

RISK UNDER
ONE **ROOF**

2024 **K**onnect

Where the
magic[★]
happens



Do More With TCOR

MONICA OLIS

Director – Global Risk Management
HP Inc.

SAM STRIEBLING

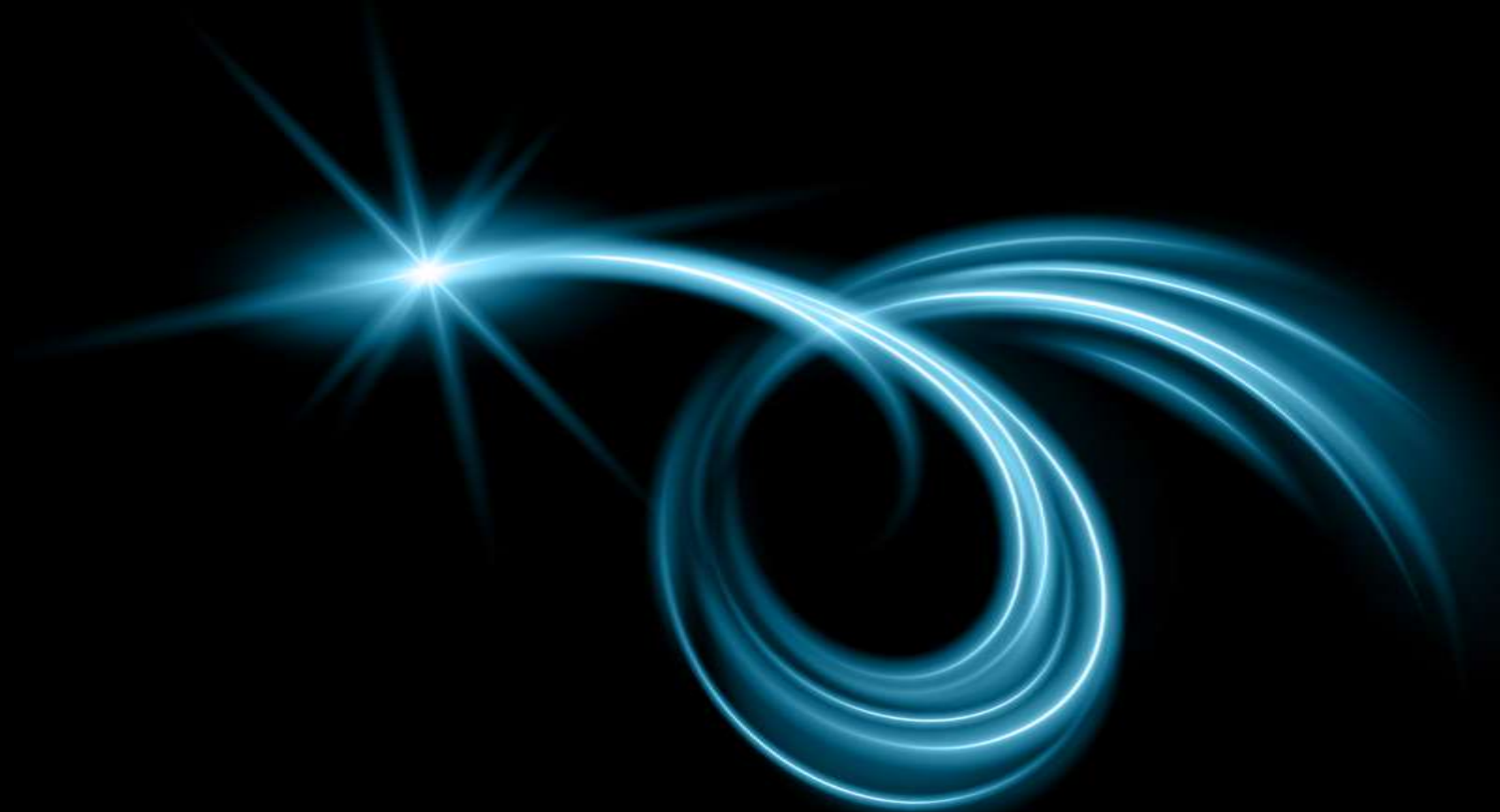
Senior Vice President
Marsh Advisory, Consulting Solutions

ILKA MCHUGH

Principal Customer Success Manager
Riskonnect, Inc.

