Lemonade

Insuring Autonomous Vehicles

National Conference of Insurance Legislators

Summer 2026

Why is insurance unloved?

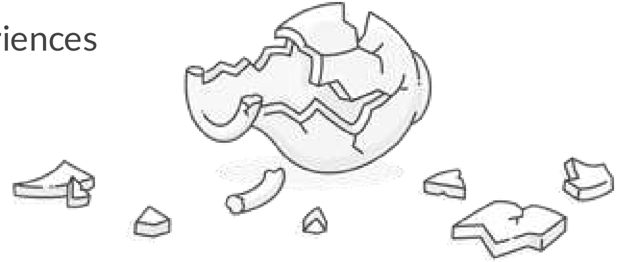
Lots of Consumer Pain Points

Perceived conflicts of interest between carriers and their customers

Time-consuming processes/ lots of paperwork

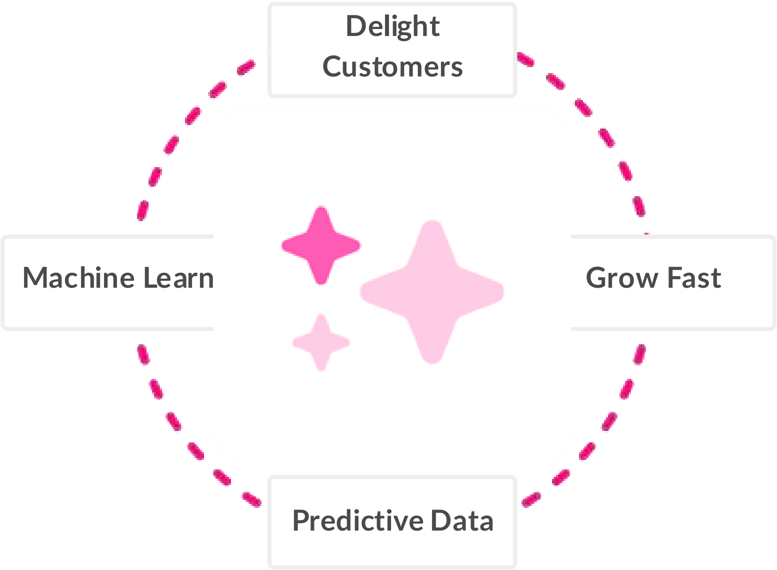
Unclear what policies actually cover

Low-quality/painful service and claims experiences



Lemonade's is a digital insurance company - built on AI - can delight consumers, collapse costs, and quantify risk like never before

Win with Technology



Accuracy

Efficiency

The tech can delight our customers

>50% of claims paid instantly

Purchase a policy in <90 seconds

J.D. POWER

Forbes 2026 AMERICA'S BEST INSURANCE COMPANIES

BEST U.S. News Ranking

RATED 4.9/5 IN THE APP STORE

Top insurance products as rated by JD Powers, US News, Forbes, and our own customers

Autonomous Driving Discounts

Lemonade Car

Lemonade Car

• Granular & Fair Pricing

Leveraging advanced AI to map risk to price as precisely and granularly as permitted under law.

• Telematics Will the Norm

Shifting the paradigm by making pay-per-mile and telematics the standard, not the exception.

• 50% OFF — The Safest Driver of All

AV Discount for Tesla Drivers

Reward the safest drivers on the road with a discount while operating in FSD mode.

Lemonade AV Discount

- **The Idea:**
  - AV's are safer than human drivers
  - Tesla has a self-driving mode for its customers
  - When customers engage that mode, they're "driving" more safely
  - We should discount the premium when the AV mode is engaged

- **The Data:**
  - Tesla reported an approximately 50% reduction in crashes by customers in AV mode
  - Lemonade worked with Tesla to be able to know when the customer was using the AV mode

- **The Hurdle:**
  - Filing and approval of the discount

- **The Result:**
  - So far, we're live in Arizona, Oregon, Indiana and Colorado

The Future of Auto Insurance: “Fairer” Pricing

Shifting Beyond Traditional Variables

Our AV pricing can make pricing more **“fair”** in the sense that we tie premiums to real-time road risk.

We can reduce reliance on demographic proxies like **age, gender, and location** that traditional insurers depend on.


WHAT COMES
NEXT?

National Association of Insurance Commissioners & The Center for Insurance Policy and Research

CIPR Event:
Gearing Up for Autonomous Vehicles

As of 8/22/16

Sunday, August 28, 2016
Manchester Grand Hyatt
San Diego, CA

2:00 **Registration Check-in**

3:00 **Opening Remarks**
Introduction: Overview of the Program
— *Teresa Miller, Commissioner*
Pennsylvania Insurance Department

3:10 **The Changing Auto Safety Landscape**
This presentation will discuss current trends in the auto insurance industry.
— *Robert Gordon, Senior Vice President, Policy Development and Research*
Property Casualty Insurers Association of America—PCI

3:40 **A Brave New Road: Technological Advances bring New Dangers and New Opportunities**
This panel discussion will explore how the integration of technology into vehicles could potentially transform the auto insurance market. Discussions will include the potential implications of mobility sharing and autonomous vehicles on insurers' future business models. These transportation advances may lead insurers to rethink their strategies related to underwriting, claims, distribution channels and product mixes.

Lemonade

Thank you