



# Marsh Captive Upside: 20/20/20 Webcast Series Session 9

November 20, 2020



## Marsh Captive Upside: 20/20/20 Series Agenda and Speakers

- Utilizing a captive for third-party risks.
- How insuring third-party exposures in a captive can create a potential profit center for the parent organization.



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Chief Risk Officer,  
Hippo Insurance Services



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Americas Sales Leader,  
Marsh Captive Solutions



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Deputy Head of Office for  
Malta and Sweden,  
Marsh Captive Solutions

# Third-Party Risks: Premium Grows by \$1.2 Billion

## Captive Owners and Customers Each Gain Advantages

**18%**

of Marsh-managed captives wrote third-party property and casualty coverage

Captives can benefit by writing third-party risks.



hippo

# Leading Home Protection for Modern Homes

Marsh Captive Webinar 2020



# Hippo is building a leading home protection company

## Simple

Quotes in 60 seconds  
Bind policies in under 4 minutes

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## Smarter

Tailored coverage  
Focused on underwriting profitability

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## Customer focused

Claims concierge  
Top customer satisfaction rates

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## Proactive

Smart home technology  
Impending claims notifications  
Proactive maintenance

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## Broad

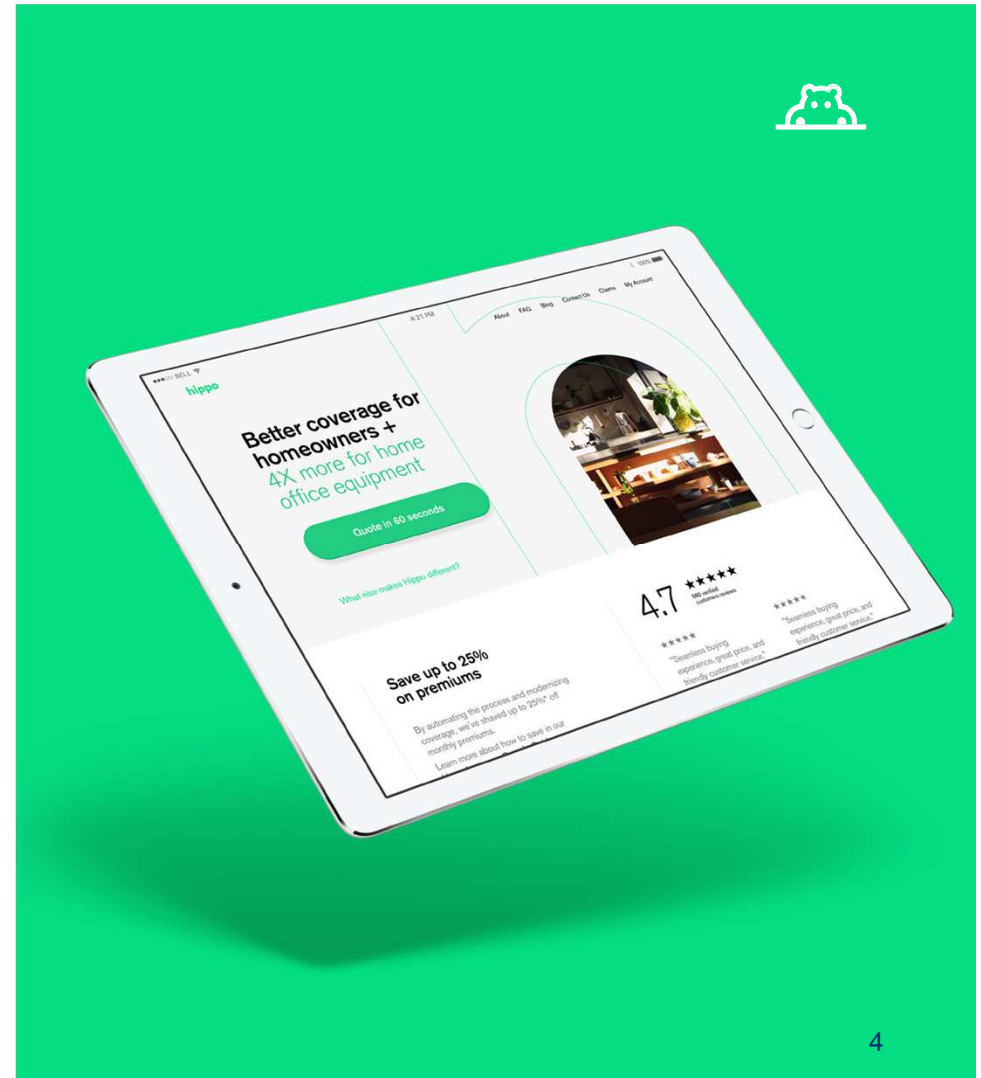
Multi-distribution model  
Direct  
Producers  
Unique partnerships

