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FUTURE

50

EUROPE

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A carefully curated list of rising insurtechs  
driving innovation across insurance



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## THANK YOU TO OUR FUTURE50 WINNERS



Following the launch of the Future50 Americas in June, we have been working to identify the most promising insurtechs in Europe. At this early stage in their growth, these firms are nimble, agile, and ready to take on the world.

Since launching Insurtech Insights in 2018, our vision has always been to surface exciting, talented insurtechs that are reimagining the future of insurance. This book is a showcase of the most innovative examples in the market at the moment. In this edition, we focus on Europe, and we will soon be announcing our winners in Asia too.

Once again, we have been stunned by the calibre of these businesses. These 50 insurtechs are the very best of a shortlist of thousands. We are also delighted to continue our partnership with Sønrr – the world's leading market intelligence platform for the insurance sector – to rank our Future50. The first big thanks must go to them.

Future50 Europe would also not be possible without the unparalleled insights and expertise of our industry judges.

We are releasing this book at a time of tremendous transformation in the insurance industry, and increasing maturity in the insurtech sector. These companies exemplify the future of insurance, and show us where the industry is headed. In this book, we have taken a deep dive into the story of each of these insurtechs, from inception through execution and growth.

Insurtech Insights's global network and mission to provide actionable insights makes us the number one catalyst for innovation in the insurance industry. We are already excited to be researching the Future50 Asia to be published soon. Who knows what the landscape will look like then?

We will also be integrating the Future50 initiative into our events programme in Europe, US and Asia, as real world meetings and gatherings start to return in 2022 – so look out for it there. I personally look forward to seeing you at one of our next events soon.

Thank you for your continued support.

Kristoffer Lundberg  
CEO of Insurtech Insights  
[insurtechinsights.com](https://insurtechinsights.com)



## FOREWORD



Europe represents the most advanced market for Open Innovation – the partnering between incumbent insurers and startups.

Typically, the most effective partnerships are with early stage insurtechs; those who are mature enough to have a demonstrable product-market fit, yet are still only working with a handful of insurers and are not yet likely to have raised more than a Series A. And while Europe was early to embrace Open Innovation, the rest of the world is rapidly following suit, recognising the opportunity it brings to accelerate corporate transformation.

As such, it's a great pleasure to work with Insurtech Insights to bring you the Future50 Europe – the next generation, pre-Series B, insurtechs driving change across the insurance landscape.

There has been a year-on-year rise of investment into European insurtechs, with 45% of all deals focussed on early stage companies. Additionally, the recent \$1bn valuations achieved by the likes of BoughtByMany, Tractable, wefox and Marshmallow will only attract more entrepreneurs and investors into the space. All in all, it makes for an exciting few years ahead for the European insurtech scene.

If you would like to learn more about any of the companies featured in the Future 50 Europe, or would like to keep track of their activity over the coming months, we've pulled together a Watchlist available here: [sonr.global/future50europe](https://sonr.global/future50europe)

And for those of you who are reading this and are not yet familiar with Sønrr, it's definitely time to change that. Sønrr is the world's #1 insurtech scouting and Open Innovation platform. It is used by insurers such

as Allianz, Bupa, Generali, Munich Re, Royal London and Wakam, to name but a few, to help discover and create new business opportunities.

By tracking millions of companies around the world, Sønrr is able to provide data-led insights on the latest market trends – both in the short and long-term. Additionally, we provide detailed information on the startups and scaleups reshaping insurance, and intelligence on how the incumbents are innovating. It also includes a suite of Open Innovation tools designed for teams to better collaborate and connect.

The platform is backed up by an exceptional team of consultants, researchers and analysts who support our clients in discovering and creating new business opportunities. If you'd like to know more about Sønrr, or the Future 50 series, please get in touch. I'd be happy to connect and explore the value we can bring to your business.

Finally, it would be remiss if I didn't say a big thanks to the folk who have made this Future 50 such a quality production. To the wonderful team at Sønrr, our great partner Insurtech Insights and of course our esteemed judges – we couldn't have done this without you all. A big thank you.

I hope you enjoy the report and we look forward to bringing you Future 50 APAC later this year.

Matt Connolly  
Founder and CEO at Sønrr  
[sonr.global](https://sonr.global)



## HOW WE CHOOSE OUR WINNERS

We thought we'd share some methodology for selecting the Future50 Europe.

### Who is included?

As we were keen to feature the emerging innovation in Europe, we limited our selection to those that met all of the following three criteria:

- A head office in Europe, with a founded date within the past ten years
- If the company has raised venture capital, then the latest investment stage must be no later than Series A at the time of judging
- They have not been acquired, and neither are they a publicly listed company

### How did we collect data?

To make this the most credible insurtech ranking globally, we needed to start our research with the best data in the market.

And for that, there is only one company – Søn Global.

Søn is the world's number one startup-scouting and open innovation management platform designed specifically for insurance. It tracks more than two million companies globally and helps clients across Europe source new opportunities for growth and innovation.

Working with Søn, we were able to evaluate thousands upon thousands of insurtechs across the continent.

### How did we rank them?

Once we had compiled a longlist of potential companies, we scored them using the Søn Index – a technology developed by Søn which scores startups on their propensity to succeed.

The Søn Index evaluates millions of data points across the following criteria:

- **People:** The key people across the business – taking in factors such as where they have studied, their past involvement with startups or notable companies, their known network, and whether they are considered experts in their field.
- **Product:** Including the core tech stack of the business, patents they have registered, the customer problem they have overcome, and any exceptional tech or experience they have created.
- **Performance:** Growth metrics such as downloads, partnership, investments and traction. And other attributes including financials, market sizing and performance traction to date.

This allowed us to refine the list down to 100 companies.

### Whose opinion did we seek?

We then assembled a group of world class industry experts to act as judges, and made sure each startup was critically evaluated and scored by at least four independent experts.

This provided us with a ranked top 50.

### And finally...

Ranking the Future50 Europe was a process that took months to complete, and the final 50 were selected on 1 August 2021. Undoubtedly, by the time you read the final report, a number of these companies will have already raised a Series B, or have been acquired.

We're okay with that. We see it as a validation of the quality we've selected!

*To make sure you're included in the Future50 Europe 2022, or if you have any questions on the methodology, please contact [future50@sonr.global](mailto:future50@sonr.global).*

## OUR JUDGING PANEL



**NATHAN SHANAGHY**  
Chief Operating Officer  
AON UK



**BEN LUCKETT**  
Chief Innovation Officer  
Aviva



**FRANK DESVIGNES**  
Global Head of Open Innovation  
AXA Next



**INJI CHARKANI**  
Chief Innovation Officer  
AXA Partners



**DR. ALEXANDER BOCKELMANN**  
Group Chief Transformation Officer  
Baloise



**MARK GLENN**  
Global Chief Transformation Officer  
Bupa



**RYAN KIM**  
Group Chief Digital Officer  
FWD



**STEPHEN RHEE**  
Chief Digital Officer  
Gallagher



**STEVEN ZUANELLA**  
Group Chief Digital Officer  
Generali



**MORGAN SPILLANE**  
IT & Change Mgmt Director  
Legal & General



**EDDIE AHMED**  
Chairman, President and CEO  
MassMutual International



**JOANNE SAFO**  
Formerly Global Chief Innovation Officer  
Digital Partners at Munich Re (Group)



**PAUL TYLER**  
Chief Marketing Officer  
Nassau Financial Group



**FRANK EIJSINK**  
President and CEO  
NN Life Japan



**WILL PRITCHETT**  
Group CIO  
Royal London Group



**MASASHI NAMATAME**  
Group Chief Digital Officer,  
Managing Executive Officer,  
Tokio Marine Holdings



**DAVID PRIESTLY**  
Chief Digital Officer  
Vitality



**MAGDA RAMADA SARASOLA PhD**  
InsurTech Innovation Leader (EMEA)  
Willis Tower Watson



**STEN SAAR**  
Chief Executive Officer  
Zego



**SABINE VANDERLINDEN**  
Co-founder and Managing Partner,  
Alchemy Crew



**LOUISE SMITH**  
Chief Digital Officer  
Lloyd's

# WHERE THE FUTURE50 FIT IN THE INSURANCE LANDSCAPE

	DISTRIBUTION	PRODUCT DEVELOPMENT	UNDERWRITING	CLAIMS	CUSTOMER EXPERIENCE	MULTIPLE VALUE CHAINS
LIFE & ANNUITIES						
COMMERCIAL/ SME	   	 				 
P&C	     					    
CYBER						
HEALTH						  
REINSURANCE						
ACROSS INSURANCE LINES	  			   		       

\*TOP 10

# FIVE TRENDS DRIVING INSURANCE INNOVATION

## REIMAGINING THE FUTURE OF RISK

This isn't your parent's insurance industry.

Having lagged behind almost every other industry in terms of innovation, digitisation and customer satisfaction, insurtech has emerged as one of the most exciting parts of the European tech boom.

Following in the footsteps of the fintech revolution, insurtechs in Europe have punched far above their weight.

# 1

### Distribution disrupted

Competition for consumer attention has never been more intense, and insurers are increasingly having to meet consumers wherever they are.

Gone are the days of expecting customers to buy, renew and repeat without scrutiny. Now, insurtechs are experimenting with distribution techniques to make insurance feel like a product rather than a tax.

Penni.io, our #8, is empowering carriers to bring embedded insurance products to market, so that they can distribute policies across any sales channel with no code. Bsurance, our #32, engineers cloud-based products to be fully embedded at the point of sale.

# 2

### Only pay for what you need

If you have a car, the odds are that it's been sitting in the garage for much of the last 18 months. Customers across the board have found themselves paying premiums for unused policies and over-insured risks.

We have seen a trend towards insurers mobilising telematics and data analytics to enable usage-based insurance policies. For instance, in auto insurance, risk assessments can be made based on how much time a car spends on the road, and through analysis of driving behaviour.

Amodo, our #30, is a platform that enables usage-based products through increasing customer touch points and gamification of insurance. Blocksure, our #48, leverages blockchain technology to power flexible, on-demand policies from traditional annual, to fractional usage policies for daily, or even hourly, cover.

# 3

### Realising untapped opportunities

The insurance industry has often been notorious for arbitrary exclusions and not meeting the needs of underserved consumers. Disruptors in the industry, especially with life and health lines, are changing that.

Disrupting sleepy parts of the industry, and serving the underserved, has become central to the emerging insurance revolution. Asistensi, our #14, works to

open up digital-first health insurance solutions so that migrants can continue caring for relatives and loved ones back home.

YuLife, our #6, has seen huge growth in the past year. Their gamification of life insurance is engaging younger consumers in innovative ways, and reinforcing the value proposition of life insurance for a new generation.

# 4

### Insuring a changing world

Climate change is no longer theoretical, but a present and increasingly visible danger. The implications for the insurance industry are profound. Catastrophe management and climate underwriting are increasingly central to a number of consumer and commercial lines as we enter an era of recurring climate risks.

Insurtechs have entered the market set on modernising risk assessments to match these

emerging risks. They are using data analytics and sophisticated parametric underwriting and empowering their partners to better understand highly localised, region-specific risks.

Descartes Underwriting, our #4, builds parametric underwriting solutions to enable their partners to better understand the risk of natural disasters. Oasis Loss Modelling Framework, our #15, has created an open source framework to give universal access to critical climate risk data.

# 5

### Wellness as the new normal

Wellness and wellbeing have been brought more sharply into focus by the pandemic. In 2020, McKinsey found that 17% of Europeans feel lonely 'most or all of the time', and the impact of a decline in mental health is being felt across the healthcare ecosystem.<sup>1</sup>

This shift towards increased customer engagement and touch points marks a fundamental development for the insurer-consumer relationships: from the purely transactional to more of a partnership.

