



AI agents that inventory and value physical assets for insurance

Desk and field services for underwriting and claims are fundamentally broken...

Underwriting

- Antiquated practice
- Over/under pricing coverage
- Disconnected from claims

Claims

- Slow, expensive, inconsistent
- Disputes delay payouts
- Poor UX

Costing \$30B+ annually
a.k.a "leakage" in the US

The disaster era is **accelerating the problem**

- **Adjusters are aging out of the workforce**

50%

of insurance workers will retire in
10 years

- **Legacy Third Party Admins incentives are misaligned**

They get paid the same, slow or fast and built their model
on carrier dependency vs carrier self-sufficiency

- **Natural disasters are on the rise**

76%

increase in disaster frequency,
decade to decade

- **Too much risk exposure to ignore**

\$9T

exposed contents just in
catastrophe prone cities the US
alone

Adjusto augments human workforce at the desk and in the field with AI, **starting with contents claims**

We're disrupting with Service & Software

- Two entry points for maximum incumbent disruption
- Allows for rapid tech development of control of end-to-end experience
- Aligns with inevitable carrier in-house strategy

Service

Adjusto Remote

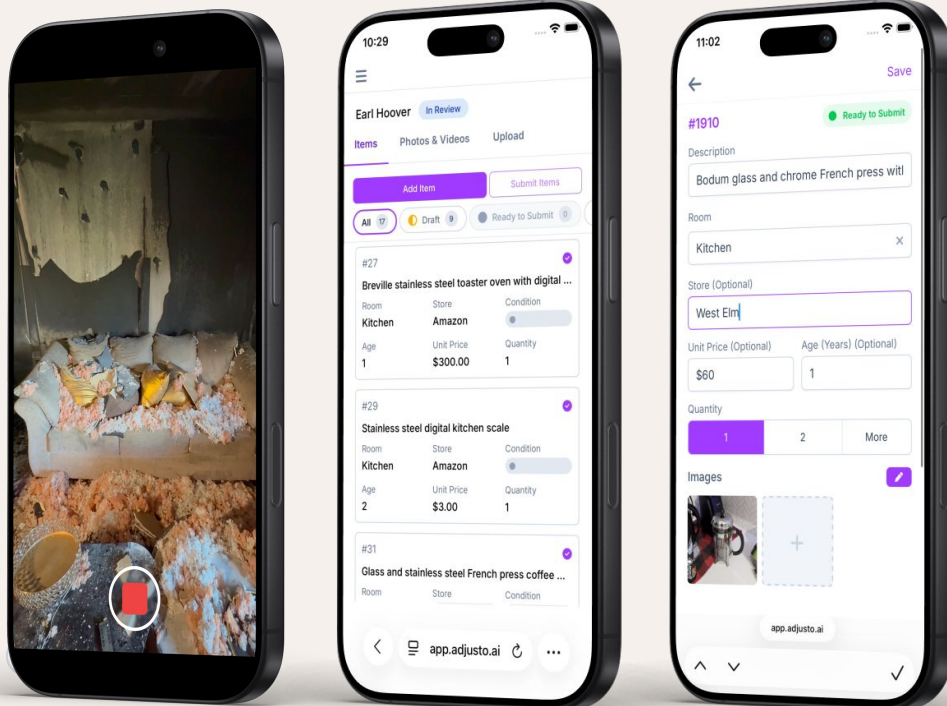
AI-native TPA service for all severity of contents claims. We leverage TPA partnerships for their licenses and staffing and augment them with our AI desk and field flows.

Software

Adjusto Platform

AI-native SaaS supporting a carrier's entire contents operation end-to-end augmenting desk adjusters with AI capabilities.

Capture, value, and adjudicate in a single platform with AI



Claims > GC-106

Caroline Stouffer In Review
1220 Washington Terrace, Fort Worth, TX 76107

Items Reports Claim Details Rooms Photos & Videos Loss Sheets

Drafts 19 Processed 1.8K+ All 1845 Flagged Items 33

☐	#	↑	Flags	Description	Room	Store
☐	955			3pc casserole dish set Pyrex	Kitchen	Macys
☐	956			Pie pan Pyrex	Kitchen	Amazon
☐	957			Wire basket med	Kitchen	Crate & Barrel
☐	958			Kitchen zester	Kitchen	Target
☐	959			Silicone spoon rest	Kitchen	Target
☐	960			Flower vase glass med	Kitchen	Pottery Barn
☐	961			Champagne flute crystal decorative 2pk	Kitchen	Williams Sonoma
☐	962			Wine glass white 4pk	Kitchen	Macys
☐	963			Beer mug glass 1L	Kitchen	Crate & Barrel
☐	964			Soy candle jar 1lb	Kitchen	Price on item
☐	965			Smart grilling hub Weber Connect iGrill	Kitchen	Home Depot
☐	966			Meat temperature probe Weber iGrill	Kitchen	Home Depot
☐	967			Serving tray ceramic 1g	Kitchen	Williams Sonoma
☐	968			Grill baster	Kitchen	Home Depot
☐	969			Grill spatula wood handle	Kitchen	Home Depot
☐	970			Wine glass red 4pk	Kitchen	Macys
☐	971			Rocks glass 4pk	Kitchen	Macys
☐	972			Pint glass 4pk	Kitchen	Macys
☐	973			Pilsner glass	Kitchen	Macys
☐	974			20oz tumbler Yeti	Kitchen	Yeti
☐	975			Coffee travel mug 12oz Frank Green	Kitchen	Amazon

