



Investor Presentation

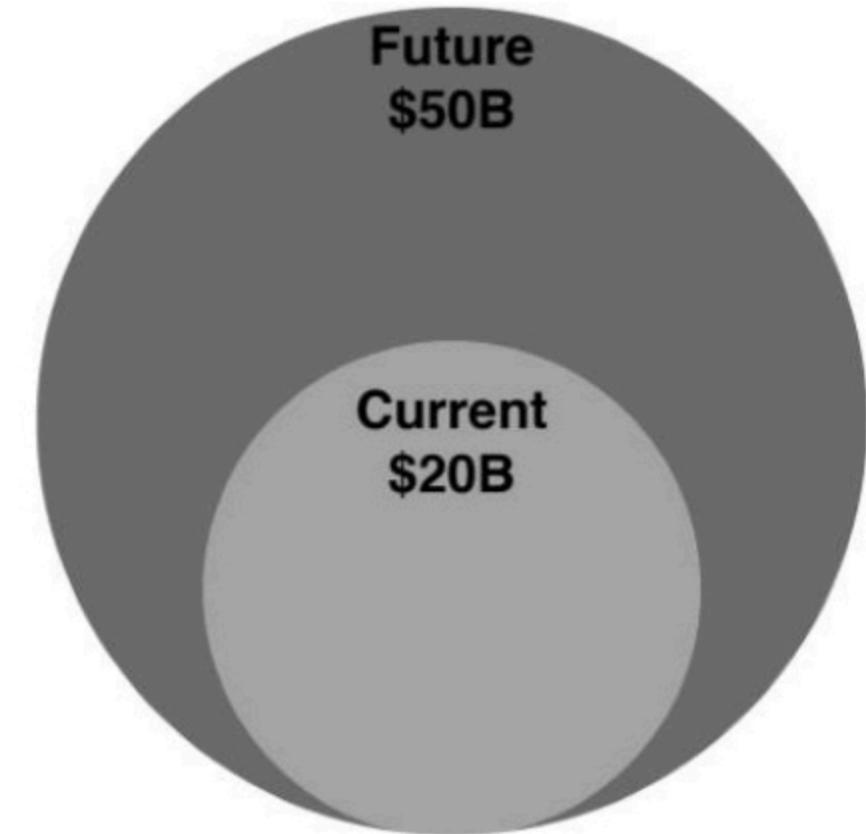
FEBRUARY 2021

Tackling a massive market with headroom for growth

SME Awareness of D&O Insurance



US Private Company Management Liability Market



Focused on a market that is underserved



US



Private



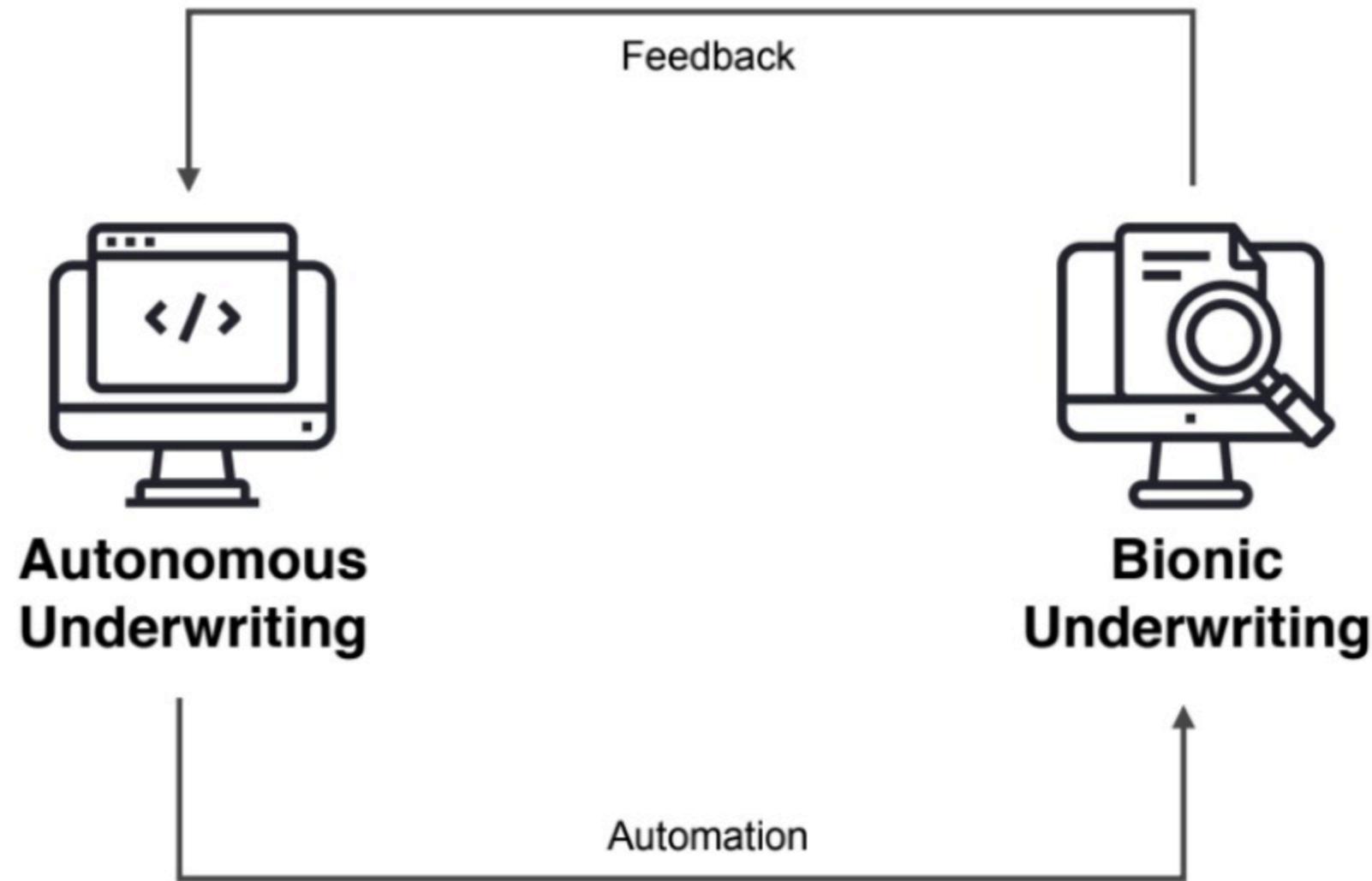
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Combining our digital risk profiles with 85 years of underwriting experience



Insurance Team Experience



Winning the hearts and minds of brokers

"Counterpart is thinking about management liability in a thoughtful and refreshing new way. We are already seeing value."

Jon Reiner, Executive Vice President
RT Speciality

"Ease of use is paramount in today's fast-paced environment and the Counterpart platform solves many of the challenges facing our industry."

Ryan Collier, Chief Digital Officer
Risk Placement Services, Inc.

"Their innovation, responsiveness, and knowledge of the product goes unmatched. No other start-ups or long term carriers come close."

