



Personal Lines Risk Management ROI

Safer, More Secure, Stress Free Boating

| LOSS TYPE | TYPICAL SAVING | RISK MANAGEMENT PROCESS | CASE STUDY |
|------------------------------|----------------|--|------------|
| Hurricane/Named Storm | 25% | Storm Outreach, Hurricane Plan Validation, Post Storm Tracking | Ex. A |
| Vessel Theft | 50% | GPS Tracking, Alarms, 24/7 Support | Ex. B |
| Sinking of Unattended Vessel | 25% | High Water Alarms Backed by 24/7 Live Support | Ex. C |
| Excessive Speed | 10% | GPS Speed Alarms, GPS Playback | Ex. D |
| Towing and Salvage | 40% | 24/7 Mechanical Helpline | Ex. E |
| Personal Injury | 5% | GPS Alarm, GPS Playback | Ex. F |
| Fire (Battery Explosion) | Unknown | High Voltage Battery Alarms backed by 24/7 Support | Ex. G |

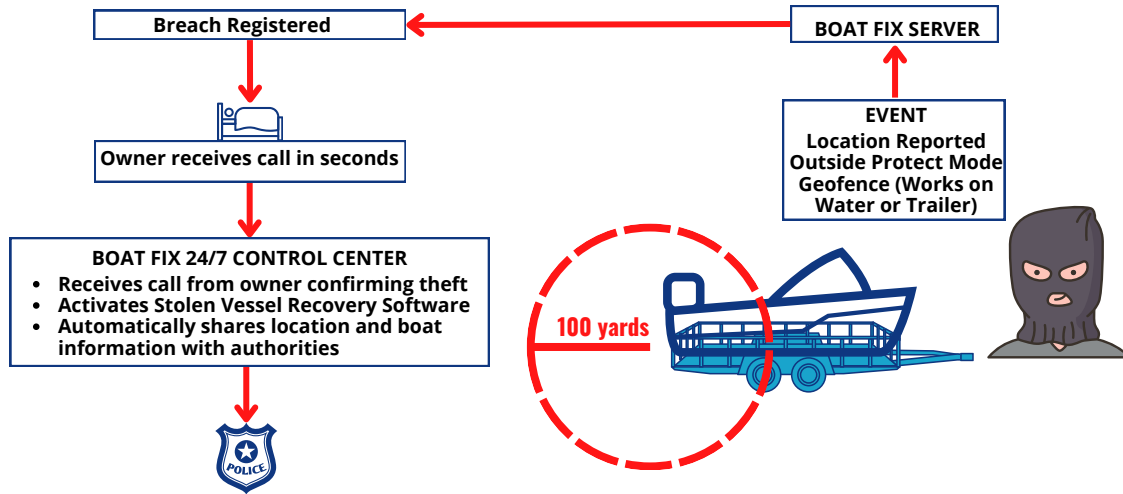


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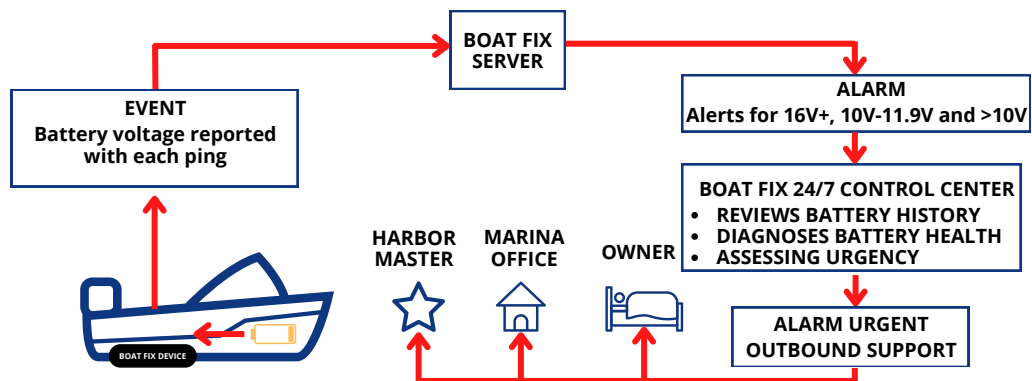
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How it works