The pandemic has heightened the urgency for insurers to focus on wellness and wellbeing around

health and life lines of insurance. Serious claims can be prevented by interventions by insurers early on, and health and life insurers are more incentivised than ever to promote healthier behaviours among their customers.

Thrive Therapeutic Software, our #32, puts employee mental health at the heart of their proposition, designed as it is to prevent, screen and manage mental health conditions for employees.

<sup>1</sup> <https://www.mckinsey.com/featured-insights/europe/well-being-in-europe-addressing-the-high-cost-of-covid-19-on-life-satisfaction#>



## A risk hazard platform with a social mission.

London-based Global Parametrics has developed a risk hazard platform, which consolidates data sets that power climate risk modelling and enable new, highly-flexible risk transfer products to be structured and scaled globally.

The company's parametric insurance products help provide economic resilience to markets and communities vulnerable to a range of climate-related events and disasters including droughts, cyclones, floods, earthquakes, wildfires and the impact of other weather extremes.

GP's innovative hazard platform works with risk capital able to support innovations in emerging countries. In December 2020, the company announced their collaboration with the Natural Disaster Fund (NDF) had enabled them to reach over ten million beneficiaries in 21 countries. The NDF is the vehicle that allows GP to incubate innovation in multiple dimensions – product design, risk modeling and settlement among others.

So far in 2021, Global Parametrics has made a number of key partnerships including with flood risk modeller, Fathom, to develop a global parametric flood index, which will be used in triggers of risk transfer and (re)insurance arrangements. Global Parametrics has also partnered with The Demex Group to launch two new programmes of climate-linked financial protection for underserved smallholders in the Philippines and Vietnam.



Pictured: Hector Ibarra

### TOTAL DISCLOSED FUNDING

—

### LOCATION

**United Kingdom**

### FOUNDED IN

**2016**

### FOUNDERS

**Jerry Skees,  
Dan Bierenbaum**





## Q&A

HECTOR IBARRA

CEO at Global Parametrics



### Why is now an exciting time to be a rising insurtech?

Global Parametrics deploys parametric solutions to protect against extreme weather and natural disaster risks anywhere in the world. We do this by challenging the conventional wisdom that you need a supercomputer, a large team, and a business focused on existing markets. While most of the industry follows the beaten path, we're going after the protection gap with extremely cost-effective cloud infrastructure, a flexible architecture that seamlessly combines exposure and hazard data in its native resolution, risk modeling solutions provided by industry-leading partners, and a willingness to go where no one else will.

Our technology allows us to build systems that reduce the time and cost incurred to absorb terabytes of information, giving us both unlimited access to global weather and geophysical data, and the ability to query, manipulate and transform it into information in a way that was previously inconceivable. As a result, a small company like GP has been able to structure and place solutions in over 50 countries, including where the traditional insurance industry has had limited penetration. We must punch above our weight to succeed. We aren't looking to compete against the market, we're fighting to achieve significant social transformation.

### What has been the highlight of your career to date? (Answer by GP CEO: Hector Ibarra)

Accepting the challenge of becoming GP's CEO. The premise of building a business utilising technology to deliver meaningful social impact was captivating. Leveraging the strengths of the public and private sector through collaborative frameworks and partnerships has always been my driving motivation, and this vision was shared by the founders of GP.

GP was a unique opportunity to bring together the support of two innovative governments – the UK through FCDO, and Germany through BMZ and KFW –, in partnership with global private sector leaders like Hannover Re, and a highly reputable team, to generate a new market for parametric risk transfer products globally.

This path has led me to meet a unique team of collaborators. Being able to work hand in hand with a group of ambitious professionals with an appetite to challenge the status quo, while also keeping a real motivation to achieve a meaningful social impact in the world, is inspiring. Doing good by doing well seems finally like a credible proposition because of teams like the one GP has assembled.

### If you could meet yourself on the day you started with GP, what would you tell yourself?

If I could meet myself for a coffee during my first day at work, I would convey simple but direct messages.

*'We must punch above our weight to succeed. We aren't looking to compete against the market, we're fighting to achieve significant social transformation.'*

Focus on building a great team. Make sure that you communicate a vision that can bring them all together and trust them with big responsibilities. Try to be a partner in helping them in their everyday needs, and try to stay away from generating unnecessary frictions or bureaucracies, so everyone can achieve great results.

### Name one mistake that you have made, and what you learned from it.

Meaningful transformation and innovation can't be achieved by thinking small. If you don't embody the transformational change that you are seeking to achieve through your venture, nobody else will believe it. Unfortunately, it took time to understand this and that was time that could have been focused on empowering our team and partners to achieve even better business and social impact results.

### What problem did you see in the market that led you to create Global Parametrics? (Answer by GP Founder, Jerry Skees)

GP's vision is to leverage advances in climate science, data modelling and financial engineering to build the tools needed to understand, manage and mitigate the risks of extreme weather and natural disasters anywhere in the world. Our belief is that resilience to these natural events is fundamental to sustainable economic growth, poverty reduction and the realisation of human potential.

The vision, shared by the British and German Governments, is to build a unique business with a clear aim – driving change through innovation by being a catalyst for new ideas, a multiplier of existing efforts and a global leader in parametric product design and distribution.

### What is the next step for your insurtech? (Answer by GP CEO: Hector Ibarra)

The next stage in the corporate life of Global Parametrics will be focused on growth. 2021 has been an important year in terms of being able to achieve healthy cash inflows and therefore moving closer to profitability. In parallel, GP has positioned itself to be able to trade parametric transactions in any legal format, including derivatives, reinsurance and capital markets structures. From a delivery perspective, GP is on track to becoming an Insurance Agent in the form of a Managed General Agent. This has been a consistent ask from clients in order to facilitate interaction with our product offerings. We are confident this will open the door to many more global opportunities that have often been out of reach through our previous regulatory permissions.

With all the investments in operational infrastructure and IT capabilities having reached critical maturity, GP will grow its footprint globally. The main focus will be on looking to partner with smart money that can add operational scale and efficiencies to our business model.

# 2



## A digital identification company already widely used in Germany.

Nect is a patented remote identity verification and biometrics company. It offers automated, online identification, including face matching and a liveness test, via a smartphone.

Its core product, Selfie Ident, provides verification in just three minutes. Users simply include an identification document and record a selfie video, reading two words aloud. The company claims it is used by 'every second German citizen at insurance companies, banks, telecommunications companies and the state'. Nect's product portfolio also includes Ticket-Ident for online and offline events, eSignatures, and multi-factor authentication.

Nect is an alum of the Insurtech Hub Munich Accelerator, and raised Series A funding in 2020. It has recently reported 220,000 new users a month, and two million app downloads in the past 12 months. The company's commercial customers include R&V and HUK COBURG.



TOTAL DISCLOSED FUNDING

—

LOCATION

Germany

FOUNDED IN

2017

FOUNDERS

Benny Bennet Jürgens,  
Carlo Ulbrich

Pictured: Benny Bennet Jürgens



## Q&A

BENNY BENNET  
JÜRGENS  
CEO at Nect

*'We developed Nect to make existing hurdles as simple as possible for the insured, so that the first contact with the insurer is a complete success.'*

### Why is now an exciting time to be a rising insurtech?

It's the perfect timing. Consumers demand digital access to their insurance. Insurers are open to collaborate. These are the perfect conditions to start a business in this area.

### What has been the highlight of your career to date?

The journey of the company itself. Working in an environment that constantly challenges me, in which I have to adapt again and again, suits my nature. My highlight is probably that we had the courage to found the company.

### If you could meet yourself on the day you started your business, what would you tell yourself?

Find your 'why'.

### Name one mistake that you have made, and what you learned from it.

Our learning is getting good candidates early, which we didn't focus on in the 2020 hyper-growth phase. If you want to maintain strong growth, you have to believe in what's coming, so you should use the time to hire while you still have the capacity.

### What problem did you see in the market that led you to create Nect?

Insurance is an area where there are few touch points. We developed Nect to make existing hurdles as simple as possible for the insured, so that the first contact with the insurer is a complete success, and the use of the customer portal, for example, is sustainable.

### What is the next step for your insurtech?

We're well known in Germany and have managed to gain a high market share amongst the top ten insurers. One of our next steps is to go international and deliver our technology European-wide to insurers and other regulated companies.



## A satellite data company helping to protect crops worldwide.

Vandersat provides global satellite-observed data, products, and services, focusing particularly on water and crops. Its data is used for more than 100 million hectares of agricultural land worldwide and its research has more than 20,000 citations on Google Scholar.

Its patented technology monitors and analyses land conditions via raw data provided by satellites from space agencies such as NASA and ESA. Using passive microwave technology, it can measure a range of factors including crop status and water availability. The technology has been used to develop smarter crop insurance in partnership with (re)insurance companies and brokers, such as the Drought Index Insurance. Clients include Swiss Re, AXA and Rabobank.

On top of its data and insurance work, the company also aims to positively impact over 100 million hectares by 2022 by helping inform actionable decisions to reduce the global water and food crisis. In 2020 the company raised 'several million Euros' to further develop its technology.



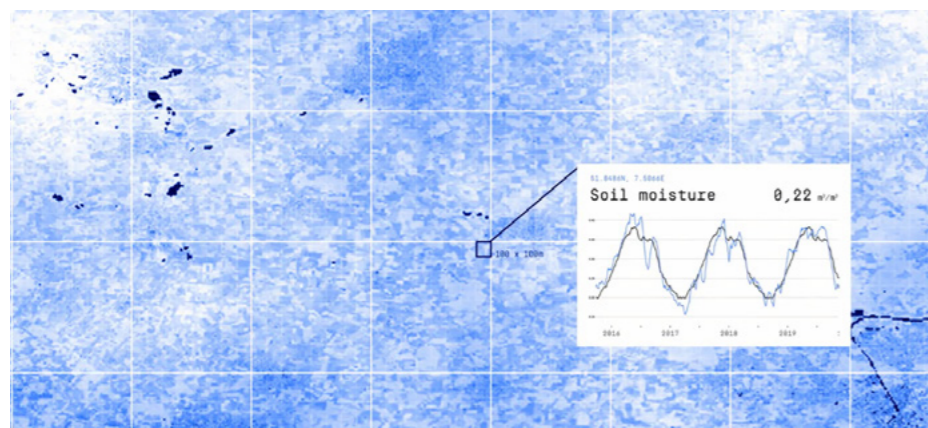
TOTAL DISCLOSED FUNDING  
**\$1.6m**

LOCATION  
**Netherlands**

FOUNDED IN  
**2015**

FOUNDERS  
**Dr. Richard De Jeu,  
Robbert Mica,  
Dr. Thijs van Leeuwen**

Pictured: Dr. Thijs van Leeuwen (CEO)



### Q&A

DR. THIJS VAN  
LEEUVEN  
CEO at Vandersat

*'At least three-quarters of farmers are not covered against drought risk. That protection gap we are trying to close with the VanderSat services.'*

#### Why is now an exciting time to be a rising insurtech?

Due to climate destabilisation, there is a strong need for innovative insurance solutions. New advanced data sources like satellites, combined with increased data processing capabilities and the possibility to monitor developments on the ground in real time, anywhere on earth, accelerate the adoption of these new technologies by the insurance industry and their clients.

#### What has been the highlight of your career to date?

We are really proud of the fact that our satellite-derived data services for agricultural insurance are fully operational in 16 different countries, covering all major crops. We have a real impact 'on the ground' with farmers all over the world, by providing them with more financial stability in a fast changing climate.

#### If you could meet yourself on the day you started your business, what would you tell yourself?

Create focus by setting up clear company objectives and key results that you and the team want to achieve.

