

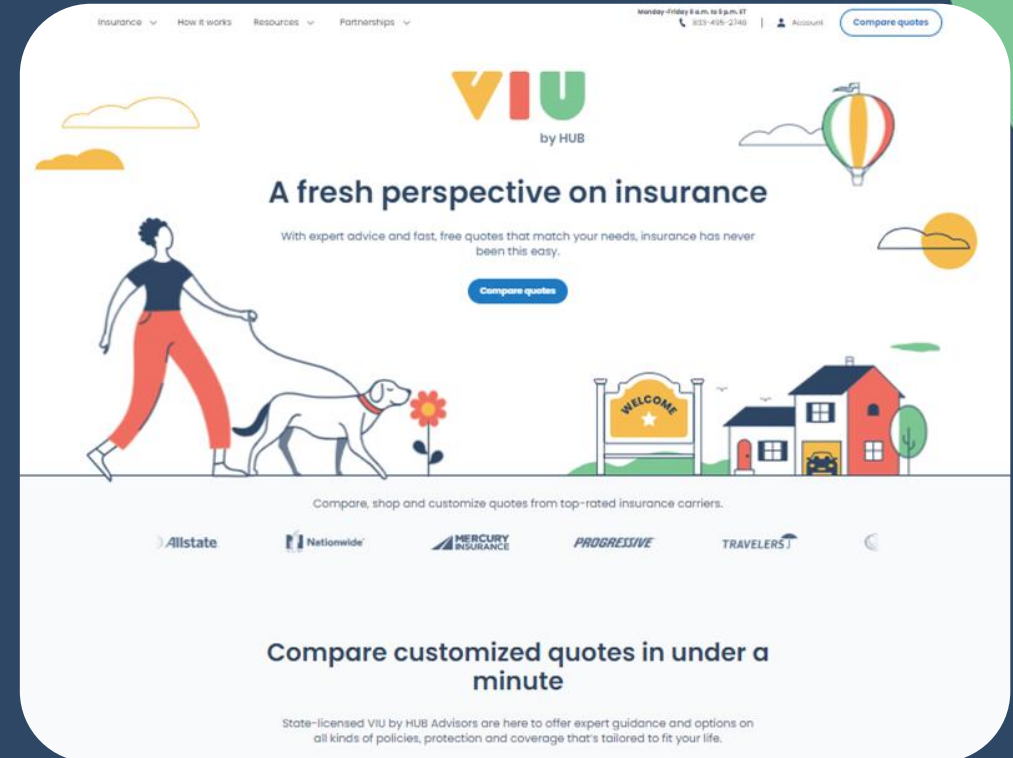


Condo insurance solution

Executive briefing prepared for the
Space Coast Communities Association

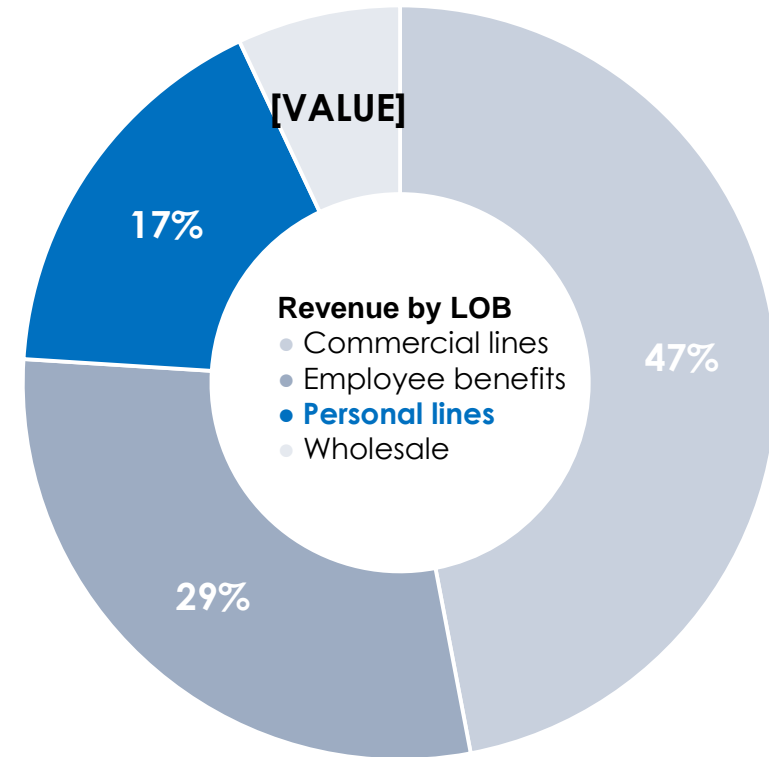
October 21, 2023

-CONFIDENTIAL -



VIU by HUB is the only digital personal lines brokerage platform among leading insurance brokers and is powered by HUB International

5th	Global broker
#1	Global personal insurance broker
#1	Global high net worth insurance broker
24 BN	Market capitalization
13%	Average annual growth
2K+	Insurance carrier partners
50	State coverage w/ability to place coverage in difficult markets



VIU's mission is to simplify personal lines insurance for strategic partners, their customers and employees

VIU is HUB's proprietary, turnkey brokerage platform that delivers an easy quote, bind and renewal personal lines experience for individuals across all 50 states and DC.

VIU also offers companies an opportunity to create a world-class insurance program for customers. By leveraging tech capabilities – like APIs – companies can easily integrate the brokerage platform and drive ancillary revenue results.



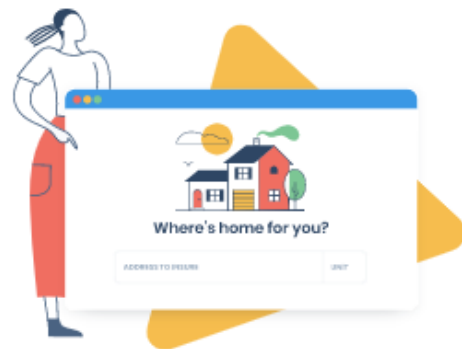
AUTO | HOME | RENTER'S | CONDO | LIFE
SECOND HOME | TOYS | UMBRELLA | PET

25+ CARRIERS
REVENUE SHARING OPPORTUNITIES

Key experiences designed for a customer's lifetime

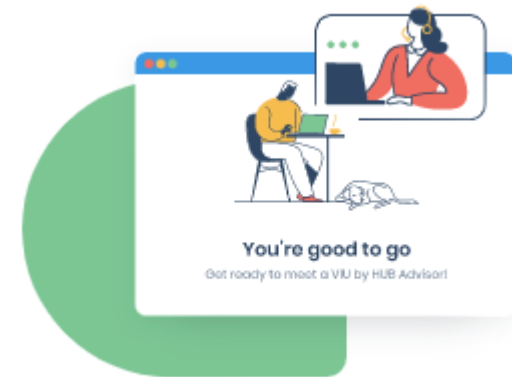
Share a few basics to start

Partners refer customers via **API, QR codes, landing pages and/or a unique toll-free number**. VIU streamlines the so customers can quickly compare and shop insurance quotes in seconds and purchase from a live agent within minutes.



