



*Emmanuel Opatunde*

## Auto Insurance

Landing  
Page

Insurance by  
Coverage

Insurance by  
Customer  
Type

Insurance by  
Policy Type

Insurance by  
Sales  
Channel

Insurance by  
Vehicle



## INSURANCE BY COVERAGE



2069

Total\_Basic\_Coverage

309

Total\_Premium\_Coverage

1099

Total\_Extended\_Coverage

Vehicle Class, Vehicle Size

All

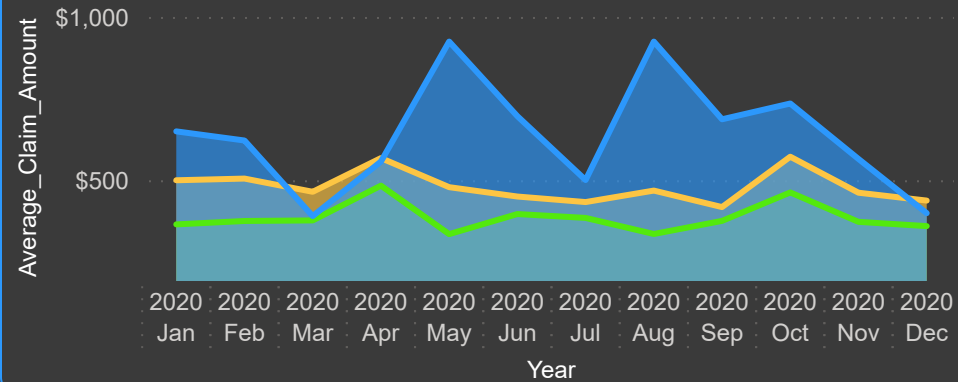
Date

1/1/2020

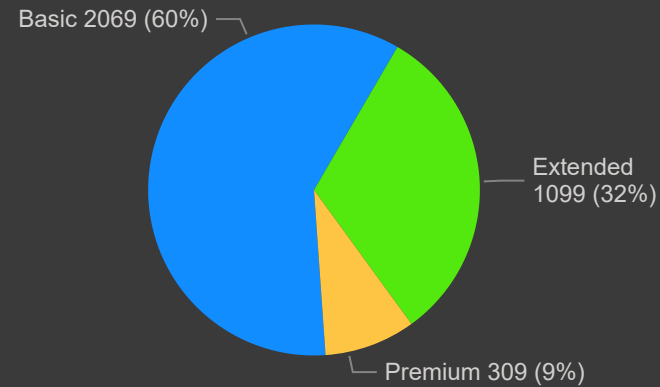
12/31/2020

### Average\_Claim\_Amount by Month, Year and Coverage

Coverage ● Basic ● Extended ● Premium



