

InnSure

SEPTEMBER 2025 - PROVIDENCE, RI

Insurance in Crisis

Reimagining An Insurance System That Works for Everyone

Why InnSure Exists

Insurance in Crisis

Affordability & Accessibility & Uptake

- 60% of catastrophe losses uninsured.
- 13% have no insurance at all.
- Catastrophes are increasing in frequency and severity
- Federal disaster relief is receding.
- Insurance costs are increasing and availability decreasing.
- Insurance industry spends 1% of revenue on R&D compared to 5-13% in other industries.



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Why InnSure Exists

Insurance in Crisis

Three converging crises threaten the affordability and accessibility of insurance: a risk crisis, a crisis in risk modeling and pricing, and a protection gap crisis. Without addressing these three crises individually and collectively, private insurance is likely to become obsolete with the exception of a small population of affluent risk owners.

A Risk Crisis

Risk is getting too high to finance >>>> Need to lower risk

Mispricing Risk & Lack of Innovation

Macro increases in risk are modeled and reflected in insurance costs faster and more fully than the impacts of resilience investments that reduce risk

A Protection Gap Crisis

Some populations have no or limited means to finance risk



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Why InnSure Exists

Our Vision & Mission

Potential for Cascading Failures: Insurance > Banking > Property Values > Municipal budgets > Municipal Bond Markets > General Economic Activities

Vision: An insurance market that works for everyone.

Mission: Enable individuals, companies & communities to manage and finance risk in the face of climate change.

Measurable Impact Pillars:

Close Protection Gaps with innovative insurance solutions that:

- Facilitate Community Resilience (Lower Expected Loss Costs)
- Accelerate Energy Transition
- Promote Nature+ Practices



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Impact Pillars: Close Protection Gap / Accelerate Energy Transition / Facilitate Resilience / Promote Nature+ Practices

InnSure Approach for Community-led Innovation

Insurability Planning

Community test beds that support innovation and insurability planning.

Demand/Gap Identification

Solution Development

Incubation & Acceleration

Industry facing incubation/acceleration programs

Enabled by **Total Cost of Risk** Scenario planning tools

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What Is Insurability Planning?

Insurability planning is a **community-led strategic process** to improve a community's access to affordable insurance. This is achieved by **proactively identifying, managing, and mitigating risks** that may lead to high insurance costs or limited insurance availability, **as well as by simultaneously intervening** in local markets to create favorable market conditions.

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How Does Insurability Planning Help Communities

Insurance Innovation Shapes Access, Affordability & Uptake

Community Up Strategic Priorities Development by Participating Communities



1 Better Products

- Parametric
- Micro-prodcts
- New hazards (e.g. extreme heat, biodiversity, urban forests, etc.)

2 Leverage Community Procurement

- Community Embedded
- Subsector specific specialty projects

3 Aligned Capital To Unique Community Needs and Risks

- Community Development Reinsurance
- Blended Capital
- Alternative Capital

4 Leverage Technology

- Multi-model risk assessment
- Real time monitoring of dynamic adaptation investments
- Investment in local approaches to closing gaps

5 Equity Solutions

- Uptake not just access & affordability
- Community up approaches based on population challnegs

Ability to Influence Local Insurance Market

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Community Insurability Planning Innovation Sites

New England as Insurance Innovation Leader

Co-creating Methods and Tools With Community Leaders To Empower Them to Take Back Control

Using TCOR Methodology & Technology

Salem, MA

The **QBE Foundation** funded InnSure to help design and launch a home resilience audit program and create feedback mechanisms to capture the value of program impacts in insurance markets.

Plymouth, MA (Proposal)

Similar project to Salem but focus on launching a home and small business resilience audit with emphasis on flood but also some possible wildfire risk areas. .

Commonwealth of MA

Proposed language to include the concept of insurability planning in the The Climate Ready Bond Bill/Mass Ready Act..