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About HP



HP Inc.

HP Inc. (NYSE: HPQ)

is a global technology leader and creator of solutions to enable people to bring their ideas to life and connect to the things that matter most. HP believes one thoughtful idea has the power to change the world.



Its products, services and subscriptions portfolio for personal systems, printers, 3D printing solutions gaming, and hybrid workforce solutions helps bring your ideas to life.



Visit [hp.com](https://www.hp.com).

HP Today



\$54B

Revenue in FY23

~58,000

Employees

250,000+

Channel partners

180

Countries³ in operation

28,000+

Patents⁵

#63

on the Fortune 100¹

#1 Newsweek

America's Most Responsible Companies 4 consecutive years²



Among America's Most JUST Companies for 6th consecutive year

TIME

HP's Social Impact Team named **TIME's** 2023 Team of the Year

#12 WSJ

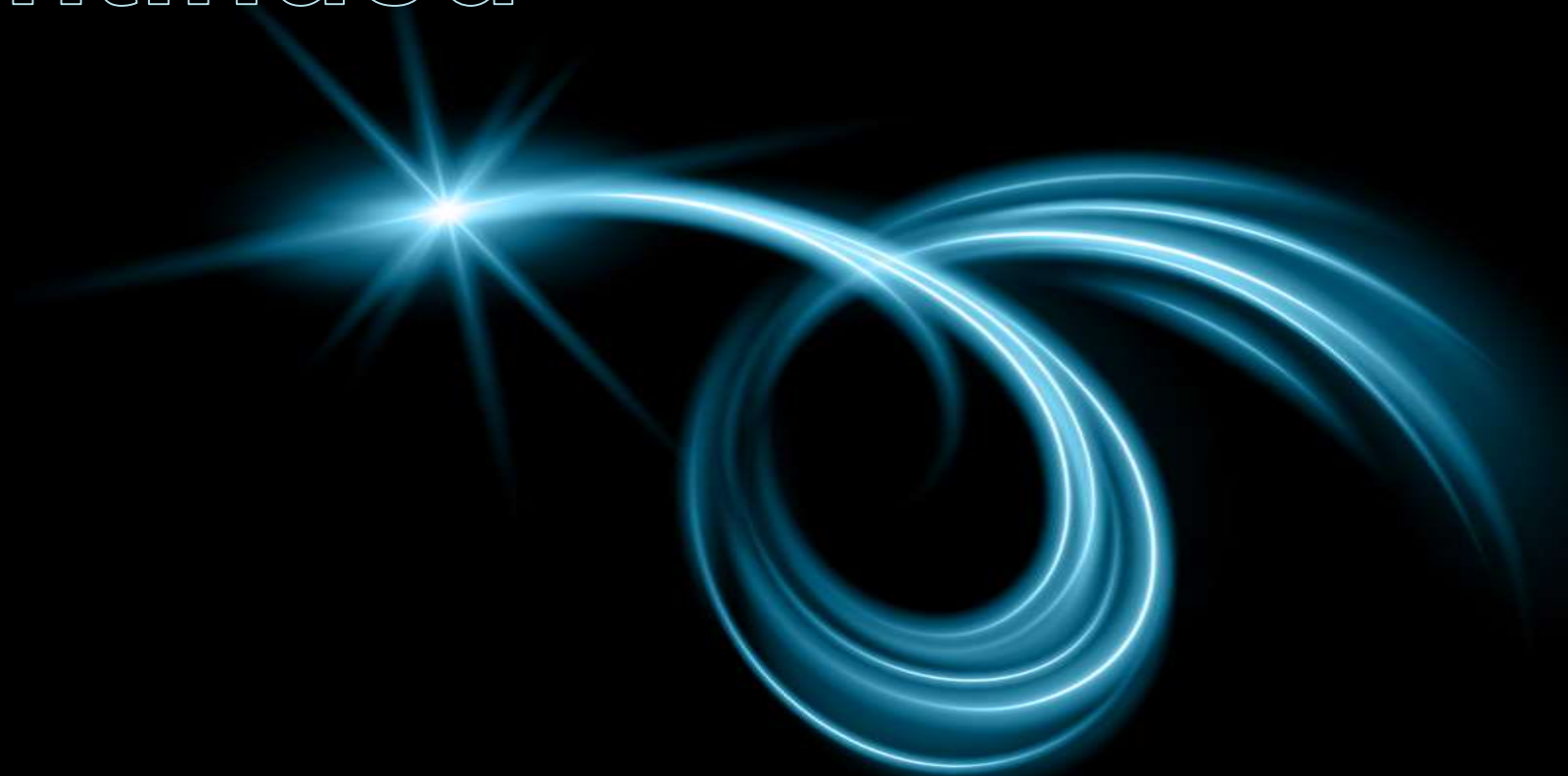
Top 250 Best-Managed Companies of 2022⁴

High level overview of casualty insurance program



- 12 major, global programs.
- 3 Brokers.
- 2 TPA & 1 carrier claim management program.
- 382 active policies (271 domestic and 111 international).
- 1 Captive (Vermont domicile)
- 4 key vendors on risk engineering/property/actuarial

The HP / Riskonnect journey continued



Konnect 2023 Focus: Policies & Premiums



- Looking at total spend across programs with many layers or participants.
- Complex with over 47 carriers on some programs alone.

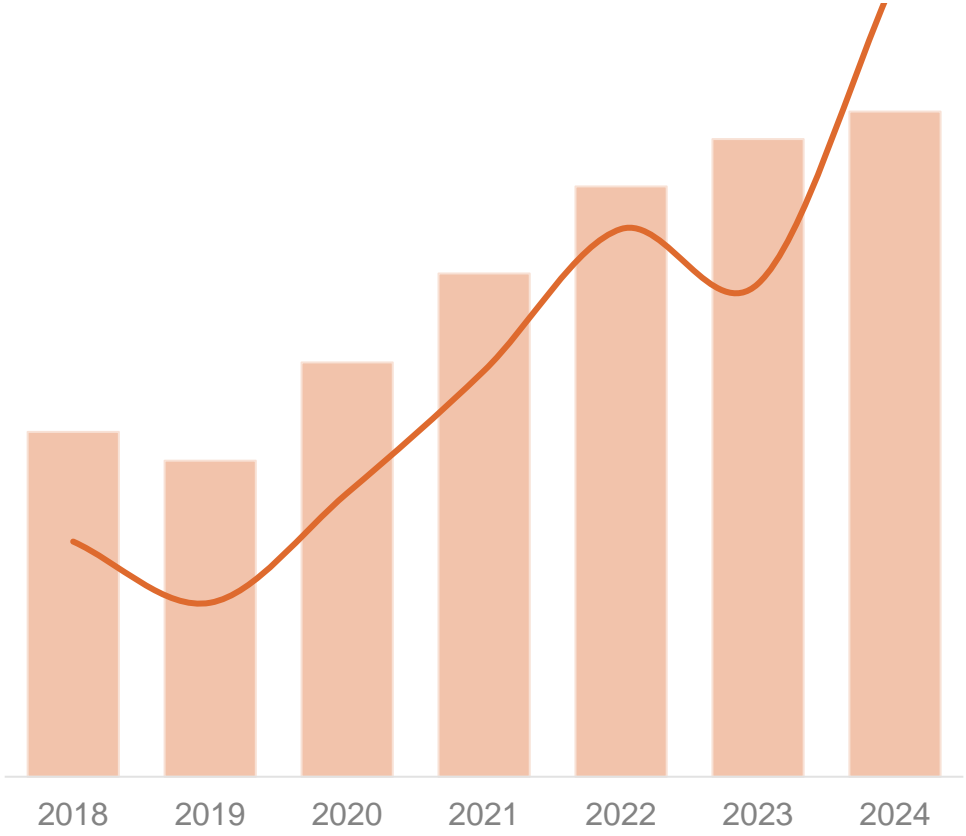


Policy Dashboard – Total premium and premium spent per carrier per year across all lines

