

Rhino

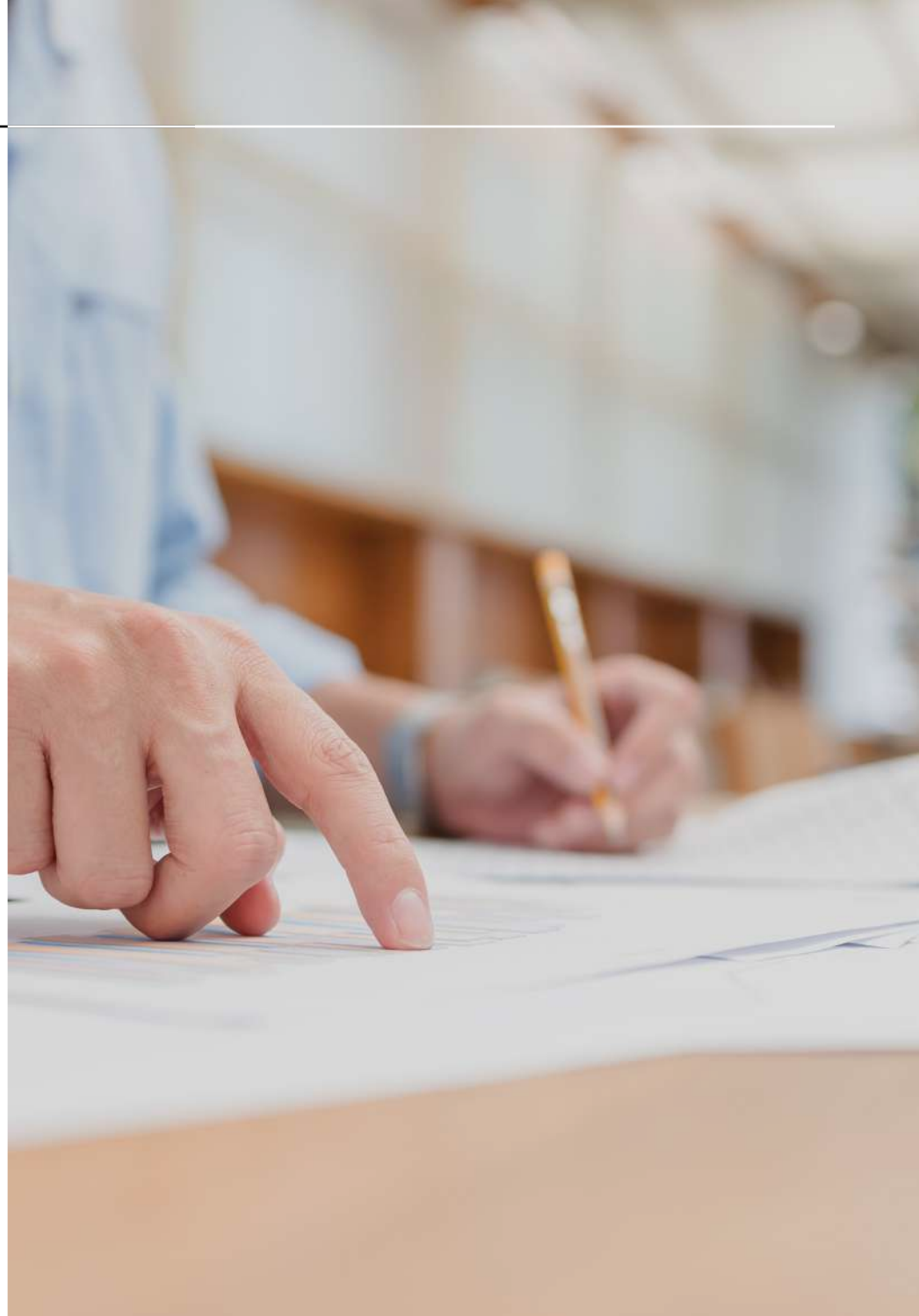
Gold Wynn reduces bad debt by \$2.5M using Rhino's flexible coverage

A Rhino Case Study

Gold Wynn's low-cost security deposit concession wasn't paying off

Operating in Buffalo, NY and Tulsa, OK, Gold Wynn is a family-owned real estate company that invests in people, properties, and opportunities to build brighter communities, both locally and internationally.

In 2020, Gold Wynn began offering low-cost security deposits as a concession to new renters. The team began to use critical time and resources on trying to collect unpaid rent as renters dealt with more financial challenges during COVID-19. To make matters more complex, the team soon realized that cash deposit funds weren't enough to cover rising turnover costs at move-out.