### Total\_Customer by Coverage



State

All

Policy Type

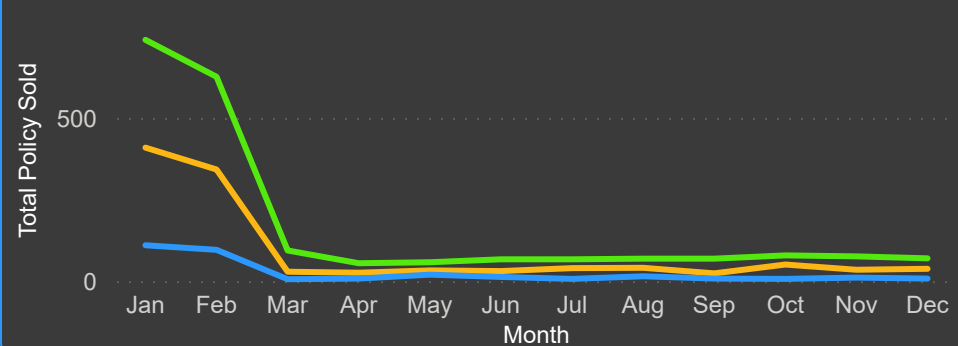
All

Coverage

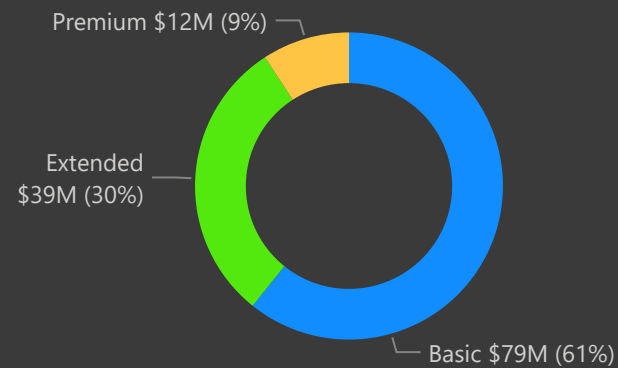
All

### Total Policy Sold by Coverage Type

● Basic ● Extended ● Premium



### Total\_Revenue by Coverage



Sales Channel

Agent

Call Center

Branch

Web



# INSURANCE BY CUSTOMER TYPE

9134

Count of Customer

38K

Average\_Customer\_Income

\$3.96M

Total\_Claim\_Amounts

\$8K

Average\_Amount\_Covered

Date

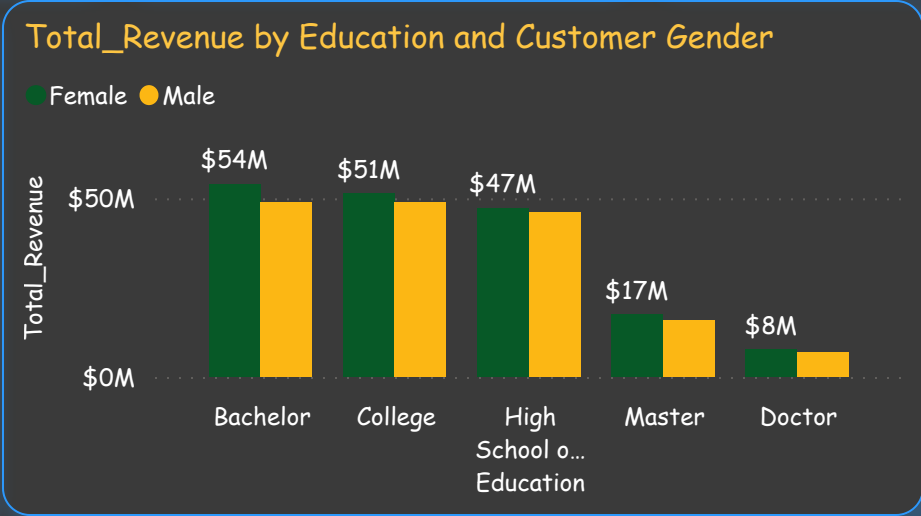
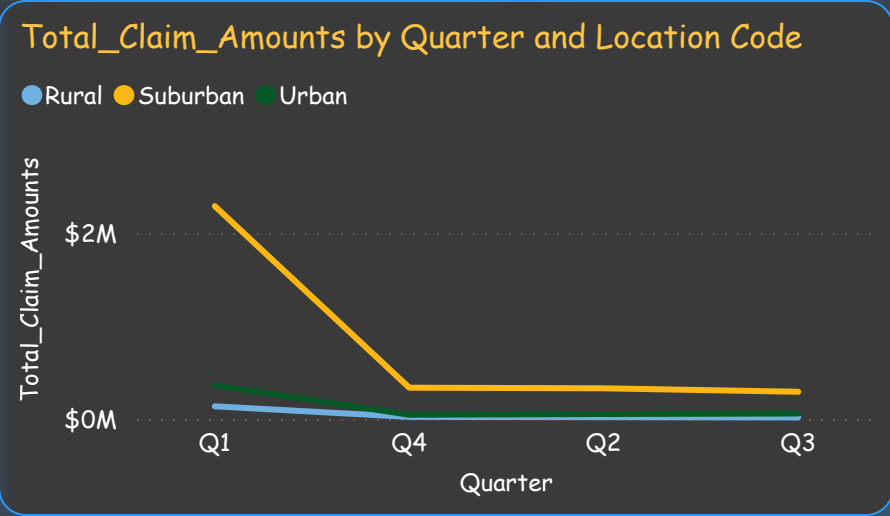
1/1/202012/31/2020

