Report on **Bachelor / Master Thesis**

Institute of Economic Studies, Faculty of Social Sciences, Charles University in Prague

Student:	**Radka Doležalová**
Advisor:	**Mgr. Petr Polák, M.Sc.**
Title of the thesis:	**Business Model Analysis of the Czech Peer-to-Peer Insurance Carrier**

OVERALL ASSESSMENT *(provided in English, Czech, or Slovak):*

Contribution
The thesis focuses on the peer-to-peer insurance in the Czech Republic, particularly on the only insurance company the First Club Insurance Carrier. It provides an extensive description of different peer-to-peer insurance approaches in the world and their advantages in comparison to the traditional insurance companies, such as givebacks. The central point of the thesis is a business model analysis of the First Club Insurance Carrier and its future performance considering five different scenarios based on traditional insurance carriers.
Since this is a case business model analysis, the thesis contains a lot of information about one particular case, which may or may not be re-usable for other market participants, for instance.

Methods
The thesis uses the business model analysis and what-if analysis to explain performance of the First Club Insurance Carrier, which seems appropriate to the aim of the work. The thesis suffers from lack of data, since the First Club Insurance Carrier has been on the market only one year. Hence, only 2016 reports were available for the analysis.
In the conclusion, the author says that the First Club Insurance Carrier may produce a positive economic results (last year's loss is approx. CZK 15 mil.) if it attracts new policyholders. However, there is not considered an option of new peer-to-peer players in the market, for example.

Literature
First half of the thesis clearly describes insurance and theory related. Further, it moves to description of peer-to-peer insurance and its models, which can be found in the world. The thesis works well with the literature, however, the section 4 does not provide that deep information about the Czech insurance market as one would expect.

Manuscript form
The thesis is well structured and written.
In the bibliographic note (pg. 3 of the pdf), there is a wrong title of the thesis.

Questions:
- In subsection 3.3.9, the author metions virtual currencies used in the peer-to-peer platforms. How (much) am I covered if the crypto-currency losses its value in comparison to size of a damage in USD, for example.
- In subsection 5.2.1, there is said that *"peer-to-peer insurance company is cheaper due to an absence of commissions paid to insurance intermediaries and completely eliminated marketing and promotion costs nowadays"*. Are there really no costs related to marketing and promotion at the First Club Insurance Carrier?

SUMMARY OF POINTS AWARDED *(for details, see below):*

CATEGORY	POINTS
Contribution *(max. 30 points)*	25

Report on **Bachelor / Master Thesis**

Institute of Economic Studies, Faculty of Social Sciences, Charles University in Prague

Student:	**Radka Doležalová**
Advisor:	**Mgr. Petr Polák, M.Sc.**
Title of the thesis:	**Business Model Analysis of the Czech Peer-to-Peer Insurance Carrier**

Methods	*(max. 30 points)*	25
Literature	*(max. 20 points)*	17
Manuscript Form	*(max. 20 points)*	18
TOTAL POINTS	*(max. 100 points)*	**85**
GRADE	**(1 – 2 – 3 – 4)**	**1**

NAME OF THE REFEREE: Mgr. Luboš Hanus

DATE OF EVALUATION: June 5, 2017

_____
Referee Signature

EXPLANATION OF CATEGORIES AND SCALE:

LITERATURE REVIEW: *The thesis demonstrates author's full understanding and command of recent literature. The author quotes relevant literature in a proper way.*

Strong	*Average*	*Weak*
20	*10*	*0*

METHODS: *The tools used are relevant to the research question being investigated, and adequate to the author's level of studies. The thesis topic is comprehensively analyzed.*

Strong	*Average*	*Weak*
30	*15*	*0*

CONTRIBUTION: *The author presents original ideas on the topic demonstrating critical thinking and ability to draw conclusions based on the knowledge of relevant theory and empirics. There is a distinct value added of the thesis.*

Strong	*Average*	*Weak*
30	*15*	*0*

MANUSCRIPT FORM: *The thesis is well structured. The student uses appropriate language and style, including academic format for graphs and tables. The text effectively refers to graphs and tables and disposes with a complete bibliography.*

Strong	*Average*	*Weak*
20	*10*	*0*

Overall grading:

TOTAL POINTS	GRADE		
81 – 100	1	= excellent	= výborně
61 – 80	2	= good	= velmi dobře
41 – 60	3	= satisfactory	= dobře
0 – 40	4	= fail	= nedoporučuji k obhajobě