



Commercial Risk Management ROI

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	Unknown	GPS Speed Alarms, GPS Playback	Ex. D
Grounding	10%	GPS Alarm, GPS Playback	Ex. E, F
Collision (Fixed Object)	20%	GPS Alarm, GPS Playback	Ex. G, H
Personal Injury	5%	GPS Alarm, GPS Playback	Ex. I
Fire (Battery Explosion)	Unknown	High Voltage Battery Alarms backed by 24/7 Support	Ex. J



Safer, More Secure, Stress Free Boating

Confidential. Not for unauthorized distribution.

Process Flow

Policy

Standard Core Commercial
Marine Policy
Standard Premium

Offered With



Boat Fix

Free Boat Fix Service
Fleet Management Program

Contract Between Insurer and Boat Fix

Only offered to policy holders with premiums above the discount that could be allocated for having the Boat Fix Service, but will be used for data cost.

Example: Boat Fix service costs \$99. Discount of 5% applies to premiums over \$2K. Discount of 10% applies to premiums over \$1K.

Contract Between Policy Holder and Boat Fix

Policy is sold and customer details are sent to Boat Fix. Boat Fix ships the device and onboard customer. Boat Fix will support installation and management of services.

Contract for Data Between Boat Fix and Policy Holder

Policy Holder agrees to share data with insurer under Terms and Conditions.

Failure to Install

If device is not installed or terms and conditions are not signed, Boat Fix will retrieve the device from the Policy Holder and promptly inform the Insurer.

Payment

Contract for Payment of Boat Fix Services between Insurer and Boat Fix. Monthly Invoice sent to Insurer for new policies and any renewals.

Data to Insurer

Customized data pack as per Insurers usage requirements.

- Data reporting with analysis and presentation support
- Data available daily, weekly, monthly
- Data can include vessel usage, incident review, alarms
- Data both on individual vessel and whole fleet



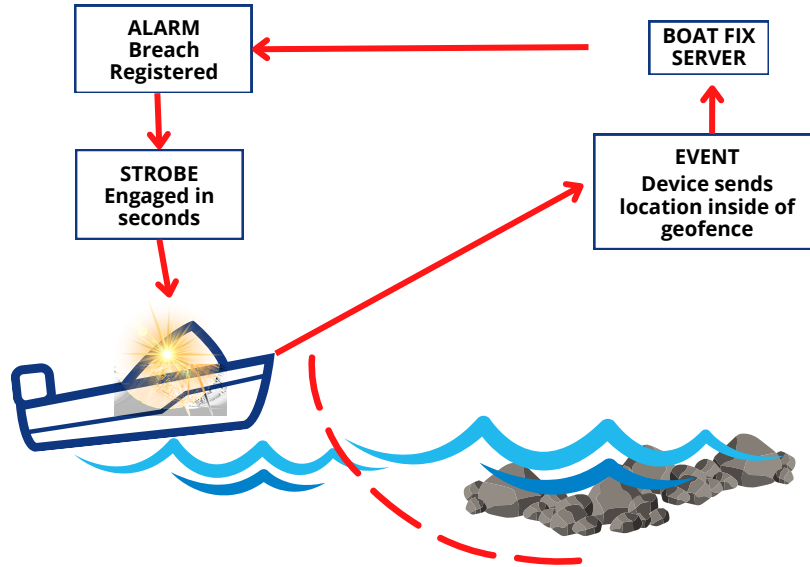
Safer, More Secure, Stress Free Boating

Confidential. Not for unauthorized distribution.