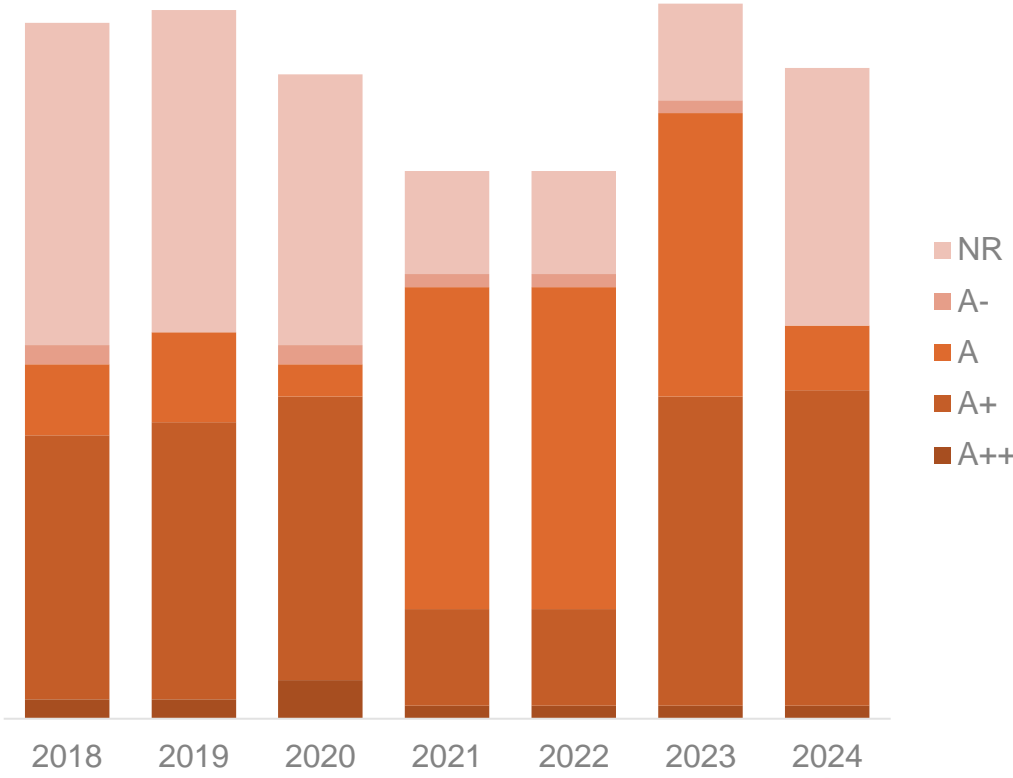


Total Net Premium Policy Trend

Premium costs are summarized to the Policy Expiration year.



Policy Capacity by Financial Rating



Claims - Development



Claim

Claimant Name: [REDACTED] Location: 3 SDG HPIP SDG Imaging and Printing Date of Loss: 8/1/2023 Status: Closed Net Paid: 14.00 Net Incurred: 14.00

