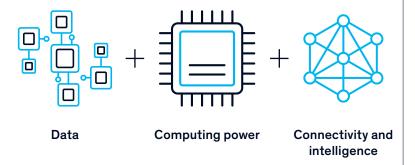
# Tackling the IoT opportunity for commercial lines insurance

The preconditions for disruptive change through IoT are in place...



...and there is enormous economic potential across nine key sectors.1



Approximated in trillions of USD, p.a. in 2025

## Why

Insurers that capture the IoT opportunity stand to boost revenues and reduce claims expenses.



#### **Boost revenues**

More accurate risk prediction enables more attractive pricing

Value-added services generate additional revenue



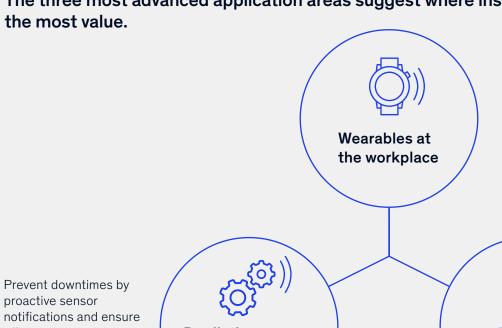
#### Reduce claims expenses

Impede future loss through active and early prevention

Reduce claims costs through early detection and efficient intervention

### What

The three most advanced application areas suggest where insurers can unlock



Prevent injuries through device intervention in high-risk situations

Example: Smart belt devices\* The Travelers Companies

efficient intervention

Example: First commercial IoT policy (cargo)\*

Corvus Insurance



optimization

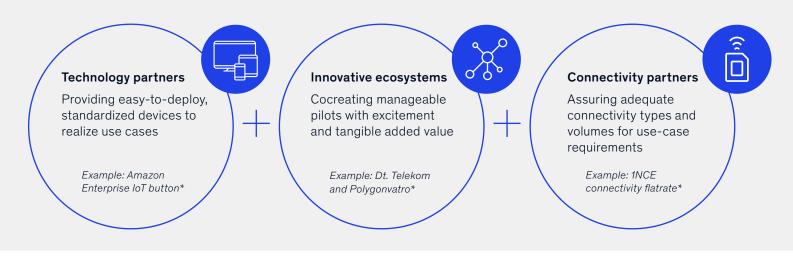
Commercial buildings

Prevent future loss by identifying potential sources up-front and ensure early repair

Example: Drones for loss inspection\* Allianz UK

## How

To succeed, insurers must partner with technology and connectivity experts to determine and develop compelling use cases.



## Are you prepared to unlock IoT value in your commercial lines business?

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\*Examples from publicly available sources. Other sources include: McKinsey Global Institute, McKinsey, Insurance Journal, The Associated Press, Corvus website, Insurance Business Magazine America, Farmers press release, Amazon website, 1NCE website, Deutsche Telekom blog

