

CURRICULUM VITAE

TY R. SAGALOW

51 JFK Parkway, First Floor West, Short Hills NJ 07078 • (917) 620-2174

tysagalow@innovationinsurancegroup.com

SUMMARY

CEO & Founder, Innovation Insurance Group, LLC, a premier consulting firm to the insurance industry specializing in expert witness services focused in management and professional liability, and product development (www.innovationinsurancegroup.com). Former senior executive for large global insurance companies with proven track record of management success. Expertise in new product development, management/professional liability products, cyber-risk and reputational risk products. Customer focused, results-oriented, entrepreneurial, visionary, inventive.

KEY POSITIONS

Current

- CEO & Founder of insurance consulting firm specializing in Insurtech executive positions, new product development and expert witness services.
 - ⇒ Chief Insurance Officer and Co-Founder of Insurtech MGA/Digital Broker: World Trade Labs, Inc. d/b/a Assurely (since Nov 2017)
 - ⇒ Board Member, Senior Advisor or Advisory Board Member of several Insurtech/Insurance Co: Evertas, Metabiota, Noho Digital, RELM Insurance (since 2018/2019)
 - ⇒ Partner, Profound Specialty Programs (startup in development) (since 2018)
 - ⇒ Expert Witness (Insurance since mid 2012): 98 expert witness engagements as of January 2021
 - ⇒ P&C Insurance Broker (Licensed in all 50 states and DC)
 - ⇒ Attorney (Licensed in NY and U.S. Sup. Ct.)

Prior

- Senior Insurance Advisor for Insurtech companies including Premonition, Noho Digital, Digital Owl (2017-2019)
- Founding Member of Lemonade, Inc. (2015)
- Former Chief Insurance Officer of Lemonade Inc; Former CEO of Lemonade Ins. Company (2015-2017)
- Former Board Member, Lemonade Insurance Company (2015-2019)
- CEO, Innovation Insurance Group (2012- present)
- Former Chief Innovation Officer of Zurich North America and Tower Group (2010-2012)
- Former Chief Underwriting Officer and General Counsel for National Union (world's largest D&O/E&O underwriter)
- Former COO for AIG eBusiness Risk Solutions (largest US-based cyber-risk insurance company)

KEY ACHIEVEMENTS

- Expert witness assignments for major insurance companies, brokers, law firms (representing both carriers and policyholders) and entrepreneurs (Innovation Insurance Group)
- Founding member of first InsurTech insurance carrier in the United States, created in 2015. Most successful IPO in 2020 (as of July 2020) with market cap excess of \$3B (Lemonade)
- Produced \$1.5B+ GWP from new and enhanced; improved development time by 33% (Zurich)

- Chief designer of cyber-insurance, a \$1B industry premium business in 2012 (AIG)
- Chief designer of reputational risk insurance for Zurich and AIG
- Chief designer of Y2K Insurance (AIG)
- Chief designer of Coverage C (Entity Coverage) in directors and officers liability insurance (AIG)
- Authored several published works
- Frequent speaker at industry forums; testified before Congress and chaired committees

PROFESSIONAL EXPERIENCE

Innovation Insurance Group, LLC *CEO & Founder* (3/12-Present)

Founded consulting company designed to provide broad array of product development services to the insurance industry. In 2013, firm created a second major practice group providing expert witness services specialized in management and professional liability. For more information, www.innovationinsurancegroup.com; for a list of clients and partners in expert witness field, go to <http://innovationinsurancegroup.com/our-services/expert-witness-services/>.

Lemonade Insurance Company, *Board Member* (8/2015-9/2019)

Lemonade Insurance Company, *Chief Executive Officer* (8/2015-7/2017)

Lemonade, Inc, *Chief Insurance Officer* (8/2015-7/2017)

Tower Group, *Chief Innovation Officer* (8/2011-3/2012)

Responsible for shepherding #40 P&C company to its next evolution of organic growth through the development of new products.

Zurich North America, *Chief Innovation Officer* (1/2009-4/2011)

Responsible for department charged with creating or enhancing products and launching them into marketplace for U.S.

- \$1.5B in premium generated from products created new or enhanced from January 2009 (over \$250M in new business).
- Launched 66 products in 2010, representing 22.7% of all products, generating 17% of all GWP in Dec. 2010.
- Launched 12 “national sales campaigns” in various industry verticals with minimum annual GWP of \$50M each.

AIG (1983-2009)

***President, Product Development - Worldwide* (Jan 2004- Jan 2009)**

- Responsible for department charged with creating new products for all member companies of AIG in General Insurance.
- Launched new insurance product every 15 days, including both foreign and US product launches.
- Called “a unit without peer in the insurance industry.”

