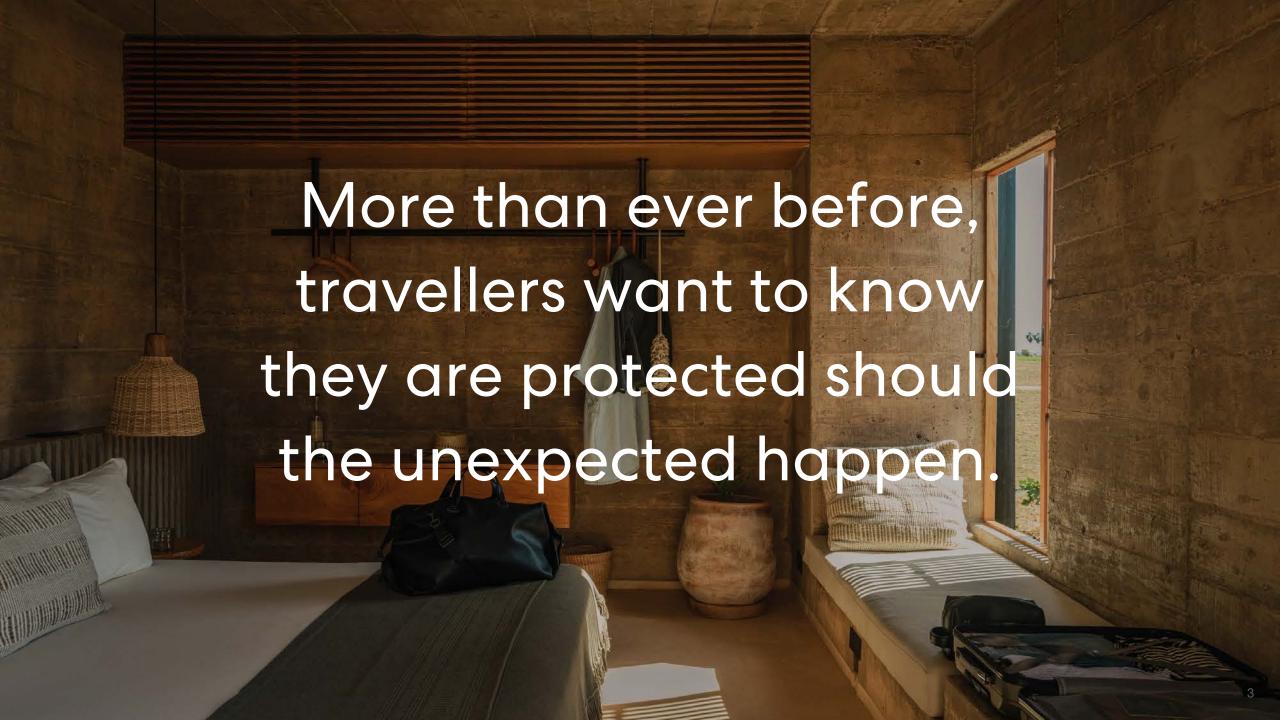


## Trip insurance overview

PRODUCT, COMMERCIALS, SUPPORT



## Global travel insurance market forecast



\$143.5B

Projected size of the global travel insurance market by 2031



20.1%

Compound annual growth rate from 2024-2033



## Decoding the travel advisor client

Australian travellers are more likely to want help with travel insurance policies than the average traveller globally

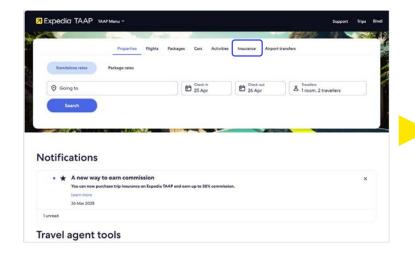
Note:  $\uparrow \downarrow$  Arrows indicate when data points are 3 percentage points above or below the global average.