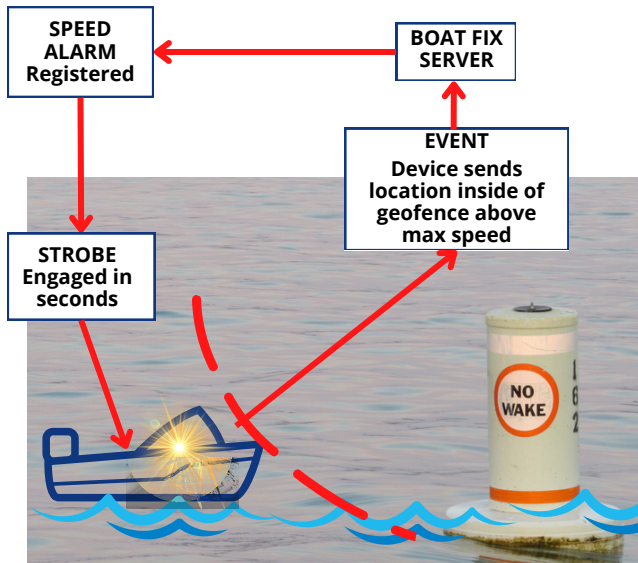
How it works

HOW GEOFENCE ALARMS WORK

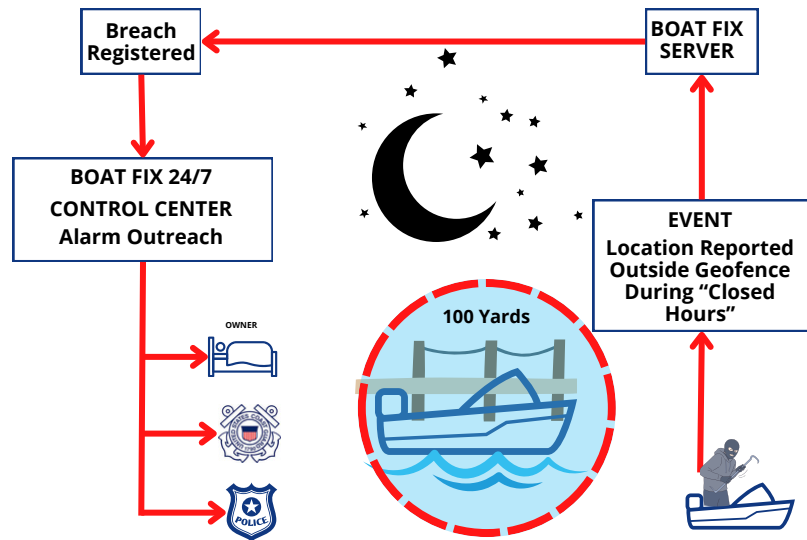
Location reporting reduced from every 60 seconds to every 8 seconds