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Community Insurability Planning Innovation Sites

Portfolio of Innovation Projects & Test Sites

Co-creating Methods and Tools With Community Leaders To Empower Them to Take Back Control

Using TCOR Methodology & Technology

California

In partnership with the **California Department of Insurance**, and funded by the **Robert Wood Johnson Foundation**, we will establish a microinsurance pilot program in six low-income and wildfire-prone communities in CA.

Southwestern Virginia

As one of the winners of the **2024 RISE Riverine Community Resilience Challenge**, we will work with a SW VA community on a TCOR and community insurance program pilot.

City & County of Honolulu, HI

As a team led by HR&A, we are contracted by the **City and County of Honolulu** to provide climate finance planning services, which will include training for community insurability planning.

Anne Arundale County/Annapolis

A **DOE funded** project for InnSure to participate in a multi-stakeholder process to certify the adoption of strengthened building codes and enage in a process with the insurance industry to quickly and fully recognize the risk reducing value of adoption in underwriting.

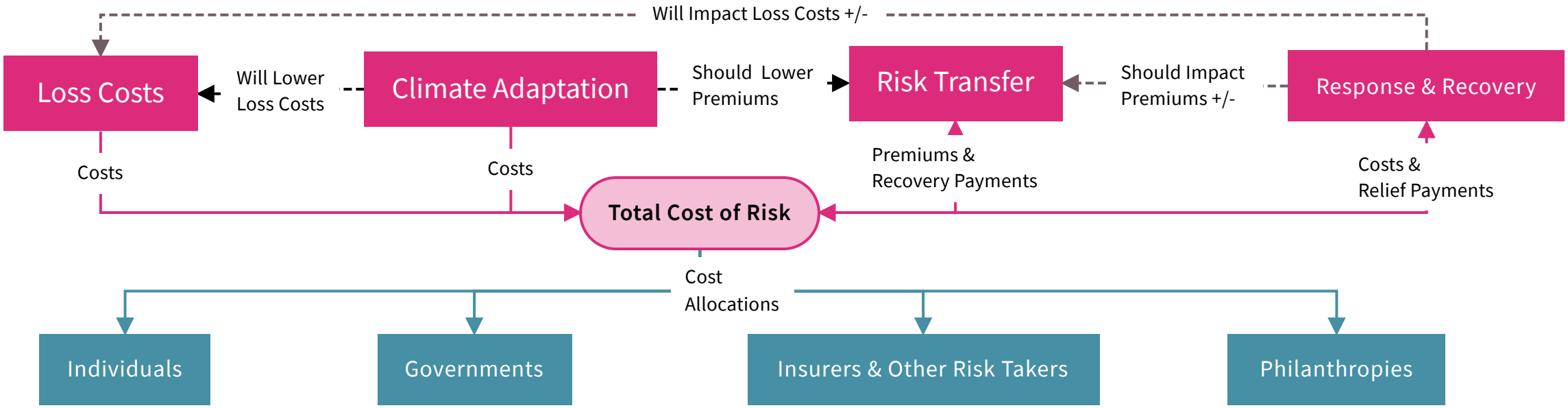
MA Strategy & Plymouth Proposal

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What are costs & Who do they land on under different investment scenarios!

Total Cost of Risk (TCOR) Simulator

The TCOR Simulator provides a scenario planning framework focused on supporting better insurability management planning that calculates probabilistic annualized **component costs and total costs**, how costs are **allocated** & **the dynamic relationships** between investments and other costs across the entire public, private and philanthropic funding systems for managing catastrophe impacts.



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Path forward

Affordability & Accessibility & Uptake

- Promote & support insurance innovation from community up
- Build planning capacity through local pilots
- Focus on measurable impacts
  - Uptake/gap not just access and affordability
  - Manage total cost of risk not just individual components
  - Manage how uninsured costs will flow through to municipal budgets



InnSure Stands Ready to Support Communities & Insurance Innovators

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Thoughts? **Questions?**

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QR Code to White Paper

