Meet Root

Company Overview Q2 2026

Root

Forward-looking statements

This presentation contains forward-looking statements relating to, among other things, the future performance of Root and its consolidated subsidiaries that are based on Root's current expectations, forecasts, and assumptions, and involve risks and uncertainties. All statements other than statements of historical facts contained in this press release are forward-looking statements. In some cases, you can identify forward-looking statements because they contain words such as "anticipate," "believe," "contemplate," "continue," "could," "estimate," "expect," "intend," "may," "path," "plan," "potential," "predict," "project," "should," "target," "will," or "would" or the negative of these words or other similar terms or expressions. These forward-looking statements include, but are not limited to, statements regarding: our share repurchase expectations; the anticipated benefits of our new senior secured term loan; our expected financial results for 2026; our ability to retain existing customers, acquire new customers and expand our customer reach; our expectations regarding our future financial performance, including total revenue, gross profit, net income (loss), direct contribution, adjusted EBITDA, net loss and loss adjustment expense (LAE) ratio, net expense ratio, net combined ratio, gross loss ratio, marketing costs and costs of customer acquisition, gross LAE ratio, gross expense ratio, gross combined ratio, operating expenses, quota share levels, changes in unencumbered cash balances and expansion of our new and renewal premium base; our ability to realize profits, acquire customers, retain customers, contract with additional partners to utilize the products, or achieve other benefits from our embedded insurance offering; our ability to expand our distribution channels through additional partnership relationships, digital media, independent agents and referrals; our ability to maintian, and drive a significant long-term competitive advantage through, our partnership with Carvana Group, LLC (Carvana), and other partnerships, such as our partnerships with Hyundai Capital America, Toyota, Experian and Jerry; our ability to develop products for embedded insurance and other partners; the impact of geopolitical instability, supply chain disruptions, increasing inflation, a potential increase in tariffs or the implementation of new tariffs, a recession and/or disruptions to properly functioning financial and capital markets and interest rates on ourbusiness and financial condition; our ability to remain profitable and extend our capital runway; our goal to be licensed in all states in the United States and the timing of obtaining additional licenses and launching in new states; the accuracy and efficiency of our telematics and behavioral data, and our ability to gather and leverage existing and additional data; our ability to materially improve retention rates and our ability to realize benefits from retaining customers; our ability to underwrite risks accurately and charge profitable rates; our ability to maintain our business model and improve our capital and marketing efficiency; our ability to drive improved conversion and decrease the cost of customer acquisition; our ability to maintain and enhance our brand and reputation; our ability to effectively manage the growth of our business; our ability to raise additional capital efficiently or at all; our ability to improve our product offerings, introduce new products and expand into additional insurance lines; our ability to cross sell our products and attain greater value from each customer; our ability to compete effectively with existing competitors and new market entrants in our industry; future performance of the markets in which we operate; our ability to operate a "capital-efficient" business and obtain and maintain desirable levels of reinsurance; the effect of further reductions in the utilization of reinsurance, which would result in retention of more premium and losses and could cause our capital requirements to increase; our ability to realize economies of scale; our ability to attract, motivate and retain key personnel, or hire personnel, and to offer competitive compensation and benefits; our ability to deliver a vertically integrated customer experience; our ability to develop products that utilize telematics to drive better customer satisfaction and retention; our ability to protect our intellectual property and any costs associated therewith; our ability to develop an autonomous claims experience; our ability to take rate action early and react to changing environments; our ability to meet risk-based capital requirements; our ability to realize benefits from our Texas county mutual fronting arrangement; our ability to expand domestically; our ability to comply with laws and regulations that currently apply or become applicable to our business; the impact of litigation or other losses; changes in laws or regulations, or changes in the interpretation of laws or regulations by a regulatory authority, specific to the use of artificial intelligence, telematics data and the consent to use telematics data, connected car data, and other sources of data, or relating to taxation, including changes in tax regulations, or guidance promulgated pursuant to the new legislation implemented in the One Big Beautiful Bill Act; the impact of moratoriums, mandates and similar regulations or requests related to federal government shutdowns or other economic disruptions that negatively impact our ability to charge or increase premiums or result in increased premium write-offs; our ability to defend against cybersecurity threats and prevent, or recover from, a security incident or other significant disruption of our technology systems or those of our partners and third-party service providers; the effect of interest rates on our available cash and our ability to maintain compliance with our credit facility; our ability to maintain proper and effective internal control over financial reporting; and the growth rates of the markets in which we compete. Root's actual results could differ materially from those predicted or implied by such forward-looking statements, and reported results should not be considered as an indication of future performance.

Factors that could cause or contribute to such differences also include, but are not limited to, those factors that could affect Root's business, operating results, and stock price included under the captions "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in Root's 2025 Annual Report on Form 10-K at http://ir.joinroot.com or the SEC's website at www.sec.gov.

Undue reliance should not be placed on the forward-looking statements in this letter or the above-referenced webcast, which are based on information available to Root on the date hereof. We assume no obligation to update such statements.

Non-GAAP Financial Measures

Adjusted EBITDA, a non-GAAP financial measure, is provided in this presentation. A reconciliation to the most directly comparable GAAP financial measure is provided in the Appendix to this presentation. Non-GAAP financial measures are not defined by GAAP and should not be considered in isolation or as an alternative to the most directly comparable financial measures prepared in accordance with GAAP.

Long-term goal

Be the largest and most profitable personal lines insurance provider in the U.S.

