

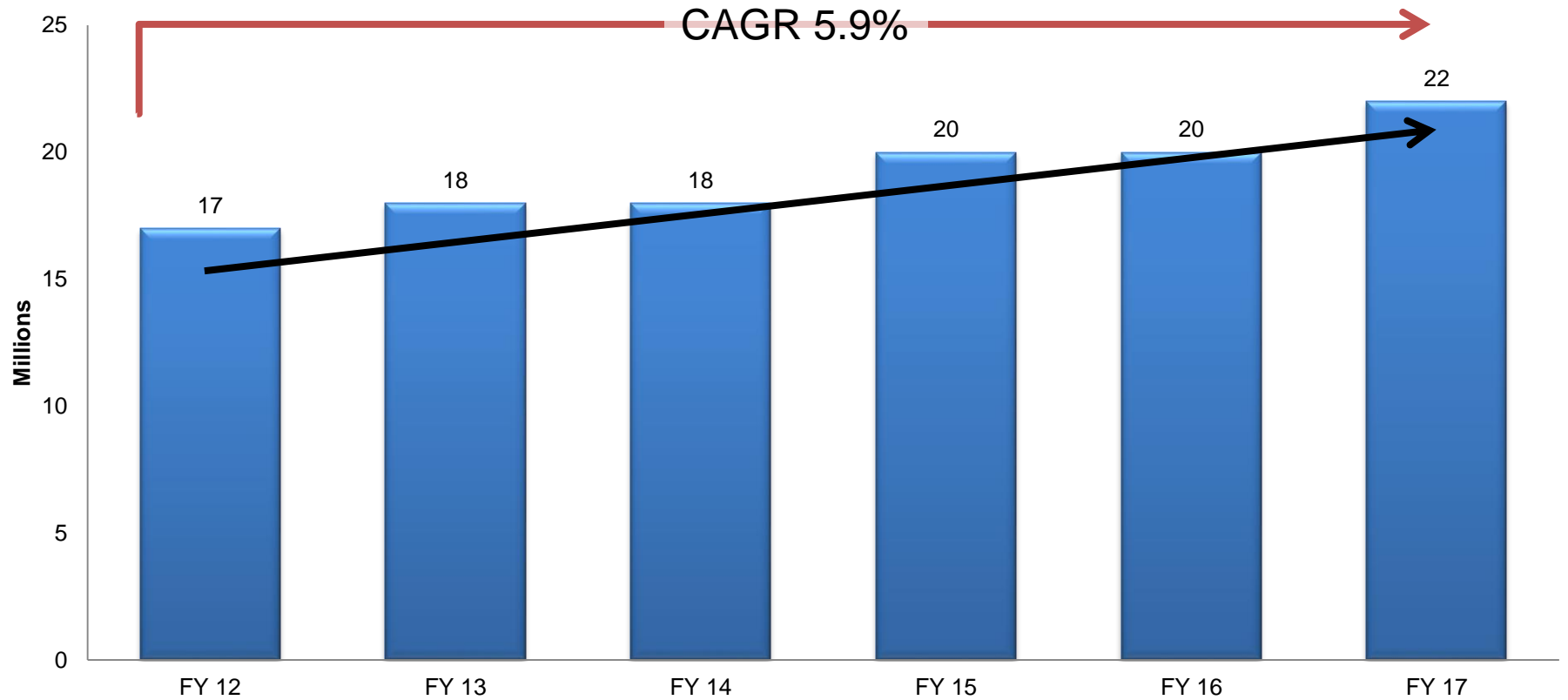
Connected Mobility - Usage Based Insurance (UBI)

30 October 2018

SNAPSHOT

- A Reliance ADA Group StartUp with focus on IoT
- Led by Global Professionals
- Launched on 15th November 2016
- Focused on Enterprise / B2B customers
 - Automotive
 - Industry 4.0
 - Transport & Logistics

Who We Are?