***Chief Operating Officer, AIG e-Business Risk Solutions* (Jan 2000- Dec 2003)**

Created cyber-risk insurance, a new market niche producing \$20M (Y1) climbing to \$100M (Y4).

***Chief Underwriting Officer and General Counsel, National Union* (1991-Jan 2000)**

Responsible for all major underwriting decisions for largest management liability insurance carrier, producing approximately \$4 billion in sales annually. Responsible for managing in-

house attorneys. (1991-1992: Underwriting Head of NY Region, Mgt Liab)(1992-1994: GC & Chief Underwriting Officer, Mgt Liab)(1994- Jan 2000, GC & CUIO, National Union)

Assistant General Counsel, National Union (1987-1991)

Responsible for directors and officers liability legal work.

Staff Counsel (1983-1987)

Responsible for cases under portfolio as staff litigation counsel.

PUBLIC POLICY EXPERIENCE

Public Policy Advocacy (2000-Present) Experienced in public policy, lobbying and legislative process in cyber-risk security.

EDUCATION

New York University Law School, New York, NY (L.L.M, 1987)

Georgetown University Law Center, Washington, DC (J.D. *cum laude*, 1983)

Long Island University, Brookville, NY (B.A. *summa cum laude*, 1980)

BAR AND LICENSES

New York Bar (1983)

U.S. Supreme Court Bar (2003)

P&C Insurance Broker (all 50 states and DC)

BOARDS AND CHAIRS

Chairman, Internet Security Alliance (2007-2011); Board Member, Financial Services Information, Sharing and Analysis Center (FS/ISAC) (2004-2009); Chaired various congressional committee and private sector task forces

SELECTIVE MAJOR PUBLICATIONS

Directors and Officers Liability and Insurance Handbook, National Association of Corporate Directors, 1999; Director and Officer Liability: Indemnification and Insurance (with Josiah Hatch and John Olson), Clark Boardman Callaghan, 1990, 1994; @Risk, The Definitive Guide to Legal Issues of Insurance and Reinsurance of Internet, e-Commerce and Cyber Perils

APPEARANCES

Have appeared on FOX, CNBC, Bloomberg Radio, World Business Review and National Press Club. Have appeared at the White House, Departments of Treasury, Defense, Homeland Security, and Congress in addition to regular industry forums.

ADDITIONAL INFORMATION

<http://innovationinsurancegroup.com/about/ty-r-sagalow-ceo/>

www.linkedin.com/in/tysagalow

LIST OF PUBLICATIONS

1. *Directors and Officers Liability: Indemnification and Insurance* (with Josiah O. Hatch, III and John F. Olson) (West Group/Clark Boardman Callaghan) (1994)
2. *Directors and Officers Liability Insurance: A Director's Guide* (National Association of Corporate Directors, 1999)
3. *Board Responsibilities for Managing the Risk of eBusiness*, Director's Alert (2001)
4. *@Risk, The Definitive Guide to Legal Issues of Insurance and Reinsurance of Internet, e-Commerce and Cyber Perils* (Reactions Publication, 2002)
5. *Cyber-Risk Management: Technical and Insurance Controls for Enterprise-Level Security* (with Carol A. Siegel and Paul Serritella), Information Security Handbook (5th Edition, Harold F. Tipton, Auerbach Publications, 2003)
6. *Accounting Irregularities and Financial Fraud* (with Michael Young) (Harcourt Brace & Co, 2000-2006)
7. *The Role of Cyber Insurance in Fighting the War on Terror* (Cutter IT Journal, May 2006)
8. *eDiscovery is Here to Stay: Is Your Medical Practice Prepared for Its Risks and Costs?* (J. of Medical Practice Mgmt., Mar. 2011)
9. *A Look at Cyber Risk of Financial Institutions* (Insurance Thought Leadership, Apr. 2013)
10. *A Case for Cyber Insurance* (Insurance Thought Leadership, Sept. 2013)
11. *Protecting Your Corporate Reputation* (Insurance Thought Leadership, Jan. 2014)
12. *Insurance Product Development (Excerpt, Part 1)* (Insurance Thought Leadership, June 2014)
13. *Insurance Product Development (Excerpt, Part 2)* (Insurance Thought Leadership, July 2014)
14. *Top Ten Steps When Faced with a D&O Denial Letter* (Financier Worldwide, Aug. 2014)
15. *Insurance Product Development (Excerpt, Part 3)* (Insurance Thought Leadership, Oct. 2014)
16. *Is It Possible to Insure Bitcoin Technology?* (Insurance Thought Leadership, Mar. 2015)
17. *The Making of Lemonade* (Outskirts Press, Mar. 2019)

TESTIMONY AT DEPOSITION, TRIAL, OR ARBITRATION (2013-2020)