How we're doing it

World-class data science and technology

Root by the numbers

~$1.5B

Q2 2026 TTM*
Gross Written Premium

60%

Q2 2026 TTM
Gross Accident Period Loss Ratio

$61M

Q2 2026 TTM Net Income

6%

Policies-in-Force growth YoY[1]

$195M

Q2 2026 TTM Operating Cashflow

37B

Miles of Driving Data as of July 2026

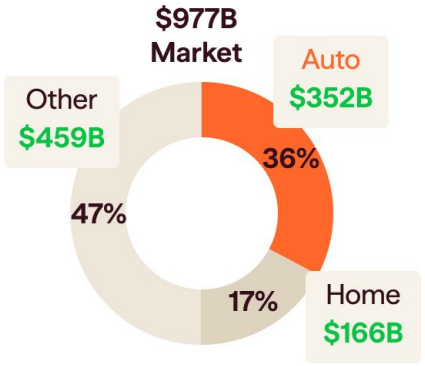
[1] Q2 2026 vs Q2 2025.
**Trailing Twelve Months*

Investment highlights

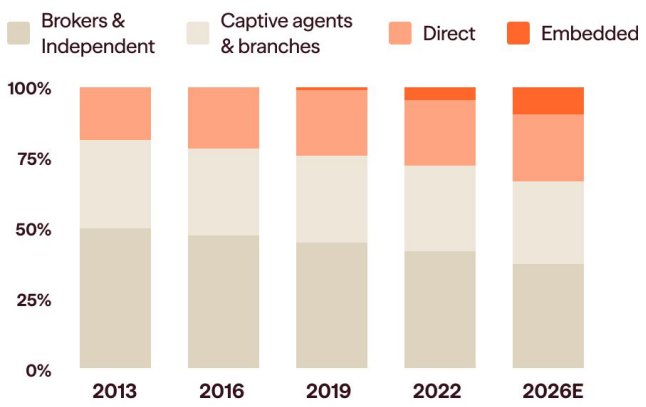
Key Highlights	***Results***
1 **Proprietary tech platform and data science algorithms drive strong underwriting performance**	Best-in-class **mobile telematics algorithms** and **AI powered pricing** delivering one of the **best loss ratios in the industry.**
2 **Fully integrated, omni-channel platform with diversified distribution and a seamless customer experience**	**Differentiated access to customers through unique distribution; embedded insurance platform** allows for a 3-click purchase experience, benefiting our customers and agent partners alike.
3 **Largest auto insurtech in the country with multiple levers for sustainable long-term growth**	Currently operating in 37 states with plans to **go national. Diversified distribution** in D2C and partnerships allows for long-term growth.

Massive auto insurance market opportunity with transformations in consumer behavior and technology

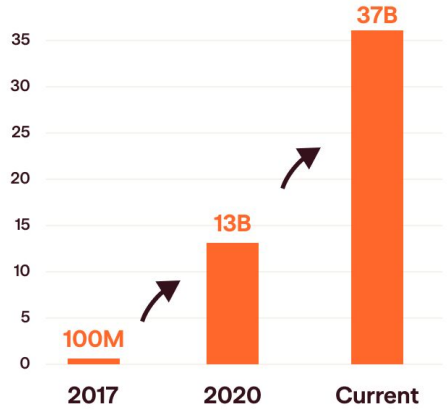
P&C Market Net Premiums Written (2025)[1]



Projected Growth for Embedded Insurance Products: Personal Auto (US)[2]



Miles of Driving Data Collected by Root



Giant market ripe for transformation via technology

- $300+[1] market and the largest property and casualty line of business
- Typically the first insurance purchase for most consumers
- Mandatory purchase under most state laws
- Top 10 carriers are on average 104 years old and no new players since 1937

Consumers are changing how they buy insurance

- Significant market shift from agents to direct channel driven by the internet
- Proliferation of smartphones has led to new distribution channel
- Billions of dollars spent on advertising, yet consumer sentiment remains low
- Embedded integrations leading customers to purchase insurance at point of vehicle sale

Data science and technology are changing fundamentals of insurance

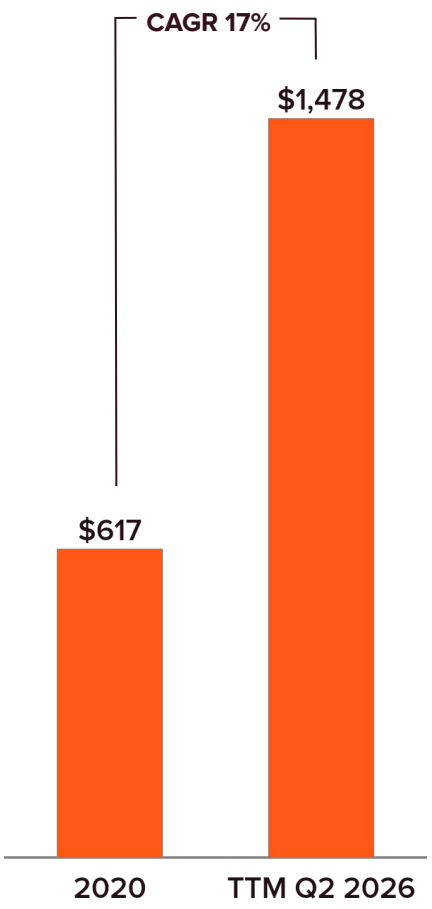
- Proliferation of sensor data—including mobile and connected vehicle data—provides new opportunities to assess risk
- AI powered models are changing the structure of pricing and underwriting technology
- Modern engineering allows for automated and highly segmented approaches to marketing, underwriting, onboarding, pricing, and claims