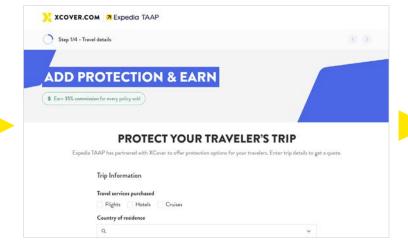


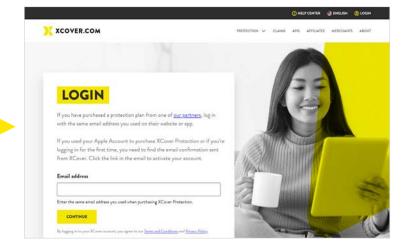


## **XCover.com for Expedia TAAP**

End-to-end experience







Get started by selecting *Insurance* from the Expedia TAAP storefront.

Provide quotes to your travellers and purchase protection from XCover.com for Expedia TAAP.

Once a protection plan is purchased, travellers can access their XCover Account to view their documents or make changes.



## Why XCover?



TRUSTED PROTECTION

XCover has protected over 40 million travellers in the past decade, with customisable coverage options backed by some of the world's largest insurers.

DYNAMIC PRICE OPTIMIZATION

Competitive and personalized pricing that is dynamically optimized based on real-time data and customer behavior.

QUICK CLAIMS RESOLUTION An award-winning end-to-end digital claims experience for travellers with approved claims paid out fast, in 90+ currencies.

### **XCover Protection**



## Travel services

#### Included in beta:

- ✓ Flights
- ✓ Hotels
  Includes alternative accommodations like vacation rentals.
- ✓ Packages
- ✓ Rental cars
  Part of package booking only, covers the cost of cancelling.



#### **Travellers**

- Residents of Australia and New Zealand
- Policyholder (Traveller 1) must be 18+
- Maximum of 25 Travellers per type: Adults (18+), Child (3-17), Infant (0-2)
  Only the policyholder will be provided with an XCover account. Groups of travellers will need to perform all policy-related activities through the Policyholder.
- No age limitation for inclusion



## Coverage options

Protect a traveller's full trip or select separate policies to customise their coverage.

#### International travellers

#### **AU** residents

- Comprehensive Protection
- Medical Protection
- <u>Trip Cancellation</u>

#### NZ residents

- Comprehensive Protection
- Medical Protection
- Trip Cancellation

#### Domestic travellers

#### **AU** residents

- Comprehensive Protection
- Trip Cancellation

#### NZ residents

- Comprehensive Protection
- Trip Cancellation



### Need to know!



01

#### Terms and conditions

A <u>Travel Insurance Addendum</u> to the Expedia TAAP Affiliate Agreement applies when using travel insurance.

Full terms and conditions can be viewed <u>here</u>.



02

#### **Commissions**

During beta, advisors will earn a <u>35% commission</u> on the total premium amount paid for the policy.

No commission will be paid for policies cancelled within the cooling off period.



03

#### **Cancellation policy**

This product contains a <u>15-day</u> cooling off period, travellers can cancel for any reason within the cooling off period and receive a full refund.

There is no refund where cancellation happens after the cooling off period.



04

#### Beta product limitations

Trip insurance will <u>not be</u> <u>integrated</u> into the following experiences:

- Trips page
- Itinerary page
- Quotation tool

#### Or in your:

- Reports
- Earning statements
- Incentive plan

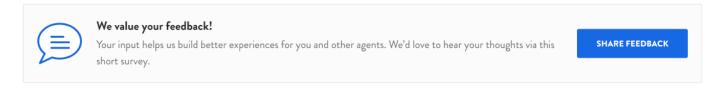


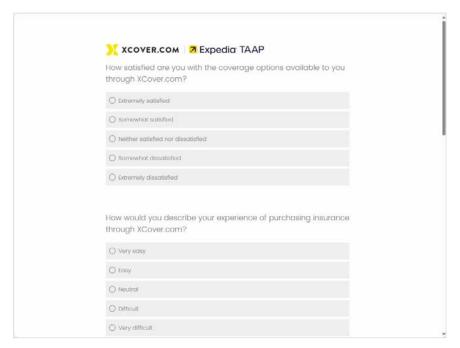
### Provide valuable feedback

By participating in the beta, you can:

- Gain early access
- Help us refine the product

Share feedback by completing the **short survey available from the Order Summary page**.







## Getting support

#### TRAVEL ADVISORS

Reference **TAAP Academy articles** and **downloadable resources** to familiarize yourself with trip insurance. These should be used as first reference point to answer questions.