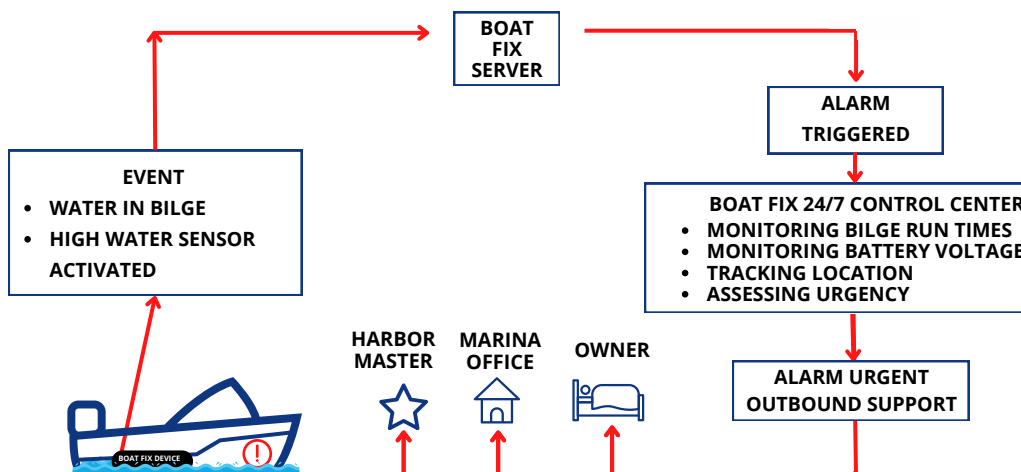
HOW GEOFENCE ALARMS WORK



HOW BATTERY ALARMS WORK



HOW HIGH WATER ALARMS WORK



Case Study: Hurricane and Named Storm Risk Management

Named Storm Outreach

Boat Fix proactively reaches out to all clients in the path of a named storm to remind them to prepare to follow their Named Storm Plan.

Post Hurricane Tracking

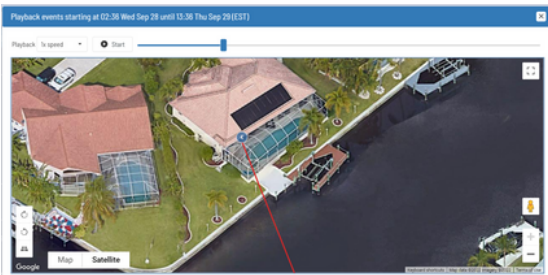
Boat Fix uses GPS tracking to recover boats following storms.

Named Storm Plan Verification

Boat Fix utilizes historical tracking data to verify clients followed their named storm plans, whether or not a claim was submitted.

Exhibit A: Sea Ray DLX 2400 [Value: \$100K]

Ripped from mooring in 12 ft. surge during Hurricane Ian and landed in swimming pool 5 miles from origin.
Successfully tracked via Boat Fix GPS and recovered on 10/1.



| Value | Potential Claim | Actual Claim | Loss Mitigated | Percent of Loss Mitigated |
|--------|-----------------|--------------|----------------|---------------------------|
| \$140K | \$140K | \$65K | \$75K | 54% |

Boat Fix Hurricane Ian Statistics

| Pre-Storm Tracking | Post-Storm Tracking | Customers Contacted | Customer Responses | Bilge Pump Events per Boat | Value of Lost Assets prior to Recovery | Assets Recovered |
|--------------------|---------------------|---------------------|--------------------|----------------------------|--|------------------|
| 100% | 100% | 100% | 16% | 5.9 | \$750K-\$1.5MM | 100% |



OMG. You guys are amazing and thank you for checking in. Boat is safe in storage. Appreciate you!