[1] *Source: National Association of Insurance Commissioners. Line-of-business NPW values are estimated by applying S&P Global's 2025 premium mix to the NAIC's total industry NPW .*

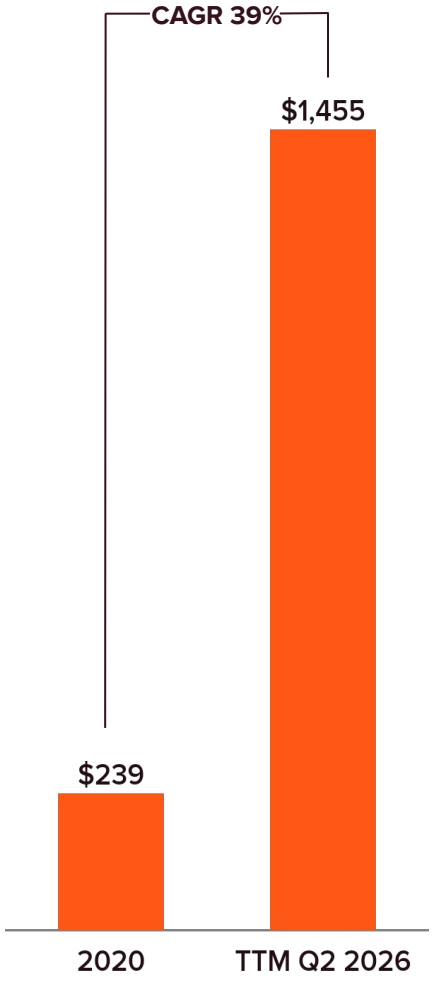
[2] *Source: Company-procured third-party research.*

Significant progress

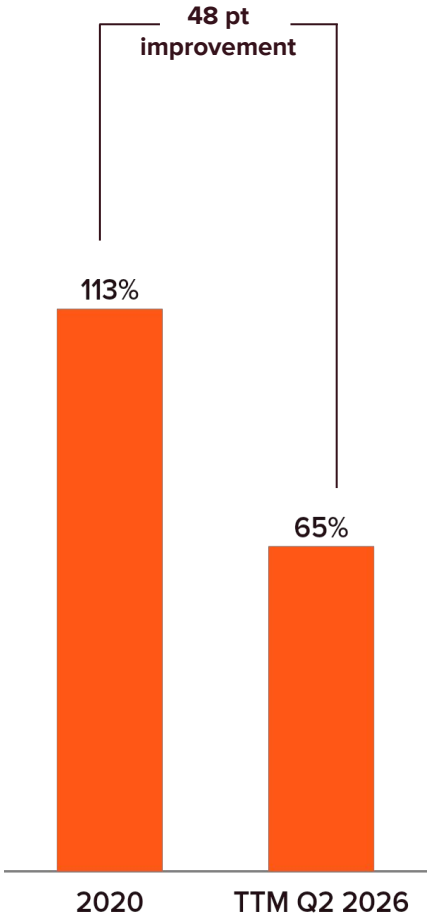
Gross Premiums Written ($M)



Net Premiums Written ($M)