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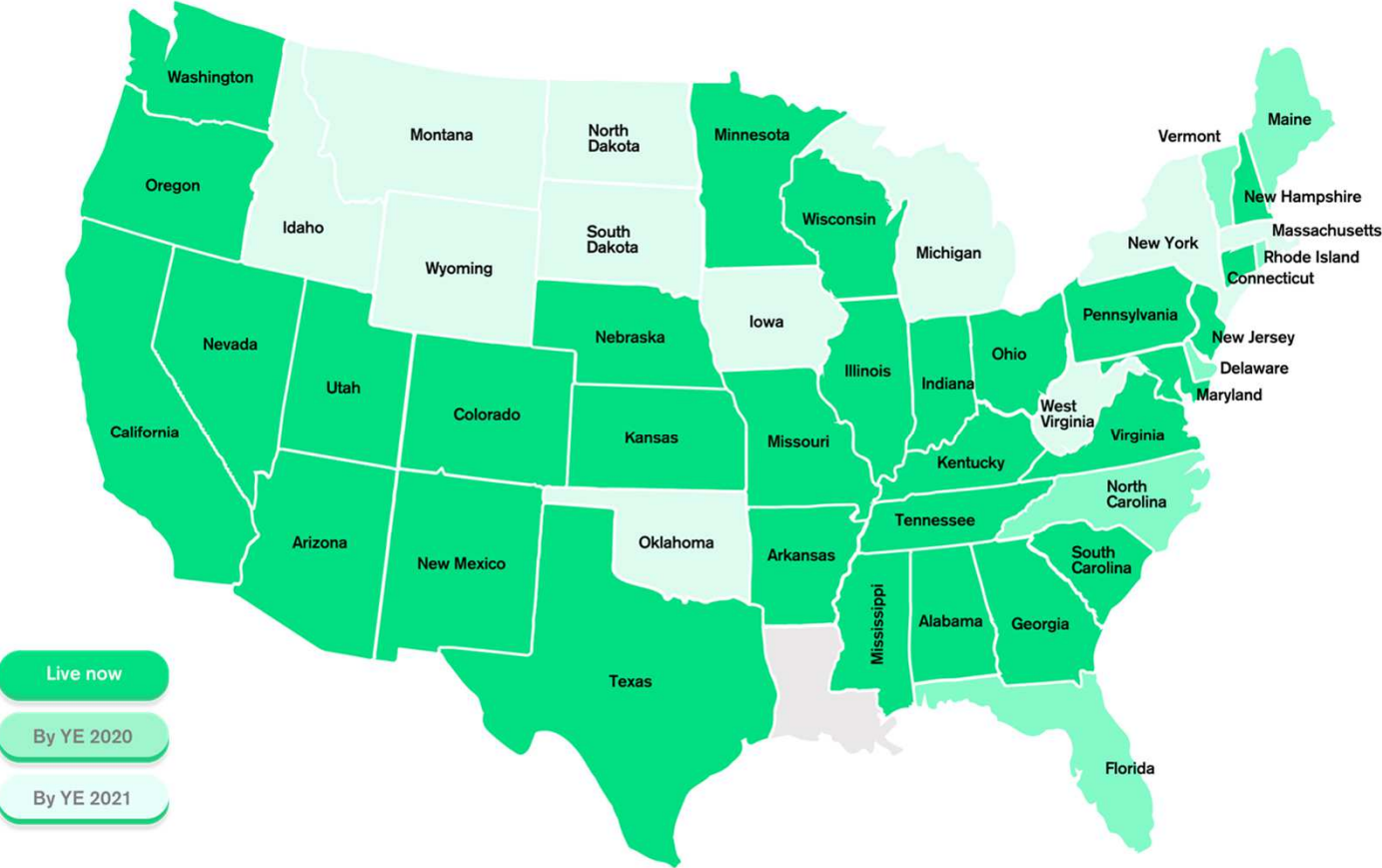
## More than Insurance

Home services  
Warranty

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# Hippo Insurance - serving 95%+ of population by 2021