Source : Society of Indian Automobiles Manufacturers (SIAM)

Industry Insights' : Number of Automobiles Sold In India



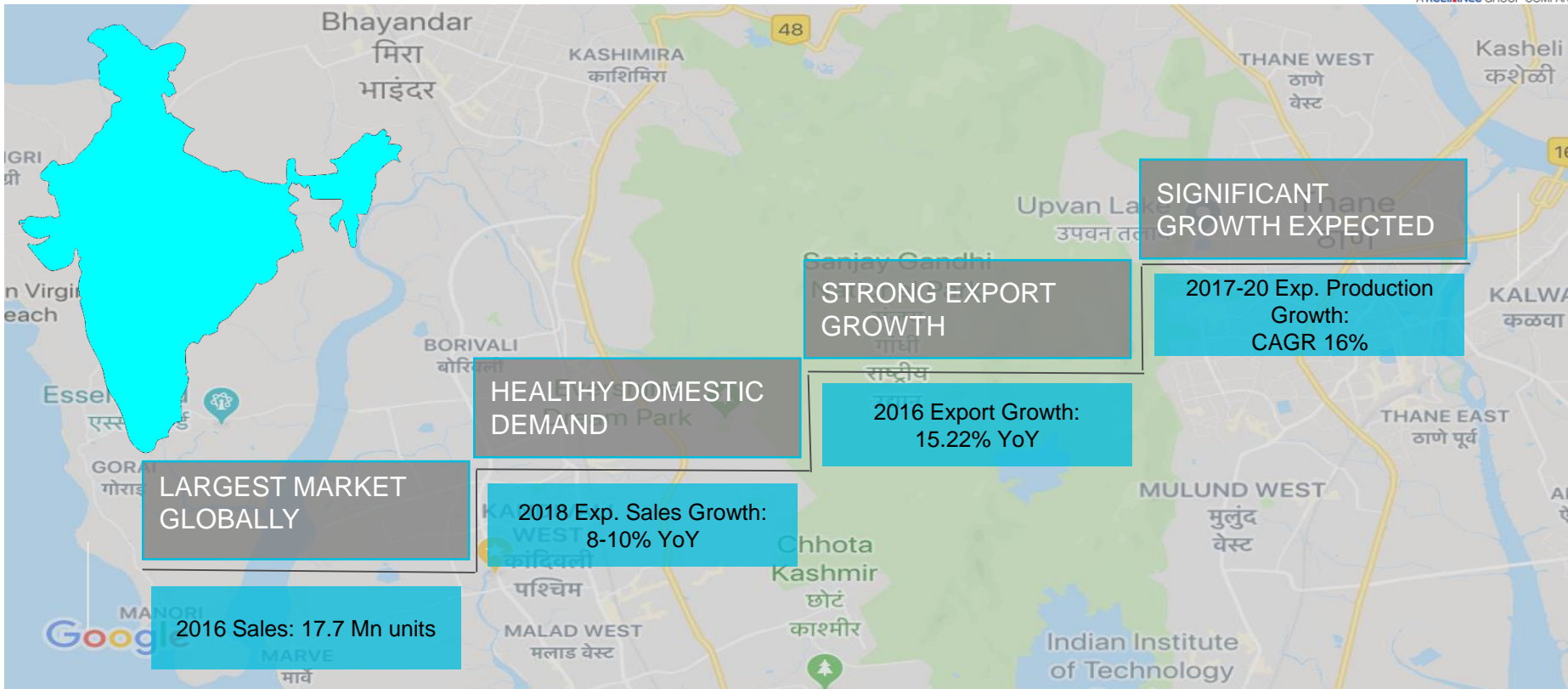
\$663 mn.
Market Size (2021)

4.0%
Market Share (2021)

42.4%
CAGR (2017- 2021)