Policy Type

Corporate Auto

Personal Auto

Special Auto



State

Arizona

California

Nevada

Oregon

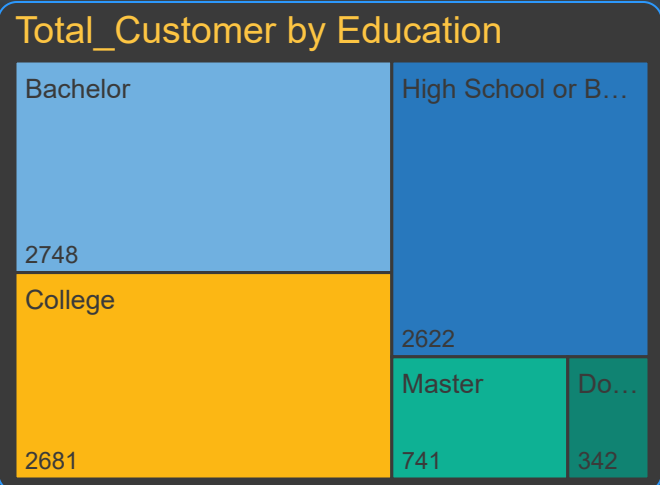
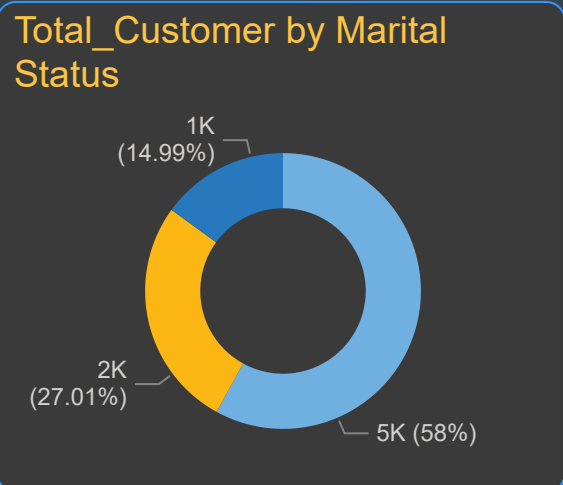
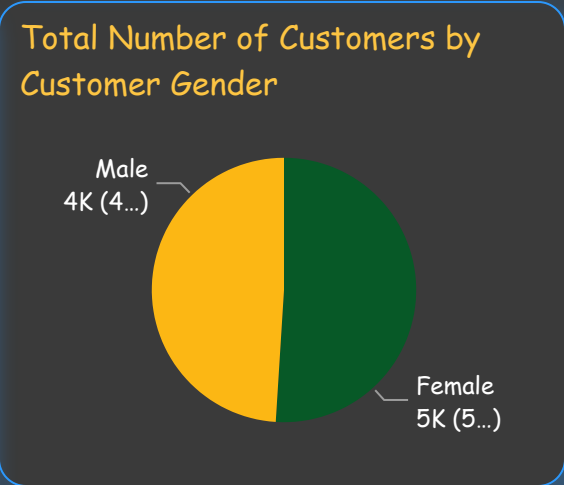
Washington

