An extended warranty, sometimes called a service agreement, a service contract, or a maintenance agreement, is offered to consumers in addition to the standard manufacturer’s warranty on new items. The extended warranty may be offered by the warranty administrator, the retailer or the manufacturer.

Target Risks

- Manufacturers
- Retailers
- Warranty Administrators
- Intermediaries
- Affinity Partners

Extended Warranty Markets for Starr (as of October, 2017)

The total market size is $35+ billion in annual written premium
- $14 billion Wireless
- $12 billion Consumer Electronics
- $5 billion Furniture
- $4 billion Appliances

The Extended Warranty Ecosystem

- Manufacturer: Provides or sells an extended warranty to consumers
- Retailer: Provides or sells an extended warranty to consumers
- Warranty Administrators: Provides call center services including service dispatch and claims adjudication by the warranty administrator, the retailer or the manufacturer
- Insurance Company: Underwrites the risk and provides Contractual Liability insurance to sellers
- Obligor: Licensed entity that covers the obligation of the warranty sold or provided to consumers

Financial Strength (as of December 31, 2018)

- A.M. Best Rated: “A” (Excellent) ratings are held by the following insurance companies:
  - Starr Indemnity & Liability Company
  - Starr Surplus Lines Insurance Company
  - Starr Syndicate Limited
  - Starr Insurance & Reinsurance Limited
  - Starr Specialty Insurance Company
- Gross Written Premium: $4.4 Billion
- Assets: $20.3 Billion

Expanding Operations in the U.S. and Globally

- Capable of writing in 124 countries on 6 continents
- Regional offices throughout the U.S.
- Full Coverage Spectrum for Property, Casualty, Accident, Aviation and Marine

Comparison

<table>
<thead>
<tr>
<th>Extended Warranty</th>
<th>Insurance Products</th>
</tr>
</thead>
<tbody>
<tr>
<td>One premium covers one item</td>
<td>One premium covers multiple items</td>
</tr>
<tr>
<td>Multiple year coverage periods are standard</td>
<td>Policies are typically 1 year in length</td>
</tr>
<tr>
<td>Frequency</td>
<td>Severity</td>
</tr>
<tr>
<td>Sellers typically do not need a license</td>
<td>Sellers license required</td>
</tr>
</tbody>
</table>

Reach out to Starr for more information on how a Starr solution can work for you.

Matthew Taylor
Vice President - Extended Warranty
matthew.taylor@starrcompanies.com
813.805.9028

Coverages described herein are underwritten by Starr Indemnity & Liability Company, Starr Insurance & Reinsurance Limited, Starr Specialty Insurance Company, Starr Surplus Lines Insurance Company, Starr International (Europe) Limited, Starr Syndicate Limited at Lloyd’s of London, Starr International Insurance (Asia) Ltd., Starr Property & Casualty (China) Company, Limited, Starr International Insurance (Singapore) Pte., Ltd. Starr Insurance Companies is a marketing name for the operating insurance and travel assistance companies and subsidiaries of Starr International Company, Inc. and for the investment business of C.V. Starr & Co., Inc. and its subsidiaries. The coverages described in this document are only a brief description of available insurance coverage. It is intended for general information purposes only and does not provide any guidance regarding specific coverage available or any claim made thereunder. Any policy described herein will contain limitations, exclusions and termination provisions. Not all coverages are available in all jurisdictions. For costs and complete details of specific policy coverage, please contact an insurance professional by sending an email to the address provided above.