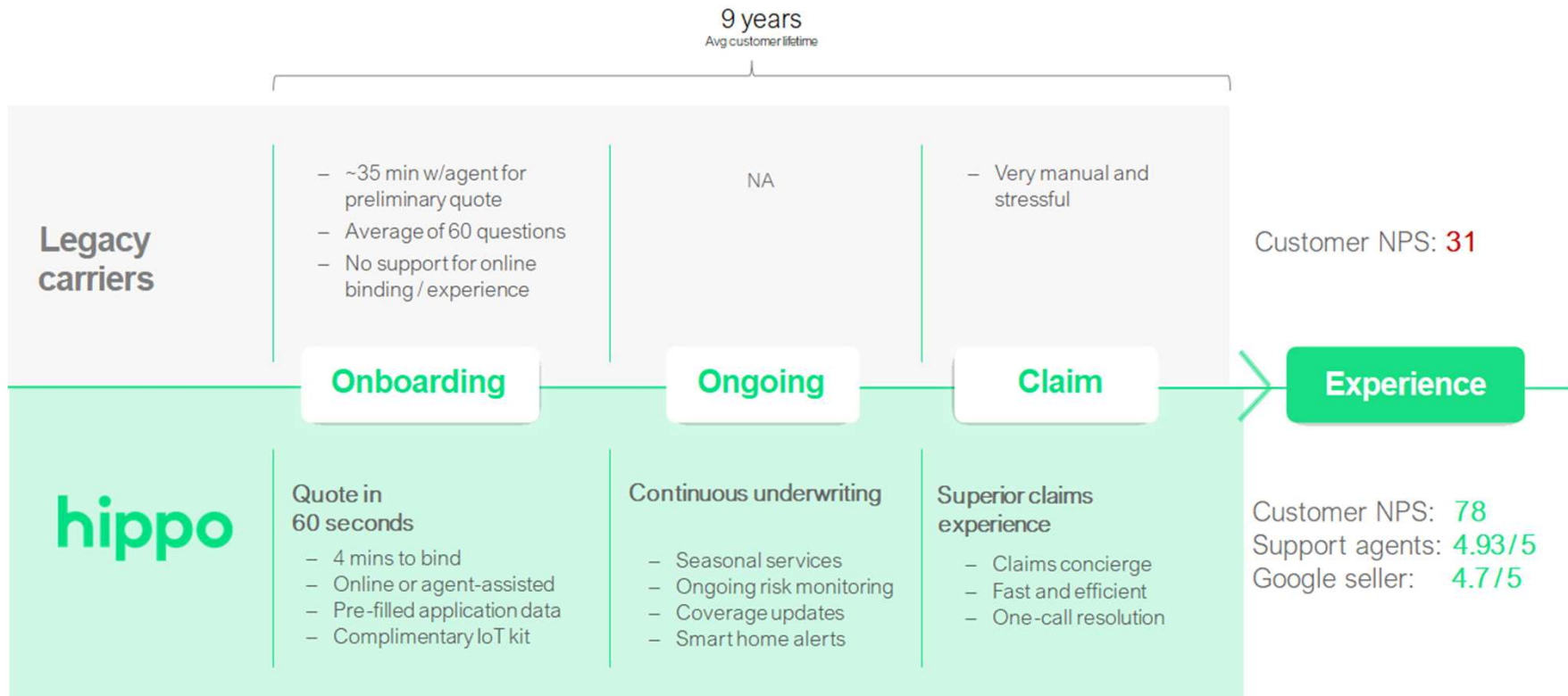


## Hippo Current Program Policies

*In July, we shared that in the past 12 months, Hippo grew its total written premiums to \$270M, growing at 140% YoY*

- HO3 – Homeowners
- HO6 – Condos
- DP3 – Investment Property
- HO5 – Builder Focused

# Differentiating throughout the customer lifecycle...



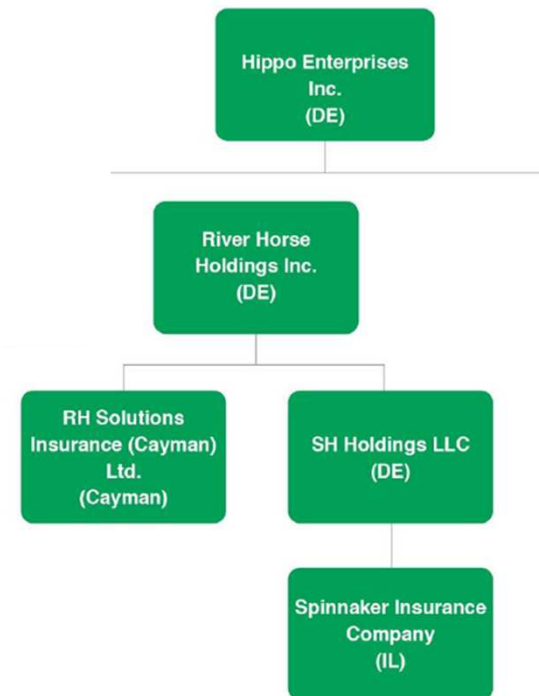
# RH Solutions - Hippo's Captive Re/Insurance Company



RH Solutions is a Cayman domiciled and class B[iii] reinsurance company.