#### Name one mistake that you have made, and what you learned from it.

In 2020 we launched a national insurance platform in Kazakhstan jointly with our partners. Our product was fully operational. The government, local brokers, our local insurance firms and reinsurance partner Swiss Re were ready to provide this to all farmers in the country. Then we realised that uptake in 2020 was not as predicted. We learned that we needed to train farmers, brokers and insurance firms to use our satellite-based solutions. Gaining trust is key. It takes time and determination.

#### What problem did you see in the market that led you to create Vandersat?

There was no scalable insurance solution available to provide drought insurance for the agricultural market. We see a protection gap of over 75%, meaning that at least three-quarters of farmers are not covered against drought risk. That protection gap we are trying to close with the VanderSat services.

#### What is the next step for your insurtech?

First of all, ensuring that more farmers can benefit from our services through the cover of more countries via our partners. Secondly, we are working towards new innovative satellite-derived products that allow for scalable services and fit market needs for the coming years.



# DESCARTES

## A real-time climate monitoring company underwriting risks across more than 60 countries.

Descartes specialises in climate risk modeling and data-driven risk transfer. It develops parametric insurance to build resilience against natural catastrophes, extreme weather and other emerging risks, working with brokers to protect corporate clients and governments.

The company uses real-time monitoring from satellite imagery and IoT, as well as machine learning, to provide transparent coverage against natural catastrophes, renewable energy, supply chain and agriculture risks. Its parametric products provide fast pay-outs, acting as a replacement or complement to traditional insurance.

Descartes underwrites against all natural catastrophe perils, across all trade sectors, in more than 60 countries globally. It has worked with more than 150 corporate and public sector clients, including a strategic partnership with Generali in May 2020.

The company raised an \$18.5m Series A round in September 2020, and in 2021 opened offices in New York, Sydney and Singapore to further expand its international footprint.



Tanguy Touffut,  
Sébastien Piguet,  
Kevin Dedieu

TOTAL DISCLOSED FUNDING  
**\$20.8m**

LOCATION  
**France**

FOUNDED IN  
**2018**

FOUNDERS  
**Tanguy Touffut,  
Sébastien Piguet,  
Kevin Dedieu**

*‘Insurance alone cannot stop climate change, but we can work hard to support companies and governments in mitigating the risks and planning for the future.’*

### Q&A

TANGUY TOUFFUT  
Co-Founder and CEO at  
Descartes Underwriting

#### Why is now an exciting time to be a rising insurtech?

Climate risks around the world have never been more present. From Hurricane Ida to the floods in Germany and China, as well as wildfires along the US west coast, recent examples stress the need for more resilience for populations and economies, and the opportunity for next generation insurance products like Descartes’ parametrics.

The boom in available data is also playing a determining role in allowing new entrants in the insurance market. Most barriers to entry have disappeared. Thanks to new data sources, satellite imagery and IoT, you are no longer required to have historical data to be able to assess natural risks. Ten years ago, incumbents had a competitive advantage from having collected their own data; some of them for more than a century. This is not the case today. New players with superior quantitative and coding skills can be better armed than incumbents to address corporates’ new and emerging risks.

In addition, we are convinced that AI and advanced analytics will enable insurers to pass on more benefits to clients. As risk assessment becomes more accurate, insurers will be able to offer more competitive rates and to cover risks that were previously considered uninsurable. Parametric insurance leverages new technologies, such as image recognition and machine learning to close the protection gap and improve how we cover our customers’ risks.

#### If you could meet yourself on the day you started your business, what would you tell yourself?

Building the right team is critical. Thankfully I believed that on day one at Descartes, but it is worth repeating. We strongly value learning and analytical skills, but even more importantly we strive to surround ourselves with committed and motivated people who share our convictions.

Today’s businesses and projects cannot be just about finding a market and selling products. Our society and planet call for greater causes and serving a purpose is paramount to driving momentum and talent.

#### What problem did you see in the market that led you to create Descartes Underwriting?

We saw a gap between the traditional insurance approach and the risk exposure needs of corporations and governments against extreme weather and climate change.

Descartes was born out of the conviction that climate change calls for a revolutionary approach in insurance to better protect corporate and public sector clients. Our founders and team also believe strongly that new technologies can deeply transform the insurance industry, reducing friction and restoring trust in the market.

In our view, corporate insurance is going through an existential crisis. The on-going pandemic only emphasizes the shortfalls plaguing the sector, and therefore the opportunity for parametric solutions such as those offered by Descartes.



# AKINOVA

## A neutral, regulated digital risk transfer and trading marketplace working with leading brokers, underwriters and capital providers.

AkinovA is an independent electronic marketplace for the transfer and trading of insurance risk. The marketplace offers insurance and reinsurance risks access to new sources of capacity, and aims to increase the efficiency of transferring and trading (re)insurance risks in the primary and secondary markets.

In January 2021, Akinova was granted a Bermuda license to operate as an Electronic Insurance Marketplace, with the press noting it was the first new regulated insurance marketplace for 150 years. AkinovA also enables (re)insurance service providers to share their models, data and expertise with market participants.

In December 2020, the company partnered with Quant Insight, and more recently, with Exoshock, to enable new and more precise risk transfer products on AkinovA – focusing on macro-financial risks such as climate change and intangibles including cyber and business interruption, which could cause significant economic impact. AkinovA has added a mortgage and credit insurance capacity with a particular focus on increasing the depth and velocity of the insurance linked securities market.

The company has previously worked with Hiscox, Guy Carpenter, RKH Reinsurance Brokers and Descartes Underwriting, amongst others. The startup raised \$1m in a Seed round led by Hiscox in 2018, followed a year later by a \$3.1m in a Series A round led by MS&AD Ventures. A further round was held in early 2021 and it was led by an undisclosed major capital markets market maker, a VC and several of AkinovA's current shareholders who followed their money.

TOTAL DISCLOSED FUNDING  
**\$10m**

LOCATION  
**United Kingdom**

FOUNDED IN  
**2017**

FOUNDERS  
**Dr Henri Winand,  
Dr Jean-Michel Paul**



Dr Henri Winand

### Q&A

HENRI WINAND  
Co-Founder and CEO  
at Akinova

*'Businesses need better visibility and simpler, cost-effective protection for today's new dynamic risks.'*

#### Why is now an exciting time to be a rising insurtech?

There is no better time than now to serve customers in ways unimaginable even ten years ago by pulling together great people, capital, highly networked technologies and innovative business models. This way, we can improve, reinvent, refresh, and grow a systemically important industry into one fit for the 21st century and beyond.

#### What has been the highlight of your career to date?

Leading, working, and learning from great people,

#### If you could meet yourself on the day you started your business, what would you tell yourself?

Take the less well-travelled road earlier in your career to build new challenger technology businesses.

#### Name one mistake that you have made, and what you learned from it.

Thinking that certification bodies will slow you down. So pick a venture with strong regulatory oversight. Invest early to embrace regulators, work with them, learn from them and set them as an enabler and defensive moat for your new venture.

#### What problem did you see in the market that led you to create AkinovA?

Businesses need better visibility and simpler, cost-effective protection for today's new dynamic risks, including intangible assets which are largely not covered, as no data and no digital platform exist to underwrite them at scale. Those risks need to be transferred rapidly to a wide variety of underwriting capital on a secure and regulated risk transfer marketplace. So, insurance risks need to be made into a directly investable asset to unlock incremental capacity needed for intangibles – including cyber risks, contingent business interruption – and deliver returns often decorrelated from capital markets to yield-starved investors. In doing so, the systemically important insurance industry will grow and enable its ecosystem to access new sources of growth, enable faster creation of new products and democratise access of previously unavailable dynamic rich data sets and curated services for insureds, brokers, capacity providers and beyond.

#### What is the next step for your insurtech?

Now that we are fully regulated and core tech is in place, the next step is to build the crew and focus on growth.



## A group life insurer that has seen 10x growth in the past year alone.

YuLife has developed an app-based group life insurance product, which rewards people for looking after their wellbeing. In addition to their cover, customers have access to a range of services, including on-demand access to mental health support and virtual GP services.

The company is based around an experience, which uses behavioural science and gamification to encourage people to make small incremental changes to better their long-term mental and physical wellbeing. Users who take steps (literally or figuratively) to improve their health are rewarded with 'YuCoin', which can be exchanged for vouchers and discounts on Amazon, Apple, Calm, in retail stores and more.

Companies covered by YuLife include What3Words, Elvie and Del Monte. The startup posted 10x growth in the past year and provides coverage of around \$15bn.



TOTAL DISCLOSED FUNDING  
**£13m\***

LOCATION  
**United Kingdom**

FOUNDED IN  
**2016**

FOUNDER  
**Sam Fromson,  
Josh Hart,  
Jaco Oosthuizen,  
Jonathan Roomer**



\*Total disclosed funding following Series B: **£63m**

Pictured: Sammy Rubin

### Q&A

**SAMMY RUBIN**  
CEO and Founder  
at YuLife

*'Simply put, life insurance has traditionally been about death, rather than life. We wanted to upend that model and introduce life insurance which inspires life.'*

### Why is now an exciting time to be a rising insurtech?

Insurtech is flying high right now and investor interest is reaching record levels. In the second quarter of 2021, insurtech companies brought in a record \$4.5bn across 160 deals, and YuLife recently raised a \$70m Series B in one of Europe's largest insurtech funding rounds in life insurance.

The Covid-19 pandemic prompted people to reappraise their priorities, and guaranteeing long-term financial security for themselves and their families grew in importance. Yet financial products have been typically perceived as adversarial, complex, and not user-friendly, creating a gap in the market for innovative insurtechs to tap into people's genuine desire to improve their financial wellbeing, while also being accessible for 21st century consumers. In the workplace, there's now a growing expectation that employers safeguard their employees' wellbeing, so products like group life protection have grown exponentially in value – exactly where YuLife and other insurtechs come into the picture.

### Name one mistake that you have made, and what you learned from it.

Our founding goal at YuLife has been to enhance and modernise a mammoth industry that has historically been characterised by caution for hundreds of years. A mistake I made in my desire to enhance every aspect of the life insurance sector. We wanted to rewrite not only the rules of group risk insurance, but also personal insurance immediately, and this ultimately proved to be a bridge too far.

We realised that by focusing on businesses first and succeeding in this arena, we could pave the way to impacting the lives of the greatest number of people in the shortest possible period of time. From

this experience, we improved our own processes to protect the individual even further. I learned from this initial mistake, that the most effective way to approach an industry like ours is evolution rather than revolution. You need to take people on a journey with you, rather than rapidly instigating change.

### What problem did you see in the market that led you to create YuLife?

Simply put, life insurance has traditionally been about death, rather than life. We wanted to upend that model and introduce life insurance which inspires life. Gamification, data science and AI have so much to offer, and we sought to harness these latest technologies to create an insurance package that rewards healthy habits and offers a tangible incentive to bolster mental and physical wellbeing.

At the same time, we identified burnout and stress in the workplace as one of today's major health hazards. Workplaces splash the cash on expensive employee engagement programmes, but employees are more jaded than ever. We wanted to equip workplaces with the means to offer their staff benefits of ongoing value to their employees. Instead of relying on transitory 'nice-to-have' perks like away days and happy hours, we identified a need for a product like YuLife which incentivizes healthy living on an ongoing basis and in an engaging manner, so that enthusiasm and engagement never fade.

### What is the next step for your insurtech?

Thanks to our recent Series B investment, we plan to continue to transform the industry by putting life first and inspiring people to live their best lives every single day. We are looking to develop into new markets, broaden our product offering and expand our UK market penetration.



# Collective.

## A benefits provider for more than 200,000 independent workers across Europe.

Collective Benefits is an award-winning insurance and benefits platform for independent workers and is on a mission to finally provide a much-needed safety net for this rapidly growing workforce. These include sick and injury pay, mental health support and everyday savings. The company works with on-demand gig economy platforms such as TaskRabbit, Just Eat and Wolt among others.

