

PREDICT

The new frontier for truck road risk
assessment based
on the use of tachograph data.

AMS conference
September 26th

Who We Are

⦿ PREDICT is an Insurtech start-up founded in 2019 by Luca Scoppa (CEO Italian Financial Institution, with + 30 y management experience in FI and Ins);

In collaboration with:

- Senior consultant in logistic and tachograph data handling with + 25 y experience;
- Senior Ins Broker manager with + 30 y experience.

Thanks to the AMS Swiss Re team support, ⦿ PREDICT has developed an innovative algorithm able to identify the truck fleet risk evaluation **Rating**. The algorithm utilizes vehicles and drivers' data taken from the on-board Tachograph.

The algorithm has been registered at the SIAE and the ownership has been registered at EUIPO – European Union Intellectual Office.



What We Do

We provide insurance companies with a RiskBased analytical support using the tachograph data, getting access to the 12 months historical data set. This allows companies to improve their risk selection capabilities of the new heavy truck fleet through a detailed snapshot of risk assessment based on:

- drivers' driving style, attitude to violate the traffic code and training level;
- the danger of logistical stress which is determined by the type of vehicle and the type of activity carried out.

Current market general risk assessment approach

The current risk assessment method for the evaluation of trucks' Auto Liability insurance risk, used by all European insurers and reinsurers, only looks at:

- past claims;
- the fleet to be insured at a given time.

No companies can know the name of the drivers driving the vehicles at the time of the loss or the composition of the fleet in the past.

Critical issues

The historical analysis of the claims does not take into account the variability, in practice, of a series of aggravating or improving risk factors:

- **Drivers turnover** (10% per y)
- **The fleet may be getting older or younger**
- **Changes in logistic**



Our Solution

⦿ **PREDICT** co-developed a new risk rating factor with Automotive & Mobility Solutions Team from Swiss Re and BDB Holding which is able to support Insurance Companies in getting trucks and driver risk insights over the whole policy life cycle:

- prior the policy submission. The rating model allows Insurance to improve the risk selection by adjusting the pricing to reflect the fleet risk exposure;
- during the insurance period. ⦿ **PREDICT** detects and monitor any changes in the risk (inclusion of new drivers and / or lack of activity of old drivers, modification of the fleet and changes in the logistics);
- at the time of the accident and by processing the driver vehicle data. The model can provide, with a relevant claims data set, a set of information currently undetectable by insurers. This data is needed not only to better handle the claims settlement but also to improve the risk assessment for the policy renewal and critical for the evolution of the software.



Insurer benefits

PREDICT rating is based on reliable data; this gives to Ins the tools to optimize and standardize the risk assessment processes.

Immediate actions can be taken on the critical issues identified by **PREDICT** which could endanger the sustainability of the portfolio.

Sustainable portfolio thanks to risk analyses using technology and reliable data:

- Target premiums in line with risk exposure;
- Ability to tailor innovative condition in line with the risk.

INFLUENCE THE FUTURE OF INSURANCE

Rating PREDICT (BOZZA)

B

The risk analysis was based on data from 17 vehicle tachograph files and 16 driver tachograph files
The average age of the fleet is not a number of years.

This document, containing the Predict Rating, which is a parameter chosen by Insurance Companies as a risk determination and assessment, was processed by the software patented by Predict srl, which used the tachograph files received from the client, subject to authorisation and signing of the Privacy Policy. The Transport Company, i.e. the owner of the data, exercised its legitimate interest, having also weighed the balance of rights, since it is obliged both to fulfil its obligations in the matter of RCA insurance of vehicles, (Art. 193 of Legislative Decree 285/1992 (the so-called "Highway Code") and Art. 122 of Legislative Decree no. 209/2005 (the so-called "Private Insurance Code") and its obligation to register with the Road Haulage Register (Art. 3, co. 2 of Regulation (EC) 1071/2009 and art. 3, co. 1, lett. A of the Ministry of Infrastructure and Transport Decree no. 291/2011)