Jeff Hays, CEO
RLA Insurance

"The Counterpart team has been an extremely valuable partner in this evolving marketplace."

Matt Shanks, Executive Vice President, Professional Lines
AmWINS Group



Converting paper into bytes

**Counterpart** | Surplus Lines Quote for Aliro Incorporated QUOTE NUMBER
278543 | QUOTE EXPIRES
01/30/22

1. Review Coverage2. Complete Subjectivity3. Bind Coverage

Review Coverage

+ Directors & Officers	LIMIT \$1,000,000	RETENTION \$5,000	PREMIUM \$4,000
+ Employment Practices	LIMIT \$1,000,000	RETENTION \$5,000	PREMIUM \$4,000
+ Crime	LIMIT \$1,000,000	DEDUCTIBLE \$5,000	PREMIUM \$4,000

Summary

Directors & Officers	-1% \$4,000
Employment Practices	-7% \$2,500
Crime	\$2,500
CA Surplus Lines Tax	-7% \$200
CA Surplus Lines Tax	-7% \$100
XYZ Policy Fee	\$150
Total Due	ⓘ \$6,345

Documents

- 📄 Quote Bundle ↓
- 📄 HR Counterpart.pdf ↓
- 📄 Coverage Highlights.pdf ↓
- 📄 Policy Specimen.pdf ↓

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Identifying and mitigating the risks of small businesses