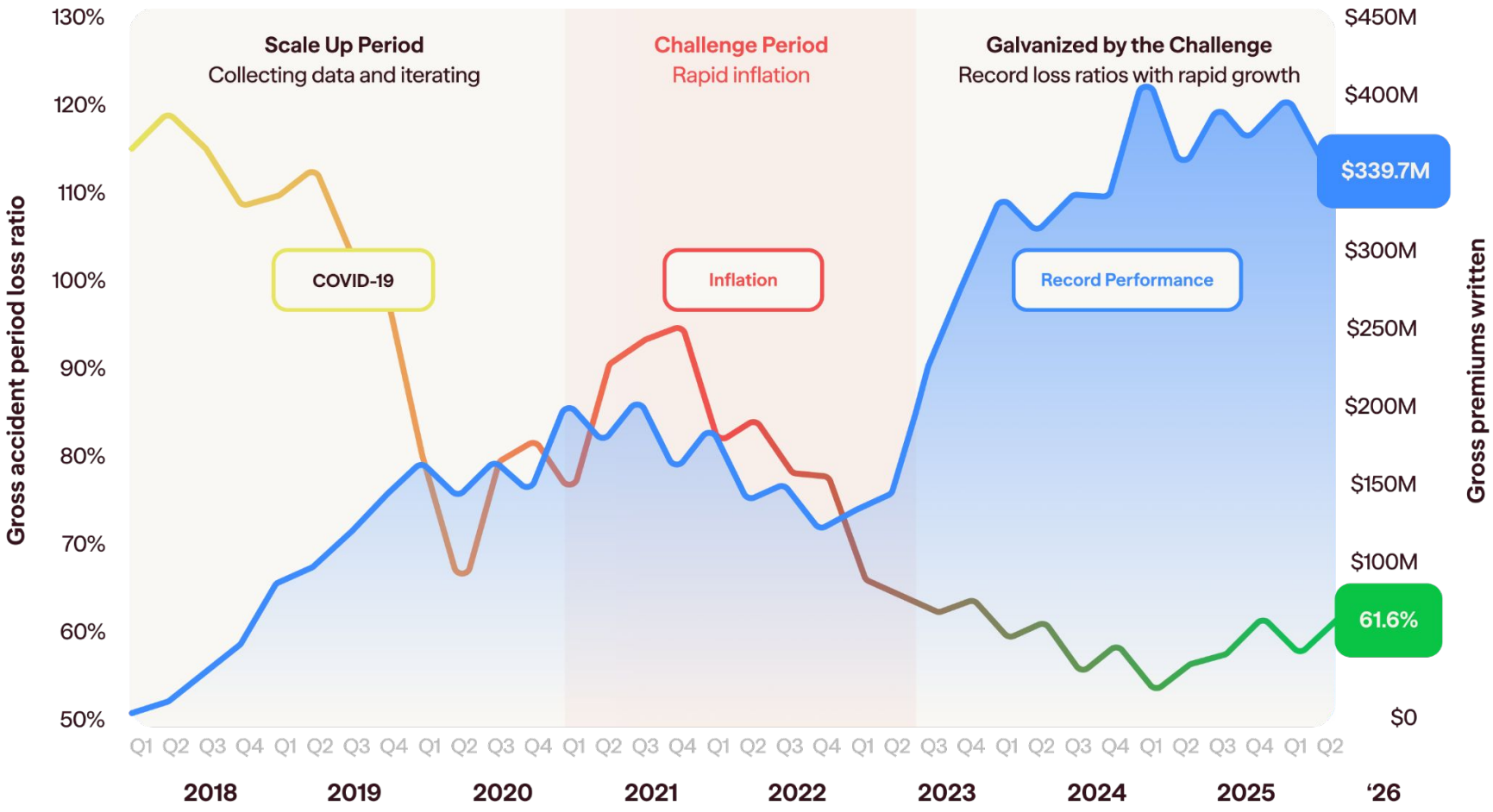
Net Loss & LAE Ratio



Strong growth at industry-leading loss ratio demonstrates differentiated pricing technology

Continued improvement in underwriting results across market cycles and macro events

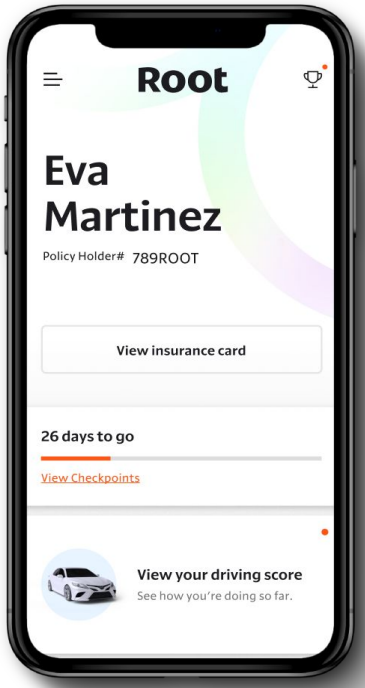
Gross Accident Period Loss Ratio as of 6/30/2026 and Gross Premiums Written



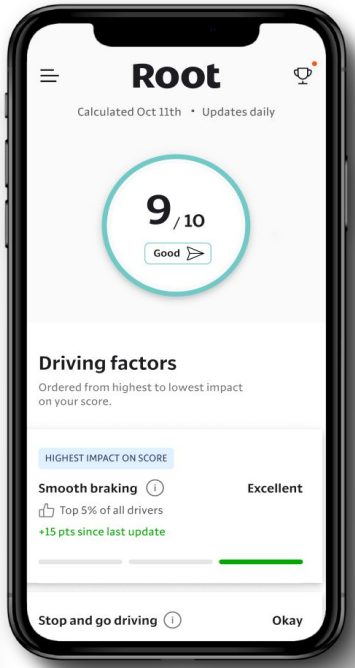
Gross Accident Period Loss Ratio: Expressed as a percentage, represents all losses and claims expected to arise from insured events that occurred during the applicable period regardless of when they are reported and finally settled divided by gross premiums earned for the same period. The gross accident period loss ratio is remeasured each reporting period to reflect updated estimates of ultimate losses as they develop.

Product innovation is core to DNA

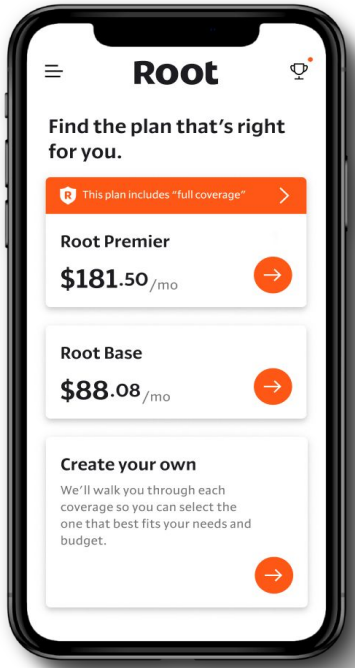
Account Creation — **Test Drive** — **Tailored Plan and Coverage** — **Claims**



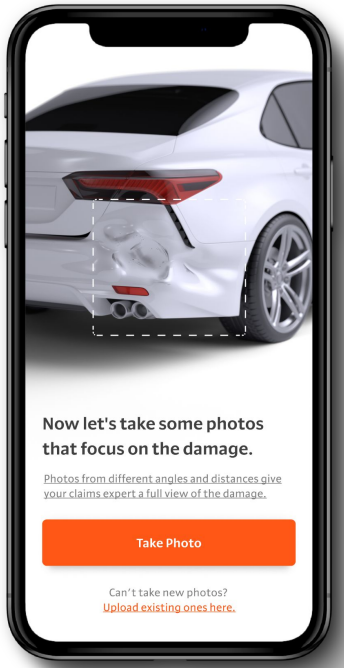
Create an account in seconds



A two-week test drive period determines driving score



Coverage options are clearly explained and easy to customize

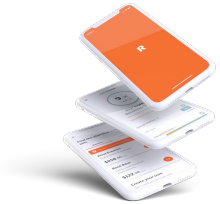


File a claim in under a minute, industry-leading resolution times

Differentiated data science and technology assets are the bedrock of competitive advantage

Telematics

Proprietary telematics algorithms tied to claims data segments risk to create the most predictive algorithms and fair, accurate rates for customers.