Never quote again across a lifetime

VIU's **digital wallet, mobile app, service and renewal live Advisors** keep your customers evolving needs top of mind and offer proactive advice to keep them stay protected, no matter what happens today and tomorrow.



Digital + live agent experience

Partners can integrate VIU by HUB within their existing platforms to offer a full personal lines product suite via digital and/or live agent experiences.

www.viubyhub.com

The screenshot displays the VIU by HUB website interface. At the top, there is a navigation bar with the VIU by HUB logo, links for 'Get quotes', 'How it works', 'Resources', and 'Partnerships', a phone number '833-495-2748', and a 'Get started' button. The main heading reads 'Compare customized quotes in under a minute'. Below this, a sub-heading states: 'State-licensed VIU by HUB Advisors are here to offer expert guidance and options on all kinds of policies, protection and coverage that's tailored to fit your life.' The interface features several product cards: 'Auto' (Keep your passengers and vehicles covered against accidents), 'Homeowners' (Keep your family and your home financially protected), 'Renters' (Protect your belongings), 'Condo' (Safeguard your space), 'Pet' (Keep beloved pets covered, with a 10% OFF badge), 'Life' (Secure your family's future), 'Second home' (Stay protected from afar), 'Toys' (insure RVs, boats and more), and 'Umbrella' (Extend your personal coverage). Each card includes an icon, a brief description, and a call-to-action button ('Get instant quotes' or 'Quote by phone'). At the bottom, there is a contact section: 'Questions? Call us! We're available Monday-Friday, 8 a.m. to 9 p.m. ET at 833-495-2748.' A yellow callout bubble on the right side of the screenshot contains the text: 'New digital quoting capabilities + renter's online bind'.

Florida market at-a-glance

One of the biggest but most challenging US P&C segments, with high costs, high risks, & limited options for consumers

REGIONALS FLOOD THE MARKET

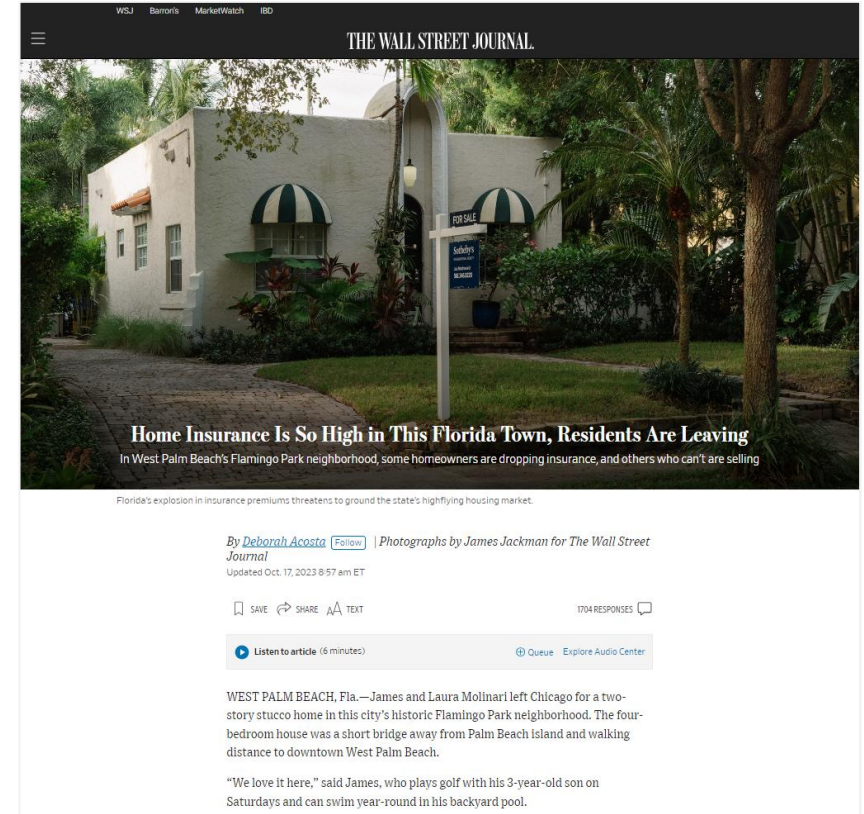
Unstable regional carriers, limited footprint from nationals

- **120 P&C carriers** in the state (double national average) – mostly small regionals with questionable financial strength
- In past two years, **11 property insurers have become insolvent**; 30 on watch list
- Large carriers are **scaling back or exiting** (e.g., Progressive will non-renew 60k policies this year)

UNAFFORDABLE & UNAVAILABLE

Rate action leaves consumers with high costs and few options

- 50% increase in premiums over the past four years; **average prem \$6k**
- **Double-digit annual rate increases** are the norm – up to 40-50% reported
- Premiums impacted by unfavorable litigation environment (80% of US insurance lawsuits originate in FL)
- **75% of residents** live in coastal counties
- Regional carriers' **digital maturity is low** – difficult for customers to locate, quote, etc.



WSJ | Barron's | MarketWatch | IB

THE WALL STREET JOURNAL

Home Insurance Is So High in This Florida Town, Residents Are Leaving
In West Palm Beach's Flamingo Park neighborhood, some homeowners are dropping insurance, and others who can't are selling

Florida's explosion in insurance premiums threatens to ground the state's highflying housing market.

By [Deborah Acosta](#) [Follow](#) | Photographs by James Jackman for The Wall Street Journal
Updated Oct. 17, 2023 8:57 am ET

SAVE SHARE TEXT 1704 RESPONSES

Listen to article (6 minutes) Queue Explore Audio Center

WEST PALM BEACH, Fla.—James and Laura Molinari left Chicago for a two-story stucco home in this city's historic Flamingo Park neighborhood. The four-bedroom house was a short bridge away from Palm Beach Island and walking distance to downtown West Palm Beach.

"We love it here," said James, who plays golf with his 3-year-old son on Saturdays and can swim year-round in his backyard pool.