Risk Assessment

Putting Counterpart front and center

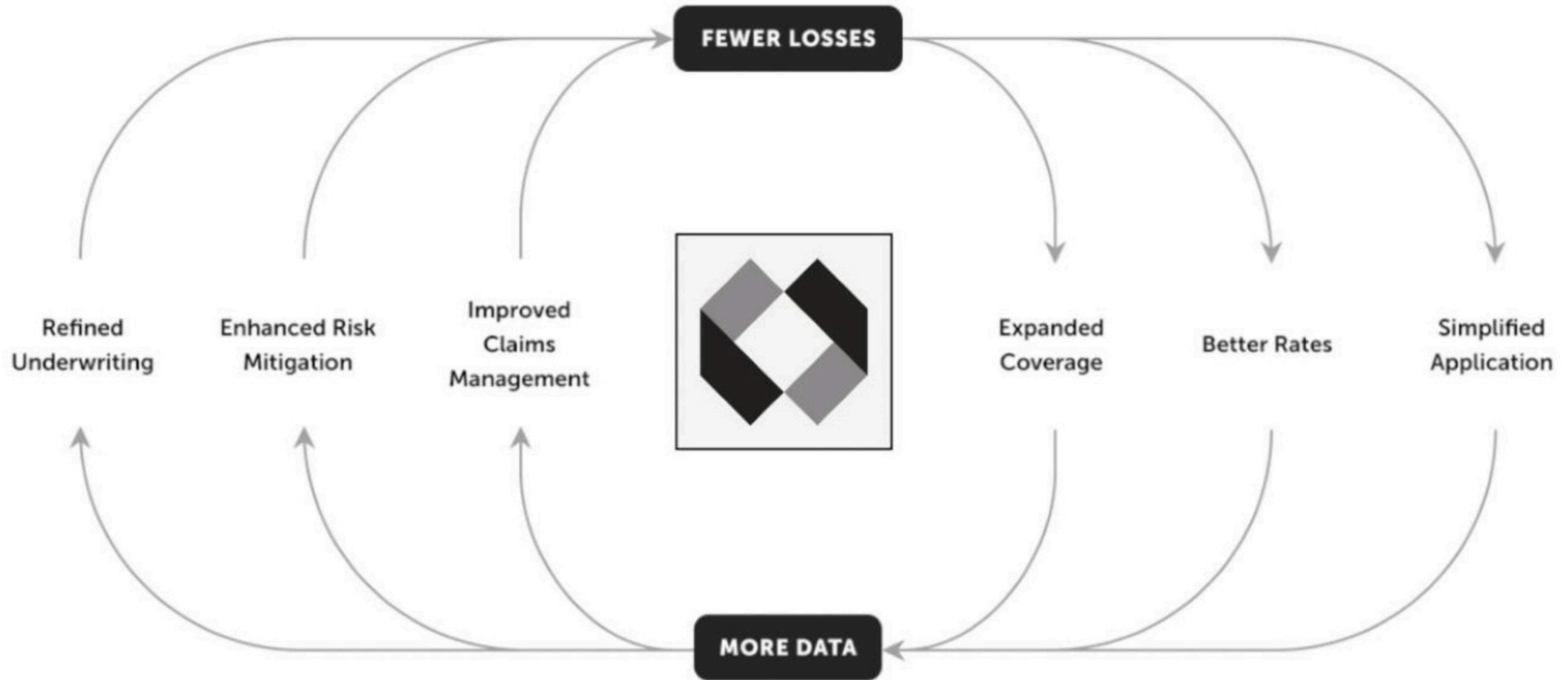
The screenshot shows a web interface for a risk assessment report. On the left, there is a sidebar with the Counterpart logo and the text "RISK ASSESSMENT Dames Joh". The main content area is titled "Button Inc Risk Assessment". It includes a section "How we calculate your risk" with a paragraph of text. Below that, it displays "MEDIUM Exposure Rate" with a gauge chart showing a needle pointing to the "MEDIUM" section. The "Risk Exposures" section lists several categories, each with a ranking of "124th Out of 100 Industries" and a brief explanatory text. At the bottom, there is a footer with "ONE APPL 01-0820", "Everest Insurance Company", and "Page 2".

HR Counterpart

Key data and next steps where brokers operate from

The screenshot shows a login page for HR Counterpart. On the left, there is a large image of two women sitting at a table in a modern office setting. Overlaid on the image is the text "Get answers to your most pressing employment challenges". The HR Counterpart logo is in the top left corner of the image. On the right, there is a "Welcome!" heading, followed by the text "Log into the HR Counterpart Resource Center." Below this are two input fields for "Username" and "Password", and a "Sign in" button.

Virtuous circle fueled by organic growth and partnerships





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