Reach out to **TAAP Account Management** for assistance if the articles and resources don't resolve the question or if you run into any technical issues or bugs.

**TAAP Agent Support** is not able to manage XCover bookings. Once protection is booked, the traveller (policyholder) should access support and tools via their XCover Account.

#### TRAVELLERS

To ensure travellers receive compliant, risk-free communications about their protection once booked, general support and claims-related questions should always be handled by **XCover** teams (licensed agents).

You should direct them to the self-service tools and support available in their **XCover Account**:

- XCover Account
- XCover Help Centre
- XCover Claims Centre
- XCover Contact Form

## Agency and advisor resources

#### At your fingertips

#### Expedia TAAP Academy

Detailed articles highlighting the new product offering, important guidance to follow when discussing insurance with travellers, and how to book trip insurance.

- Product updates: Trip insurance
- Step-by-step guide: Booking trip insurance

#### Table of Benefits

A quick, easy-to-read summary of the benefits of XCover Protection that you can use to help your travellers understand the protection and which option is right for them.

Table of Benefits

#### Pre-purchase call script

Use this script to confidently talk to your travellers about XCover Protection, purchase protection for them, and answer common questions about the protection.

Call script

#### **FAQ** for travellers

An abridged version of XCover's help content that can help you answer common questions and support your travellers with any issues that may come up. You can also host this on your site as a resource for your travellers.

Traveller FAQ

#### **XCover Help Centre for travellers**

Policyholders will gain access to a dedicated help centre through their XCover Account. This help center answers common questions about managing protection, coverage, claims, payments, and more.

• ttps://www.xcover.com/help/partners/xcover\_taap

#### Canned responses

These pre-written email responses will help you direct your travellers to the XCover resources where they can get help.

• Canned responses

Reminder: Insurance is a regulated activity, claims and customer support questions about XCover Protection must be answered by XCover's licensed claims assessors and support agents.

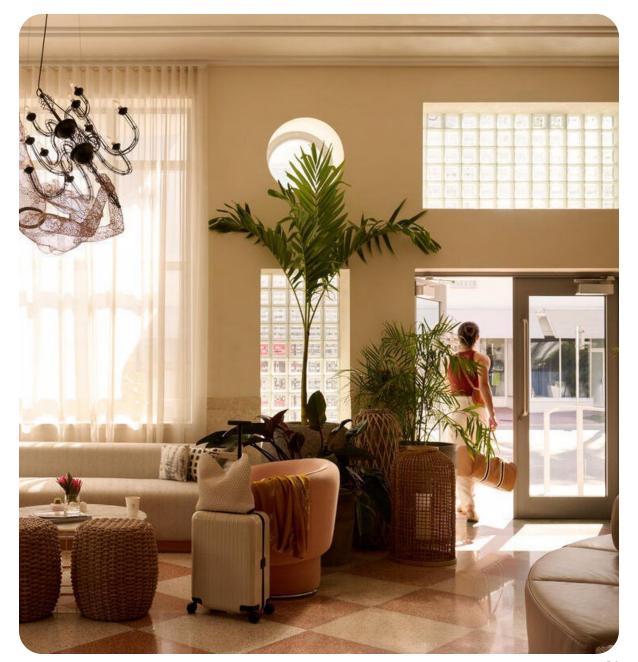
## **XCover Protection**

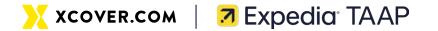
**AGENCY ENABLEMENT** 

## Important information

Due to the highly regulated nature of insurance, it's important that you follow the guidance provided when discussing and offering travel protection to travellers.

You should always refer to the full policy wordings for details when quoting coverage, and communicate with your traveller if you believe they may fall within one of the exclusions for the product they are purchasing.





## Important Do's and Don'ts

Follow these important rules when discussing travel protection



- Refer travellers to their policy wordings
- Provide factual information on inclusions and exclusions stated on the policy wording

<u>Factual information</u> is information that is true, general facts from the policy wording itself or XCover benefits listed in the policy wording.

Provide general statements when speaking to customers

<u>General statements</u> include a description of the coverage and the price. Avoid answering questions about individual features or incidents covered, and direct customers to their policy wordings instead.