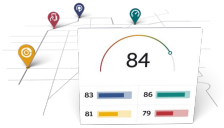


Mobile Technology

Mobile-first customer experience drives ease of use and transparency to create a seamless customer experience.

Embedded Platform

Embedded suite of APIs allows partners to flexibly quote and bind at point of vehicle sale.



Automated Pricing & Underwriting Machines

Automated pricing and underwriting allow for rapid machine learning advancements in risk pricing and classification.

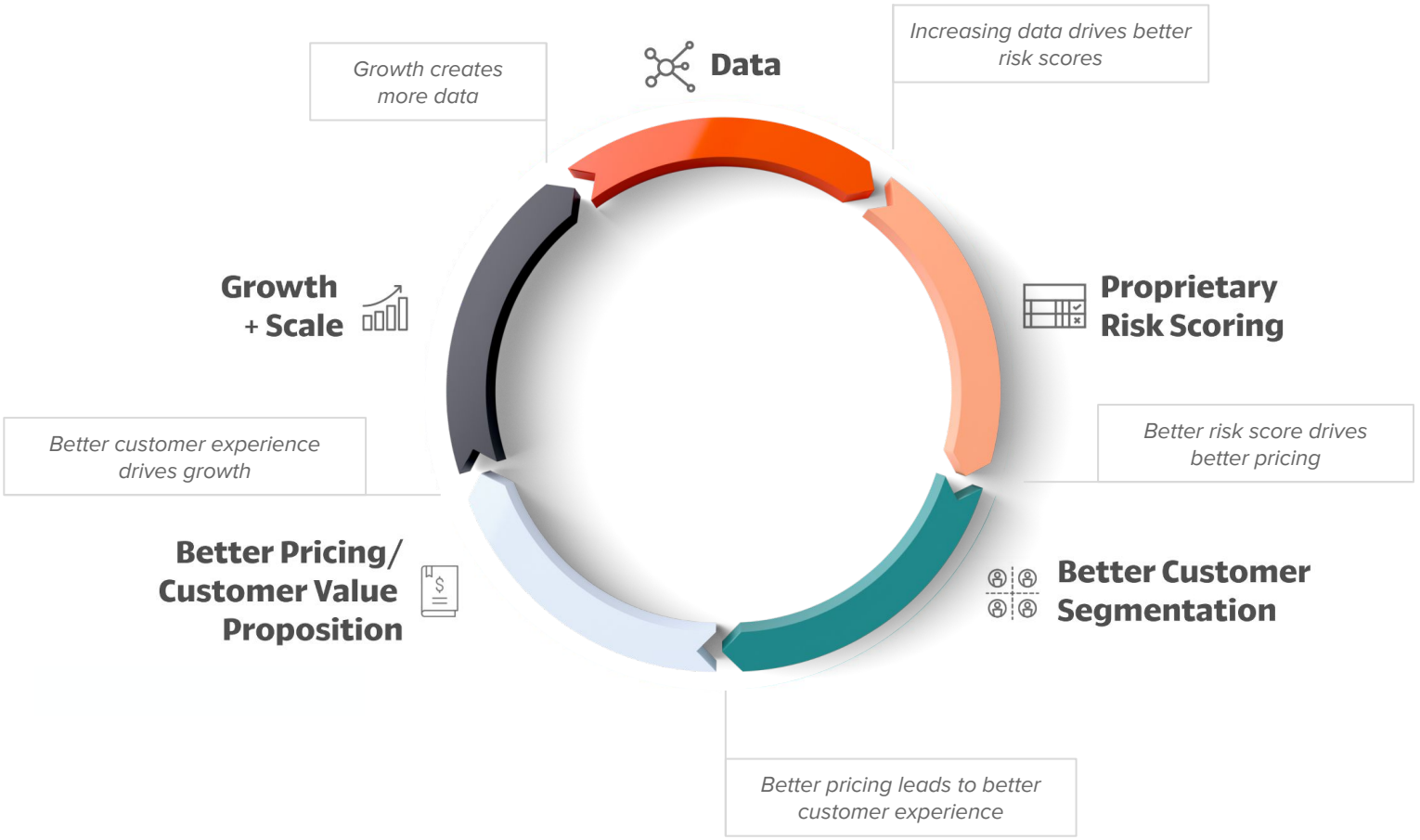
Proprietary Claims System

Automation and advanced machine learning allow the ability to pay claims faster.

Machine Learning Marketing

Highly granular machine learning models systematically target the best customers and automate growth/profit tradeoffs.