Details Litigation Data **Financials** Notes Work Status Files Related

LDF Financial fields

Developed Incurred: 14.000 Developed Paid: 14.000

LDF Financial fields

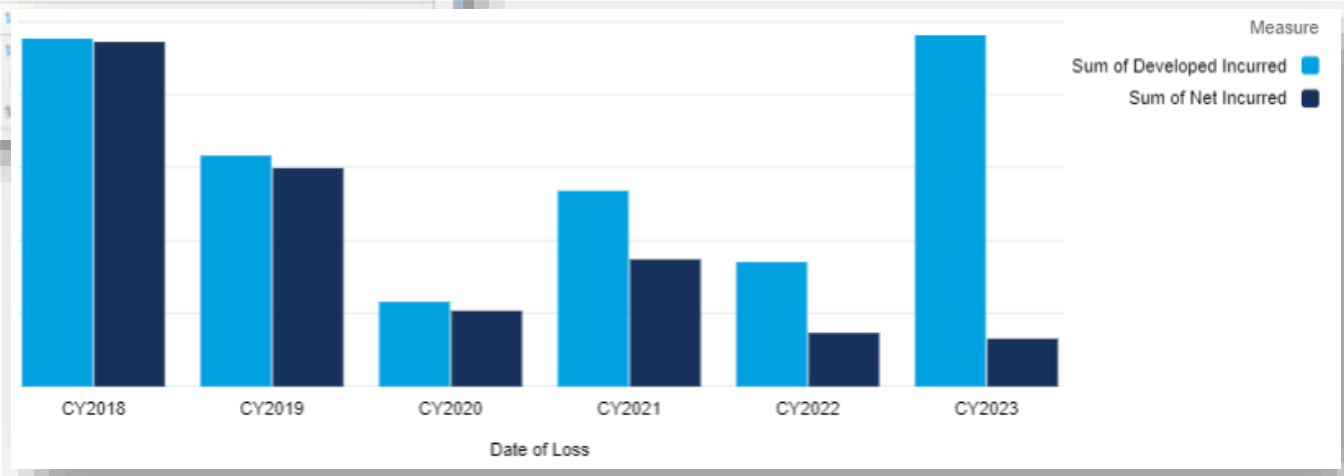
Incurred Development Factor: 5.601 Paid Development Factor: 16.350

10/4/2023 All Sources Currency: USD Reserve Payment Recovery

CATEGORY	INCURRED	PAID	OUTSTANDING
Medical	0.00	0.00	0.00
Indemnity	0.00	0.00	0.00
Expense	14.00		
Gross Total	14.00		
Recovery	0.00		
Net Total	14.00		