Read out the FACTUAL INFORMATION DISCLAIMER included in the available call scripts



## Important Do's and Don'ts

Follow these important rules when discussing travel protection

## DON'T

- Do not talk about the downsides of credit card insurance or any other insurance provider, as this can be considered financial product advice. Instead, focus on XCover Protection benefits and how this might set us apart from others.
- Do not provide Product Advice or Personal Advice

<u>Financial Product Advice</u> means you are comparing, evaluating or judging the financial features of the policy, especially with the intent of persuading the customer to purchase protection. For example, "Travel insurance can save you hundreds if you're injured in France."

<u>Personal Advice</u> is when you provide advice after considering the customer's objectives, financial situation and needs. For example, "I think you would benefit from purchasing protection."

- Do not provide claims information
- Do not download any customer personal information on your personal devices





## What's covered

Understand what coverage options are available when assessing traveller needs

#### International Travellers

- Comprehensive Protection (AU International)
- Medical Protection (AU)
- Trip Cancellation (AU)
- Comprehensive Protection (NZ International)
- Medical Protection (NZ)
- Trip Cancellation (NZ)

#### **Domestic Travellers**

- Comprehensive Protection (AU Domestic)
- Trip Cancellation (AU)
- Comprehensive Protection (NZ Domestic)
- Trip Cancellation (NZ)



Please refer to the full policy wordings for details when quoting coverage.



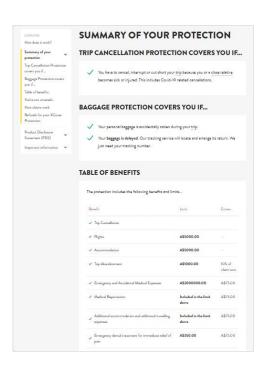


### What's covered

When reviewing available protection options select 'View terms' to refer to the full policy wordings

### Summary of Protection

The XCover Summary of Protection includes a cover sheet with sections for What's Covered/Not Covered and a Table of Coverages (aka Benefits Table) that lists deductibles and cover limits per benefit.

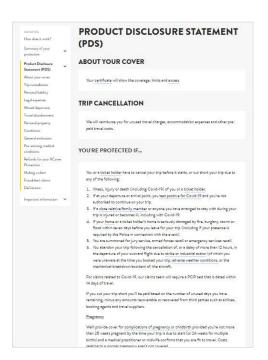


## **Product Disclosure** Statements (PDS)

The XCover PDS will have the full list of inclusions and exclusions for the coverage.

#### Good to know!

It also provides definitions for keywords or phrases that appear in the policy.







### Traveller exclusions

Communicate with your traveller if you believe they may fall within one of the exclusions for the product they are purchasing

#### **Comprehensive Travel**

- Non-AU or NZ Residents
- For any claim due to changes in travel advice from any local government or national authority, or where you are travelling against government advice.
- If you are travelling against the advice of a medical practitioner.
- Losses directly or indirectly arising from:
  - o A pre-existing medical condition
  - o Travelling to a country on sanctioned list\*
- Have a similar product, for example, with a credit card

#### **Trip Cancellation**

- Non-AU or NZ Residents
- Losses directly or indirectly arising from:
  - o A pre-existing medical condition
  - o Incidents which took place prior to the purchase of insurance
- Traveling to a country on sanctioned list\*
- Have a similar product, for example, with credit card

#### **Medical Protection**

- Non-AU or NZ Residents
- For any claim due to changes in travel advice from any local government or national authority, or where you are travelling against government advice.
- If you are travelling against the advice of a medical practitioner.
- Losses directly or indirectly arising from:
  - o A pre-existing medical condition
- Traveling to a country on sanctioned list\*
- Have a similar product, for example, with credit card

