



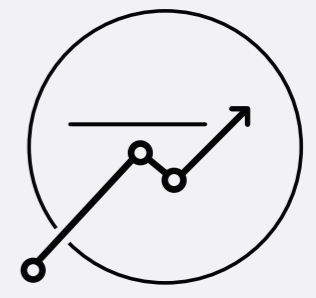
JUMBO-SIZED SOLUTION

Jumbo policy limit breaches take advantage of a blind spot within the industry: insurers' inability to know how much coverage an applicant already has with other carriers. MIB has a solution.



COSTLY PROBLEM

Jumbo limits refer to the amount of coverage in force and applied for on an individual life for automatic reinsurance – generally \$35-\$65 million per person in the U.S. market. Breaches of these limits, whether intentional or not, can leave insurers on the hook for millions in claims.



Total in claims exceeding jumbo limits each year = **HUNDREDS OF MILLIONS OF DOLLARS***

*Data from U.S. jumbo population: 25 carriers placing large face policies



2% of all in force falls into jumbo risk category = **\$72 BILLION**

TOTAL LIFE INSURANCE IN FORCE IN THE U.S. = **\$3.6 TRILLION**

GROWING EXPOSURE



\$1 BILLION/YEAR

Incremental annual jumbo risk in addition to the \$72 billion currently in force. (ACLI Life Insurers Fact Book 2018)

INDUSTRY COLLABORATION

MIB and TAI have combined data sources to create an unprecedented data vault that provides a much clearer picture of jumbo-related activity to identify breaches well before claims time.



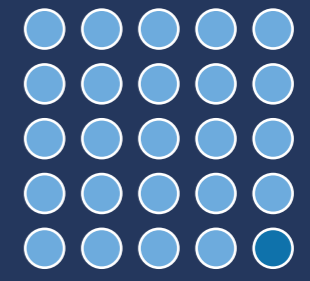
Applied-for

MIB's data identifies new application activity for nearly 100% of applied-for policies in North America



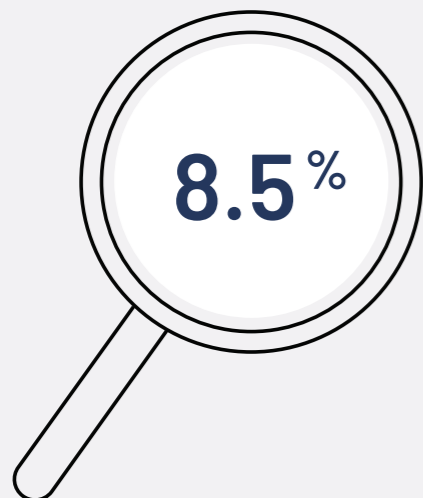
In force

95% of jumbo risk is concentrated in 25 major U.S. carriers; TAI administers 24 of these 25 carriers



PROVEN SOLUTION

Preliminary results from **6 large carriers, 4.5M in-force data records from TAI, 3M MIB Insurance Activity Index application records** revealed thousands of potential violations.



People with over \$30 million in coverage across policies accounted for 8.5% of all in-force face amounts.



Jumbo Service reports identified individuals with as much as \$115M in total coverage.

GOOD BUSINESS

The MIB Jumbo Service is the only data solution in the industry providing insight into both in force and pending application activity.

10x

More than 10 times return on investment in estimated savings for carriers with jumbo policies.



The MIB Jumbo ServiceSM is available to all carriers and reinsurers with jumbo risk business. For more information about how to sign up for the MIB Jumbo Service, contact MIB at info@mib.com.