GROUNDING AND COLLISION



SPEED ALERT



UNAUTHORIZED USE

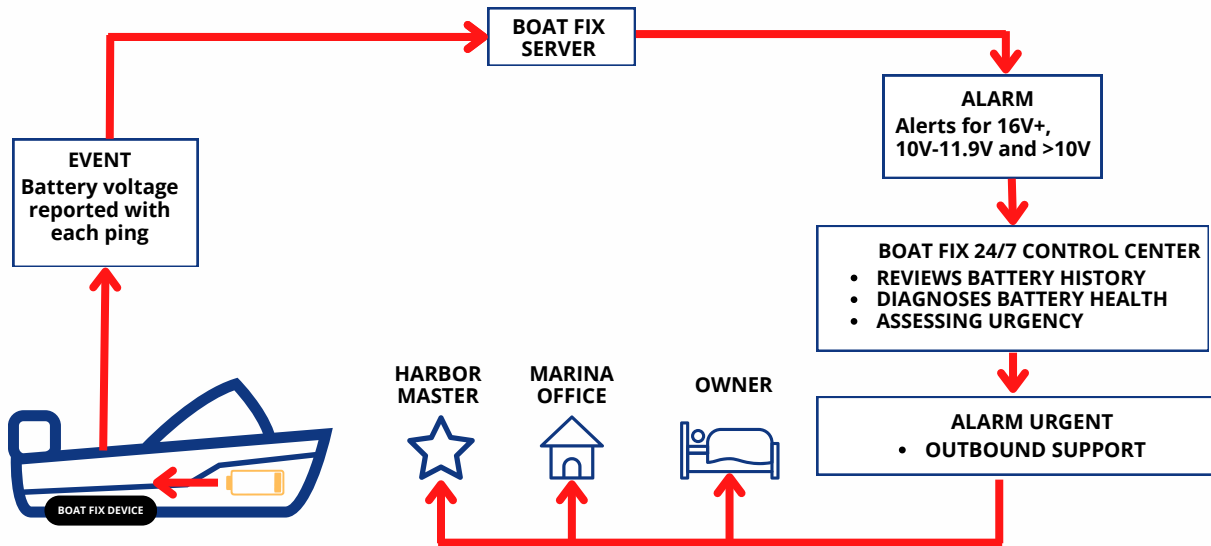


Safer, More Secure, Stress Free Boating

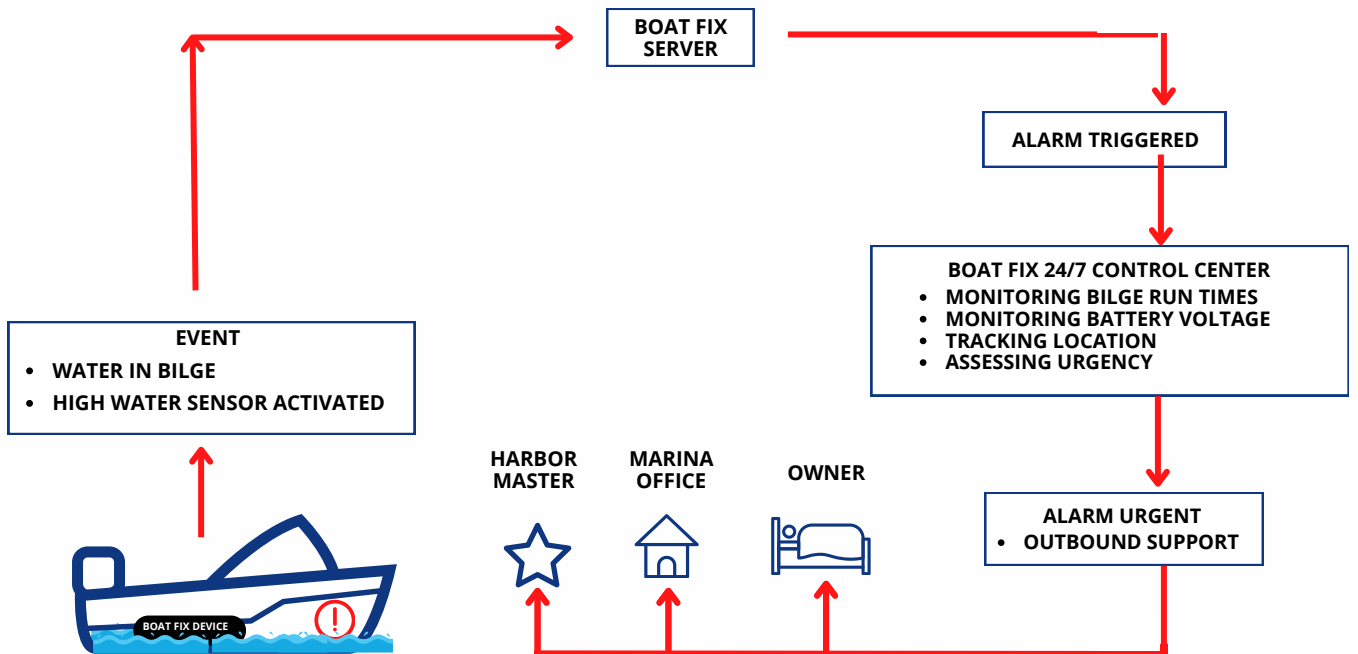
Confidential. Not for unauthorized distribution.

How it works

HOW BATTERY ALARMS WORK



HOW HIGH WATER ALARMS WORK



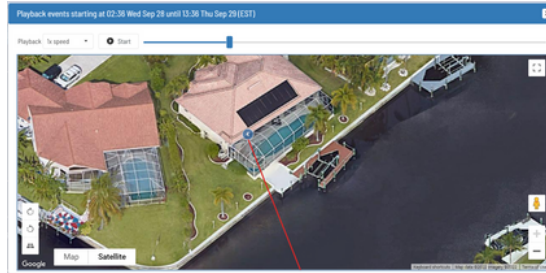
Safer, More Secure, Stress Free Boating

Confidential. Not for unauthorized distribution.

Case Study: Hurricane and Named Storm Risk Management

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%



I am happy to report that, because of Boat Fix , we have been able to recover every single boat. If we didn't have Boat Fix's tracking service and 24/7 support, Hurricane Ian would have wiped us out.

– Spencer Larson
Your Boat Club | Ft Meyers, FL



Safer, More Secure, Stress Free Boating

Confidential. Not for unauthorized distribution.