Claim Development is provided on the Claim Financial Screen

Developed Incurred & Paid as reporting options

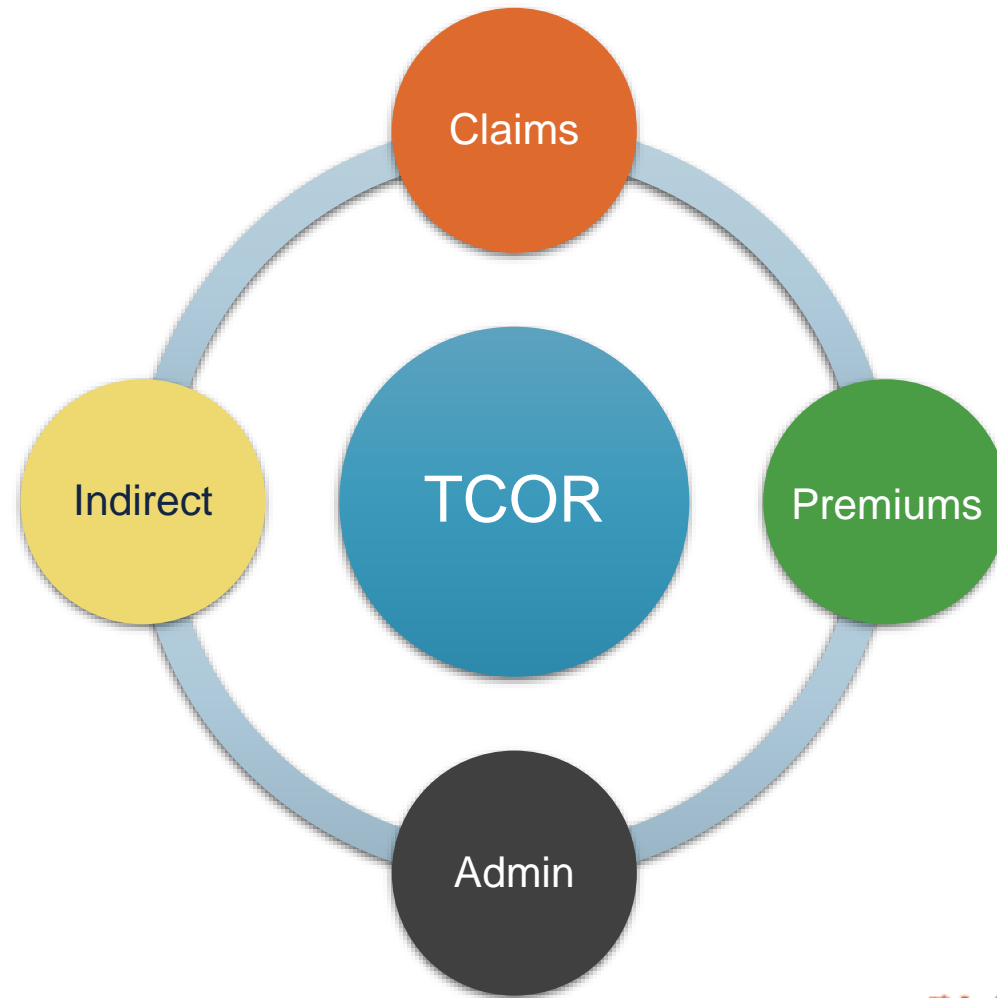


Steps to enhance understanding of TCOR



Components

- Premiums
- Participants
- Claims (developed)
- Administration
 - TPAs
 - Location Surveys
 - Consulting / Actuaries
 - Loss Engineering
- Indirect Costs (i.e. personnel time/dept. costs)

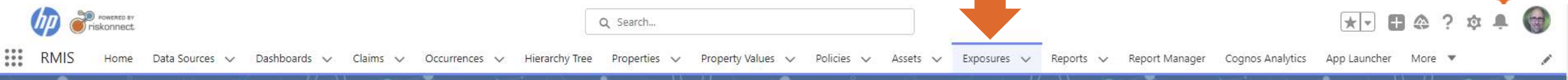


TCOR and Risk Management



- Risk Transfer costs
 - Premiums and associated and admin
- Risk Retention costs
 - Claims, non-insured claims, retention, admin, lost earnings
- Technology costs (internal / external)
- Internal Risk management costs
 - Personnel, IT, admin, governance
- Control Costs
 - Engineering, value chain RM, continuity-, control-, and mitigation costs
- External RM costs
 - Use of external risk management & assurance services

TCOR and next considerations



- Link Costs to Exposure data to get cost basis:
- Auto costs per Auto (Assets).
- Property Claims per \$10M TIV from Property Values.
- WC claims per \$1M payroll.
- GL costs per \$1M in revenue.

Total Cost of Risk Summary

Displaying the Total of Cost of Risk and TCOR Rate, covering costs arising from the insurable side of your organization: Losses arising from Claims, insurance premiums, and claims, 3rd party and administration costs. Select a 'view by', and amend the time range in scope. Dates reflect financial year rather than loss year. To drill down on the charts use the 'expand details' button and explore other levels of data.