Its clients have reported 7x faster benefit programme roll-outs, and 17x ROI in lowered recruitment and onboarding costs. Collective Benefits now protects over 200,000 independent workers in 20 countries across Europe.

Collective Benefits took part in Facebook's startup accelerator programme, LDN\_Lab, in early 2020. In July 2021 Collective Benefits raised £6m. The company stated it would use the fresh funds to expand its reach across Europe and develop new benefits, including public liability and pensions.

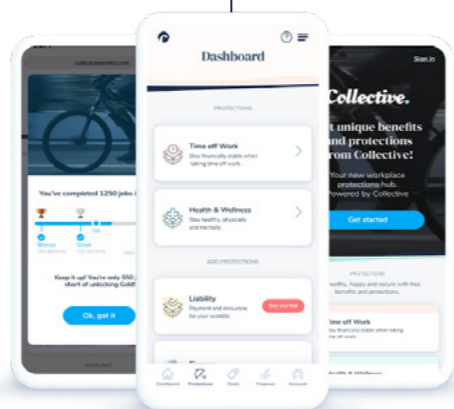


TOTAL DISCLOSED FUNDING  
**£9.3m**

LOCATION  
**United Kingdom**

FOUNDED IN  
**2019**

FOUNDERS  
**Anthony Beilin,  
Benjamin Hay**



Pictured: Anthony Beilin, Benjamin Hay

### Q&A

**ANTHONY BEILIN**  
CEO and Co-founder at  
Collective Benefits

*'In short, insurance for independent workers is broken and needs a better solution.'*

#### Why is now an exciting time to be a rising insurtech?

While insurance is a 300 year-old industry, as an insurtech, the opportunity to innovate and advance change has never existed like it does today. For instance, although insurance products like income protection have long existed, 96% of the UK's independent workers currently go without. Very few companies offer protections like sick pay or family leave directly to their independent workers. Meanwhile, personal insurance products are difficult to purchase and generally cost more than workers are able to pay. In short, insurance for independent workers is broken and needs a better solution.

At Collective Benefits, we are on a mission to do just that, and to close this protection gap by removing the insurance barriers faced by independent workers. We've completely redesigned insurance for the gig economy – with fully flexible insurance products that are at last designed to be fair, transparent, in natural language and with intuitive user experience at affordable prices.

#### What has been the highlight of your career to date?

The impact of what we're building at Collective Benefits. It starts with the impact we are making for our clients, who are leading on-demand platforms. They are finally able to provide cutting edge insurance and benefits for their workers allowing them to not only meaningfully engage their workforces and solve the significant challenge of low worker engagement and high worker churn, but also to do the right thing.

But most importantly, it is the difference we created for their independent workers who finally have access to a safety-net of protections never before available to them. Just this morning I received a note from one of our members named Adnan: I've got such peace of mind now I know me and my family will be

taken care of if something goes wrong.' Notes like this mean everything to me and the team. And it's because of this we're now the leading independent worker insurance and benefits platform in Europe, beating some of the largest and most-established insurance providers in the market.

#### If you could meet yourself on the day you started your business, what would you tell yourself?

I'd remind myself that overnight sensations are 10 years in the making! While speed is key, we're on a mission to solve a significant problem and sometimes life throws you curveballs. As an example, we launched to our first customers during Covid, and like many businesses, we've faced challenges as a result. As such, we need to stay focused on executing the plan and invest the time to make a real difference.

#### What problem did you see in the market that led you to create Collective Benefits?

The idea for Collective Benefits came to me when I was working at Aviva as their Global Head of Innovation, after I suffered a back injury that put me out of work for six months. Thankfully I continued to receive sick pay while I recovered, but I realised that, for the self-employed, an injury like that could be financially crippling.

There are over six million independent workers in the UK, yet 96% have no income protection and many have less than £200 in savings. Meanwhile, it costs £1,000 plus for an on-demand business to recruit a new worker, yet 80% stay for less than a year. At Collective, we're tackling both issues with a holistic solution that fully supports this vulnerable workforce's day-to-day wellbeing, from sick and injury pay, to family and compassionate leave, to mental health support and more.



vlot.

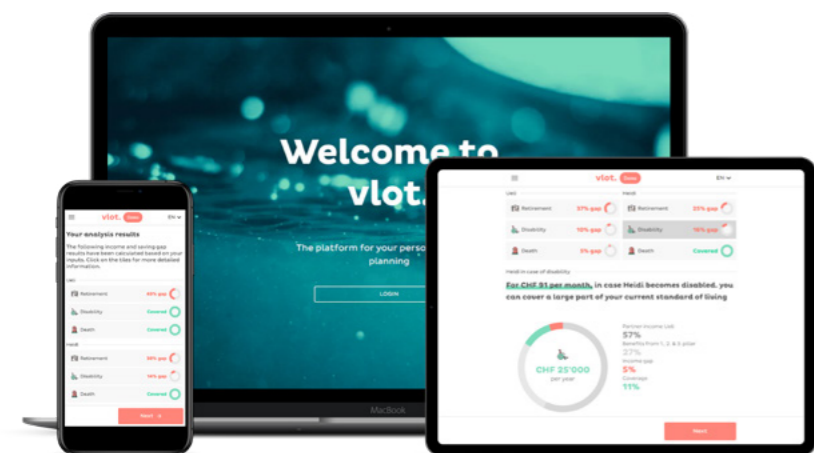
## A solution helping users recognise gaps in their personal finances and protection.

vlot was founded with the mission to enable families and individuals to make financially responsible decisions. Through white-labelled solutions for B2B partners, they help people to intuitively navigate the jungle of state and employer related social security benefits - and rapidly understand the financial impact of death, disability as well as the lack of adequate retirement funds.



vlot's API-based architecture enables the integration of white label product offerings as well as underwriting engines to provide (re)insurers, brokers, pension funds and banks with simplified access to the service. This includes a digital advisory tool support system.

The enterprise SaaS company participated in Plug and Play's renown insurtech batches in Silicon Valley as well as Munich. In its 2020 pre-Series A funding round, vlot got financial backing from Spicehaus Partners (CH) and SixThirty Ventures (USA) to further expand the product offering, ramp up sales activities and grow its B2B customer base.



TOTAL DISCLOSED FUNDING  
CHF3.5m

LOCATION  
Switzerland

FOUNDED IN  
2017

FOUNDERS  
Daniel Schmidheiny,  
Sandro Matter

Pictured: Michael Dritsas

Q&A  
MICHAEL DRITSAS  
CEO at Vlot

*'Be patient and trust the process, and expect the unexpected.'*

### Why is now an exciting time to be a rising insurtech?

We at vlot – a Zurich based insurtech focusing on financial wellbeing – believe that there is no time like the present to be active in this space. Demographic change, longevity, a low interest rate environment, non-linear career paths and strained social systems place a greater responsibility on people to understand and manage their long-term financial wellbeing.

### What has been the highlight of your career to date?

Being part of a great team of passionate and like-minded individuals at vlot has surely been one of the highlights of my career so far. Striking out into the deep unknown ocean of running an independent company is a highly invigorating and challenging experience!

### If you could meet yourself on the day you started your business, what would you tell yourself?

Be patient and trust the process, and expect the unexpected.

### Name one mistake that you have made, and what you learned from it.

Coming from a large corporate, I was under the impression that things would be much faster working in a highly agile startup environment – in that sense, I probably underestimated the duration of sales and project cycles and their impact.

### What problem did you see in the market that led you to create vlot?

We at vlot believe that there is a fundamental lack of accessibility to and understanding of simple, intuitive tools that help you know where you as an individual family stand when it comes to your overall financial wellbeing. Social security systems, employee benefits, personal finance and the product landscape out there can be very daunting, even for experienced financial professionals. We are convinced that the first step to taking action is to understand one's personal situation in order to make the right choices for one's own long-term financial wellbeing.

### What is the next step for your insurtech?

We aim to continuously expand our B2B(2C) product offering centering around financial wellbeing while enlarging our customer base in our home market Switzerland and beyond.





# penni.io

## An embedded insurance solution provider which achieved a five-fold revenue increase in 2020.

Penni.io enables insurance providers to sell any insurance product online through any distribution partner.

The startup has developed Penni Connect – a full-stack distribution solution, which provides the infrastructure, functionality and endpoints for embedded insurance at scale. It offers a no-code customer portal, which enables clients to create widgets, as well as full digital front ends, API's suitable for online sales and simple integrations for legacy systems.

Penni.io has worked with, among others, Bought By Many, Tryg and Coop Forsikringer, and raised €5.7m in April 2021, after achieving a five-fold revenue increase in 2020. The company plans to use the funds to further expand in Europe and hire new employees to meet demand.

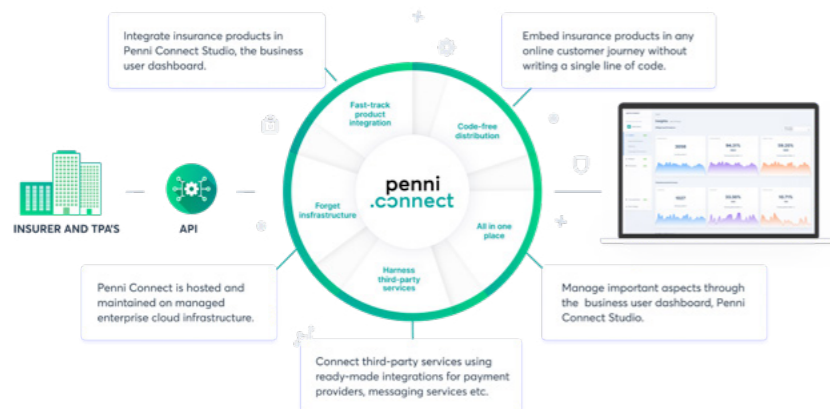


TOTAL DISCLOSED FUNDING  
**€7.7m**

LOCATION  
**Denmark**

FOUNDED IN  
**2016**

FOUNDERS  
**Jeppe Klausen,  
Esben Toftdahl Nielsen**



Pictured: Jeppe Klausen, Esben Toftdahl Nielsen

### Q&A

JEPPE KLAUSEN  
CEO and Co-Founder  
at Penni.io

*‘Sales really fuel your ability to scale, so the sooner you invest here, the more likely it is you’ll create initial traction.’*

#### Why is now an exciting time to be a rising insurtech?

This is my second technology endeavour in the insurance space since 2007, and in the past three to five years, the industry has started to speed up in using new technology to support better distribution, automating processes and using data and AI, for underwriting, for example. Moreover, there is more willingness for the large corporations to work closer with scale-ups, which had previously been a struggle.

#### Name one mistake that you have made, and what you learned from it.

I’ve historically not invested enough in sales early enough in the startup journey. Sales really fuel your ability to scale, so the sooner you invest here, the more likely it is you’ll create initial traction.

#### What problem did you see in the market that led you to create Penn.io?

I’ve seen an industry with a very analogue approach to distributing insurances, as well as not supporting product positioning where they are relevant to the end customer. This has led us to distributing insurance products together with products customers really want – through partners digitally.

#### What has been the highlight of your career to date?

Exiting my previous software company which was acquired by a large core system provider in 2013.

#### If you could meet yourself on the day you started your business, what would you tell yourself?

Have patience, be humble and spend most of your efforts on recruiting and leading the right people.

#### What is the next step for your insurtech?

We now have traction in Denmark, Sweden, UK, France and Spain, so our next step is to accelerate growth in these markets as well as entering new ones, including Netherlands and Germany.

# 10



## A computer vision-powered vehicle assessor, completing over 2m inspections across both Europe and the US.

Ravin uses a combination of deep learning and computer vision to detect a vehicle's condition and assess damage. Its solution is capable of being run through standard cameras, such as a smartphone or CCTV, and can be used for car rentals, sales, fleet management, and insurance.