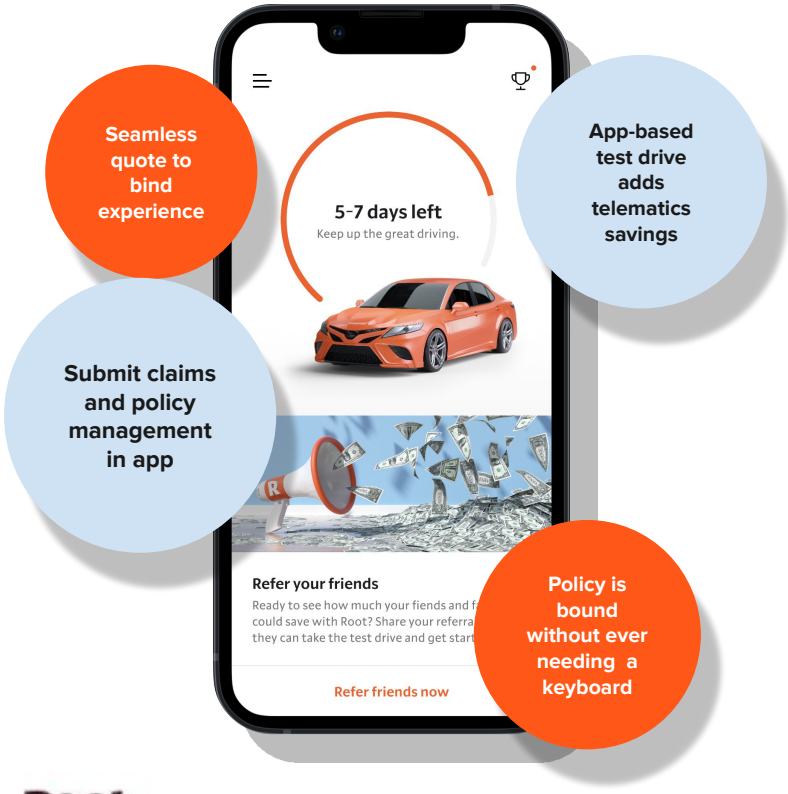
Our algorithms get smarter as we expand our data sets, enabling profitable growth



Technology creates seamless customer experiences across our direct to consumer and embedded products

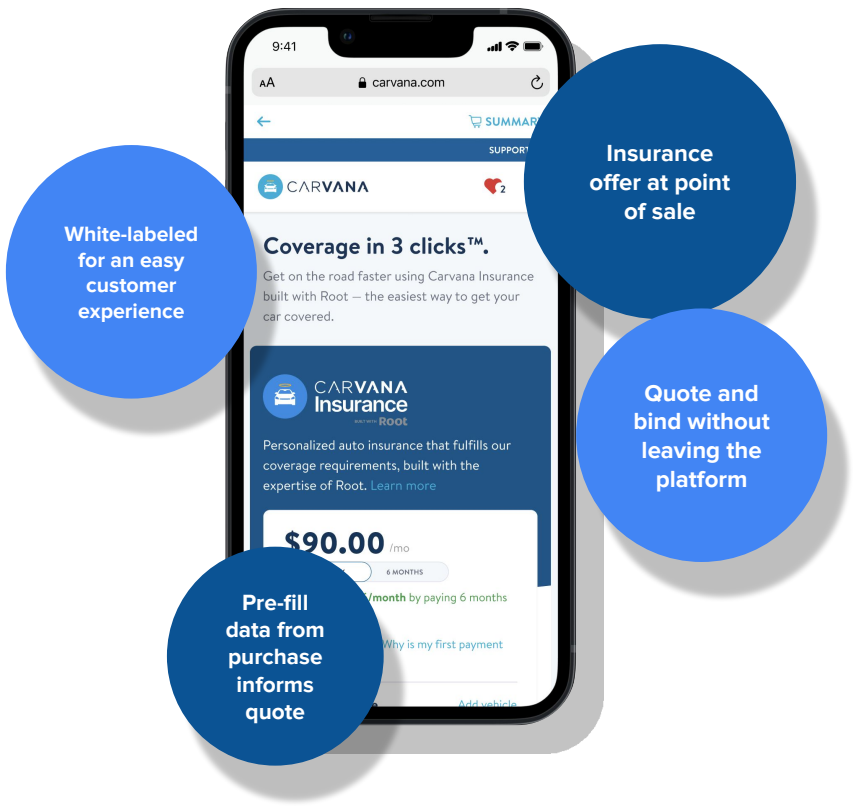
Direct: B2C

Mobile technology creates a seamless customer experience while creating a data advantage.



Partnerships: B2B

Modern tech stack seamlessly integrates into existing platforms, with integrations ranging from **marketing partnerships** to **fully embedded platforms** across automotive, financial services, affinity, agency channels, and more.



Goosehead Agent Experience

As a rapidly growing independent personal lines insurance agency, Goosehead Insurance carefully selects top insurance companies to ensure their agents and customers receive the best possible experience. Root developed a cutting-edge technology solution that seamlessly integrates into Goosehead's platform, transforming the agent experience. **The collaboration is setting a new standard in the industry by reducing the time it takes for agents to sell policies by more than 50%.**

Experian's Insurance Marketplace

The Experian Marketplace provides consumers with an easy way to shop for car insurance, taking the time and hassle out of comparison shopping. With Root Insurance now as an offer, members have expanded access to affordable and personalized car insurance. By leveraging our technology, this integration delivers highly competitive, data-driven rates to Experian members. Members who choose Root will be able to shop and switch to Root without the hassle of changing platforms, making the insurance process faster and more convenient for today's drivers.

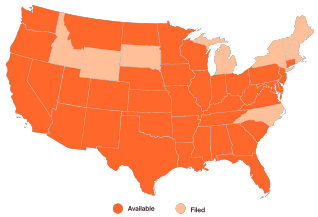
Multiple levers for long-term growth across direct, partnerships, and geographic expansion

Machine learning marketing fuels efficient customer acquisition

- Seamless customer experience drives organic traffic, retention, and referrals.
- Machine-learning approach to performance marketing empowers granular marketing decisions at the customer level.
- Continued experimentation of digital and offline channels expands marketing funnel.