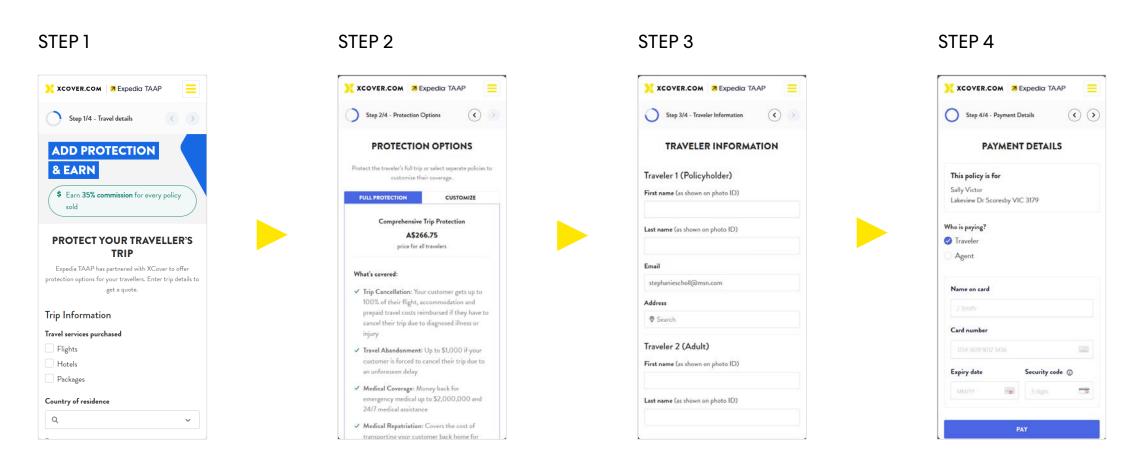
## XCover: Pre-purchase

AGENCY AND ADVISOR EXPERIENCE



## Booking trip insurance

Get started from the Expedia TAAP storefront , select Insurance and you'll be redirected to XCover.com for Expedia TAAP

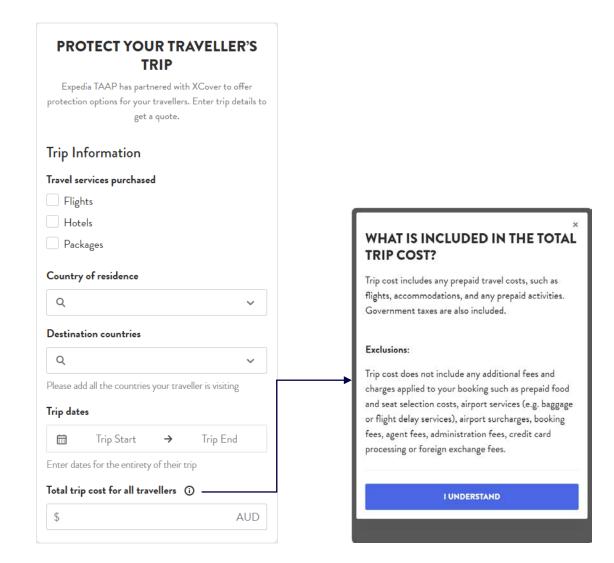


See this TAAP Academy article for more details.



## Calculating total trip cost

- The following travel services can be covered:
  - o Flights
  - o Hotels
  - o Packages
- Accurately calculating the trip cost when getting a quote is crucial for several reasons:
  - Coverage accuracy
  - o Benefit eligibility
  - o Premium calculation



## XCover: Post-purchase

TRAVELLER EXPERIENCE

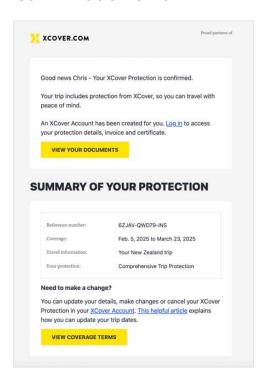


## Managing trip insurance

Travellers get started by activating their XCover Account from a link in their confirmation email

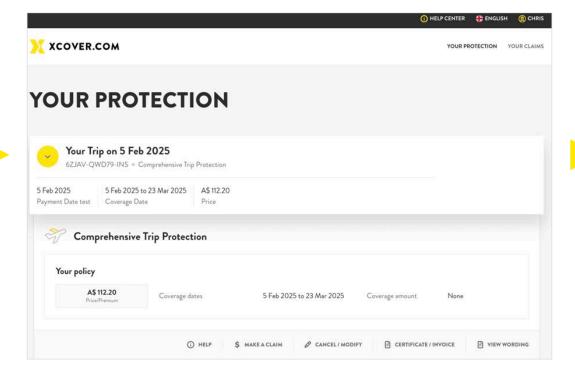
#### STEP 1

#### **Confirmation email**



#### STEP 2

#### **XCover Account**



#### STEP 3

#### **Self-service tools**

From their XCover Account, travellers can:

- Get help
- Make a claim
- Cancel or modify a policy
- View certificate or invoice
- View policy wording

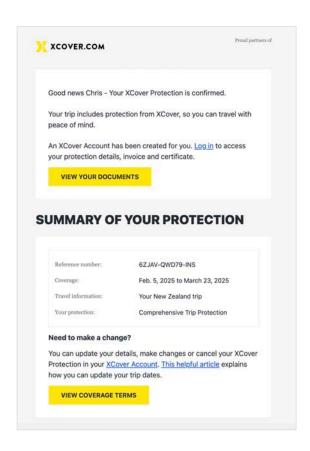


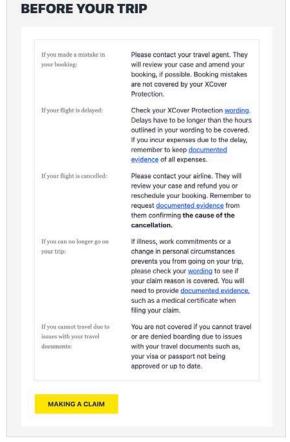
## Everything travellers need to know

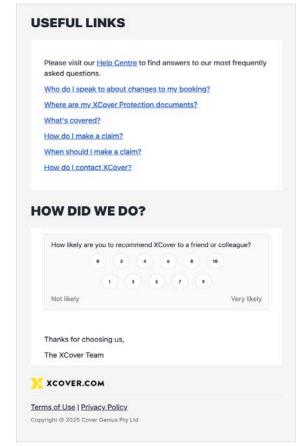
XCover.com Confirmation Email (Sample)

#### The email includes:

- A link to activate their XCover Account and log in
- A summary of protection and a PDF of the certificate of insurance
- Important tips for travellers to know before their trip
- Useful links and answers to frequently asked questions





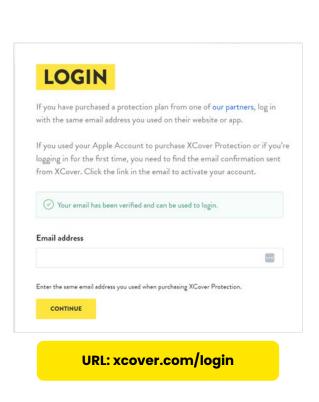


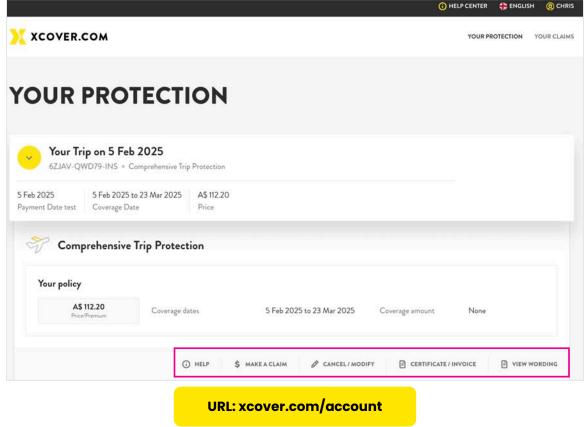


## Everything travellers need to know

XCover.com Account (Sample)

- Once their XCover Account is activated, travellers can log in and easily view and manager their policy.
- Includes:
  - o Certificate of Insurance
  - Policy Wording
  - o Cancel/Modify







## Help and support when needed

**XCover Traveller Help Centre** 

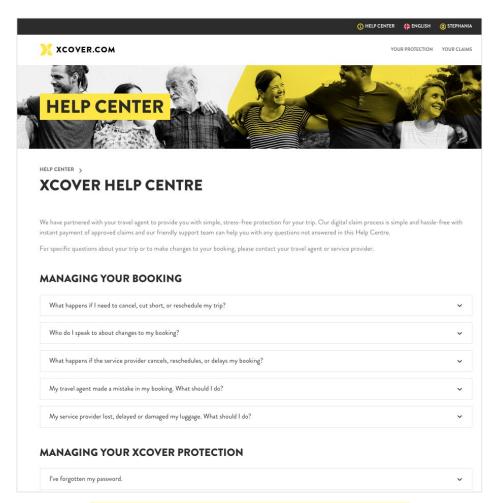
**Important!** Our Traveller Help Centre is divided into:

#### **Expedia TAAP-specific Traveller FAQs**

- Users access these from confirmation emails and My Account.
- Tailored for each partner and XCover policies, but they are unbranded and do not feature references to Expedia TAAP.
- Light on details and focus on driving customers to view their policy wording in their XCover Account.