Customers who are involved in a car accident can capture any vehicle damage via their phone. Through a guided walk-through, the app captures high-quality, multi-angle images, which are processed by their proprietary AI technology to form a condition report. This can be used to ascertain whether the vehicle simply requires a quick repair, a cash settlement, or further investigation. Ravin states its software can cut a claims cycle down to minutes, as well as helping to reduce the number of fraudulent claims.

To date, Ravin's solution has been used to inspect over 2m vehicles across the US and Europe. In March 2021, the company raised \$15m in a Series A funding, totalling to \$25m.



TOTAL DISCLOSED FUNDING  
**\$25m**

LOCATION  
**United Kingdom**

FOUNDED IN  
**2018**

FOUNDERS  
**Eliron Ekstein,  
Dr. Roman Sandler**

*'You always have a bit of a sour taste when filing a claim or sending your car for repair.'*

### Q&A

ELIRON EKSTEIN  
CEO and Co-Founder  
at Ravin

#### Why is now an exciting time to be a rising insurtech?

The insurance industry is undergoing fundamental changes to the way people buy and use products. One of the strongest trends is to digitise as much as possible, including claim processes, using rich data and artificial intelligence. We're proud to be part of this journey, as our technology allows people to settle claims much more quickly and removes risks from the books, as well as enabling superior customer experience.

#### Name one mistake that you have made, and what you learned from it.

We took a few early customer commitments that were not exactly a great fit with our strategy, and it took a long time to either service them, or let them go. This can be a time consuming effort, and I advise every new entrepreneur to have a clear strategy and stick to it as much as possible.

#### What problem did you see in the market that led you to create Ravin?

It feels that the insurance business, and actually automotive in general, suffers from a lack of transparency. You always have a bit of a sour taste when filing a claim or sending your car for repair. We wanted technology to create transparency wherever vehicles change hands.

#### What has been the highlight of your career to date?

Leading Ravin from an idea on a white board into a multi-million dollar business has definitely been the highlight of my career so far. We have reached clients who wish to digitise their business and have grown the team to over 50 people worldwide. Most importantly, it's about improving customers' lives, so every time we get positive feedback from a user, it's extremely rewarding.

#### What is the next step for your insurtech?

Take over the world! The market signal is extremely strong and there's demand for our product, which we see as superior to alternatives. As a next step, we'll invest more in distribution and operations for scale.

#### If you could meet yourself on the day you started your business, what would you tell yourself?

Take a long term view. I was too modest in my ambitions on day one, and I think this made us take more conservative actions. In hindsight, sometimes the more risks you take, the further you go.



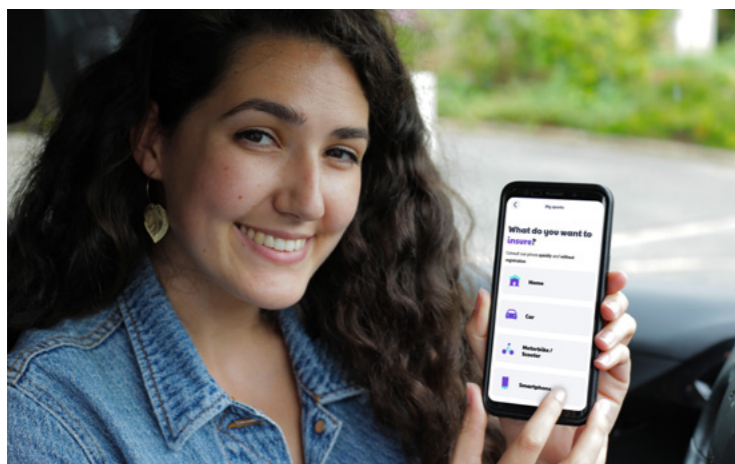
## A digital insurance product provider seeing MoM growth rates of 38%.

Leocare designs, distributes and manages insurance products for auto, motorcycle, property and smartphones, with cover available in just four minutes.

Via its mobile app, users can clearly see how pricing is impacted by product selection, and human advisors are on hand if needed to explain coverage in more detail. When they have found the level of cover for their item, users simply take four pictures and send confirmation via e-signature. In the event of a claim, Leocare can help policyholders ascertain (and prove) damage immediately, via video call.

Leocare currently has around 20,000 customers, charge €1m in premiums per month and cited a month-on-month growth rate of 38% at the start of 2021.

In January of the same year, Leocare raised €15m in funding, with which it plans to grow its portfolio by 7x by the end of 2021, and also to further streamline its claims experience by developing a claims bot.



TOTAL DISCLOSED FUNDING  
**\$18.1m**

LOCATION  
**France**

FOUNDED IN  
**2017**

FOUNDERS  
**Nouredine Bekrar,  
Christophe Dandois**

Pictured: Nouredine Bekrar,  
Christophe Dandois

### Q&A

CHRISTOPHE  
DANDOIS  
Co-Founder at Leocare

*‘Now, everything revolves around customers, and the challenge is to offer more..’*

#### Why is now an exciting time to be a rising insurtech?

Because the market is now booming and a new era is beginning, more and more companies have been created to change the latest non-digitised market and give life to a whole new ecosystem where risk is not at the center of insurance’s business model. Now, everything revolves around customers, and the challenge is to offer more protection, high level of services, top-notch technologies and tailored customer experience.

Of course, such a dynamic environment attracts more and more capital and creates even more value. Since the beginning of 2021, more than €11 billion has been raised by insurtech to get a share of the €1,254 billion European market.

#### What has been the highlight of your career to date?

Being able to build Leocare with our customers. For 6 months, we have worked with our first 150 users and we built our insurance products to make it their own. The way we interact with our users, the services we offer, the guarantees we implemented... the core of Leocare was structured by them. That’s why Leocare now has an additional 40% growth every month with a 69-NPS score – ten times the industry average.

#### If you could meet yourself on the day you started your business, what would you tell yourself?

The multiservice approach is the best approach. Customers want seamless experiences. They want to feel comfortable, and pay – if possible with their

smartphone – one, and only one, insurer and change guarantees whenever they feel like it. No more hassle finding different numbers for all their insurances or wondering where the house or the car are insured. One insurance. Many products. One experience.

#### What problem did you see in the market that led you to create Leocare?

The main problem we saw when we created Leocare was the lack of technology in insurance. For the last 20 years, insurance has not really changed: the products remain the same, the guarantees don’t change, and on top of that, the way customers interact has never changed.

Moreover, the Hamon Law in 2017 changed the way French people deal with their insurance. Now, they can freely cancel their subscription after a single year of contract. With those two elements combined, an opportunity to create Leocare was born, to finally use technology to better take care of our customers.

#### What is the next step for your insurtech?

Implementing even more technology in our products. We recently launched ClaimCare, our claim management automated service. We aim now at offering more protection to our customers with patented technologies such as TechCare, a road-safety algorithm.

Another step is to create an ecosystem around our insurance products. Not only can you insure your home, but you can benefit from a customer-curated marketplace to find the best repairmen.



# superscript

## An insurance provider aiming to be a global leader for small businesses insurance.

Disrupting the bundled, one-size-fits-all business insurance model, Superscript is meeting the fast-changing needs of SMEs by providing customised, flexible cover - delivered via a monthly subscription in under 10 minutes.

In 2020 the company raised over \$20m in Series A funding, with investors including BHL Holdings (the majority owner of BGL Group) and Beazley. Since funding the company tripled the team, and as well as investing in the development of proprietary technology, has also invested in data science.

Superscript has been a Lloyd's coverholder since early 2019 and became the first UK insurtech registered at Lloyd's broker in October 2020, in order to help them arrange cover for modern businesses with modern risks. The following month, Superscript partnered with RSA, to expand its underwriting reach, and in early 2021 joined Tech Nation's Upscale programme.

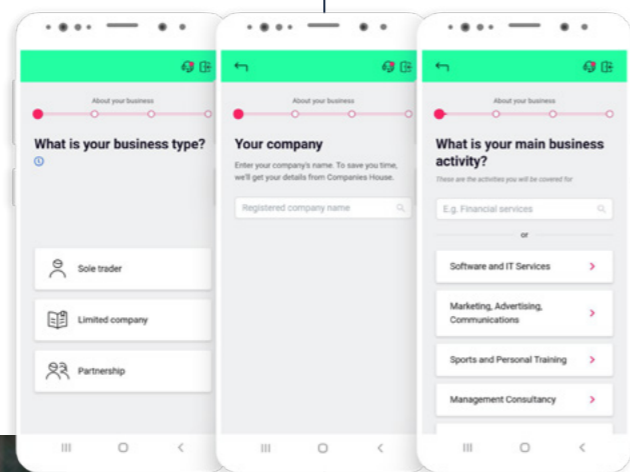


TOTAL DISCLOSED FUNDING  
**\$24.4m**

LOCATION  
**United Kingdom**

FOUNDED IN  
**2015**

FOUNDERS  
**Cameron Shearer,  
Ben Rose**



Pictured: Cameron Shearer, Ben Rose

### Q&A

CAMERON SHEARER  
CEO and Co-Founder at  
Superscript

*'The business is the people. You can build a killer product, but if you don't have the right people to support and challenge you will put a ceiling on growth.'*

#### What has been the highlight of your career to date?

Starting Superscript. We have built a seriously outstanding team who live and breathe our purpose every day, and as a result together we've built a brand and proposition that is trusted and highly rated by our customers and partners.

Along the way, we raised over £20m of capital and attracted an exceptional cohort of investors – including the likes of BHL Holdings, Seedcamp and Concentric – who have seen the value and bought into the vision of what we are building.

#### If you could meet yourself on the day you started your business, what would you tell yourself?

The business is the people. You can build a killer product, but if you don't have the right people to support and challenge you, there will always be a ceiling on growth. So, get the leadership team sorted quickly.

I'd also tell myself to put a funding and growth plan in place as soon as possible, and plan for success. Be proactive, not reactive. Ultimately you can't legislate for experience and good timing, so just get stuck in!

#### Name one mistake that you have made, and what you learned from it.

At Superscript, we have a motto of 'fail fast', which we all try to live up to as much as possible. While it helps us innovate and grow very quickly, it has also resulted in mistakes over the years. Running a business is a continual learning process, and the key is to accept that you will make little mistakes and be open minded enough to recognise and act on them quickly, in order to prevent them turning into big ones.

#### What problem did you see in the market that led you to create Superscript?

Business insurance is not customer-centric. It's based on underwriters' appetite for certain risks, rather than looking at what a modern business needs. Usually, this results in businesses getting a sub-standard 'one-size-fits-all' bundled package. Customers are therefore either underinsured, or paying for covers that they don't really need.

We set up Superscript to flip the priorities around, and put customers at the heart of the insurance experience. We designed a system that matches unique customer needs with a range of insurer appetites – a win-win for the supply chain. Most importantly, customers get better cover, far more suited to their needs, and with greater flexibility and speed.

#### What is the next step for your insurtech?

Our mission is to become a global brand for business insurance. The key strategic next steps for the business will be to grow our footprint overseas, and expand our product offerings even further. We will also be embarking on our Series B funding round in due course. Watch this space!

# 13

## A provider of embedded and usage based insurance products for the Sharing Economy.

Pikl's initial focus has been the Home Sharing market, where it has a wide range of products designed to meet the specific needs of different segments within this market, from Airbnb in your own home to professional Airbnb property managers or sharing platforms. Pikl has developed its own technology to provide a range of embedded insurance solutions working with these partners.

Pikl has worked collaboratively with the UK insurance market to resolve many of the regulatory challenges which exist for home sharers, such as their insurance being invalidated and provide solutions for insurance companies, brokers and Price Comparison websites – and has recently announced a partnership with Go Compare and Esure.

