

As part of SCOR's Mobility Program, SCOR has entered into a telematics related business development arrangement with DriveQuant to simplify the deployment of connected insurance to Cedants, allow for the engagement and coaching of drivers and allow Cedants to monitor the usage of vehicles and to assess the risk profile of drivers more effectively.

SCOR's Connected Insurance Initiative is made up of three elements: (i) DriveQuant's Telematics Technology & Services, (ii) Reinsurance Capacity provided by SCOR and (iii) Advisory Services provided by SCOR, as follows:

Telematics Technology

DriveQuant's simple and human connected smartphone-based application which allows for the efficient, effective and accurate, real-time capture of data collected from drivers and the delivery of such data to a secure "backend" platform for analysis and subsequent transfer of the results to a driver.

Telematics Services: SCOR's Connected Insurance Initiative offers six (6) combinable services

Pay-As-You-Drive: gathers data of actual usage of the vehicle, per day, per mile, per minute etc.

Eco-Drive: measures actual driving speed against a reference speed trajectory.

Safety: measures events that reveal driving style such as strong braking or acceleration.

Driver Distraction: measures the driver's interactions with a phone whilst driving.

Coaching: interaction with drivers to provide coaching via messages, driving tips and reviews.

Dashboard Web: access to the DriveQuant simple and intuitive dashboard.

SCOR's Advisory Services

certain tailored advisory services in relation to underwriting, pricing, analytics, marketing/behavioural science.

SCOR's Reinsurance Capacity

on SCOR paper for mobility risks written via the Telematics App.

VALUE PROPOSITION

The principal benefits of SCOR's Connected Insurance Initiative to an insurer are as follows:

Customised Offering:

via a new White Label App or development of insurer's existing app

Flexible Offering:

via the Telematics App which allows for selection of required/desired services

Increased Insured Engagement:

via Pay-As-You-Drive, Coaching and Gamification

Deal Approach Structuring:

benefit from the time & resources invested by SCOR in developing deal approach

SCOR Expertise:

via SCOR's advisory services

Portfolio Risk Management:

via reinsurance capacity provided by SCOR

Financial Benefit:

via secured preferential pricing on Telematics Technology & Services fees

Financial Benefit:

via costs sharing with SCOR

Financial Benefit:

via a 'Loyalty Bonus' at renewal

ESG: creating sustainable driving habits via Eco-drive, Safety, Driver Distraction and Coaching services - reducing emissions, optimising energy consumption whilst creating a safer environment for people and vehicles by mitigating the risk of accidents and reducing expenditure on fuel, maintenance and Premiums.

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