#### Generic FAQs for anonymous customers (xcover.com/help)

- Not specific to a partner or policy.
- Not to be shared with customers.
- Focus on getting customers to activate their XCover account.



URL: xcover.com/help/partners/xcover\_taap

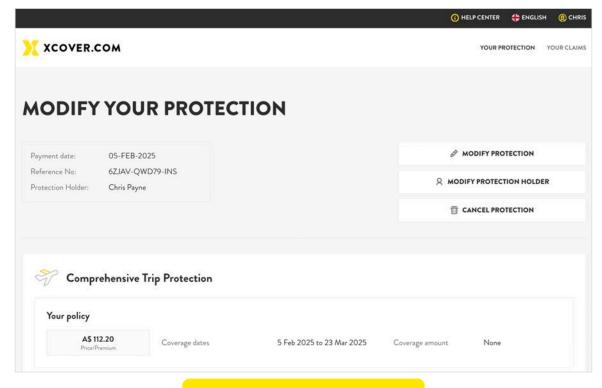
## Appendix



## Modifying protection

XCover Protection Modification Modal & Email (Sample)

- The **Modification Modal** sits in xcover.com/account.
- Modify and cancel buttons are always available, however the actions that can be taken when selected may change.
- A Modification confirmation email is sent after a change is made.



Hi Chris, Your protection with XCover has successfully been updated. SUMMARY OF YOUR PROTECTION Reference number: 6ZJAV-QWD79-INS Protection period: Feb. 5, 2025 to March 16, 2025 Travel information: Your New Zealand trip Your protection: Comprehensive Travel Protection VIEW DETAILS



## Modifying policyholder details

**XCover Protection Holder Modification Form (Sample)** 

- Travellers can update their details on XCover.com.
- Instructions on how to modify the policyholder details in their XCover account is provided in our FAQs.

Note: Travellers should check their policy after making a change – for some policies the name of those covered cannot be modified.

tificate. Pl	stails of the policyholder below. Changes will be reflected in your ease check your policy after making the change — for some policies the e covered cannot be modified.
First nam	ie
John	
Last nam	e
Doe	
Phone nu	umber
# · ·	+61 3 5555 5555
Date of b	Month Year
DD Address	Select V
0 45	Clarence Street, Sydney NSW, Australia
Business	name
Business	registration number



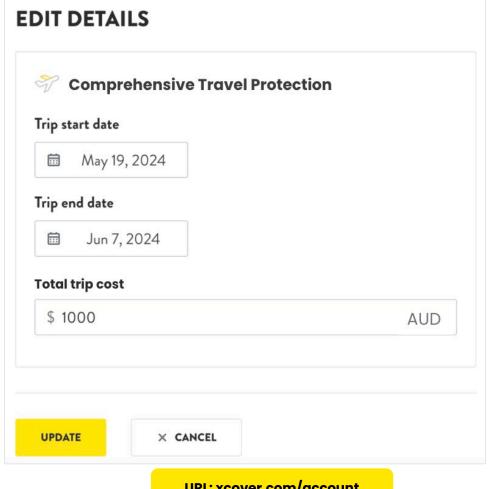
## Modifying risk

**XCover Risk Modifications (Sample)** 

**Important!** Risk modifications are anything that may result in a change in premium:

- Travellers can update their trip start and end dates via XCover.com.
- Travellers can update the total trip cost based on changes to their itinerary.

What is included in the total cost of my trip? The total cost of your trip includes any prepaid travel costs, such as flights, accommodations, and any prepaid activities. Government taxes are also included. The total trip cost does not include any additional fees and charges applied to your booking such as prepaid food and seat selection costs, airport services (e.g. baggage or flight delay services), airport surcharges, booking fees, agent fees, administration fees, credit card processing or foreign exchange fees.