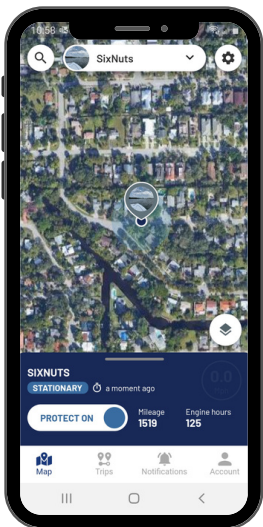
-Johnny S., Cape Coral, FL



Case Study: Vessel Theft and Unauthorized Use

Exhibit B: Grady White 376 [Value: \$400K]

Client’s vessel was trailered at their secondary residence. They had toggled on “Protect Mode” which automatically sets up a geofence 100 yards around their vessel. The client received a call at 6:34AM October 21, 2020 notifying them that the vessel had breached the protect mode geofence. Boat Fix was able to turn on “theft mode” to notify the authorities and to assist in tracking down the vessel. The vessel was recovered by the authorities at 10:22AM.



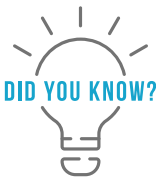
| Value | Claim | Potential Loss Mitigated | Actual Loss Mitigated | Potential Percent of Loss Mitigated |
|--------|--------|--------------------------|-----------------------|-------------------------------------|
| \$400K | \$400K | \$0 | \$400K | 100% |

“

Yep. I’m aware. My son took the boat out without my permission. Thanks for the notification and P.S. he’s grounded!

-Adam F., Michigan City, IN

”



[**73%** of vessel thefts occur to boats on trailers.



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Case Study: Sinking of Unattended Vessel

Exhibit C: 38 Pursuit [Value: \$400K]

Nantucket, Massachusetts: Boat Fix alerted owner to bilge pump alarm after it had been running for more than ten minutes. Boat Fix further notified the owner that the battery voltage was now running dangerously low as the bilge pump would cease to operate as the boat was in danger of sinking.



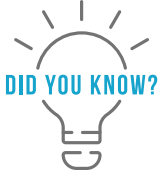
| Value | Potential Claim | Actual Claim | Loss Mitigated | Percent of Loss Mitigated |
|--------|-----------------|--------------|----------------|---------------------------|
| \$400K | \$300K | \$0 | \$300K | 100% |

“ —

Thanks for checking in I’m going to the boat as we speak because we had really heavy rains overnight.

-Terry P., Perdido Key, FL

— ”

 [**69%** of boats that sink are unattended and boats are unattended 98% of the time.



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Case Study: Excessive Speed

Exhibit D: Sea Pro 259 Deep V [Value: \$140K]

Boat Owner began receiving a number of excessive speed alerts when his brother was captaining his 259 Deep V on the Florida Intercoastal North of Jupiter. He was able to reach out to his brother and warn him that he was illegally breaching a number of intercoastal speed limits.



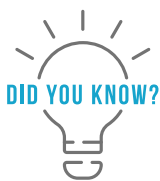
| Value | Potential Claim | Actual Claim | Loss Mitigated | Percent of Loss Mitigated |
|--------|-----------------|--------------|----------------|---------------------------|
| \$140K | Unknown | \$0 | Unknown | Unknown |

“

Thanks for your message. I just checked the app and it's my kid going thru the no wake zone on his jet ski. Love this feature.

-Sam L., Charleston, SC

”



45% reduction in fraud for insurers using telematics



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Case Study: Towing and Salvage

Exhibit E: Boston Whaler 315 Conquest [Value: \$300K]

Boat Fix member was 8 miles off shore in Charleston, South Carolina. When their engine wouldn't tilt, they called Boat Fix. The Boat Fix agent escalated to issue to a Boat Fix mechanic and set up a video call. The mechanic was able to diagnose the issue as a corroded fuse. The mechanic then walked the client through cleaning the fuse, which enabled the client to avoid a tow and make it back to port.



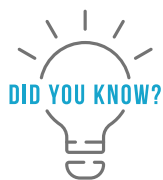
| Value | Potential Claim | Actual Claim | Loss Mitigated | Percent of Loss Mitigated |
|--------|-----------------|--------------|----------------|---------------------------|
| \$300K | \$2K | \$0 | \$2K | 100% |

“

You guys saved our Sunday! We were about to call Sea Tow but your mechanic was on the line and fixed the problem in minutes and got us going. Wow! Excellent service!

-Sarah H., Cape May, NJ

”



DID YOU KNOW?