Embedded technology powers partnership distribution

- Exclusive partnership between Root and Carvana to develop and provide an integrated auto insurance solution for Carvana customers in just 3 clicks at the point of vehicle purchase, tripling the customer adoption rate.
- Pipeline continues to expand across our three sub-channels:
  - Automotive
  - Financial, such as Experian
  - Independent Agencies, such as Goosehead Insurance & First Connect
- A modern tech stack that allows partners to seamlessly integrate into existing platforms.



Growing footprint creates key growth opportunity

- Currently operating in states that comprise of more than 80% of the U.S. population with plans to go national.
- Continuing to unlock our U.S. total addressable market and national partnerships.
- Geographic expansion improves marketing efficiency and diversification.

Financial Overview

Financial highlights

Scale	**$1.5B**	Gross Written Premiums (Q2 2026 TTM)
Growth	**16%**	Net Earned Premium YoY Growth (Q2 2026 TTM)
Underwriting	**65%**	Net Loss and LAE Ratio (Q2 2026 TTM)
Profitability	**$61M**	Net Income (Q2 2026 TTM)

Strong and consistent growth

Gross Premiums Written ($M)

Net Premiums Written ($M)

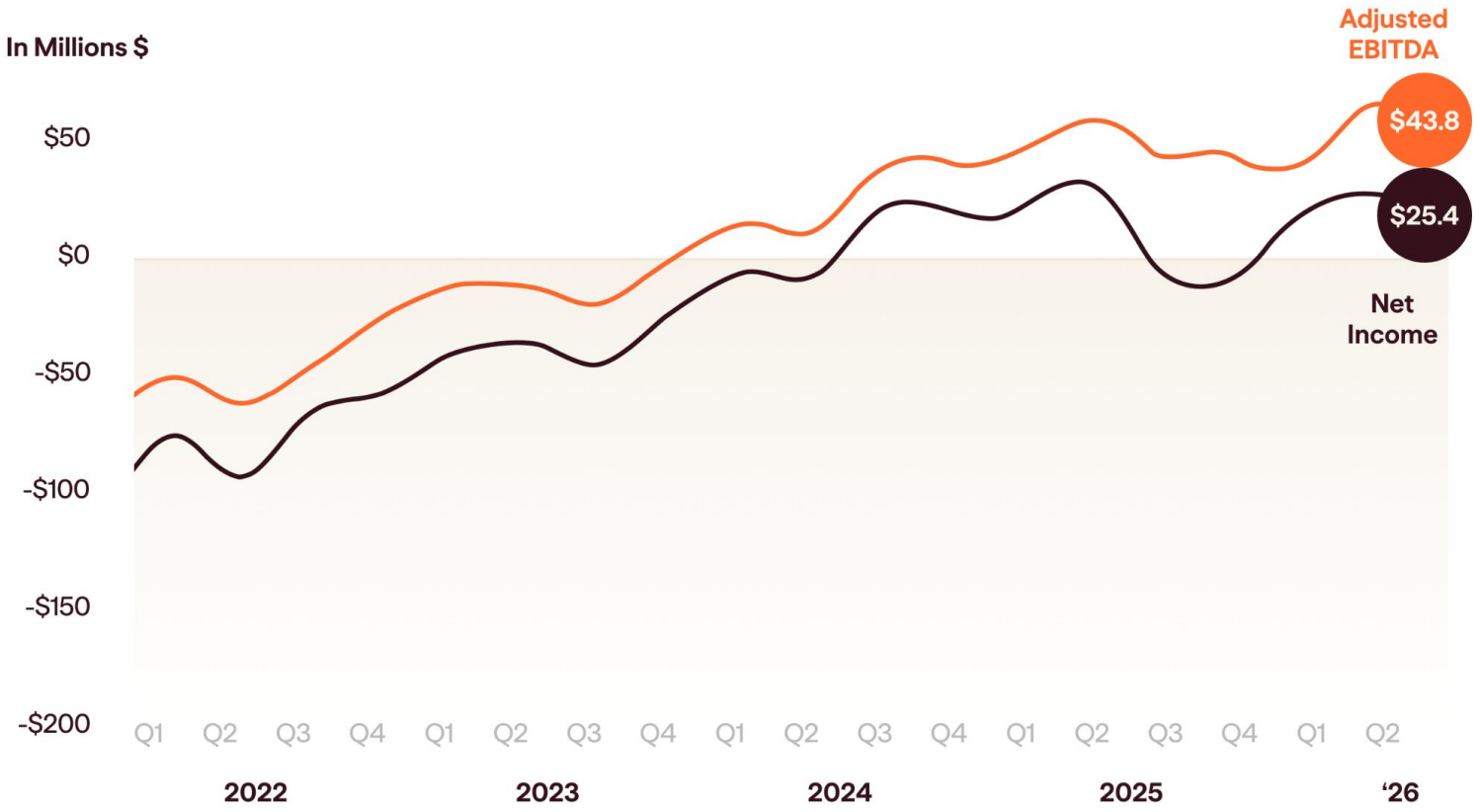
Net Income ($M)

Adjusted EBITDA ($M)

Consistent improvements drove the company to net income profitability

Disciplined approach to underwriting, capital, and expense management put us on path to profitability

Net Income/(Loss) and Adjusted EBITDA



Adjusted EBITDA: A non-GAAP financial measure, defined as net loss excluding interest expense, income tax expense, non-cash expense (depreciation and amortization, share-based compensation, warrant compensation expense), restructuring charges, legal fees and other items that do not reflect our ongoing operating performance. After these adjustments, the resulting calculation represents expenses directly attributable to our operating performance.