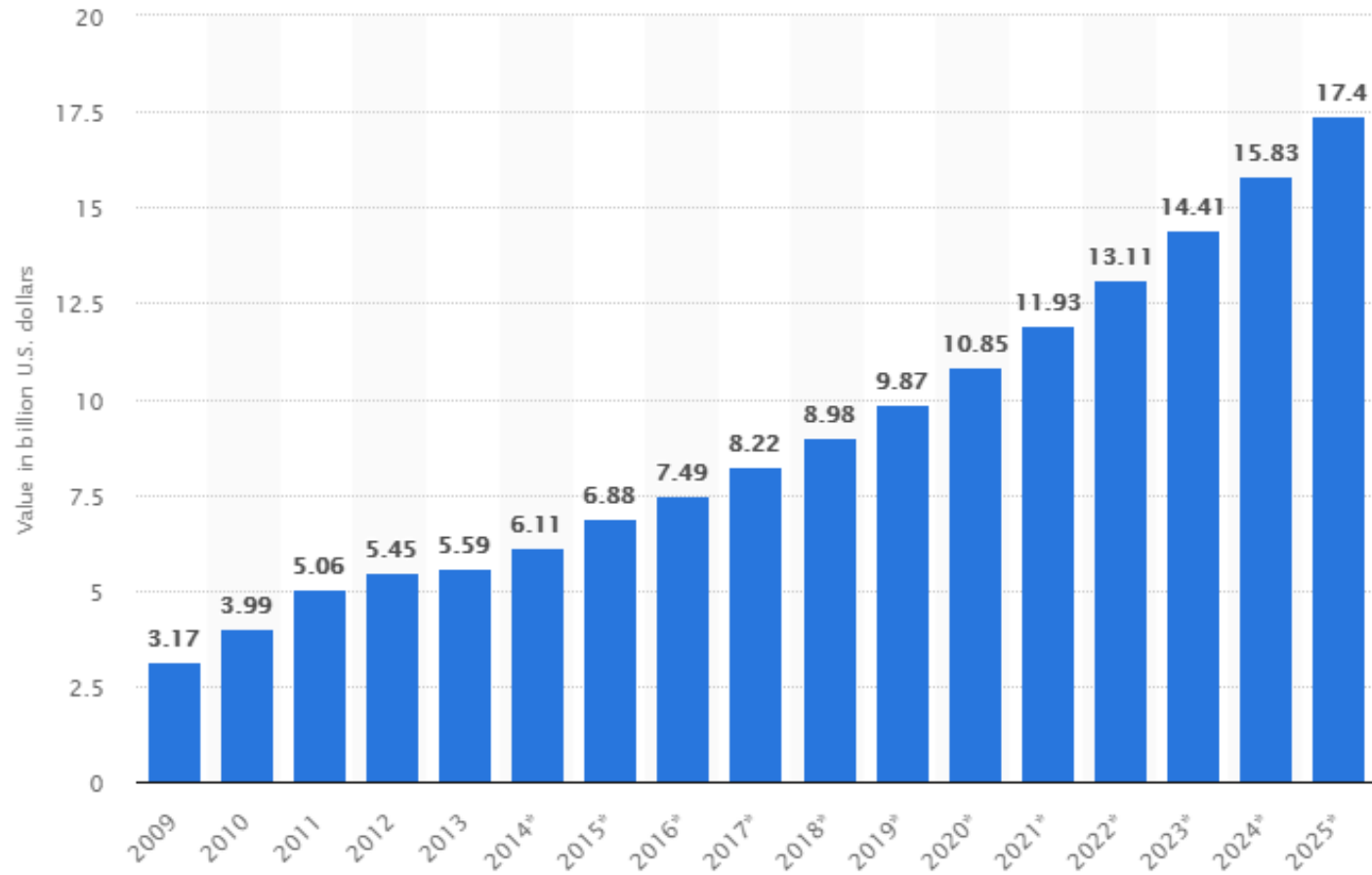
Source: Statista

Industry Insights' : Indian Connected Car Market



Source: Statista

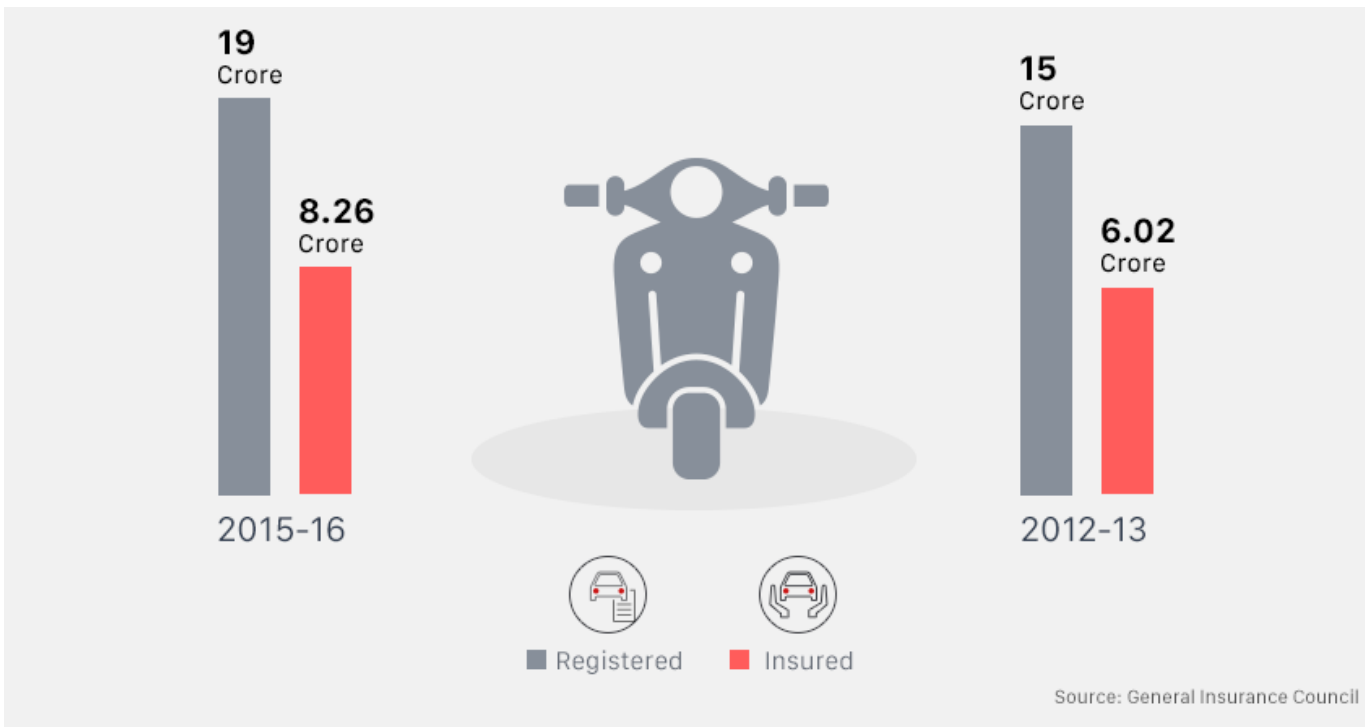
Industry Insights : 2 - Wheeler Market - India



Source: Statista

Industry Insights' : Value Of Gross Motor Vehicle Insurance Premiums in India

Number of 2 Wheelers Registered Vs Insured



In spite of third party insurance being mandated by law, more than half of the vehicles plying on India's roads do not have any sort of cover

Source : <http://sites.ndtv.com/roadsafety/60-of-vehicles-in-india-are-not-insured-and-most-of-these-are-two-wheelers-3027/>

Vehicle Insurance Frauds



- A survey revealed that in India, the general car insurance complaints which are counterfeit lead to losses worth INR 30, 000 crores to car insurance companies each year

Source: <https://www.instaremedy.com/blog/car-motor-insurance-frauds-india/>

- 30% of driving licences in India are fake: Gadkari

Source : TOI, 01 Apr 17,
<https://timesofindia.indiatimes.com/india/30-of-driving-licences-in-india-are-fake-gadkari/articleshow/57960086.cms>



Picture source: <https://www.instaremedy.com/blog/car-motor-insurance-frauds-india/>