View by: YEAR

Period: Financial Year

Year Selection: Minimum 2017, Maximum 2020

TCOR for 2020: \$2.31M ▼ -80%

TCOR Rate / \$1K Revenue: 11.01 ▼ -63%

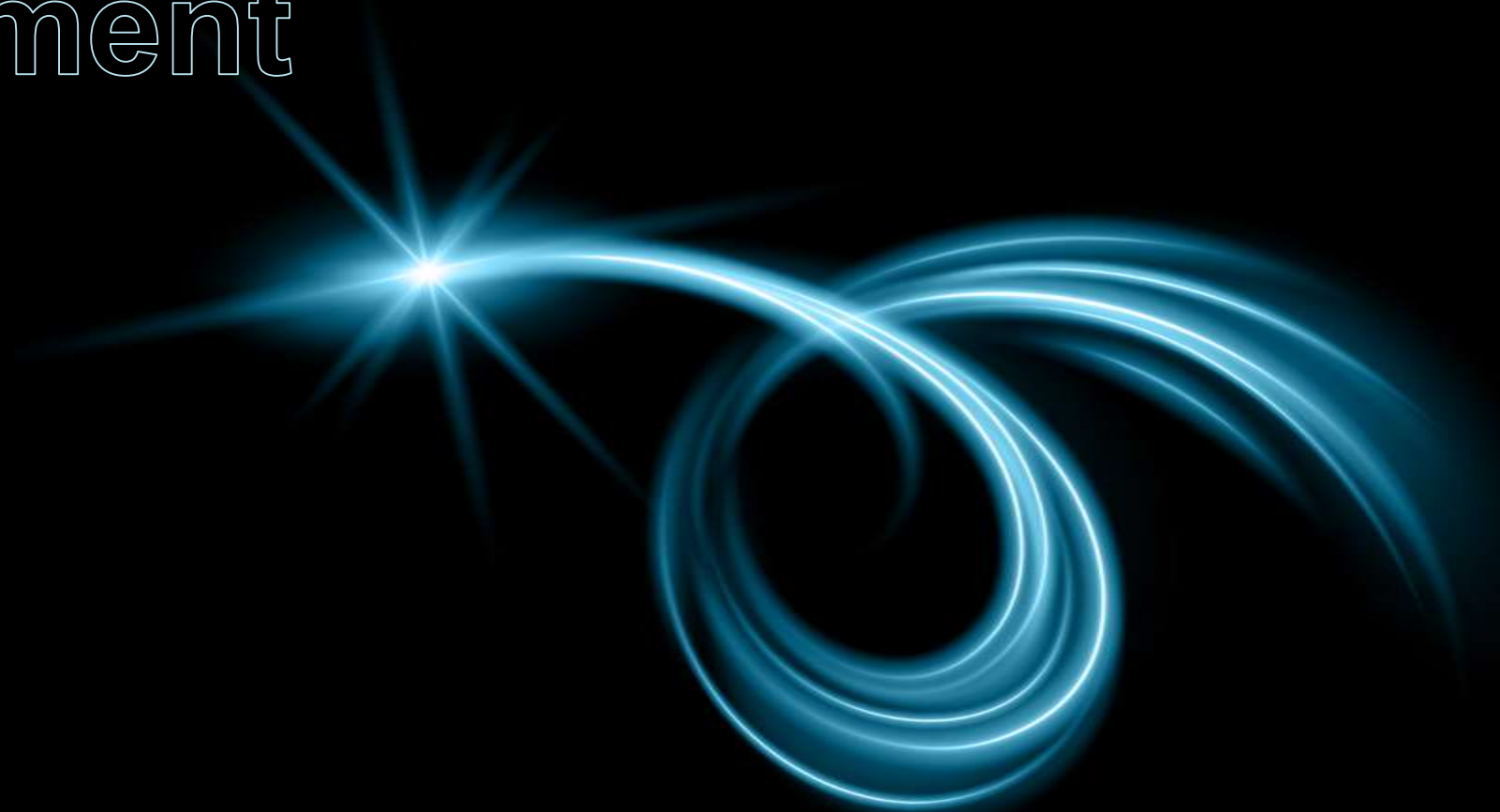
Loss Ratio: 378% ▼ -68%



Losses	\$1,778,100
Premiums	\$40,400
Admin Costs	\$94,100



Data alignment



Coverages and Exposure Values



PDBI (inc. Property losses) | Liability (GL, Cyber..) | Marine
Aviation | Auto/Fleet | Financial Lines



Allocations

- Per Business unit
- Per country
- Per division
- Per Continent
- Premiums
- Costs
- Admin Costs
- Claims
(incurred and developed)





DEMO



TCOR and TCOR with Rationalizer

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Questions?

Thank You

In remembrance and appreciation of Ken Rizzuto.



Ken Rizzuto led HP Inc.'s Global Risk Management team for 7 years and his impact was felt throughout our company. He was an inspiring leader and mentor to many. In addition to many achievement in his role as our Director, he championed the development of a TCOR platform for HP.

Ken lived the values of HP in his authenticity, positivity and integrity. He brought expertise, dedication and fun to every challenge. He is deeply missed. Thank you to RisKonnnect team for your partnership with Ken and with HP.



HP Inc.
Global Risk Management Team

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Questions?



Thank You!

CONNECT WITH ME.



MONICA OLIS

e: monica.olis@hp.com

t: +1 210.317.9553

in [in/monicatobiasolis/](https://www.linkedin.com/in/monicatobiasolis/)



SAMUEL STRIEBLING

e: Samuel.Striebling@Marsh.com

t: +1 770.891.8936

in [in/sam-striebling-2381345b](https://www.linkedin.com/in/sam-striebling-2381345b)



ILKA MCHUGH

e: ilka.mchugh@riskconnect.com

t: +447500207850

in [in/ilkamchugh](https://www.linkedin.com/in/ilkamchugh)