The company develops products via both broking and MGA relationships and its next focus is products for the shared mobility market place.

Pikl was the winner of 2019 UK digital Broker Awards, and Insurance Times 2019 Start up of the year (B2C), Pikl was also selected for Tech Nations Fintech 3.0 in September 2020.



TOTAL DISCLOSED FUNDING  
**\$3.2m**

LOCATION  
**United Kingdom**

FOUNDED IN  
**2016**

FOUNDERS  
**Richard Savelli,  
Wayne Dunthorne,  
Louise Birritteri,  
Anna-Marie Powell,  
Jon Kirk**

Pictured: Richard Savelli,  
Wayne Dunthorne, Louise Birritteri,  
Anna-Marie Powell, Jon Kirk

### Q&A

LOUISE BIRRITTERI  
CEO and Founder at Pikl

*'It's extremely rare to have the opportunity to build a company that's innovating during a period of such great technological shifts in the market.'*

#### Why is now an exciting time to be a rising insurtech?

In the same way that the Fintech markets have had an exciting journey over the last few years, the Insurtech market is now at that same juncture. The rise in technology means it is an exciting time for innovation in what is a very old industry, ripe for disruption. There are opportunities to build far more nimble products which are responsive to customer needs using cost efficient technology, which would not have been possible even a decade ago.

#### What has been the highlight of your career to date?

Without a doubt the journey I have been on with Pikl is the highlight of my career. It's extremely rare to have the opportunity to build a company that's innovating during a period of such great technological shifts in the market. This is made perfect by the support of such a committed and professional team that I have at Pikl and the fantastic shareholder backing we have been able to achieve.

#### If you could meet yourself on the day you started your business, what would you tell yourself?

Make sure you look after yourself and regularly celebrate your successes. The startup journey is an adrenaline filled roller coaster. There will never be enough hours in the day and you will always be behind where you want to be, but that doesn't mean you haven't come really far. That's part of being a founder – setting those creative goal posts really far out and relentlessly pushing towards them. However, this can be draining and unproductive if you don't give yourself enough of a break, both rest wise and perception of what you have achieved. So being kind to yourself is really important.

#### Name one mistake that you have made, and what you learned from it.

What I've learned is that mistakes are a healthy part of the startup lifecycle. Mistakes can be both things you have done and also things you haven't done. These can have large consequences on the business and its survival. However, they can also lead to significant innovation, which can take you down an entirely different growth path, sometimes by accident.

The mistake which has cost us the most time was not moving fully into building our own technology at the start. While this made some of our deliveries cheaper and quicker, for others it did not achieve the outcomes we needed and we were reliant on third parties who very often were on different time schedules. However, this experience was not without its benefits because we learned a lot more about what we needed from our technology to help us in our own development. We also came up with some innovative micro-services to get around some of the problems we faced, and this has given us a much better technology stack today, and may give rise to future product potential.

#### What problem did you see in the market that led you to create Pikl?

While I was spending lots of time travelling for my work in 2014/15 I became familiar with the new trend for Airbnb and the sharing economy. I realised that people who shared their property on platforms like Airbnb were not properly insured, and often worse, were breaching the terms of their insurance policy and putting themselves at significant financial risk. The sharing economy has the perfect combination of people wanting to share assets for short time durations, and often assets will be used for multiple purposes i.e. commercial and personal use, and this is facilitated by a digital sharing platform. So it's a fantastic test bed for usage based and embedded insurances.



## A medical insurtech supporting migrants and scaling globally.

asistensi is a platform for emergency medical insurance and immediate medical assistance. Its primary focus is supporting those who have emigrated, so that they are able to continue caring for their loved ones, regardless of distance.

asistensi's cover includes telemedicine, ambulances, home health care and Covid-19 treatment. It has also expanded to cover funeral expenses and life insurance. The startup currently works with families in Venezuela, Dominican Republic and Mexico, and does not require any medical tests prior to purchase.

In July 2021, seven months after its \$3m Seed round, asistensi closed a \$10.5m Series A funding round to further scale its offering to Central America and South East Asia.

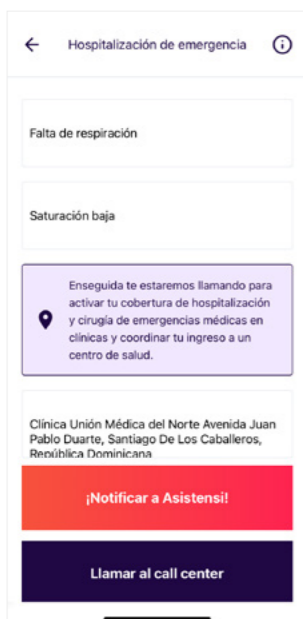


TOTAL DISCLOSED FUNDING  
**\$14m**

LOCATION  
**Spain**

FOUNDED IN  
**2020**

FOUNDERS  
**Armando Baquero Ponte,  
Andrés Simón González,  
Luis E. Velásquez**



Pictured: Armando Baquero Ponte

### Q&A

ARMANDO BAQUERO  
PONTE  
CEO at asistensi

*'More than 1 billion people incur catastrophic health spending every year. As a result of this financial shock, more than 200 million of them fall into poverty.'*

#### Why is now an exciting time to be a rising insurtech?

It is always an exciting time to do things that haven't been done before, and to innovate as a force for good. In our case that means bringing financial protection in health to the countries and people that need it most.

#### What has been the highlight of your career to date?

Assembling and working side by side with a great team motivated by a bold vision of giving access to emergency health coverage for everyone through the power of technology and innovation.

#### If you could meet yourself on the day you started your business, what would you tell yourself?

Build it and they will come.

#### Name one mistake that you have made, and what you learned from it.

Engaging with opportunistic investors who are not aligned with a bold, long term vision. The opportunity we are after is incredibly large, but the challenge is even bigger, hence we only partner with investors that are aiming for, and supporting us in, a moonshot.

#### What problem did you see in the market that led you to create asistensi?

More than 1 billion people incur catastrophic health spending every year. As a result of this financial shock, more than 200 million of them fall into poverty. Most live in countries where the majority of the population has no health coverage from social security or private health insurance but at the same time they have an immense resource that can be channeled better: the \$700bn plus in remittances sent every year by migrants to their families back home.

#### What is the next step for your insurtech?

Accelerating our international expansion to offer protection to the families of migrants from Central America and Southeast Asia

# 15



## An open source catastrophe modelling program, helping insurers worldwide.

Oasis LMF is a not-for-profit company dedicated to improving catastrophe loss modelling. It is an open source platform, free to use by anyone and built for (re)insurers and brokers worldwide to better understand risk in insurance. The ecosystem consists of more than 18 suppliers covering over 90 models. It forms a community of organisations, and aims to strengthen links between relevant work in the scientific community and business users.



Oasis was part of Lloyd's Lab's third cohort. In March 2021 ten (re)insurance companies – including Aon, Allianz, AXA, Lloyd's and Swiss Re – committed \$2m towards Oasis LMF, in order to support further development of risk models available.

TOTAL DISCLOSED FUNDING  
—

LOCATION

United Kingdom

FOUNDED IN

2012

BOARD MEMBERS

**Dickie Whitaker**, Oasis LMF

**Paul Nunn**, SCOR

**Beat Aeberhardt**, Swiss Re

**Sibylle Steimen**, Allianz SE

**Emma Watkins**,  
Lloyd's of London

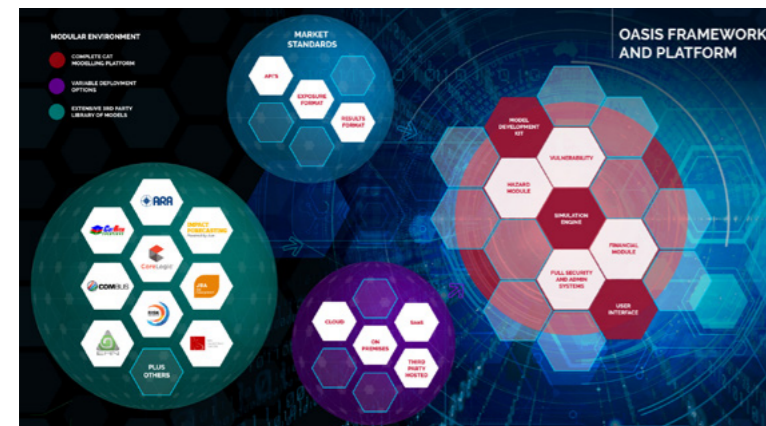
**Peter Geissbuehler**,  
Renaissance Re

**John Moore**, Aon

**Matthew Eagle**,  
Guy Carpenter

**Sean Ringsted**, CHUBB

Pictured: Dickie Whitaker



# =16



## A cyber-focused underwriting company with AI-powered modeling.

Envelop Risk are cyber underwriting specialists, leveraging AI-driven cyber risk modelling to provide swift pricing, economic and cyber analytics and underwriting to (re)insurers.

Envelop Risk's AI-enabled modeling and simulation tools use economic, technical, behavioral, and historical inputs, mapped against more than 1.5 million companies globally. This, together with its underwriting team, enables Envelop Risk to develop and underwrite custom insurance products and provide risk transfer and pricing capability to reinsurers and ILS funds.

In May 2020 the company announced it had raised a \$6m Series A round. Envelop Risk stated the new funds would be used to further develop its product and expand its commercial reach.

TOTAL DISCLOSED FUNDING

\$6m\*

LOCATION

United Kingdom

FOUNDED

2016

FOUNDER

**Jonathan Spry**,

**Paul Guthrie**

\*Total disclosed funding following Series B: \$136m

=16



## Fastest growing insurtech in the future of work space.

Indeez is already launching collaboration with Deliveroo and Brigad in key European countries besides an EU first Covid protection product for independent workers.

Indeez protects the income and livelihoods of independent workers through bespoke insurance solutions. It envisions to enable the future of work by making independent work sustainable and attractive and independent workforce a growing economic force in the society.

Today, Indeez works with digital platforms to design simple and affordable protection products for their communities. These include income protection benefits for independent workers such as in case of severe injury, hospitalisation, pandemic, paternity and maternity, vehicleinterruption etc. The protections are powered by Indeez proprietary technology platform that allows for enrollment, cancellation, claims management etc. Clients already live on Indeez platform include Deliveroo and Brigad in key European markets (including UK)

Immediately after starting business, Indeez has focussed on addressing the most urgent problem of independent workers: they launched a first income protection against Covid19 infection. The cover was built in partnership with the insurance company Chubb and offered through a coalition of 14 platforms to approximately 350,000 independent workers in France and in the UK (e.g. Malt, Heetch, Peopleperhouretc.).

The Indeez founding team has previously pioneered the largest gig protection programs globally for the likes of Uber and BlaBlaCar at their previous employer. The company raised undisclosed Seed funding in 2020 backed by Mosaic Ventures and several notable angel investors.



TOTAL DISCLOSED FUNDING

–

LOCATION

France

FOUNDED IN

2020

FOUNDER

Vikas Chharia

Pictured: Vikas Chharia

### Q&A

VIKAS CHHARIYA  
Founder and CEO  
at Indeez

*‘The lack of availability of income protection for independent workers needs to be urgently addressed by private and state actors collectively.’*

#### Why is now an exciting time to be a rising insurtech?

The future of work is closely correlated to the sustainability of independent work rapidly growing in society. This is not just a global but a generational issue. Protection for independent workers – baseline protections and more – is at the heart of having a sustainable solution, and such a solution will leverage technology to develop innovative new tools and scale adoption. Therefore the role of innovative insurtech such as Indeez is critical, not just in resetting the industry narrative to shine a light on the needs and aspirations of independent workers, but also to walk the talk by developing innovative solutions at scale that align the interest of B2B platforms.