Case Study: Vessel Theft

Exhibit B: Cobia 240 [value \$89K]

Client did not install Boat Fix on one of their rental vessels. This vessel was subsequently stolen at 2:48AM. The Boat Fix Night Watchman alarm would have triggered a phone call in seconds to the 24/7 Operations Center, who would have immediately responded to the alarm, notifying authorities and tracking with proprietary Stolen Vehicle Recovery Software.



Value	Claim	Potential Loss Mitigated	Actual Loss Mitigated	Potential Percent of Loss Mitigated
\$89K	\$89K	\$89K	\$0	100%



Boat Fix, thank you. Lesson learned here. We suffered an expensive loss that we couldn't recover but I had my boys install all units on all boats the very next day. We now feel protected.

-Jay H., Owner/Operator



Safer, More Secure, Stress Free Boating

Confidential. Not for unauthorized distribution.

Case Study: Sinking of Unattended Vessel

Exhibit C: 38 Pursuit (value \$400K)

Nantucket, Massachusetts: 38 Pursuit was taking on water, triggering the Bilge Pump. The Boat Fix device registered the Bilge Pump's status and relayed it to the Boat Fix Command and Control Center. Boat Fix agents investigated the alarm and, seeing the device's report of a low battery reading and the boat's location on the water via GPS, responded with phone calls to the owner. The owner was able to get to the boat and save it from sinking.



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



John F. here. Simply put, you saved my boat and a total loss claim. What could have been an expensive nightmare and major headache turned out to be something preventable thanks to Boat Fix.

-John F., Owner/Operator



Safer, More Secure, Stress Free Boating

Confidential. Not for unauthorized distribution.

Case Study: Excessive Speed

Exhibit D: Avalon Catalina [\$48K]

The Carefree Boat Club franchise in Chicago was able to set up geofences with specific speed preferences through Boat Fix's geofencing technology. The Boat Club received immediate alerts when renter hit excessive speeds in the NO WAKE zone in Belmont Harbor during 4th of July weekend. Operator was able to contact boater and threaten to end contract.



Value	Potential Claim	Actual Claim	Loss Mitigated	Percent of Loss Mitigated
\$48K	Unknown	\$0	Unknown	Unknown



As a franchise, sometimes people take advantage of rentals, so we like to put extra safety precautions in place. We had a member speed in a no wake zone which is highly dangerous especially on a holiday weekend. When the speed alert hit, we got a call immediately. I can't believe you guys answer the phones on 4th of July. You saved the guy a speeding ticket and we almost bounced him out of the club. Really appreciate the service!

Elliott S., Carefree Boat Club Illinois-Milwaukee



Safer, More Secure, Stress Free Boating

Confidential. Not for unauthorized distribution.

Case Study: Grounding

Exhibit E: Multiple Rental Assets (value ≈ \$635K)

Client had six lower units damaged by renters. Since installing Boat Fix, the client has had none. The client utilized geofences in conjunction with Boat Fix strobe technology. The strobe is automatically set off when a Geofence Breach Condition is met. This has enabled the client to stop accidental groundings before they occur.

Value	Claim	Potential Loss Mitigated	Actual Loss Mitigated	Potential Percent of Loss Mitigated
\$625K	\$40K	\$40K	\$0	100%



In one season alone, we had multiple damaged lower units and replaced many boat props from boats grounding in places the member was advised to avoid because of underwater hazards. Boat Fix would have saved me thousands of dollars in claims and protected my insurance premium. For me having Boat Fix on every boat is now a no brainer—especially with the **GEOFENCE SPEED ALARM that averts the problem automatically in real time.**

-Jared Irwin
Owner, Freedom Boat Club | Lake St. Clair



Exhibit F: Cobia 262CC [value \$160K]

Boat club member took the boat early (without authorization) and hit a sand bar at 35KTS. Member returned the keys without reporting damage. With Boat Fix GPS tracking, the client was able to follow the boat's path the day before. The member was charged for the damage and expelled from the boat club.



Value	Potential Claim	Actual Claim	Loss Mitigated	Percent of Loss Mitigated
\$100K	\$12K	\$0	\$12K	100%



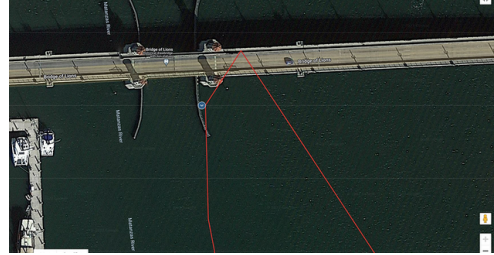
Safer, More Secure, Stress Free Boating

Confidential. Not for unauthorized distribution.

