

# Press Release

For Immediate Release

## **BFL CANADA partners with Turo and Tint to Launch Embedded Off-Trip Car Insurance for Turo Hosts**

**Innovative Insurance Product Delivers Seamless Vehicle Protection Between Trips for Canadian Turo Hosts**

**Montreal, September 8, 2025**—BFL CANADA, one of the largest employee-owned risk management and insurance brokerage firms in Canada, is proud to announce a strategic partnership with Turo and Tint to launch a new embedded Off-Trip Insurance solution designed specifically for Turo hosts in Canada. Developed in partnership with Turo, the world's largest peer-to-peer car sharing marketplace, and powered by embedded insurance technology provided by Tint, this new insurance offering is underwritten by Aviva Canada, one of the largest property and casualty insurers in Canada.

Off-Trip Insurance provides broad protection for eligible vehicles when they are not actively on a trip or being delivered through the Turo platform. Coverage includes protection against theft, vandalism, fire, and other physical damage, as well as third-party liability, ensuring Turo hosts meet legal coverage requirements and feel more confident between trips. By coordinating insurance with the protection already offered through the Turo platform, hosts receive seamless coverage, thereby eliminating the need to secure a separate policy or coordinate with external partners.

*"This partnership with Turo and Tint highlights our focus and determination to delivering market-leading insurance products and services. It also reflects the importance we place on innovation and national affinity partnerships, as well as our commitment to help clients navigate the evolving mobility landscape by bringing a first-of-its-kind embedded insurance solution to the Canadian car sharing market."* said Alexis Tertulliani, Senior Vice-President and National Practice Leader—Programs and Affinity Groups at BFL CANADA.

*"This product also offers an optional telematics discount for Turo hosts if they share Off Platform Kilometres to qualify for a low-mileage discount."* added Scott Cober, Senior Vice-President, National Practice Leader—Transportation at BFL CANADA.



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### Key features of the embedded Off-Trip Insurance solution include:

- Seamless coverage for eligible Turo hosts with affordable, flexible coverage options
- Insurance protection during periods when the vehicle is not on a trip or being delivered
- Streamlined, integrated digital experience with BFL CANADA, powered by Tint

*"Tint is proud to bring its technology and program expertise to the launch of Off-Trip Insurance in Canada for Turo hosts. This expansion builds on the proven success of our U.S. program, offering Canadian hosts the seamless, flexible, and affordable coverage they need. Our work with Turo and BFL CANADA showcases the power of combining cutting-edge technology with industry-leading insurance and mobility solutions."* said Matheus Riolfi, Co-Founder & CEO of Tint.

This product marks a significant milestone in the Canadian insurance space, delivering embedded protection tailored for the needs of the growing car sharing economy. Hosts who meet eligibility criteria benefit from comprehensive off-trip coverage in a simple and effective manner.

*"Turo is proud to support Canadian entrepreneurs building car-sharing businesses. This new Off-Trip Insurance solution reflects our commitment to removing barriers and enabling our hosts to scale with confidence."* said Bassem El-Rahimy, Vice-President of Turo Canada.

For more information about Off-Trip Insurance and eligibility, visit:

<https://turo.com/ca/en/car-rental/canada/ca-off-trip-insurance>

*Coverage is underwritten by Aviva Insurance Company of Canada and is subject to terms, conditions, limitations, and exclusions. Not all vehicles or hosts may qualify.*

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### About BFL CANADA

Founded in 1987 by Barry F. Lorenzetti, [BFL CANADA](#) is one of the largest employee-owned and operated Risk Management, Insurance Brokerage, and Employee Benefits consulting services firms in Canada. The firm has a team of over 1,450 professionals located in 27 offices across the country. Thanks to its Local International Office Network of independent brokers (LION), BFL CANADA provides clients with privileged access to insurance partners in over 140 countries, helping to support their operations both in Canada and globally.

### About Turo

[Turo](#) is the world's largest car sharing marketplace, where you can rent the perfect car for wherever you're going from a vibrant community of trusted hosts across the U.S., the UK, Canada, Australia, and France. Flying in from afar or looking for a car down the street, searching for a rugged truck or something smooth and swanky, you can skip the rental car counter and choose from an extraordinary, totally unique selection of nearby vehicles shared by local hosts. Entrepreneurs can take the wheel of their futures by becoming hosts and building car sharing businesses on Turo, leveraging our established platform to scale their businesses to meet their goals.



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### About Tint

**Tint** enables SaaS platforms and marketplaces to unlock growth and improve profitability through embedded insurance and protection. Tint offers plug-and-play and white-labelled integrations, equipping brands we partner with a sophisticated mix of technology infrastructure, services, and deep industry expertise. Embedded insurance can transform insurance from a product bought separately to a feature of brands consumers love and we are on a mission to make that happen. Happy Tint customers include Deel, uShip, Guesty, Neighbor, BabyQuip, and CitizenShipper, among others. Tint has raised \$30M and is backed by world-class investors such as Y Combinator, QED, Deciens, Nyca, Plug and Play, WIN, Soma Capital, and Pioneer Fund.

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### Source: BFL CANADA

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