Source: <https://www.wsj.com/real-estate/home-insurance-is-so-high-in-this-florida-town-residents-are-leaving-bb00c96f>

VIU by HUB Florida solution

A partnership that launched in August

COMPANY PROFILE

- Insurtech brokerage specializing **exclusively in FL property** insurance (all zip codes)
 - Offers access to **Homeowners (HO3), Condo (HO6), and Renters (HO4)**; launching Dwelling Fire in Q3
 - Has received investment to expand into **additional coastal areas** including the Gulf of Mexico and coastal GA & SC
-

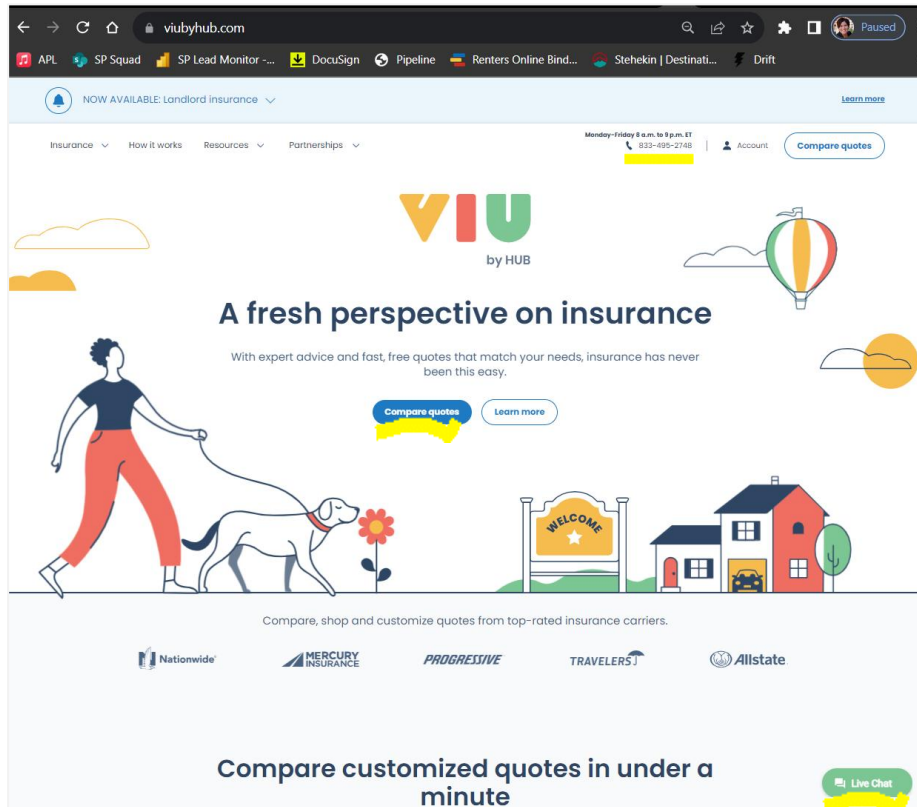
RELATIONSHIPS AND INTEGRATION

- Formalized exclusive relationships with multiple regional carriers in FL – currently **around 20 carriers**
 - Phased VIU integration begins with **VIU-branded experience** hosted on partner site
 - Second phase moves quoting experience **within VIU ecosystem**
-

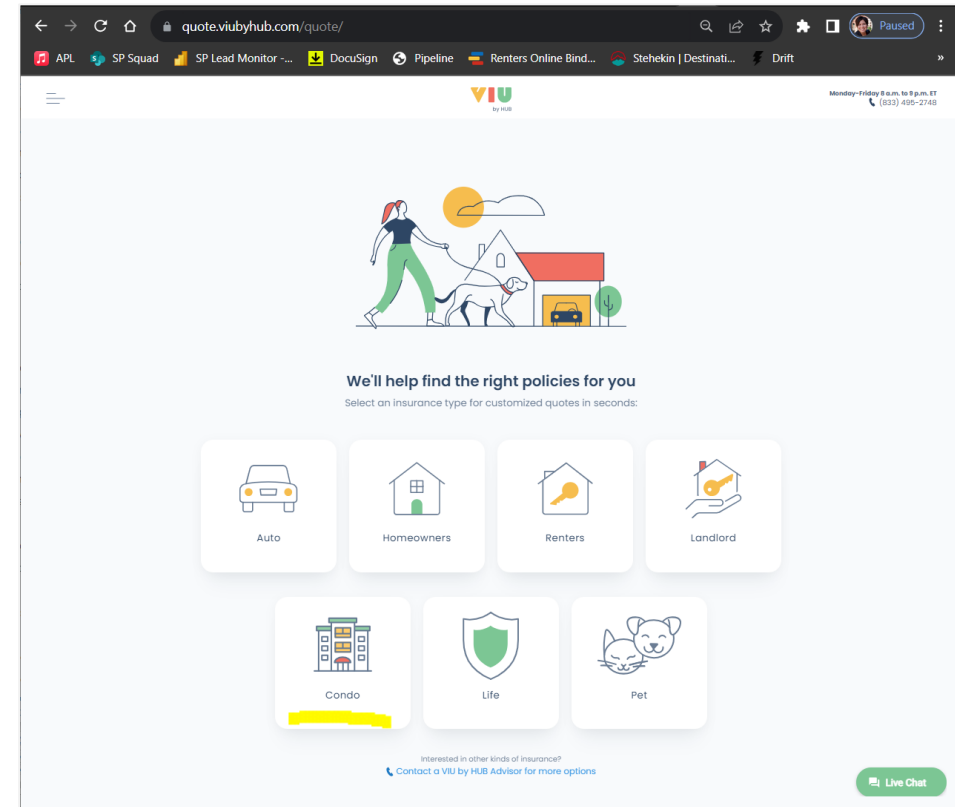
WORKFLOW

- **Digital bind** is available (inspection reports can be uploaded); however, most customers choose to bind over the phone due to high cost/complexity
- Offers a service at renewal which **automatically requotes** customers whose rates increase

How it works: **Begin a quote**



www.VIUbyHUB.com



Select condo

How it works: Provide property address and contact

quote.viubyhub.com/quote/condominium/address

VIU by HUB Monday-Friday 8 a.m. to 8 p.m. ET (833) 495-2748

Let's insure your condo

Please share your address so we can gather information that insurance carriers need to know.

ADDRESS TO INSURE 760 S Brevard Ave, Cocoa Beach, FL 32931 UNIT 417

[Or, enter the address manually](#)

Get started

[Live Chat](#)

Property address

quote.viubyhub.com/quote/condominium/personal-info

VIU by HUB Monday-Friday 8 a.m. to 8 p.m. ET (833) 495-2748

We've got you covered in the Sunshine State!

We know insurance is tough in Florida, so we've partnered with HoneyQuote to find you the right policy in a snap. You're just a few details and one more click away from quotes.