Vehicle list - N° 17

Claims incidence Last year: 5.88%

Claims Incidence Last 5 years: 0%

TARGA	WEIGHT	REGISTRATION	EXPIRY	COMPANY	RATE	NO. OF CLAIMS LAST 5 YEARS	NO. OF CLAIMS LAST YEARS	ATRC EXPIRY
[REDACTED]	0-35 QL		31/12/2022	14 AXA ASSNI	Mista franchigia bonus malus o no claim discount	2	1	31/12/2020
[REDACTED]	321-440 QL		31/12/2022	14 AXA ASSNI	Franchigia	0	0	31/12/2021
[REDACTED]	180-320 QL		31/12/2022	14 AXA ASSNI	Franchigia	0	0	31/12/2021
[REDACTED]	70-179 QL		31/12/2022	14 AXA ASSNI	Franchigia	1	0	31/12/2021
[REDACTED]	36-69 QL		31/12/2022	14 AXA ASSNI	Pejus	0	0	31/12/2021
[REDACTED]	0-35 QL		31/12/2022	14 AXA ASSNI	Pejus	0	0	31/12/2021
[REDACTED]	0-35 QL		31/12/2022	14 AXA ASSNI	Pejus	4	0	31/12/2021
[REDACTED]	0-35 QL		31/12/2022	14 AXA ASSNI	Franchigia	0	0	31/12/2021
[REDACTED]	0-35 QL		31/12/2022	14 AXA ASSNI	Franchigia	2	0	31/12/2021
[REDACTED]	0-35 QL		31/12/2022	14 AXA ASSNI	Franchigia	3	0	31/12/2021
[REDACTED]	0-35 QL		31/12/2022	14 AXA ASSNI	Franchigia	1	0	31/12/2021
[REDACTED]	0-35 QL		31/12/2022	14 AXA ASSNI	Pejus	0	0	31/12/2021
[REDACTED]	0-35 QL		31/12/2022	14 AXA ASSNI	Franchigia	0	0	31/12/2021
[REDACTED]	0-35 QL		31/12/2022	14 AXA ASSNI	Franchigia	1	0	31/12/2021
[REDACTED]	0-35 QL		30/04/2023	14 AXA ASSNI	Franchigia	0	0	30/04/2022
[REDACTED]	0-35 QL		30/04/2023	14 AXA ASSNI	Franchigia	0	0	30/04/2022
[REDACTED]	0-35 QL		30/04/2023	14 AXA ASSNI	Franchigia	0	0	30/04/2022

List of vehicles for which no tachograph files were provided- No° 9

Claims incidence Last year: 5.88%

Claims Incidence Last 5 years: 0%

TARGA	WEIGHT	REGISTRATION	EXPIRY	COMPANY	RATE	NO. OF CLAIMS LAST 5 YEARS	NO. OF CLAIMS LAST YEARS	ATRC EXPIRY
[REDACTED]	0-35 QL		19/09/2022	3 ALLIANZ	Mista franchigia bonus malus o no claim discount	2	1	19/09/2022
[REDACTED]	0-35 QL		31/12/2022	14 AXA ASSNI	Pejus	0	0	31/12/2019
[REDACTED]	0-35 QL		31/12/2022	14 AXA ASSNI	Pejus	0	0	31/12/2021
[REDACTED]	0-35 QL		31/12/2022	14 AXA ASSNI	Franchigia	0	0	31/12/2021
[REDACTED]	0-35 QL		31/12/2022	14 AXA ASSNI	Pejus	0	0	31/12/2021
[REDACTED]	0-35 QL		31/12/2022	14 AXA ASSNI	Pejus	0	0	31/12/2021
[REDACTED]	0-35 QL		31/12/2022	14 AXA ASSNI	Pejus	0	0	31/12/2021
[REDACTED]	0-35 QL		31/12/2022	14 AXA ASSNI	Pejus	0	0	31/12/2021

Fleet company benefits

Continues awareness of the risk level thanks to the provision of a service that allows the owner to know, in real time, the virtuosity / criticality of his company. This allows to implement immediate remediation measures.


