Antitrust Notice

• The Casualty Actuarial Society is committed to adhering strictly to the letter and spirit of the antitrust laws. Seminars conducted under the auspices of the CAS are designed solely to provide a forum for the expression of various points of view on topics described in the programs or agendas for such meetings.

• Under no circumstances shall CAS seminars be used as a means for competing companies or firms to reach any understanding – expressed or implied – that restricts competition or in any way impairs the ability of members to exercise independent business judgment regarding matters affecting competition.

• It is the responsibility of all seminar participants to be aware of antitrust regulations, to prevent any written or verbal discussions that appear to violate these laws, and to adhere in every respect to the CAS antitrust compliance policy.
Embedded Insurance and Bolt-on Covers

John Ferrara
Managing Director
Crowe

Cole Platt
Principal Product Manager
Root Insurance

Matt Sherman
Senior Vice President
Tokio Marine HCC
Get your devices ready for a poll!

1. Locate the session in the mobile app.
2. Tap the “💬” button on the bottom menu bar of the session to open the poll.
3. The poll will launch when polling begins.
This slide will activate the polling question once the presentation is started. Do not change or delete text on this slide.

Poll Key= REKGC
Label = key value
Get your devices ready for a poll!

1. Locate the session in the mobile app.
2. Tap the “💬” button on the bottom menu bar of the session to open the poll.
3. The poll will launch when polling begins.
Poll Key= ZAFGZ
Label = Where to use embedded and bolt-on
Get your devices ready for a poll!

1. Locate the session in the mobile app.
2. Tap the “💬” button on the bottom menu bar of the session to open the poll.
3. The poll will launch when polling begins.
Poll Key= CNBNM
Label = Differentiation

This slide will activate the polling question once the presentation is started.
Do not change or delete text on this slide.
Premise of Embedded Solutions

**Predictability** | **Stability** | **Reliability**

- **Waived Underwriting for “micro-business”**
  - Low limits
  - Access to portfolio that does not typically purchase monoline Cyber

**UNCAPPED REINSURANCE**

**BALANCE SHEET PROTECTION**

**ZERO ONUS TO INSUREDs**

**Marketing & Training**
- Customized brochure content, newsletter content, and email blasts
- Content and bulletins for internal underwriting staff and agents
- Committed to smoothing out the learning curve for all parties along the value chain

**Claims**
- Fully licensed in-house claims team & attorneys
- 24-hour hotline
- 100% commitment to communication and transparency

**Compliance**
- State-by-state filing guidance to facilitate implementation and handle objections
- Substantiated rate support

**Product Development**
- Tailored endorsement and coverage language to sit seamlessly with the carrier’s mainframe policy
- Continuously innovative wordings and coverage to stay in lockstep with the marketplace

**Underwriting**
- Robust review of a book of business
- Comprehensive discussion of product offering and roll out strategy

**Risk Management**
- Private labeled pre-claims risk management website available to all insureds
- Reusable content for proactive communication to insureds

CAS

**Expertise. Insight. Solutions.**
Perils of Embedded Solutions

- Eroding profitability leads to rate changes – difficult to implement
- Operational adjustments to account for underwriting appetite changes
- Burden shift to insureds represents a pivot to the existing value proposition
- Access to underwriting criteria to adjust and predict risk selection
Review order

Please carefully review and confirm your order details below. You will pick your specific date and time for your delivery after completing the required verifications.

Order Details

2021 Toyota Camry
SE Sedan 4D
4-Cyl, 2.5 L
13,009 miles

Cost Breakdown

<table>
<thead>
<tr>
<th>Total Price</th>
<th>$31,479.19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Carvana Price</td>
<td>$28,590.00</td>
</tr>
<tr>
<td>Tax</td>
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</tr>
<tr>
<td>Required Title and Registration</td>
<td>$491.22</td>
</tr>
</tbody>
</table>

Delivery Address
M930 W Ro Salado Pkwy
Tempe, AZ 85281

CarvanaCare
Declined
Embedded Insurance and Bolt-on Covers

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Managing Director  
Crowe

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