Our unfair **advantage**



Michael Balarezo
CEO

Global VP of Automation @ Monks
Led Product @ **MightyHive \$150M exit**
Former Adjuster @ OKFB MIC
Wildfire Survivor



.monks



James Terry
CPO

Former Eng Lead @ Monks
Lead UI/UX @ Instawork
Built Enterprise Automation Software for
Disney and HP

getaround
W Instawork .monks



Reid Greer
CTO

Former Eng Lead @ Crunchbase
Technical Lead @ CapitalOne
Led Enterprise Auth & Billing Services @
Crunchbase

crunchbase



**Previous Clients
& Partners**



T Mobile



It's a **massive**
opportunity

\$267bn

Global TPA claims
market

\$48bn

US TPA serviceable
claims + pre-loss

\$5.5bn

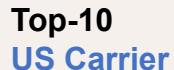
for us to go after in the
next several years

Top companies already work with Adjusto

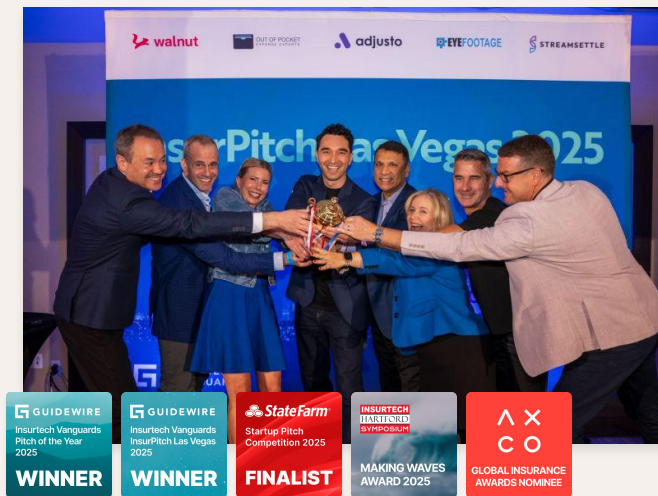
Customers & Partners



Active Pilots, Innovation Partners, and RFPs



Winning our segment and accelerating



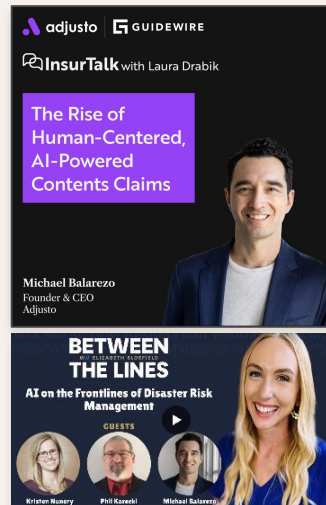
ACV

\$620K



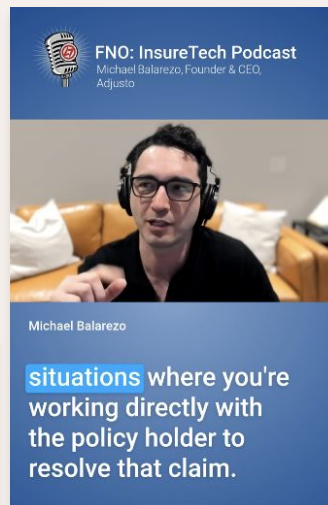
Pipeline

\$15M+



Global Opportunities

USA, AU, CA





Appendix

How we make \$

We sell to insurance companies, managing general agents (MGAs), captive insurers, and TPAs

SaaS

Carrier and TPAs

- Annual + Multi-year Subscriptions @ \$10k - \$1M+ per year

+

Consumption

Flat Rate Processing Fees

- Per Claim
- Per Item Valued

+

Services

Project Based

- Adjusto Remote Inventory
- Bespoke Software Development and Data Modeling
- Training

Why is Adjusto Different

	 adjusto	Verisk XactContents	Enservio	edjuster (Crawford)	ValueChecker
AI-native, live market valuation	✓	—	<i>partial</i>	—	✓
Agentic collaboration	✓	—	—	—	—
Patent-pending technology	✓	—	—	—	—
Video-to-inventory capture	✓	—	—	—	—
Full severity spectrum, one platform	✓	—	<i>partial</i>	—	—
Software + TPA service in one	✓	—	✓	<i>partial</i>	—
Incentives aligned with carriers	✓	✓	<i>partial</i>	—	✓
US market focus	✓	✓	✓	✓	—

The Same Engine Can Power **Every Asset Class**

Commercial

\$658bn

Business Personal Property

+

Agricultural Equipment

\$9.7bn

Combines, tractors, irrigation

+

Aviation & Cargo/Transport

\$28bn

Aircraft & cargo contents