We utilize Hippo Captive (RH Solutions) to further align with reinsurance market and manage risk prudently.

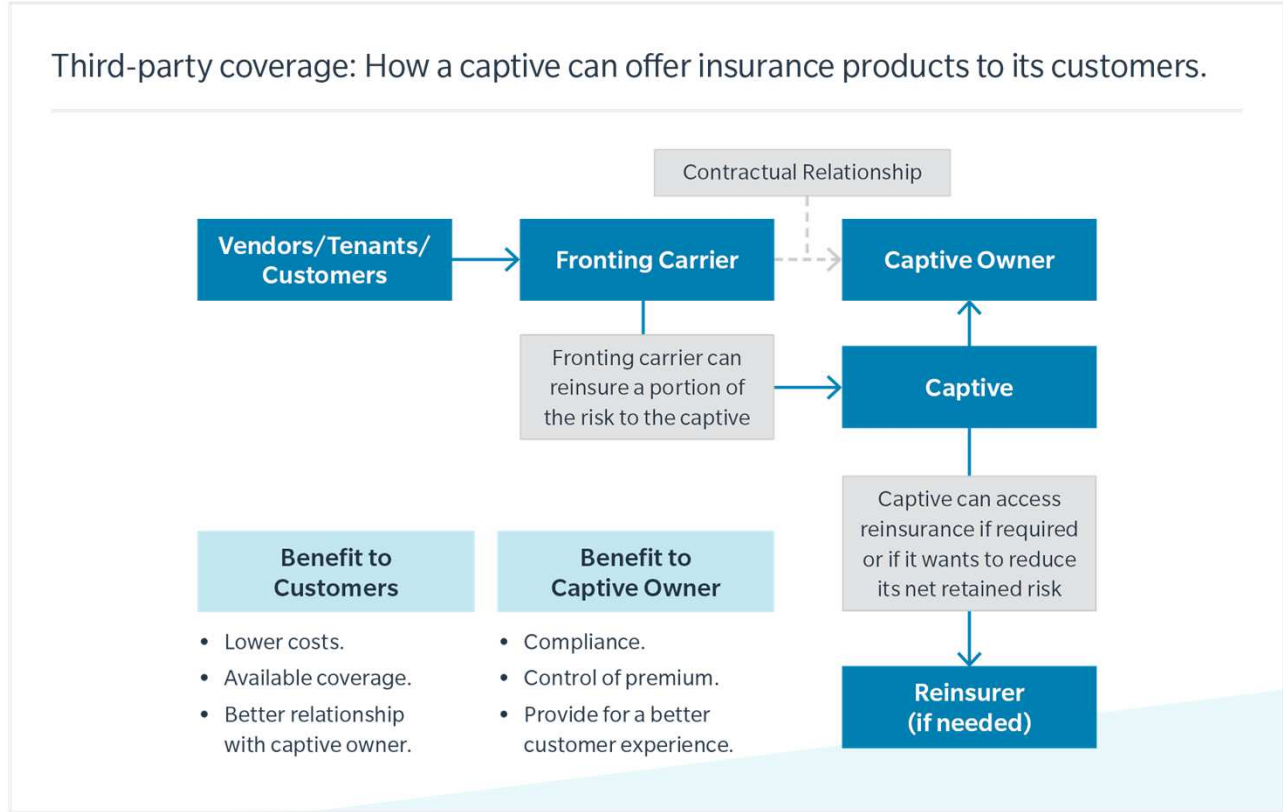
- Began writing Hippo MGA business in 2020 as a reinsurer of Hippo's insurance partners:
  - Both directly and through a reinsurance front
  - Operations supported by Marsh Captive Solutions
- In August of 2020 - we acquired our admitted insurance carrier, Spinnaker Insurance Company, to sit alongside captive - increasing our flexibility to grow
- Captive will be used to support business across Hippo Enterprise subsidiaries as a reinsurer including potential ability to:
  - Support other non-insurance risk subsidiaries
  - Spinnaker's non-Hippo programs





## Profiting From Third-Party Risks

Captives are important tools for funding their parent organizations' self-insured risks, yet many also write third-party risks.



Coming Next  
Session 10 – December 18

**Questions or feedback about this webcast?**

Please reach out to Michael Serricchio, [michael.serricchio@marsh.com](mailto:michael.serricchio@marsh.com).

**Want to hear our earlier webcasts again?** All prior recordings and slide decks are available on our replay page:  
<https://coronavirus.marsh.com/us/en/insights/research-and-briefings/captive-upside-webcast-series.html>



Marsh is one of the Marsh & McLennan Companies, together with Guy Carpenter, Mercer, and Oliver Wyman.

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