Coverage

Basic

Extended

Premium





# INSURANCE BY POLICY TYPE

27K

Total\_Policy\_Sold

9134

Total\_Customer

2.97

Average\_Policy\_Sold

\$344M

Total\_Revenue

Date

1/1/2020

12/31/2020



Policy Type

- ☐ Corporate Auto
- ☐ Personal Auto
- ☐ Special Auto

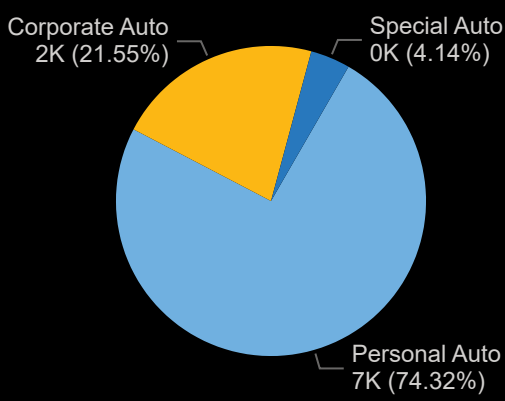
State

- ☐ Arizona
- ☐ California
- ☐ Nevada
- ☐ Oregon
- ☐ Washington

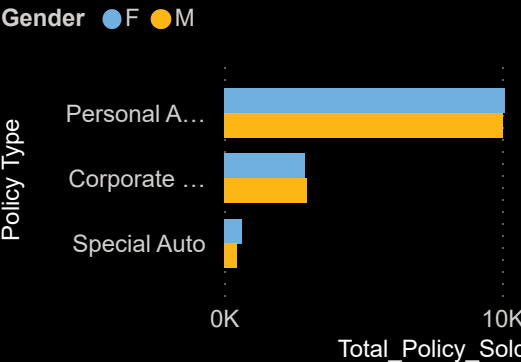
Coverage

- ☐ Basic
- ☐ Extended
- ☐ Premium

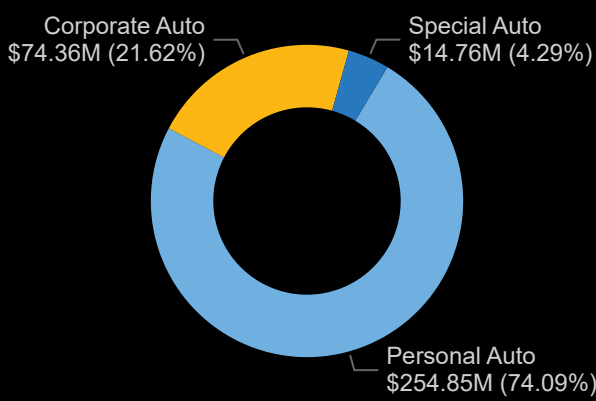
Total\_Customer by Policy Type



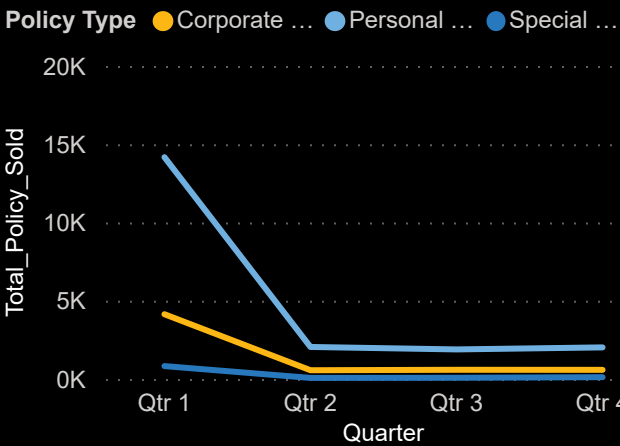
Total\_Policy\_Sold by Policy Type and Gender