FIRST NAME Test LAST NAME Martin

EMAIL test@gmail.com PHONE NUMBER (555) 555-5555

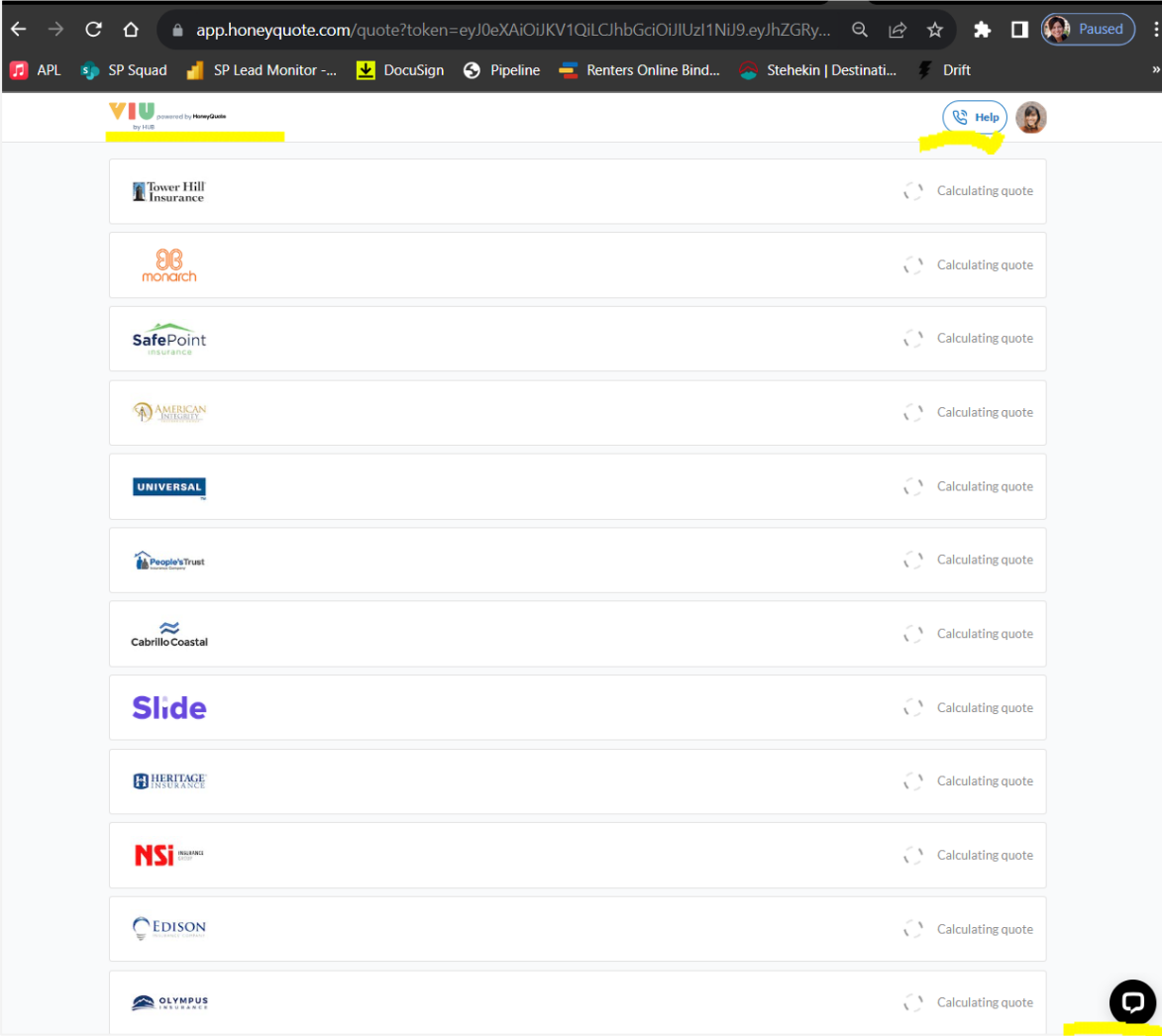
[Your privacy is our priority. We will never sell your data or spam you.](#)

See my quotes!

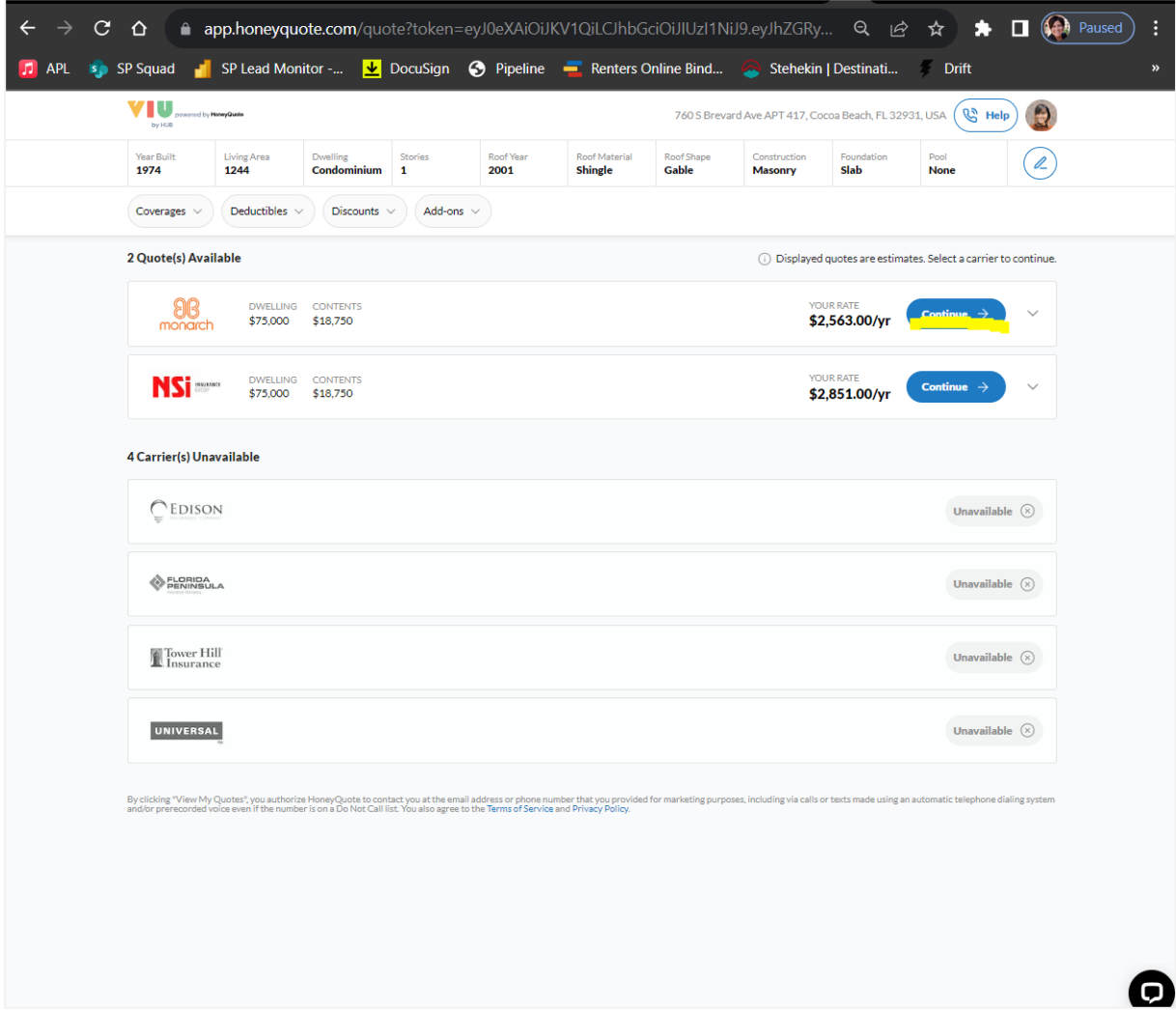
[Live Chat](#)