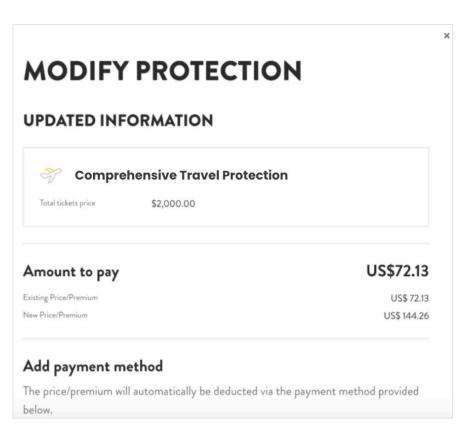




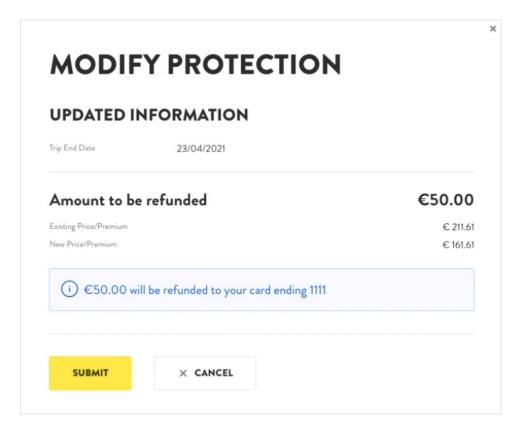
## Modifying risk

**XCover Risk Modifications (Sample)** 

 Increases in premium will result in an additional charge (charges will be made in the same currency as purchase)



 Decreases in premium will result in a refund (refunds will be made in the same currency as purchase)

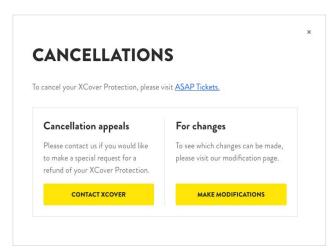


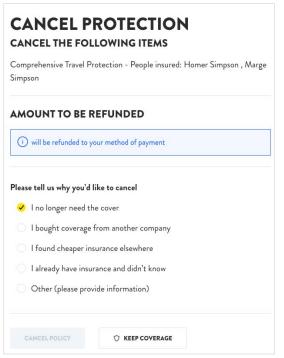


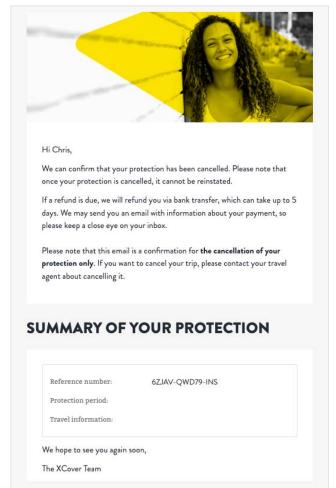
## **Cancelling protection**

**XCover Protection Cancellation Modal & Email (Sample)** 

- The Cancellation Modal sits in xcover.com/account.
- A Cancellation confirmation email is sent after a change is made.









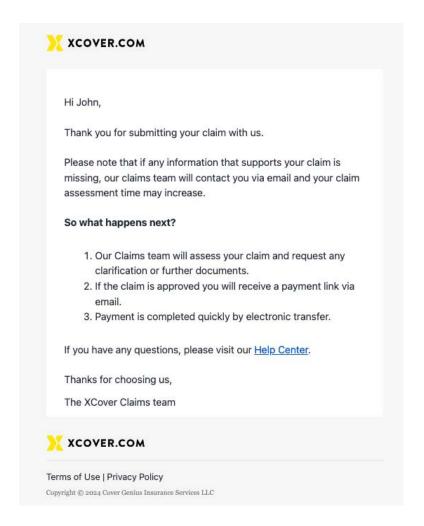
# Claims Center & the End-To-End Claim Journey

URL: xcover.com/claim



## Claim Confirmation & Payment Emails

• The Claim Confirmation email is sent immediately after a claim is filed.



 The Claim Payout email is sent immediately after a reimbursable claim is approved

