SOTERIS

Are Red Corvettes Too Risky To Quote?

Soteris Risk Selection **Status Quo Risk Selection** Turns off entire segments of business based Considers a multitude of risk characteristics on a few risk characteristics without and assigns individual risk scores reflecting comparing risk to rate. rate adequacy. Red Rate Corvette Length of Driving Experience Lien on Title-Self-Reported Lien at POS-3rd Party Report People Per Household Number of Vehicles Number of Doors **Population Density** License Geography **Years Owned** Property Value NO QUOTES Prior Insurance Marital Status (, Annual Mileage Daytime Lights NI Credit Score Policy Length Occupation Homeowner **Usage Type** Gender Make Model Airbag nti-theft Salvage?

Human underwriting: TOO RISKY

Automatic NO for entire segment based on two variables.

ULTIMATE RESULT:

Offer **NO** quotes for red corvettes.

ML underwriting: Risk Score of 48 = RATE ADEQUATE

Assesses each risk individually, and assigns a rate adequacy score.

ULTIMATE RESULT:

Adequately rated for 80% of red corvettes. You can write them profitably.