1. First Horizon v. Certain Underwriters at Lloyds, et al. (Deposition) (District Court, Tennessee, 2013)
2. JP Morgan Chase v. Indian Harbor (Deposition) (Supreme Court, State of New York, 2014)
3. FDIC v. Rafael Arrillaga-Torrens, Jr., et al. (Eurobank) (Deposition) (District Court, Puerto Rico, 2014)
4. Millennium v. Darwin Insurance Company (Deposition) (District Court, San Diego) (2014)
5. Sandburg v. National Union (fact witness) (Deposition) (District Court, Texas) (2014)
6. Millennium v. Allied World Insurance Company (Deposition) (District Court, San Diego) (2014)
7. Millennium v. Darwin Insurance Company (Trial) (District Court, San Diego) (2015)
8. Repid v. Philadelphia Insurance, et al. (Deposition) (Circuit Court, Maryland) (2015)
9. Imperium v. Shelton & Associates (Deposition)(District Court, Mississippi) (2015)
10. Beazley v. ACE (Deposition) (District Court, New York) (2015)
11. Illinois National Insurance v. AlixPartners (Deposition) (Circuit Court, Michigan) (2016)
12. Baldwin v. Aon Risk Services (Deposition) (Superior Court, Fresno (CA) (2016)
13. Patriarch Partners v. Axis Insurance Company (Deposition) (District Court, NY) (2016)
14. Fidelity and Deposit Company of Maryland (Zurich) v. First National Community Bankcorp (Deposition) (District Court, PA) (2016)
15. Crowley Maritime Corporation v. National Union Fire Insurance Company of Pittsburgh, P.A. (Deposition) (District Court, FL) (2017)
16. Universal Cable Productions et al. v. Atlantic Specialty Insurance Company (Deposition) (District Court, CA) (2017)
17. Intestate Fire & Casualty Company v. AXIS Surplus Insurance Company (Deposition) (Circuit Court, FL) (2017)
18. ONYX Pharmaceuticals, Inc. v. Old Republic Insurance Co., et al. (Deposition) (Superior Court, CA) (2018)
19. Rosela et al. v. American Power Boat Association, Specialty Insurance Group, Inc., Everest National Insurance, et al. (Deposition) (District Court, MD) (2018)
20. Landmark Worldwide, LLC v. Seyfarth Shaw LLP (Deposition) (Superior Court, CA) (2018)
21. Landmark Worldwide, LLC v. Seyfarth Shaw LLP (Trial) (Superior Court, CA) (2018)
22. ONYX Pharmaceuticals, Inc. v. Old Republic Insurance Co., et al. (Trial) (Superior Court, CA) (2018)
23. Peavy Electronics v. NUFIC and McGriff, Seibels & Williams (Deposition) (Circuit Court, Birmingham Alabama) (2018)
24. Intestate Fire & Casualty Company v. AXIS Surplus Insurance Company (Trial) (Circuit Court, FL) (2018)
25. Pretl v. AAAfordable Transportation v. Baltimore City Board of School Commissioners (Deposition) (Circuit Ct, MD) (2018)
26. Scottsdale Insurance Company v. CSC Agility Platform, Inc. (f/k/a ServiceMesh) (Deposition) (District Court, CA) (2019)

27. Scottsdale Insurance Company v. CSC Agility Platform, Inc. (f/k/a ServiceMesh) (Rebuttal Deposition) (District Court, CA) (2019)
28. Zurich v. D&T Holding (Deposition) (Arbitration, IL) (2019)
29. Senescu v. Keating (Deposition) (Arbitration, CA) (2019)
30. Senescu v. Keating (Arbitration) (Arbitration, CA) (2019)
31. McGrath v. National Union (Deposition) (District Court, Fla.) (2019)
32. Construction Financial Administration Services v. Federal Insurance Company (Deposition) (District Court, PA) (2019)
33. Calamos Asset Management, Inc. v. Travelers Casualty and Surety Company of America (Deposition) (District Court, DE) (2020)
34. Bedivere Insurance Company (f/k/a Onebeacon Insurance Company) v. AXIS Insurance Company (Deposition) (Circuit Court, Illinois) (2020)
35. Northrop Gruman Innovation Systems, Inc. v. Zurich American Insurance Co., et al (Deposition 1) (Superior Court, DE)(2020)
36. Zohar II et al vs. FSAR Holding, Inc. et al (Deposition) (Chancery Ct, DE) (2020)
37. Northrop Gruman Innovation Systems, Inc. v. Zurich American Insurance Co., et al (Deposition 2) (Superior Court, DE)(2020)
38. Towers Watson & Co. vs. National Union Fire Insurance Co. (Deposition)(District Court, VA)(2020)
39. Merck & Co, Inc. et al vs. ACE American Insurance Company et al (Superior Court, New Jersey)(2021)