#### What has been the highlight of your career to date?

Developing some of the largest gig protection programs for the likes of Uber and BlaBlaCar at our previous employer with a AAA+ team was exhilarating. These programs have since become industry standard. To have the same team come together and pursue the Indeez mission, to raise the bar for independent workers, without doubt would be the highlight so far and that continues to evolve. Today we are the fastest growing insurtech in the space of independent work.

#### If you could meet yourself on the day you started your business, what would you tell yourself?

Continue to focus on the medium term. Develop a strong culture and values, and the short term will resolve itself. One can never overdo the focus on culture and values.

#### Name one mistake that you have made, and what you learned from it.

I should have started Indeez sooner, maybe 18-24 months earlier. I have learned to trust my guts and instincts. The right decision is always the more difficult one.

#### What problem did you see in the market that led you to create Indeez?

Independent workers miss a baseline safety of income protection against everyday downturns, such as sickness, paternity and maternity. This has been highlighted by the continuing Covid pandemic that has threatened their incomes and lifestyles. The lack of availability of income protection for independent workers needs to be urgently addressed by private and state actors collectively. Indeez is on a mission to change that – to support independent workers, the digital platforms and fix the income protection gap.

#### What is the next step for your insurtech?

We will continue to work with global and local digital platforms to proliferate a baseline income protection for independent workers, which could then become the basis for benefits portability.



=18

**HUG · HUB**  
INSURANCE MADE DIGITAL

## A software provider for customer-facing insurance businesses, enhancing communication and speeding up processes.

HUG HUB develops insurance business software for insurers, brokers, intermediaries, affiliates and new distributors, aiming to enhance customer interaction.

The platform offers an omni-channel experience which unifies existing core systems and functionality, including quote and bind, administration, policy management and a CRM platform. Its Single Customer View provides a consolidated view of a customer across all available data sources.

HUG HUB has an ecosystem of partners, selecting the best in breed solutions across data, claims and payments to supplement its own components. They are excited about their latest partnership with Verisk who are a global provider of data to the insurance industry. Verisk have also recently invested a multi million pound stake in HUG HUB which will be used to fund further innovation and sales & marketing activity.



TOTAL DISCLOSED FUNDING

—

LOCATION

United Kingdom

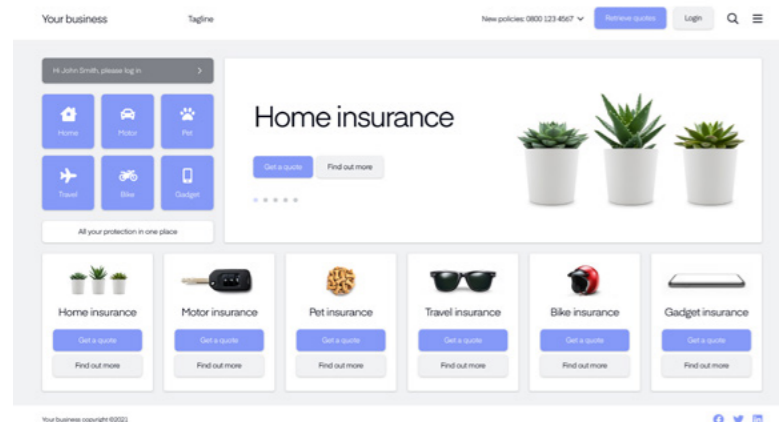
FOUNDED IN

2016

FOUNDER

Andrew Holley,  
Max Carruthers

Pictured: Jonathan Davey



### Q&A

JONATHAN DAVEY  
CEO at HUG HUB

*‘The retail world is screaming ahead of the insurance one in terms of customer engagement, relevance and personalisation.’*

#### Why is now an exciting time to be a rising insurtech?

People and businesses have stopped just talking about digital transformation and actually started doing it.

#### What has been the highlight of your career to date?

Stepping out of the corporate world to the world of an Insurtech. Being able to make a difference to companies and people alike without being constrained by legacy technology.

#### If you could meet yourself on the day you started your business, what would you tell yourself?

Strap yourself in for the rollercoaster but never worry, in the end it will all be worth it – but maybe drink less coffee.

#### Name one mistake that you have made, and what you learned from it.

Our commercial model. Initially it was too rigid for the market we were pitching to. We have now a modular offering, meaning customers can take the components that solve their priorities now, and add further ones e if and when they need to.

#### What problem did you see in the market that led you to create Hug Hub?

Siloed products and customer journeys. The retail world is screaming ahead of the insurance one in terms of customer engagement, relevance and personalisation.

#### What is the next step for your insurtech?

Investment. We have just completed a significant investment into our business, which will see us invest further into our roadmap and build out our sales and marketing function.

= 18



## A claims specialist providing video streaming and drone specialists across the UK.

Qlaims specialises in claims solutions, aiming to make the claims process quicker for policyholders, brokers and insurers.

Qlaims services include Qlaims Insurance, which provides access to an independent claims expert to assist in the preparation and negotiation of an insurance claim. It has also developed voice and video streaming software which enables insurers to engage with policyholders via their smart devices in order to speed up the claims process.

The company also provides access to a network of independent Claims Responders, and nationwide drone operators. In June 2020, the company raised £1m in Seed funding to accelerate its video streaming platform and claims advocacy cover.



TOTAL DISCLOSED FUNDING  
**£2.3m**

LOCATION  
**United Kingdom**

FOUNDED IN  
**2017**

FOUNDER  
**Malcolm Harvey**

Pictured: Liz Latter, Malcolm Harvey



### Q&A

LIZ LATTER  
CEO at Qlaims

*'We are disrupting the traditional way claims are handled.'*

#### Why is now an exciting time to be a rising insurtech?

The insurance industry has a reputation of being cautious and slow to change. This is particularly true for claims, where the traditional culture of face-to-face meetings has prevailed since the 18th century and the early days of loss assessors. The pandemic forced a change in approach and the adoption of technology to continue operating. It has changed the mentality of the market, and as an insurtech offering solutions that support virtual meetings and inspections through video-streaming, Covid-19 has done more for Insurtech innovation in two years than we could have achieved in ten.

#### What has been the highlight of your career to date?

My highlight has come only very recently. I was working alongside a broker whose client had suffered major water damage, and within minutes of her notifying her broker, we were able to offer her triage and loss mitigation via our live video-streaming platform. The insured person was delighted at the help and advice given and that it was all so quick and convenient. That alone made my day, my week. It's moments like those that make all the hard work worthwhile. That example is just a glimpse at how we can make a difference in this industry.

#### Name one mistake that you have made, and what you learned from it.

To truly understand your market – what drives the players in that market and who realises the benefits that your product brings. In 2018 we initially took our model to a large firm of loss adjusters, and during trials we proved conclusively we could save them 60% of their operational cost. However, that was not the full picture. There was no incentive or imperative for them to save these costs. These expenses were

borne by the insurer. We were in fact cutting across their revenue streams and their traditional working practices. We rethought our approach.

#### What problem did you see in the market that led you to create Qlaims?

While we are seeing some improvements in processing simple low-cost claims, larger and more complex claims are overlooked when it comes to technology and innovation. It is actually these claims that cause the most distress to policyholders. Customers are often frustrated with a lack of information about what's happening and the length of time it takes for a claim to progress.

We are disrupting the traditional way claims are handled. At Qlaims we use modern video-streaming technology to supplement and work alongside physical visits, driving speed and efficiency into claims management.

#### What is the next step for your insurtech?

We have been trading since 2020 and are seeing strong adoption from UK commercial brokers working with SME businesses. Last month we launched our personal lines product aimed at private individuals with home insurance. Our next addition is the inclusion of emotional support, in the way of professional counselling services, in our products acknowledging the distress that a major claim brings.

# 20

# whenfresh

## UK property data specialists providing a vast range of insurance data for virtually every residential property.

WhenFresh is the UK's fastest growing property Data-as-a-Service (DaaS) company, combining over 200 proprietary, private and public UK data-sets with advanced analytics to provide a unique range of physical attribute, risk, peril, environmental, geospatial, valuation and climate data via API or customer cut flat files.

The unique WhenFresh API allows users of any business size to self-serve their data needs - simply by presenting an address or UPRN, the API opens up 3 billion data points. Customers range from tiny academic classes, recently funded start-ups, multi-billion Euro international Insurers and regulators, including the Bank of England. The WhenFresh API makes accessing difficult or expensive-to-get data simple, fast and at a far lower cost.

This year so far, as a result of industry requests, WhenFresh have built, partnered and made available micro-granular flood event maps, local climate event impact data, building cladding (EWC1 reports), local noise data and air pollution data. This data is now online for risk teams, pricing teams and ESG insurance consideration.



TOTAL DISCLOSED FUNDING  
**£3m**

LOCATION  
**United Kingdom**

FOUNDED IN  
**2012**

FOUNDERS  
**Mark Cunningham,  
Alan Dean**



Mark Cunningham

Q&A  
MARK CUNNINGHAM  
CEO at WhenFresh

*'More and more processes want to get to perfect data as fuel for progress. Insurance is the smoothing agent.'*

### Why is now an exciting time to be a rising insurtech?

Launching the WhenFresh API – which we've designed as the UK's 'Residential Property Data Supermarket' – precisely when insurers' risk and pricing teams are looking for access to 'decision fuel' was a moment. By bringing together proprietary WhenFresh data with hundreds of private and public datasets has enabled us to democratise access, so a startup like Hiro, or the UK's biggest home insurers, or a FTSE 100 bank can have equal access to the same data at the same time, via a single, simple API integration, on a pay-as-you-go basis. We've now reached the point where UK home insurers need only ask the consumer for a residential address, and they can instantly pull all the answers they need about the property from the WhenFresh API, in order to give an immediate, accurate quote. Building a data market like this has been just a wild ride.

### What problem did you see in the market that led you to create WhenFresh?

While we were looking at how data can be stored more efficiently and how to deliver it more easily to customers on a different project – it hit us. Could we do this for other people? So we started with a property portal (Zoopla), refining and developing their data for them so they could readily and compliantly access and share it – both within their organisation and externally where appropriate – and things kind of ballooned from there. We were then very lucky to meet a great company in CLS Group, who wanted to be part of the journey. We took investment and their guidance, as CLS is both a data company and an MGA for ERGO, a Munich Re company, and from that was born the WhenFresh API 'Data Supermarket'.

### What is the next step for your insurtech?

Using insurance to move from 'Data as a Service' into being a 'Decision as a Service' business. So, for example, an Insurer or mortgage lender can ask us 'what is my next best action?' and we can furnish them with instant, data-driven answers, underpinned by an insurance policy that covers them in the event the data – and therefore the decision taken – is later found to be inaccurate. This will enable a business to remove the often costly and time-consuming manual check processes from an event, such as agreeing a mortgage for a home purchase, without the need for a physical inspection. We have developed and are currently implementing a combination of data inputs to curate an automated valuation and automated appraisal and satellite imaging and ground engineering reports, all wrapped in an insurance policy to allow a lender to go from application to lending instantly, removing the need for a physical inspection.

More and more processes want to get to perfect data as fuel for progress. Insurance is the smoothing agent. Combining data, insurance and decision outcomes into one process gives a business the confidence to proceed with a business decision with the PI cover a human expert brings, melded into the speed and scalability offered by machine computation. In short: data plus insurance equals outcomes with confidence.

## A WORD FROM JOBSOHIO



**As a leader in the financial services sector at JobsOhio focusing specifically on insurance and Insurtech, my role is to create and oversee the strategy for growing existing Ohio businesses and attracting new businesses to the State.**

JobsOhio is Ohio's economic development organisation with a mission to create a place where companies thrive and where individuals can enjoy a higher standard of living. We serve as a catalyst to accelerate growth by investing in communities, helping businesses expand within Ohio and attracting other businesses to Ohio.

