed pricing or variable pricing?**

- Fixed pricing
- Variable pricing

# LABYRINTH

HOW CAN A DRIVER OBTAIN COVERAGE?



# VOICE OF CONSUMER

**52%**

prefer to tailor coverages directly to needs by picking from an array of options

**48%**

prefer a single policy that covers majority of their needs

Survey of 1000 consumers conducted by CAS Working Party

# ONE SIZE DOESN'T ALWAYS FIT ALL

“THE GIG ECONOMY WILL REPORTEDLY OUTSIZE THE TRADITIONAL ECONOMY BY 2027”

- MAYA STRASSER, COO AND CO-FOUNDER OF JAUNTIN - TECHNICAL PLATFORM FOR AIG TRAVELGUARD ON-DEMAND

## AIG TRAVELGUARD ON-DEMAND INSURANCE

We see demand for more flexible coverage from people who like doing things last minute, who are comfortable in airplanes, or who travel a lot for work or school, to name just a few

## PAY-PER-USE INSURANCE PLATFORM SLICE LABS

Consumers are calling us to ask how they can buy the annual version of our coverage \*

\* *Is On-demand Insurance Right For You?* - PropertyCasualty360 - Josh Taub, FCAS  
<https://www.propertycasualty360.com/2018/08/01/is-on-demand-insurance-right-for-you/?slreturn=20181014141528>



## FOOD DELIVERY APP POSTMATES

Convenience and increasing trust are the two pillars of on-demand economy. A typical freelancing opportunity creates multiple insurance needs for multiple parties

## PAY-AS-YOU-FLY DRONE INSURANCE FLOCKCOVER

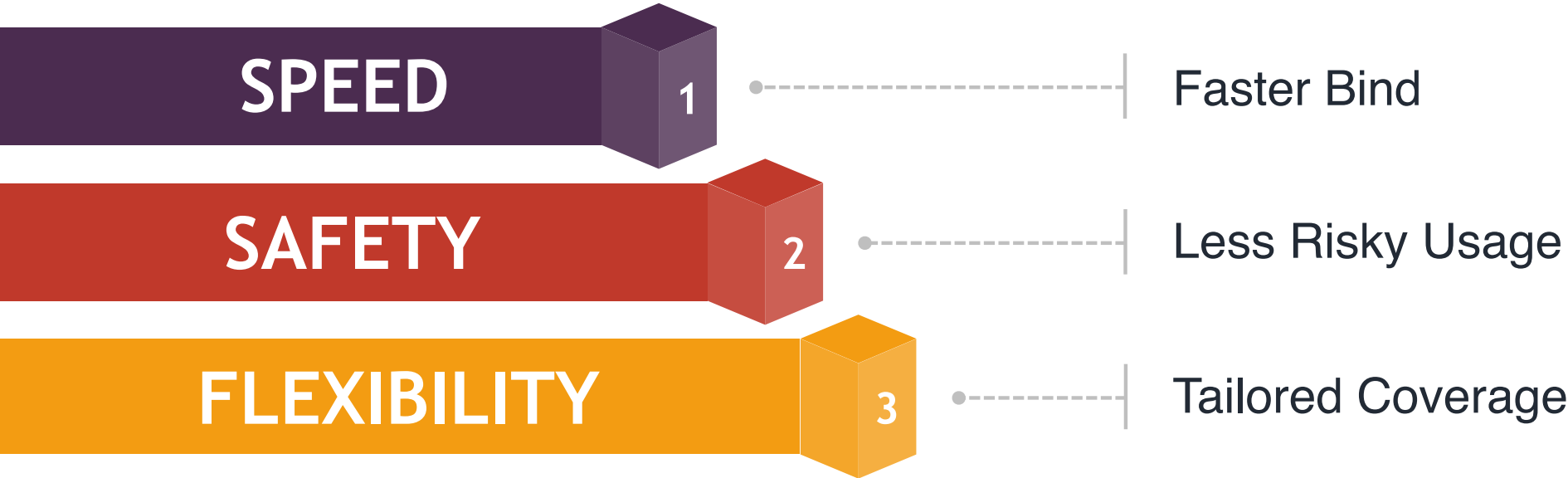
Risk profile is not fundamentally different than a typical commercial and arguably lower due to well-maintained vehicles and rigorous background checks. Not every insurer has the appetite to cover ridesharing risk

## EXPERIENCED UBER DRIVER

Spinning off rental program to look for adequate insurance himself from combination of personal/commercial policies