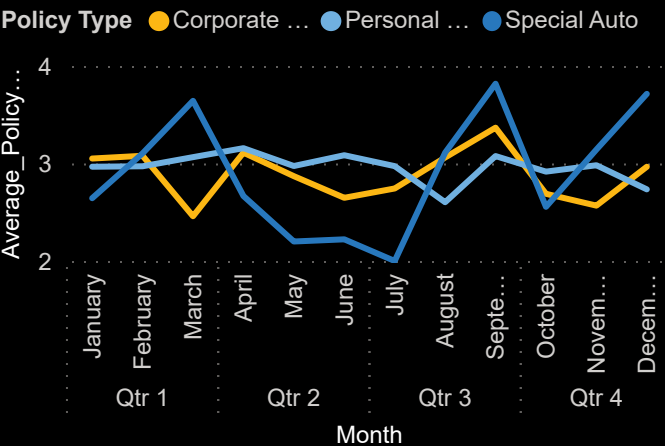
Total\_Revenue by Policy Type



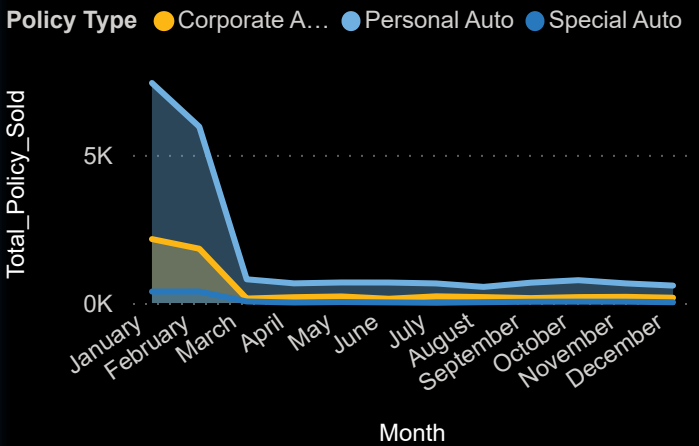
Total\_Policy\_Sold by Quarter and Policy Type