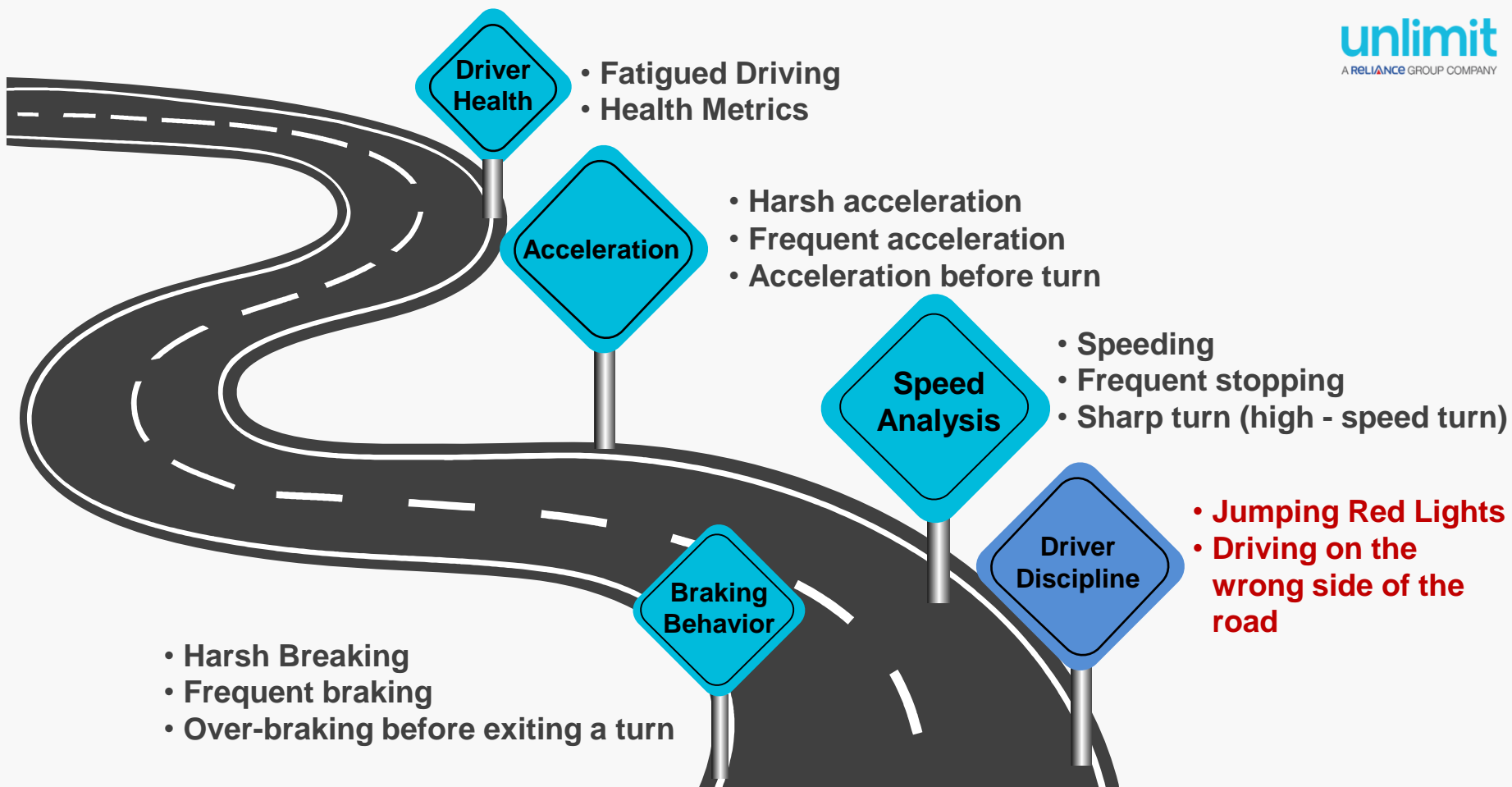
▪ Formula Used

- Own damage premium – (depreciation + NCB) + Liability premium

▪ Parameters Used

- IDV
 - New Car – High IDV, but gradually declines due to depreciation
- Cubic capacity
- Manufacturing year
- Geographical location
- No claim bonus (NCB)

**No linkage to the Integrity,
driving skills and behaviour
of the driver**



Accident Aversion : Driver Behaviour

Usage Based Insurance (UBI) offers customized insurance products to clients based on QUANTIFICATION of their driving skills, behavior and attitude as well as provide other value adds

- Score of Individual user and score per trip
- Distance travelled and distance per trip
- Hours of drive and hours of drive per trip
- Occurrence of each individual behavior
- Display current car location

Usage Based Insurance

- **An automotive term referring to a vehicle's self-diagnostic and reporting capability**
- **Gives the vehicle's owner or repair technician access to the status of the vehicle's various subsystems**
- **Standardized protocols for communicating with scan tools through a standardized Data Link Connector (DLC)**
- **Diagnostic information available**
 - **Early 1980s - simply illuminate a malfunction indicator light or "idiot light" if a problem was detected**
 - **Modern OBD - use a standardized digital communications port to provide real-time data in addition to a standardized series of diagnostic trouble codes [PIDs (Parameter IDs)], or DTCs (diagnostic trouble codes), which allow one to rapidly identify and remedy malfunctions within the vehicle**