Key takeaways

Large personal auto market with expanding distribution surface area

Proprietary data, modern technology, and AI-enabled pricing create durable competitive advantage

Strong profitability and capital flexibility support disciplined investment through the cycle

Positioned to re-accelerate profitable growth as pricing, distribution, and market conditions improve

Strong and experienced management team leading the charge

Alex Timm
Co-founder & Chief Executive Officer

Founded Root in 2015, worked at Nationwide Insurance as a senior strategy consultant for P&C lines, Fellow of the Casualty Actuarial Society, and member of the American Academy of Actuaries.

Matt Bonakdarpour
President & Chief Technology Officer

Joined in 2018, previously worked in high frequency trading and statistical arbitrage at Citadel, holds a BS in Computer Science & Mathematics from Carnegie Mellon, and a PhD in Statistical Machine Learning from the University of Chicago.

Megan Binkley
Chief Financial Officer

Joined in 2019, previously worked as Senior Manager at KPMG Netherlands and KPMG U.S., extensive experience in accounting, SEC reporting, finance operations, and internal controls.

Jon Allison
Chief Administrative Officer

Joined in 2017 with extensive regulatory, government affairs, and policy experience operating at public insurance companies, spent two decades in public service and policy advocacy and served as Chief of Staff to Ohio Governor Bob Taft.

Kelly Ruoff
Chief Communications Officer

Joined in 2018, previously served as partner and Chief Creative Officer at national branding firm, and worked at Martha Stewart Living in senior content roles as the brand launched into product, omnimedia, and partnership channels.

Jason Shapiro
SVP, Business Development

Joined in 2023, previously President at ForeverCar with responsibility for all operations and revenue generation, 20 years experience in the automotive industry, former VP, OEM Development at TrueCar and Senior Director, Enterprise Dealer Partnerships at Cox Automotive.

Srini Srinivasan
Chief Information Security Officer & Head of IT

Joined in 2025, recognized for his ability to integrate cybersecurity strategy across technology, operations, and governance. Previously led Cybersecurity, Corporate Systems, and Fraud Prevention at Chewy and former SVP & Head of Enterprise Information Delivery at Citizens Bank.

Jill Kellett
SVP, Product & Marketing

Joined in 2019 with vast creative and technical experience in product design, e-commerce, and digital marketing, served in leadership roles at several national retailers and brand agencies.

Appendix

Reconciliation of Net Income/(Loss) to Adjusted EBITDA

3 Months Ended ($ in millions)	2022				2023				2024				2025				2026	
	Mar-31	Jun-30	Sep-30	Dec-31	Mar-31	Jun-30	Sep-30	Dec-31	Mar-31	Jun-30	Sep-30	Dec-31	Mar-31	Jun-30	Sep-30	Dec-31	Mar-31	Jun-30
Net income/(loss)	(77.5)	(95.5)	(66.4)	(58.3)	(40.9)	(36.7)	(45.8)	(24.0)	(6.2)	(7.8)	22.8	22.1	18.4	22.0	(5.4)	5.3	35.9	25.4
Adjustments:																		
Interest expense	5.0	8.5	8.5	9.9	10.4	10.7	11.1	11.0	10.9	10.8	10.9	7.1	5.1	5.2	5.1	4.9	4.6	4.0
Income tax expense	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.4	0.1	0.2	0.2
Depreciation and amortization	2.6	2.7	2.2	4.6	2.6	2.7	2.7	4.2	2.8	3.9	5.2	2.6	2.0	1.9	4.7	3.1	3.1	2.7
Loss on early extinguishment of debt	-	-	-	-	-	-	-	-	-	-	-	5.4	-	-	-	-	-	4.9
Share-based compensation	4.5	7.4	7.8	5.5	2.1	5.2	4.7	4.9	4.6	3.8	4.3	5.8	6.4	8.4	11.6	13.7	11.0	5.0
Warrant compensation expense	5.3	3.5	1.5	4.2	4.4	3.9	5.0	4.1	2.8	1.0	-	-	-	-	17.2	2.0	1.9	1.6
Restructuring charges	7.8	0.6	-	10.2	5.6	1.9	1.9	1.8	0.1	-	-	0.1	-	0.1	-	-	-	-
Write-offs and other	0.5	9.6	-	(0.6)	4.5	0.4	1.0	(2.3)	0.1	0.4	(1.6)	-	-	-	0.1	(0.3)	0.1	-
Adjusted EBITDA	**(51.8)**	**(63.2)**	**(46.4)**	**(24.5)**	**(11.3)**	**(11.9)**	**(19.4)**	**(0.3)**	**15.1**	**12.1**	**41.6**	**43.1**	**31.9**	**37.6**	**33.7**	**28.8**	**56.8**	**43.8**

Definitions

Adjusted EBITDA: a non-GAAP financial measure, as net income/(loss) excluding interest expense, income tax expense, depreciation and amortization, share-based compensation, loss on extinguishment of debt, warrant compensation expense, restructuring charges, legal fees and other items that do not reflect our ongoing operating performance. After these adjustments, the resulting calculation represents expenses directly attributable to our operating performance. We use adjusted EBITDA as an internal performance measure in the management of our operations because we believe it provides management and other users of our financial information useful insight into our results of operations and underlying business performance. Adjusted EBITDA should not be viewed as a substitute for net income (loss) calculated in accordance with GAAP, and other companies may define adjusted EBITDA differently.