Average\_Policy\_Sold by Quarter, Month and Policy Type



Total\_Policy\_Sold by Month and Policy Type





## INSURANCE BY SALES CHANNEL



9134

Total\_Customer

\$344M

Total\_Revenue

State

All

Coverage

All

Policy Type

All

Sales Channel

All

Date

All

27093

Total\_Policy\_Sold

2567

Total\_Policy\_Sold\_Branch

3477

Total\_Policy\_Sold\_byAgent

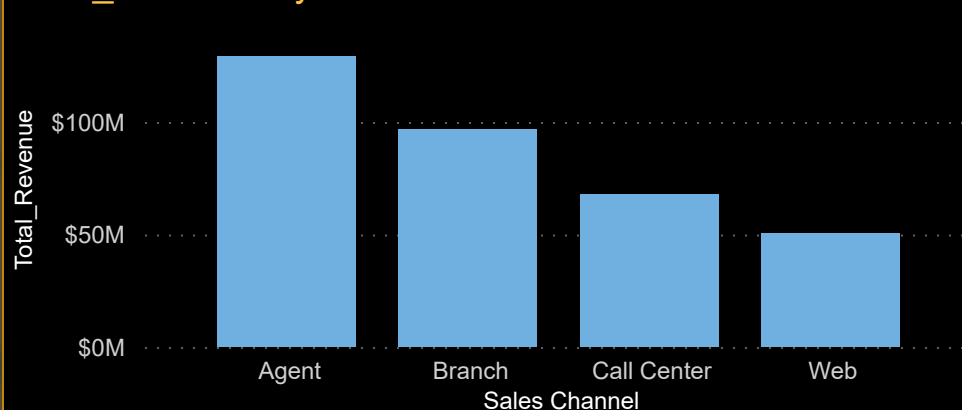
1765

Total\_Policy\_Sold\_CallCenter

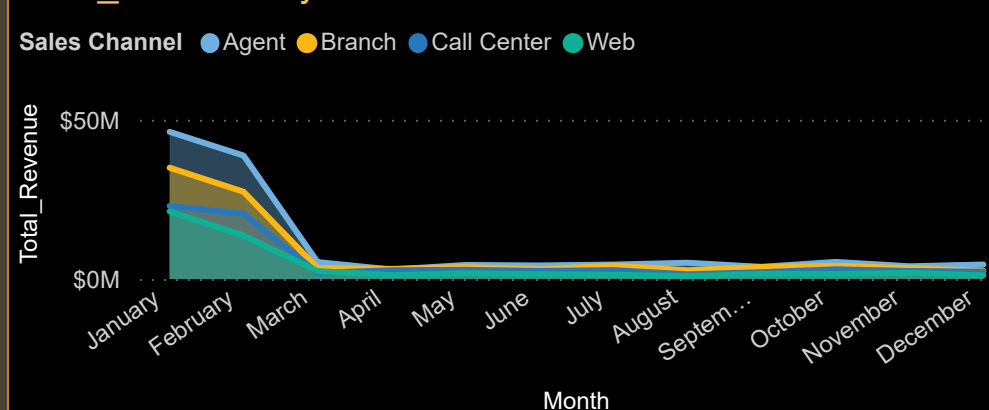
1325

Total\_Policy\_Sold\_Web

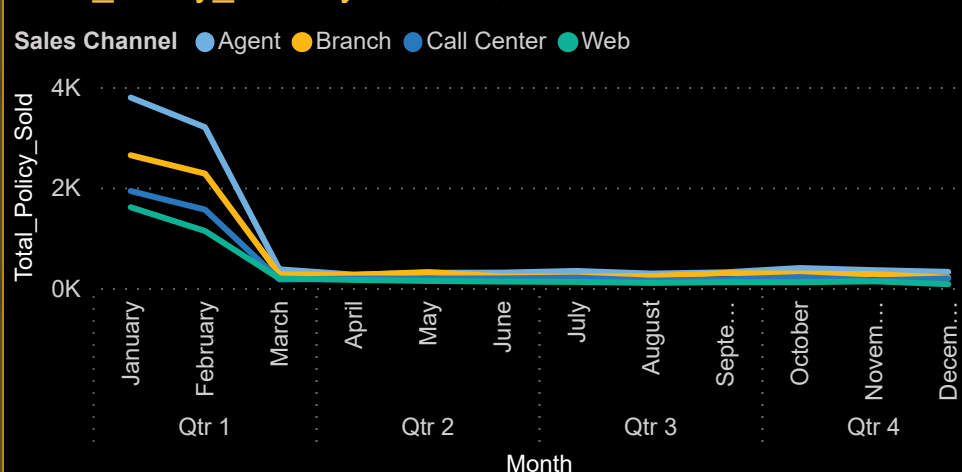
### Total\_Revenue by Sales Channel



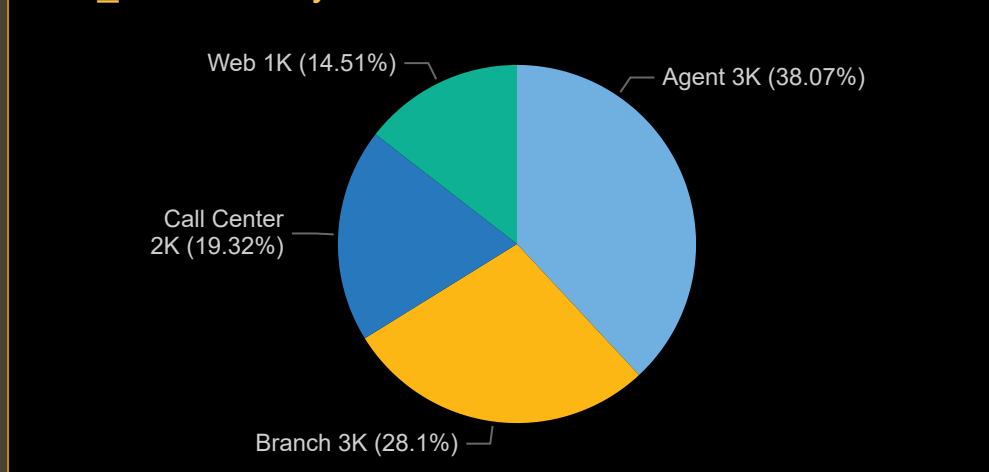
### Total\_Revenue by Month and Sales Channel