Contact details

How it works: Receive a quote

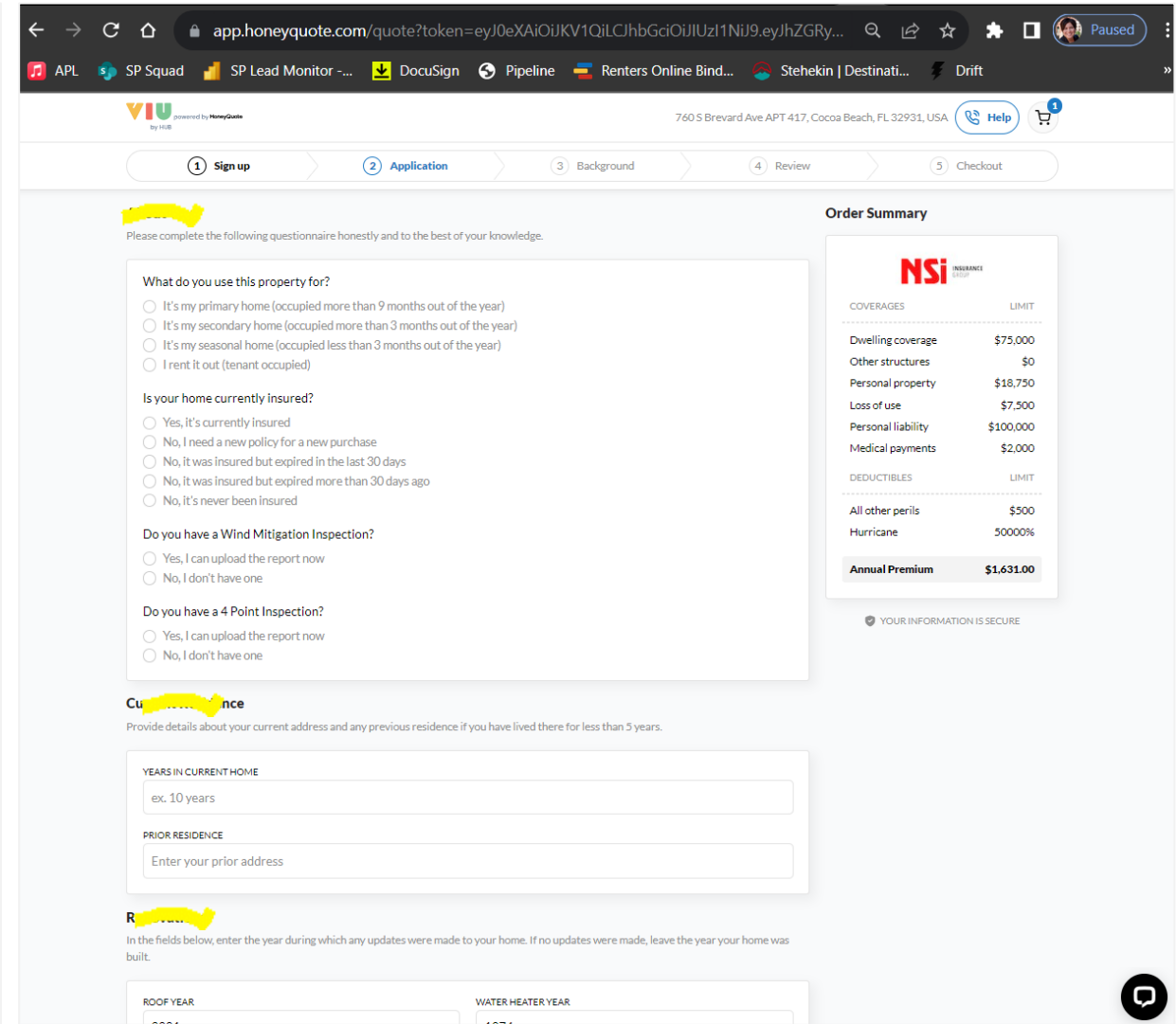
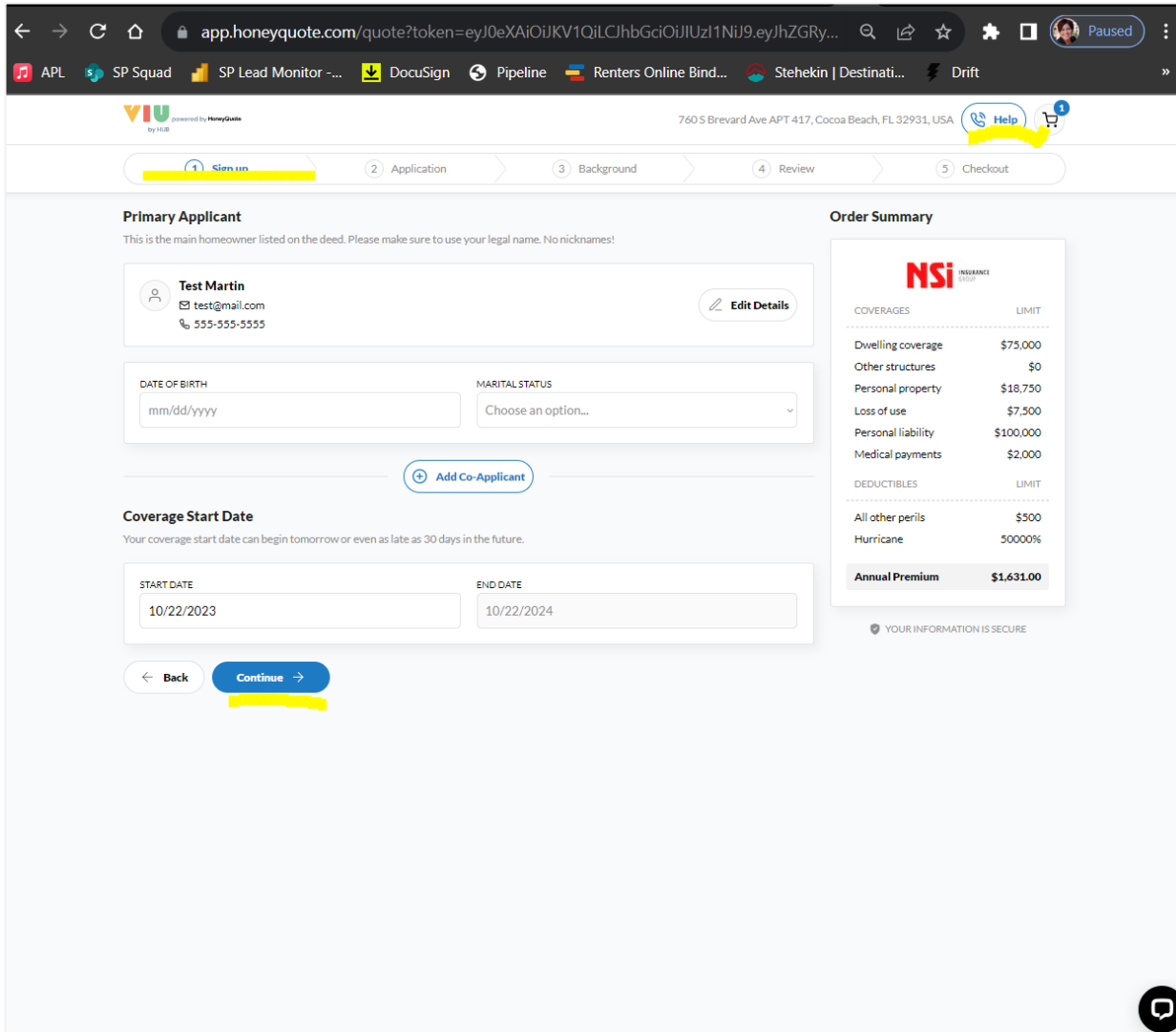


Digital quoting < 2 mins



Digital quotes

How it works: Purchase process



Select quote to begin purchase process

Application

How it works: Background verification

app.honeyquote.com/quote?token=eyJ0eXAiOiJKV1QiLCJhbGciOiJIUz11NiJ9.eyJhZGRy...