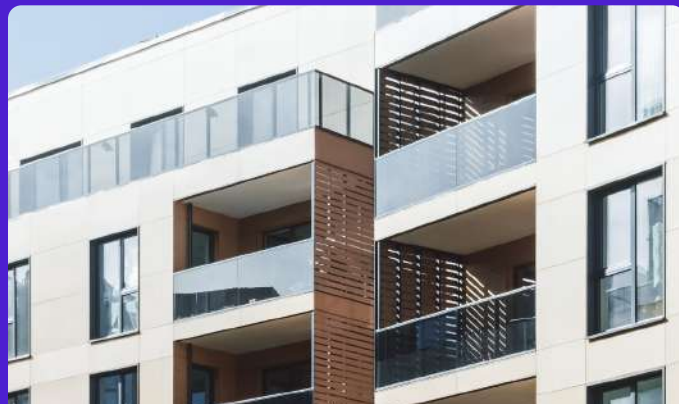
Enter Rhino: The modern way to protect your bottom line.

Rhino's security deposit insurance replaces the cash deposit to give owners more comprehensive coverage against losses like damages and unpaid rent. Rhino also lowers upfront move-in costs for renters at no risk to property owners.

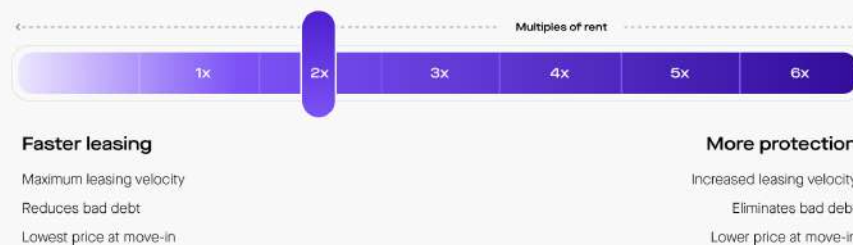
With our **flexible coverage for property teams**, owners and operators can determine a protection amount that fits their business needs, all while giving renters the most affordable way to move in. The result: custom policies for every renter, property, and asset class — all for smarter, more modern renting.

Why partners like Gold Wynn choose Rhino

- Rhino reduces move-in costs for renters by **over 90%**
- Rhino can offer up to 6x more protection than a traditional security deposit, when also used as a guarantor
- Rhino is licensed **in all 50 states**, and has partnerships with over 10 market-leading reinsurers



Balance protection and leasing speed



Rhino's impact at Gold Wynn properties

Smarter renting



9 out of 10 Gold Wynn renters offered Rhino choose to enroll

Significantly lower
bad debt

2.7x

increase in coverage
after offering Rhino



Unrivaled
protection

\$2.9M

in total protection against
unpaid rent and damages



Partner Testimonial

“What you imagine is too good to be true, is actually happening. We prefer that our renters sign up for Rhino to satisfy their move-in requirement.”



Carlos Torrubia
Senior Manager, Marketing & Sales

How Gold Wynn turned a low-cost concession into a high-yield opportunity

No more cash lost to damages. No more time and resources wasted sending renters to collections.



The beauty of flexible coverage

Flexible coverage allowed the Gold Wynn team to generate **\$2.9M** in active coverage on everything from unpaid rent to repairs.

This is compared to just **\$650,000** they would've received asking renters for a full month's rent as a security deposit.

Over 2,000 units and counting

In 2020, Gold Wynn accrued:

- Over 400 policies
- \$700,000 in coverage

By 2021, they reached:

- Over 2,000 policies
- An increase in total coverage of **270%**

Fast, reliable claims reimbursement

Rhino's in-house claims team works around the clock to assess, process, and reimburse valid claims at unrivaled speeds.

For Gold Wynn, this resulted in **97% of their claims being reimbursed within days**, not weeks, after submission.

Why Rhino's offered in over 1.8M homes nationwide

Rhino eliminates the need for traditional security deposits by replacing them with smart, affordable insurance so renters can maintain control of their cash. To date, Rhino is offered in over 1.8 million homes, and has saved renters over \$500 million in cash.

Rhino New York LLC (Rhino Insurance Agency in California) (Rhino) is a licensed insurance agency. Coverage is subject to actual policy terms, conditions and exclusions and is currently not available in HI, MT, ND or WY. Coverage is subject to underwriting approval and may not be available to all persons, even if offered in your state. Rhino acts as a general agent for various insurance carriers. In AK, CT, DE, IN, KY, MD, ME, NY, OH, PA, SD, TN & WV, insurance is underwritten by carriers with an A.M. Best rating of "A- (Excellent)" or better. In the remaining states, insurance may be underwritten by a nonadmitted, excess/surplus lines carrier that is not licensed in that state.

Scalable Flexible Coverage

Partners like Gold Wynn never have to worry about Rhino's ability to scale and customize coverage — our flexible policies are designed to reflect state-specific deposit rules, community types, and property guidelines, without compromise.

Reliable Support

Rhino offers 7-day-a-week support via phone, email, and chat. We have an in-house experience team and an in-house claims team that work hard to keep our partners covered, 24/7.

Proven Success

Rhino delivers results. Our ability to lower move-in costs while keeping owners protected from loss has resulted in:

- 50% increase in leasing velocity after offering Rhino
- Total protection against eligible losses beginning at move-in
- 100% of all valid claims from owners are covered, with all claims reimbursed in an average of 4 days or less
- +10,000 new renters enrolled with Rhino every month