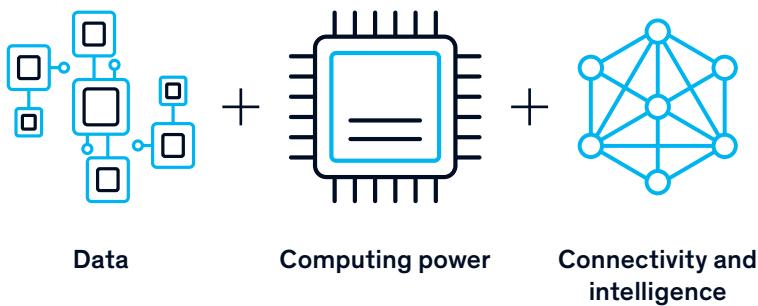
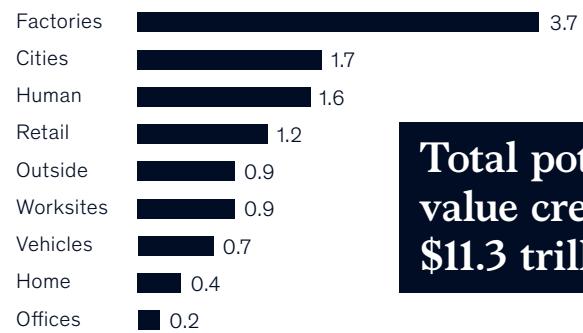


# Tackling the IoT opportunity for commercial lines insurance

The preconditions for disruptive change through IoT are in place...



...and there is enormous economic potential across nine key sectors.<sup>1</sup>



**Total potential value created: \$11.3 trillion**

<sup>1</sup> Approximated in trillions of USD, p.a. in 2025.

## Why

Insurers that capture the IoT opportunity stand to boost revenues and reduce claims expenses.



## What

The three most advanced application areas suggest where insurers can unlock the most value.



## How

To succeed, insurers must partner with technology and connectivity experts to determine and develop compelling use cases.



**Are you prepared to unlock IoT value in your commercial lines business?**

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\*Examples from publicly available sources. Other sources include: McKinsey Global Institute, McKinsey, Insurance Journal, The Associated Press, Corvus website, Insurance Business Magazine America, Farmers press release, Amazon website, 1NCE website, Deutsche Telekom blog