760 S Brevard Ave APT 417, Cocoa Beach, FL 32931, USA

1 Sign up 2 Application 3 Background 4 Review 5 Checkout

Underwriting
It is extremely important to answer truthfully, as any misinformation could invalidate a future claim.

Do any of the following apply?

- I have had a claim in the last five (5) years.
- An applicant has been previously canceled or nonrenewed for insurance for reasons other than the reduction of hurricane exposure.
- An applicant has been convicted of a felony, insurance fraud, or arson-related crime.
- The dwelling is either vacant, unoccupied or under construction/renovation.
- The home is built with unconventional materials or extensively remodeled on a "Do-It-Yourself" basis.
- The roof has visible signs of damage or leaks and/or is covered with wood shingles.
- The risk utilizes space heaters, fireplaces, or wood-burning stoves as the primary source of heat.
- The property is located on five or more acres.
- There is some business conducted on the residence premises, including religious services or home daycare.
- There is at least one resident of the premises who smokes tobacco products.
- There are structures like a trampoline, skateboard ramp, or empty swimming pool on the premises.
- The property has unconventional or vicious animals, including ineligible dog breeds, horses, cattle, and farm animals.
- There are roomers or boarders on the residence premises.
- The dwelling is not visible to at least five (5) neighbors or is less than 200 feet from a public roadway. There are residence employees.
- The dwelling is used for commercial purposes or primarily rented to students or individuals under the age of twenty-five (25).
- I do not conform to all applicable laws, ordinances, construction codes, and other legal requirements.
- The property has been recently purchased from foreclosure, short-sale, or bank-owned.
- I own and operate recreational vehicles (snowmobiles, dune buggies, mini bikes, ATVs, etc.) on the premises.
- I have had a foreclosure, bankruptcy, or repossession within the past five (5) years. The property has existing damage.
- The dwelling has a past history of sinkholes or ground subsidence activity.
- I have propane, natural gas, or other fuel tanks on the premises larger than a typical backyard BBQ (5 gallons or 20lb capacity).
- There are structures constructed partially or entirely over water, except for a pier or dock.
- There are inoperable or unregistered motor vehicle(s) not secured in the garage or structure.
- There are bars on windows without a quick-release mechanism. The home is owned under the name of an LLC.

Order Summary

NSI INSURANCE GROUP

COVERAGES	LIMIT
Dwelling coverage	\$75,000
Other structures	\$0
Personal property	\$18,750
Loss of use	\$7,500
Personal liability	\$100,000
Medical payments	\$2,000

DEDUCTIBLES	LIMIT
All other perils	\$500
Hurricane	50000%

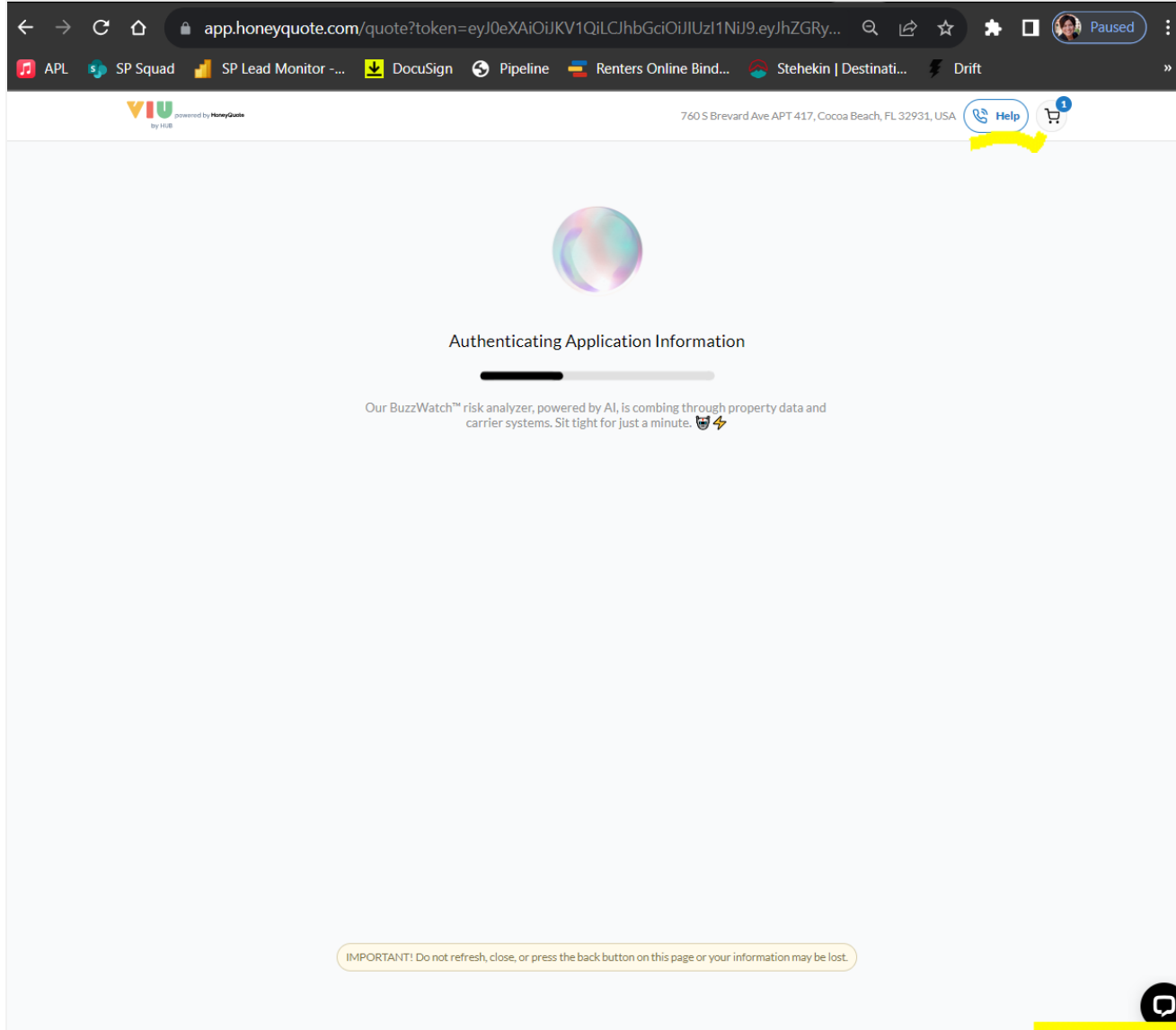
Annual Premium \$1,631.00

YOUR INFORMATION IS SECURE

Example questions:

- There are no working smoke detectors within all sleeping areas.
- The dwelling has a past history of sinkholes or ground subsidence activity.
- There is some business conducted on the residence premises, including religious services or home daycare.
- There are structures constructed partially or entirely over water, except for a pier or dock.