On-board diagnostics (OBD)



Typical DLC Location



Types of OBD Devices

- **Data captured through the On-board diagnostics (OBD) Device mounted within the vehicle**
- **OBD device can be mounted by the**
 - **Vehicle OEM**
 - **Insurance Company**
 - **IoT Service Provider like BSNL (Unlimit)**
- **Historical data available only when collected by a third party**
 - **Affords flexibility of switching insurance companies as per requirement**
 - **Offers maximum privacy and protection of personal data**

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POWERED BY RELIANCE

RGIC
Usage Based Insurance

- DASHBOARD
- Monitoring
- Device Management

Search by VRN or User Full Name

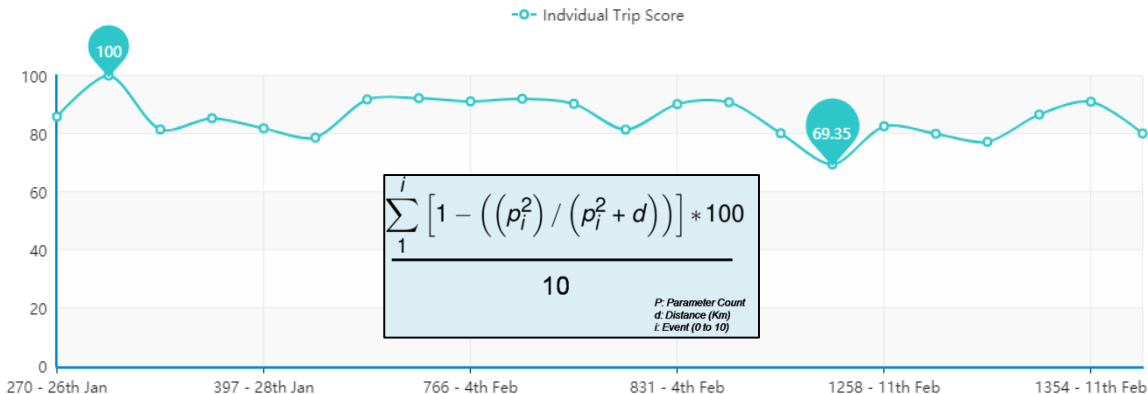
HELLO ! ENGLISH

← GO BACK TO MONITORING

OVERALL TRIPS DRIVING CONTEXT

Overall Score 85.37	Total Trips 22	Total Distance 165.88 kms	Average Speed 36.62 km/hr
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OVERALL SCORE PATTERN



Dashboard : Individual Score

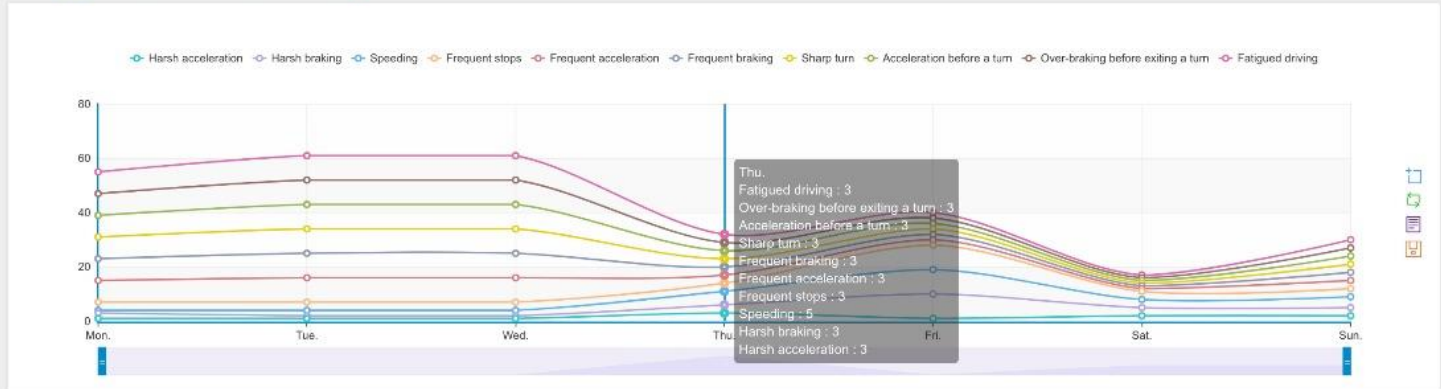
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NAVIGATION