Case Study: Collision (Fixed Object)

Exhibit G: Bentley Elite Admiral 25 [value \$71K]

Client had a renter come back with a damaged vessel. The renter claimed that they had no fault. Boat Fix playback showed the renter hitting a bridge twice at 8kts, damaging the vessel.



Value	Potential Claim	Actual Claim	Loss Mitigated	Percent of Loss Mitigated
\$71K	\$5K	\$0	\$5K	100%

Exhibit H: Sylvan Mirage X5 [value \$165K]

Renter took boat up intercoastal for lunch and returned with extensive damage to pontoon. Boat Fix Playback proved renter hit fixed concrete dock pilings on both sides from repeated attempts pulling in and out of slip.



Value	Potential Claim	Actual Claim	Loss Mitigated	Percent of Loss Mitigated
\$165K	\$5K	\$0	\$5K	100%



So my renter returned the pontoon boat after lunch, and I wasn't there to check it in. My dockhands told me it was damaged, and when I called the renter the next morning he said it was fine when he brought it back in. I called Kevin at Boat Fix who sent me the playback. Clear as a bell the guy rammed into a piling under the bridge so I called him on it. Boat Fix saved me eight grand!

-Tina S, Owner



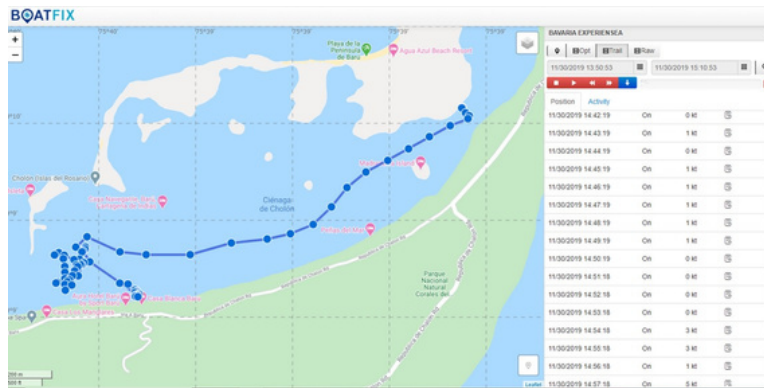
Safer, More Secure, Stress Free Boating

Confidential. Not for unauthorized distribution.

Case Study: Personal Injury

Exhibit I: 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%



(Translated from Spanish to English) **I thought I was going to lose everything. No one believed me that the swimmer was outside of the swim zone until the Boat Fix data proved me innocent. They saved my life and my business. I'm forever grateful.**

-Carlos S., Owner/Operator



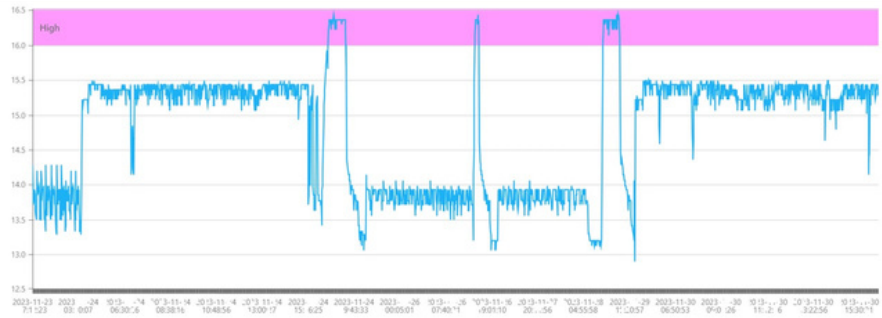
Safer, More Secure, Stress Free Boating

Confidential. Not for unauthorized distribution.

Case Study: Fire

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

Boat Fix is the lone marine telematics provider than actively monitors high battery voltages through advanced battery technology. Boat Fix agents alerted rental 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



“Thx for reaching out. Not sure what is happening. Batteries are on charger. Scary. I’m going to the boat now to disconnect the charger. Can’t thank you enough for the head’s up!”

-Randall R..



Safer, More Secure, Stress Free Boating

Confidential. Not for unauthorized distribution.