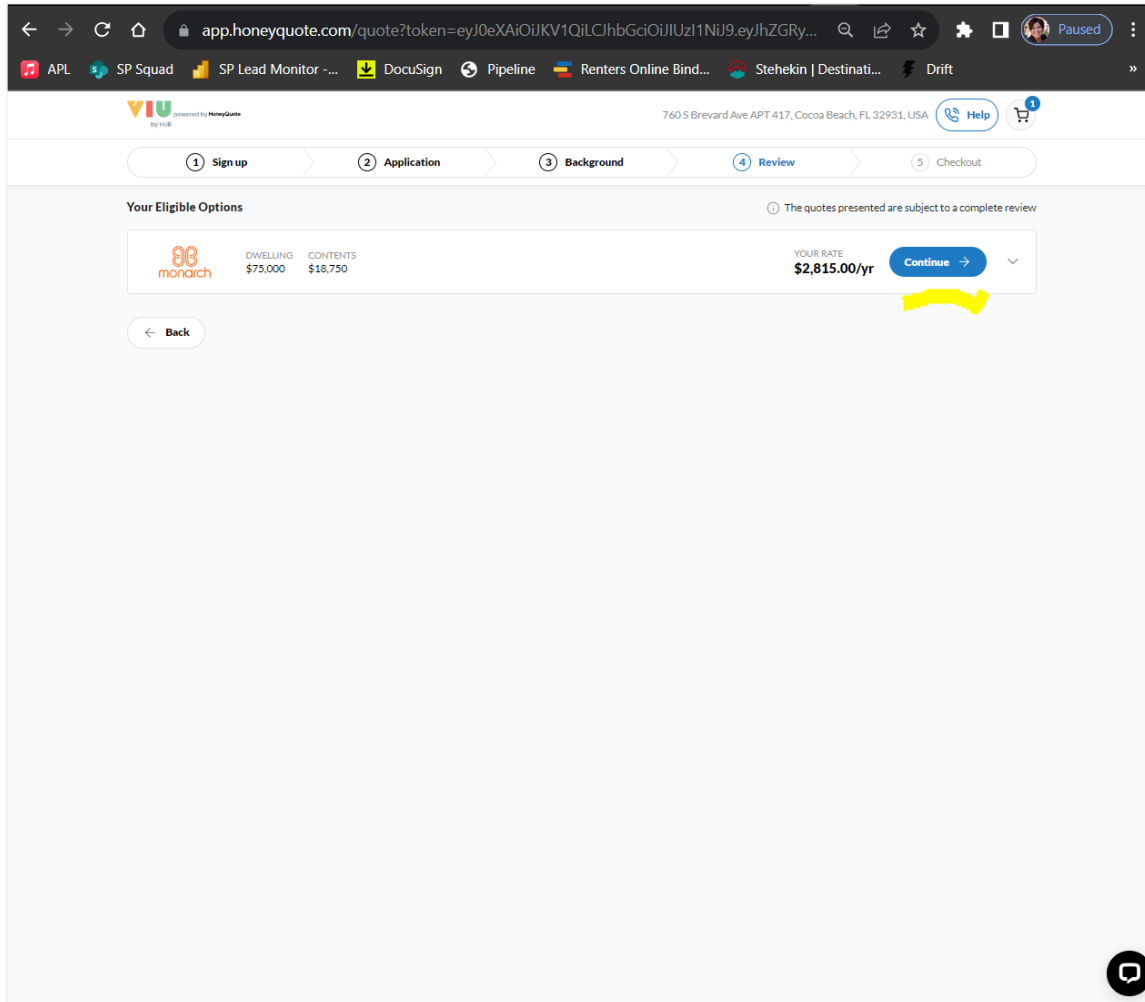
How it works: Applicant verification



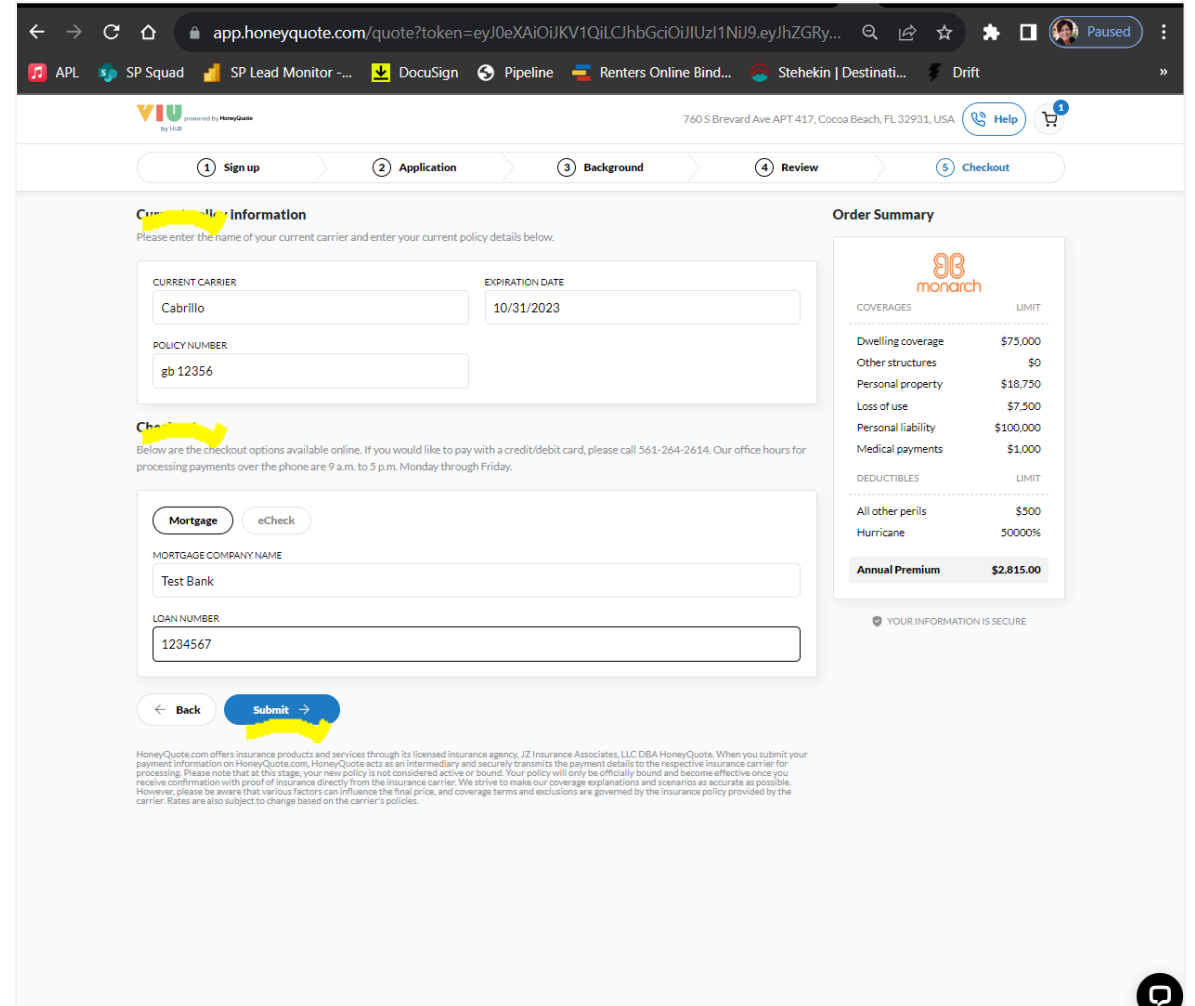
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How it works: Review quote