### Total\_Policy\_Sold by Quarter, Month and Sales Channel



### Total\_Customer by Sales Channel





INSURANCE BY VEHICLE

Date

1/1/2020



12/31/2020



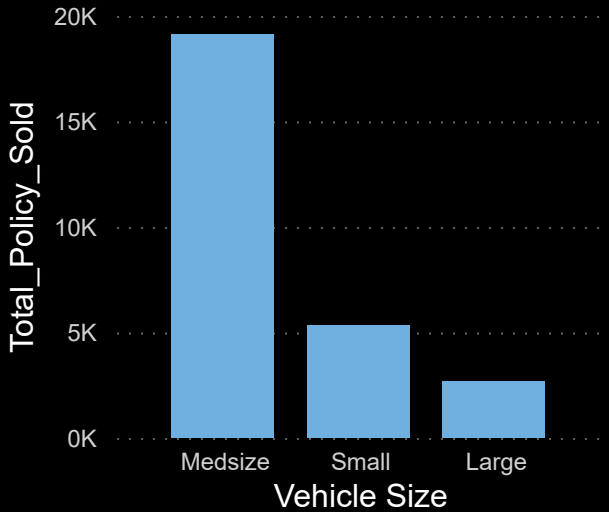
9134

Total Customer

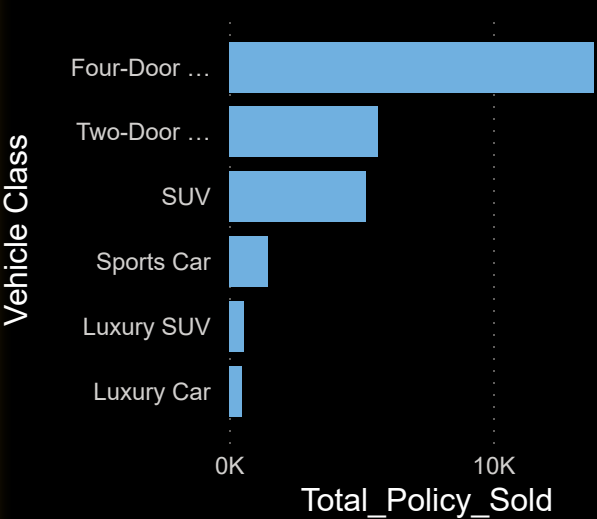
\$343.96M

Total Revenue

Total\_Policy\_Sold by Vehicle Size



Total\_Policy\_Sold by Vehicle Class



Total\_Policy\_Sold by State and Location Code

Location Code Rural Suburban Urban



Vehicle Class

All

State

Arizona

California

Nevada

Oregon

Washington

Policy Type

Corporate Auto

Personal Auto

Special Auto

Vehicle Size

Large

Medsize

Small

Vehicle Class	Total_Rural_Customer	Total_Suburban_Customer	Total_Urban_Customer	Total_Customer	Total_Policy_Sold	Total_Revenue	Total_Claim_Amounts
Four-Door Car	946	2853	822	4621	13818	\$174,667,758	\$1,625,484.6507
Luxury Car	18	127	18	163	486	\$6,325,566	\$184,237.1012
Luxury SUV	23	140	21	184	534	\$6,550,036	\$201,024.6139
Sports Car	102	311	71	484	1467	\$17,149,366	\$270,143.6322
SUV	300	1175	321	1796	5170	\$65,483,103	\$1,022,953.1053
Two-Door Car	384	1173	329	1886	5618	\$73,786,680	\$661,123.9368
Total	1773	5779	1582	9134	27093	\$343,962,509	\$3,964,967.0401