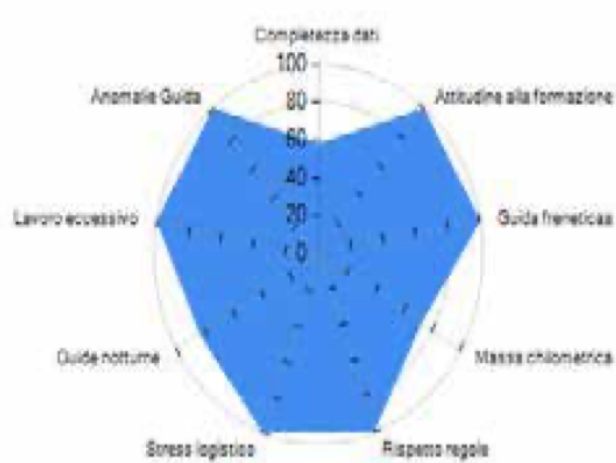
Risk awareness used to implement corrective and/or rewarding measure using technology and reliable data:


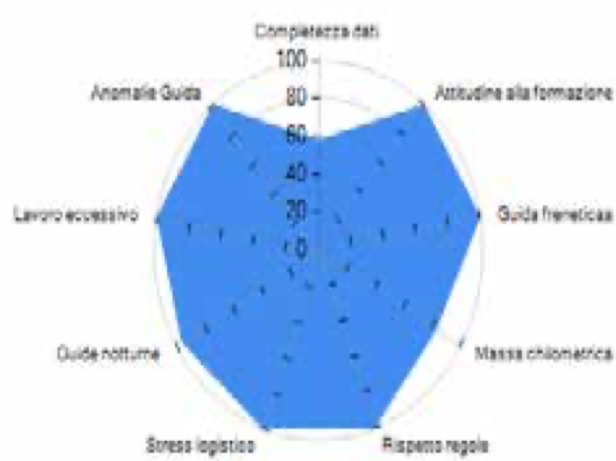
- Benefit linked to targets or disciplinary measures;
- Identification of need for training.

INFLUENCE THE FUTURE OF THE COMPANY

This document was drawn up by the patented Predict software, which used the tachograph files received from the customer after authorisation and signing of the Privacy Policy.

This document is a valid and useful tool for the fulfilment by the transport company of the control obligations aimed at fleet management, prevention of the safety of its drivers and third parties, as well as the interception of training gaps to be filled, as governed by Article 33 of EU Regulation No. 165 / 2014 as well as Article 10 (Chapter III) of EC Regulation No. 561 / 20 2006 and EEC Regulation No. 3821 / 85

	ANDREA [REDACTED]
<p>PRO:</p> <ul style="list-style-type: none"> - The logistical style denotes a somewhat balanced activity - Sufficient experience, but for his age, appreciable reflexes are assumed <ul style="list-style-type: none"> - A respectful attitude towards speeding is noted - The mileage on file is adequate - He/she lives the working day in a respectful manner with regard to driving time regulations <ul style="list-style-type: none"> - There is no excessive driving at night - Carries out the complete daily rest period most of the time <ul style="list-style-type: none"> - Performs full weekly rest most of the time <p>AGAINST:</p> <ul style="list-style-type: none"> - The tachograph data processed concern approximately 7 months of driving activity 	

	Ihor [REDACTED]
<p>PRO:</p> <ul style="list-style-type: none"> -- The logistical style denotes a somewhat balanced activity - Has myriad experience but for his age one assumes suitable reflexes <ul style="list-style-type: none"> - Demonstrates that he is well versed in the use of the tachograph <ul style="list-style-type: none"> - Demonstrates a respectful attitude towards speeding - He/she lives the working day in a respectful manner with regard to driving time regulations <ul style="list-style-type: none"> - There is no excessive driving at night - More often than not takes a complete daily rest period <ul style="list-style-type: none"> - Most often takes full weekly rest periods <p>AGAINST:</p> <ul style="list-style-type: none"> - The tachograph data processed concern approximately 7 months of driving activity - The mileage recorded on the file probably assumes that driving is also carried out on analogue vehicles 	

Our project and the future

The existing project has been launched in January 2021 with a partnership with an Italian Insurance Company.

To date approx. 4000 vehicles (300 Fleets) have been tested by ○ PREDICT and 800 vehicles are insured.

○ PREDICT is in its 3rd edition and in continuous development thanks to the increased data collected.

We've implemented the commercial line proposition locally with the main goal to scale it globally. The ambition is to extend the Predict model in EU, leveraging partnership with tachograph data providers.

We are the only ones in Italy to read tachograph data with an insurance angle and with a highly technological process.

WE WILL INFLUENCE THE FUTURE



Thank You for your attention.
Now, we open Q & A session.

See you later !

Get in Touch & Let's Collaborate!

Contact Us

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