- DASHBOARD
- Monitoring
- Device Management
- User Management

 REGISTERED DEVICES <h1>42</h1>	 REGISTERED USERS <h1>10</h1>	 USERS CONNECTED TODAY <h1>5</h1>	 TRIPS COMPLETED TODAY <h1>100</h1>
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Average Incidents Per User Per Day

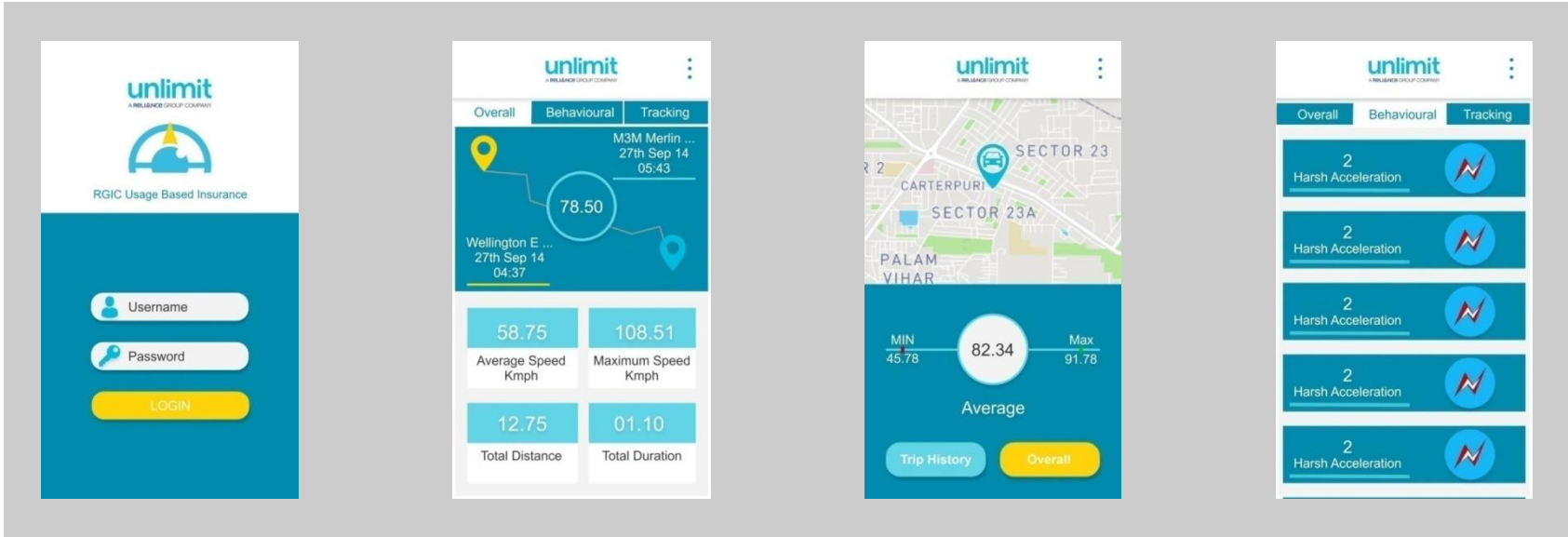


Current Location



Admin Dashboard – Web Application

Mobile applications wherein the Driver can monitor his driving behavior, see his overall rating and understand on a per-trip basis his route and different driving behaviors



Dashboard – Mobile Application

BENEFITS

Reduce Risk for Insurer

- Better risk profiling of drivers
- Estimate accident damages
- Reduce frauds

Incentivise Customers

- Provides better cost control
- Reward for safe drivers

Value Addition

- Reduce vehicle theft incidents
- Ensure Compliance
- Optimize maintenance cost
- Provide vehicle insights etc.

Improve public safety

- Encourage safe driving
- Adhere to road safety


Benefits



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Thank You