# PRINCIPLES OF IOD

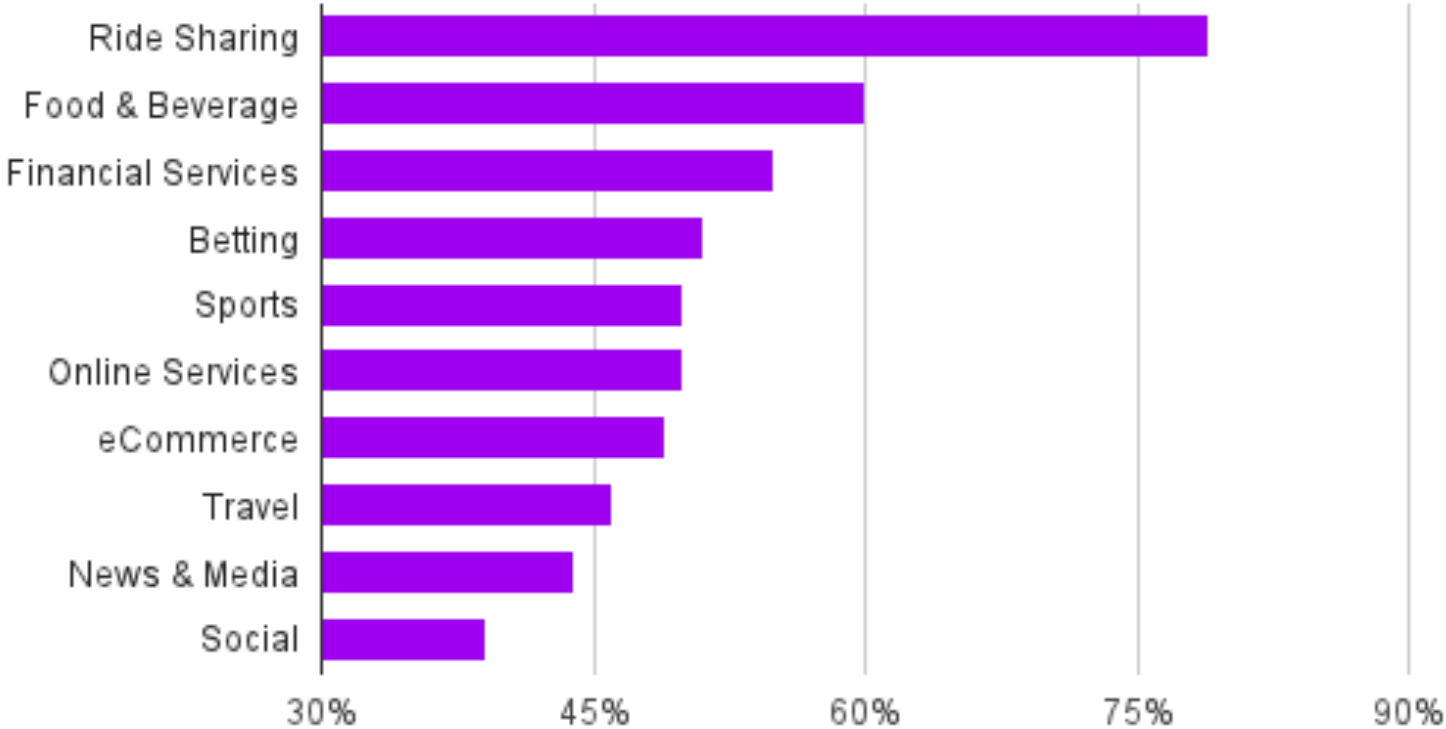
“THERE’S FEAR IN THE AGENT COMMUNITY SURROUNDING APP-BASED DISTRIBUTION, BUT THESE APPS CAN BE A VALUABLE TOOL WHEN IT COMES TO LOW-LIMIT OR SHORT-DURATION COVER. BY DIRECTING POLICYHOLDERS TO AN APP FOR CERTAIN TYPES OF COVER, POLICYHOLDERS CAN GET FASTER BINDS WHILE PRODUCERS CAN FOCUS ON HELPING THESE APPLICANTS WITH THEIR MORE COMPLEX COVERAGE NEEDS”



# SYSTEMATICALLY EXPOSED

IOD ADVERSE SELECTION

### iOS Push Opt-In Rates By App Industry



*\*\* What is a Push Notification? And Why It Matters - BuildFire - Ian Blair*  
<https://buildfire.com/what-is-a-push-notification/>