Updated quote



Checkout process

How it works: Submit application for review

The screenshot shows a web browser window with the URL `app.honeyquote.com/quote?token=eyJ0eXAiOiJKV1QiLCJhbGciOiJIUzI1NiJ9.eyJhZGRy...`. The browser's address bar and tabs are visible at the top. The website header includes the VIU logo (powered by HoneyQuote by HUB), the address `760 S Brevard Ave APT 417, Cocoa Beach, FL 32931, USA`, and navigation links for `Help` and a shopping cart with a notification badge.

The main content area features a success message: **Success! Your Submission is Under Review**. Below this, a message states: "We are in the process of fulfilling your order. Your policy is not yet bound. No charges will be made to your account until your application has been confirmed and bound." The reference number **HQ-FL-71860** is displayed. A section titled "Explore more products" lists three options: **Auto Insurance** (Hit the road with confidence. Secure your Auto Insurance in minutes.), **Life Insurance** (Secure your loved ones' future with Life Insurance today.), and **Pet Insurance** (Protect your furry friend. Get Tail-Wagging Insurance now.).

A "What's Next" section follows, with three steps: **File Application** (If approved, look out for an email containing your application within the next 24 hours.), **Required Documents** (Should we require proof of prior insurance, alarm certificates, etc. - we'll be in touch.), and **Prepare for inspection** (If you've been selected, the carrier will reach out to schedule an appointment.). A **Go back home** link is provided at the bottom of this section.

VIU can be leveraged as an extension of a partner's brand experience

VIU offers co-branding capabilities to include:

- Unique hyperlink
- Landing page
- Live agent with partnership familiarity

Additional client-facing digital capabilities:

- Digital quoting
- Digital wallet
- Mobile app

Example landing page

VIU by HUB | **SCCA** Space Coast Communities Association
Serving Central Florida Home Owners, Cooperative, Timeshare, and Condominium Associations

Your source for easy personal insurance

VIU by HUB finds the right insurance policies for your unique needs — no matter where you land next.

[Get instant insurance quotes](#)

Compare, shop and manage customized policies from your favorite A-rated providers, all in one place. To speak with an experienced VIU by HUB advisor, call 877-871-7234.

Nationwide | MERCURY INSURANCE | PROGRESSIVE | TRAVELERS | Allstate

Examples of companies that trust and integrate VIU as an insurance brokerage solution



Next steps

- Q&A
- Evaluate interest for dedicated partnership program for Dec launch



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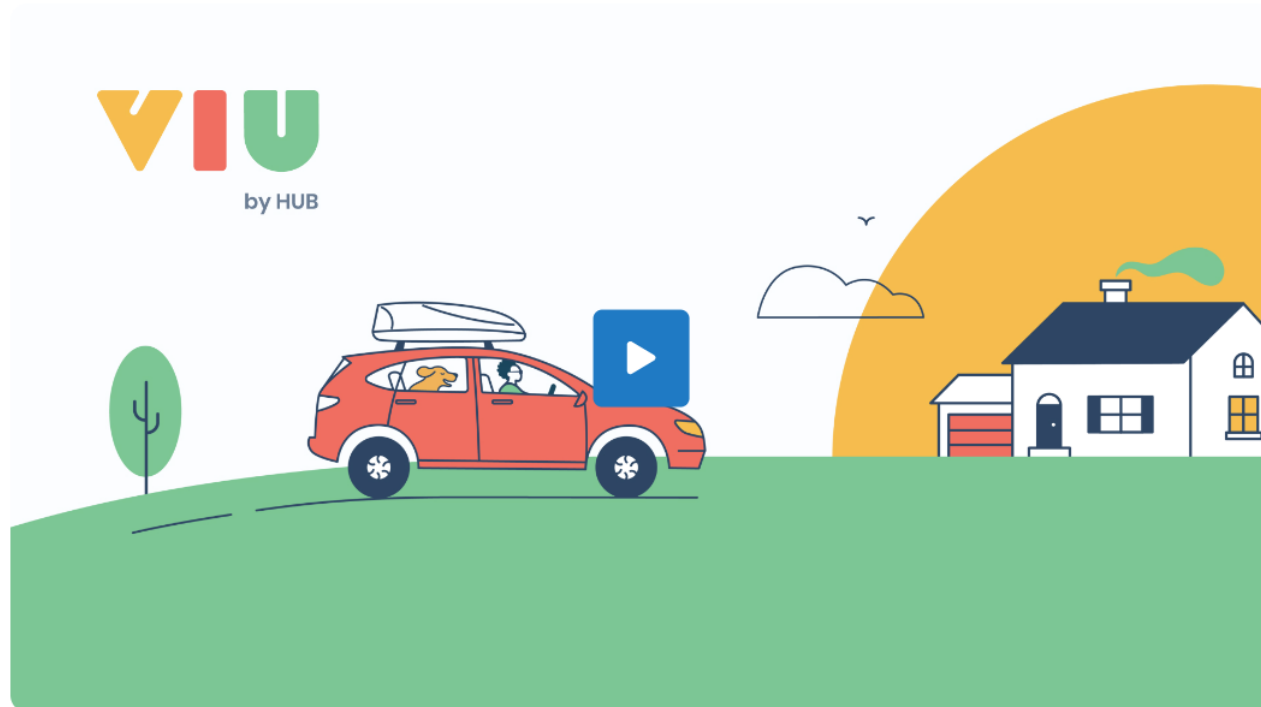
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How it works – video demo [here](#)

Insurance is complicated... but not anymore

Lightning-fast quotes. Trusted advice. All of your policies, all in one place.

Try VIU



- Personal lines products
- Seamless digital quote w/25+ carriers
- Omni-channel choice
- Digital insurance wallet
- Proactive advice
- “Never quote again” renewals