[**52%**

of requests for a tow are due to mechanical breakdown. -BoatUS | With the **Boat Fix Mechanical Helpline's 86% fix rate**, exposure to towing and salvage claims is greatly reduced.

BOATFIX

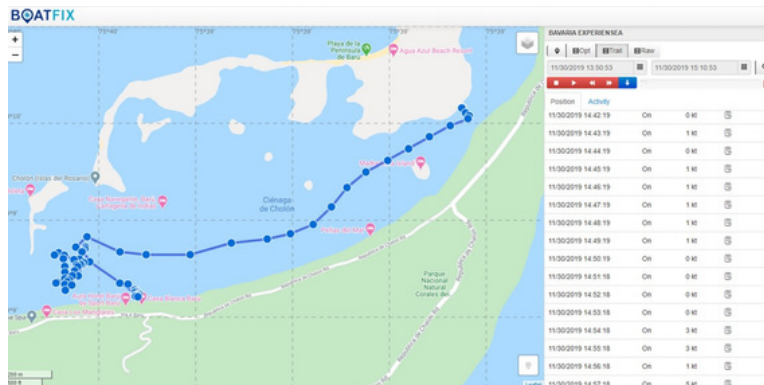
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Case Study: Personal Injury

Exhibit F: Bavaria 37 [Value: \$240K]

Cartagena, Columbia: Charter yacht operator fatally struck a swimmer, ensuing in a criminal investigation and a civil investigation for negligence and liability. Dirección General Marítima (DIMAR) was charged with pursuing the investigation. Boat Fix was subpoenaed for the tracking data, which proved that the swimmer was outside of the swimming zone, and that the charter operator was maintaining a reasonable and steady speed while staying on course. This cleared the operator, charter company, and insurer beyond all reasonable doubt.



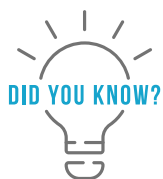
Bavaria Experiensea 11/30/2019 from 14:00 until 15:00

| Asset Value | Potential Claim | Actual Claim | Loss Mitigated | Percent of Loss Mitigated |
|-------------|-----------------|--------------|----------------|---------------------------|
| \$240K | \$1mm+ | \$0 | \$1mm+ | 100% |



**Thanks so much for your help the playback tracking tracking saved us a claim.
You're a lifesaver!**

-Jan C., Saugatuck, MI



10%

reduction in claim frequency
for insurers using telematics



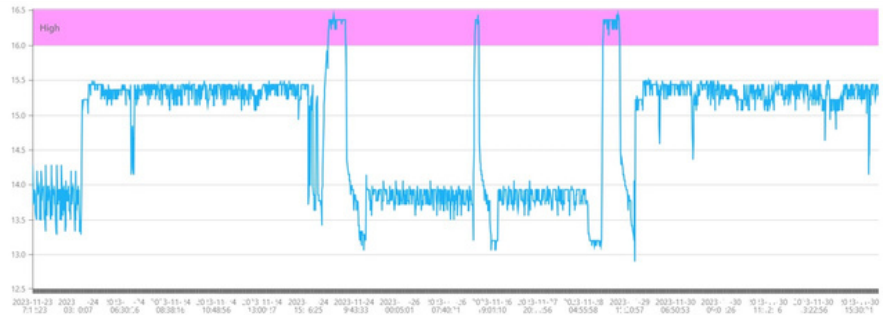
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Case Study: Fire

Exhibit G: Sea Pro 320 DLX (value \$270K)

Boat Fix agents alerted a Sea Pro owner to a prolonged and serious high voltage alarm that might cause the battery to overheat and catch fire. The owner immediately checked the battery to find the battery cables had already melted and that the sides of the battery had buckled and was highly unstable. Left unattended the boat was in danger of catching fire, potentially destroying the dock and other boats alongside.



| Asset Value | Potential Claim | Actual Claim | Loss Mitigated | Percent of Loss Mitigated |
|-------------|-----------------|--------------|----------------|---------------------------|
| \$270K | \$270K+ | \$0 | Unknown | Unknown |

“

Thanks for letting me know, I had no idea. Your customer service is incredible

-Max R., Lake Martin

”



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