The partnership between Insurtech Insights and JobsOhio makes sense because our strategies are focused on connecting the large number of innovators out there to challenge the industry's status quo. Insurance is one of the oldest financial businesses with historically little propensity to change. This has led to a hesitation to partner with startups even though the industry is ripe for disruption.

The insurance industry is going through exciting changes. Witnessing the adoption of tech driven solutions to innovate is certainly energising. With a strong incumbent presence, availability of venture capital funds, and robust tech talent, Ohio is the place to be.

There is a place in the market for both larger incumbents and startups alike so partnering together for the greater good, makes total sense.

We are all probably familiar with the phrase "It takes a village". I believe there is strength in the community. Many components go into a financial services ecosystem – incumbents, technology, workforce, capital – and each play a significant role. While Ohio has strength in each component, my job is to further improve our position as the fifth largest ecosystem in the United States.

I am extremely ambitious but I cannot pursue my goal alone. A strategic partnership with Insurtech Insights was on my radar immediately and I am impressed with the professionalism as well as the quality of content. I look forward to the upcoming year and I am positive great things are ahead for Insurtech.

Best regards,

Ron

Ron Rock  
Senior Director of Insurance at JobsOhio



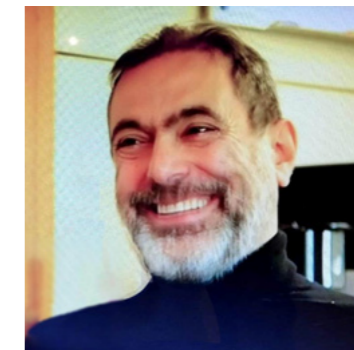
# 21

# Poleecy

## A blockchain-based short-term insurance provider.

Founded in 2018, Italy-based startup Poleecy is a mobile-only blockchain-based company providing a range of short-term coverage, including car, home, travel, pet and sport insurance.

Poleecy's mobile app enables customers to compare offers from different insurance companies while also allowing them to buy micro policies with only four clicks. The company aims to provide users with immediate, economical policies that are low cost and paperless. It uses blockchain and smart contracts to securely store all policies.



Elio Mungo

Poleecy has a strategic partnership with European Insurance Brokers, a leading intermediary. The company raised €300k in Seed funding in 2018, and also took part in the B Heroes program in 2019.

**Q&A: ELIO MUNGO**  
CEO and co-founder at Poleecy

**If you could meet yourself on the day you started your business, what would you tell yourself?**

To be careful to customers, money and regulation. You can have the most business brilliant idea but if you go against one of the mentioned pillars it is very likely that you fail.

**Name one mistake that you have made, and what you learned from it.**

When we start we decided to start the activities in the B2C business. After a while we recognized that market was much more expensive than we planned. So we decided to use our platform and try to sell it to business customer starting a B2B business. Not having evaluated this alternative at the beginning has been a mistake.

TOTAL DISCLOSED FUNDING  
**€300k**

LOCATION  
**Italy**

FOUNDED IN  
**2018**

FOUNDERS  
**Elio Mungo,  
Massimo Ciaglia**

# =22

# Insurely

## An open insurance specialist, providing services for over 100,000 end-users.

Founded in 2017, Sweden's Insurely is on a mission to make insurance more transparent by leveraging data and to digitise the industry.

Insurely is a digital platform that uses APIs as part of an Open Insurance model. Its solution enables insurers to access real-time insurance data and also personalise customer onboarding and products, as well as optimise pricing. Large insurance players, such as Hedvig and ICA Försäkringar, are noted customers, and Insurely states that once onboarded, most clients double their sales within months.

In 2020, Insurely revealed over 100.000 end-users had used its services and in 2021 Insurely predicts 250 000 end-users to use its services through its partners. In February 2021, the company raised €2.5m in a Seed funding round. The new funds are to be used to expand its team and scale operations to new markets beyond Sweden and Norway.



Johan Forsman, Eric Sevelius, Lotta Rauséus, Martin Einemo

TOTAL DISCLOSED FUNDING  
€3m

LOCATION  
Sweden

FOUNDED IN  
2017

FOUNDERS  
Johan Forsman,  
Martin Einemo,  
Eric Sevelius,  
Lotta Rauséus

**Q&A: MARTIN EINEMO**  
CEO at Insurely

**Name one mistake that you have made, and what you learned from it.**

In the early days of a startup it's easy to adapt too much to clients' needs and wants, resulting in complex and tailored solutions or agreements. We've learned from this and now keep a better balance between driving our vision and doing things that are scalable with listening to client specific needs.

**5. What problem did you see in the market that led you to create Insurely?**

Insurance products are perceived as complex and are of low interest compared to, say banking products. This lack of interest creates an information gap. Consumers end up being underinsured, overinsured or even unaware as to what is actually covered. With insurely, we wanted to make insurance easier and to create win-win experiences for insurance providers as well as their customers.

# =22

# CARGOSNAP

## A SaaS solution that helps companies reduce cargo damage claims.

CargoSnap is a logistics proof-of-condition SaaS solution. Its mobile, cloud-based platform enables real-time image and document scanning, storing, and reporting to help speed up processes and reduce risk in cargo delivery. The platform enables users to clearly see where cargo was handled and what the weather conditions were at the time. Users can create workflows, share reports, and digitalise processes throughout the supply chain, and in the event of a claim, the data stored can be used to speed up reporting and reduce fraud.

In 2018 the company took part in Lloyd's Lab. CargoSnap now works with hundreds of companies across 30 countries, and has helped to complete around 2m inspections.



Marcel Merkk

TOTAL DISCLOSED FUNDING  
-

LOCATION  
Netherlands

FOUNDED IN  
2016

FOUNDER  
Marcel Merkk

**Q&A: MARCEL MERKK**  
CEO and founder at CargoSnap

**What has been the highlight of your career to date?**

Founding CargoSnap for sure. Now, interestingly, as I reflect, there does not really seem to be a moment in time where that occurred. We kind of slid into it. Starting slow and small, we tried to address an inconvenient issue. But as we were working on it, we realised that this was actually addressing a risk management issue which most shippers and logistics service providers struggle to deal with. Taking the step from this as a side project to the main area of my focus, and realising that it would be for years to come, was a very exciting transition.

**What problem did you see in the market that led you to create CargoSnap?**

Every logistics service provider or shipper needs to manage cargo and equipment risk in their shipping operations. The best practice for such operations is to create a comprehensive 'Proof of Condition' inspection at each receipt and shipment. This however, can be a lot of work. CargoSnap enables its users to create a Proof of Condition easily and quickly, turning it from a burden into a value added service. In insurance, having a full record, in cases of loss, but also in non-loss situations, is essential. As the requirement is very broad, we built an accessible and affordable solution to this challenge.

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## A claims automation outfit working with some of the top global insurance companies.

Sprout AI is based in the UK and launched in 2018. The startup delivers both claims automation and fraud filtering. Sprout.AI's solution enhances insurers' data, automates claims processes and offers actionable insights on fraud suspicions. The company operates in the health, motor and property product lines.

Sprout's claims solution splits into five modules including proprietary extraction capabilities, data enrichment through 150 data categories, a proprietary NLP-based policy checking solution, machine-learning powered prediction for best next steps in the claims journey and claim handler recommendations and guidance.

Sprout AI has raised over \$14m and has clients all over the world, including North and South America, and Europe. In 2020, the startup doubled the size of its team and stated it was working with more than half of the top 15 global insurance companies.

TOTAL DISCLOSED FUNDING  
**\$14.8m**

LOCATION  
**United Kingdom**

FOUNDED IN  
**2018**

FOUNDERS  
**Niels Thoné,  
Raphael Guth**

25



## A SaaS solution aiming to replace the excel spreadsheet in insurance pricing.

Founded in 2017 in the UK, hyperexponential is an early-stage tech startup designing a structured decision making and data collection tool. hyperexponential's platform reNew is SaaS-based and enables users to build a flexible, familiar, spreadsheet-like interface, but combine it with Python coding for performing calculations and supporting decision making. The platform's focus is on insurance pricing.



In August 2019, hyperexponential was announced as one of Lloyd's Lab's third cohort. In June 2021, the company closed an \$18m round from Highland Europe. hxnow boasts a client base 'in charge of \$50bn worth of premium'.

TOTAL DISCLOSED FUNDING  
**\$18m**

LOCATION  
**United Kingdom**

FOUNDED IN  
**2017**

FOUNDERS  
**Michael Johnson,  
Amrit Santhirasenan**

**Q&A: AMRIT SANTHIRASENAN**  
CEO at hyperexponential

**If you could meet yourself on the day you started your business, what would you tell yourself?**

No business is an island and startups cannot operate in a void. It is absolutely crucial to develop and nurture networks and ecosystems from the very beginnings of your business. At hx we have focused on developing a best-of-breed network of integrations for Renew. However, it is equally as important to focus on your hiring ecosystem. Finding the right talent, which aligns with company values, is difficult, as any startup founder will tell you.

**What problem did you see in the market that led you to create hyperexponential?**

hx is the living embodiment of the saying 'if you want something done, do it yourself'. In 2017 I was Head of Pricing and Analytics at Tokio Marine Kiln, and constantly searching for sophisticated pricing software. The challenge was finding a programme that could handle the sparse, unique data sets common in speciality pricing with a tool that put control in the hands of actuaries themselves. Relying on Excel wasn't a long term solution for the industry or my team, and its lack of nuance was actively hobbling our pricing efforts.

Pictured: Amrit Santhirasenan, Michael Johnson

=26



## A platform connecting insurers and brokers with 280,000 commercial insurance policies.

Founded in 2018, Broker Insights has a vision to transform the relationship between commercial insurers and brokers by unlocking commercial insurance market data. Broker Insights offers a data and distribution platform which enables insurers and brokers to deliver more effective and efficient insurer product distribution to regional brokers through automation and real-time data.

Broker Insight's platform connects insurers and brokers with 280,000 commercial insurance policies. The company recently released a new feature which allows brokers to immediately see which policies are renewing and are a match for their insurer partners. In the second year of trading, Broker Insights doubled its revenue to £2.25m and also doubled its GWP to £1bn.

Broker Insights now works with seven leading insurers – including RSA, Markel, QBE, AXA, and Zurich – as well as over 350 broker officers. It plans to scale to North America in 2022.



Pictured: Fraser Edmond, Iain Crole

TOTAL DISCLOSED FUNDING

–

LOCATION

United Kingdom

FOUNDED

2018

FOUNDERS

Fraser Edmond,  
Iain Crole

### Q&A: FRASER EDMOND

CEO and Founder at Broker Insights

#### What has been the highlight of your career to date?

The journey from a startup enterprise in 2018 to the present day has been incredible. Building the first platform iteration and engaging insurer and broker partners to join our vision for the future was a huge moment.

#### What problem did you see in the market that led you to create Broker Insights?

The problem I could see was a lack of

understanding and knowledge, which created friction, cost, and inefficiencies in how brokers and insurers were engaging. If insurers can't see a broker's customer base, how can they efficiently develop and distribute products to brokers for their customers? If brokers don't understand the exact underwriting appetite of insurers, how can they efficiently channel their broking efforts towards the right insurers for their customers? By combining broker customer data and insurer risk appetite data, you can point insurers and brokers in the right direction at the right time for the right customers, removing much of the activity, friction and cost that exists without this way of working.

=26



## A 'Claims-as-a-Service' platform focused on open innovation.

Founded in 2018, Claim Technology states that they are the only no-code/low-code platform enabling insurers, MGAs, and their supply chain to move from a B2C to a C2B (consumer to business) claims model. Through the platform customers or 3rd parties can self-serve claims processes in the cloud, with zero/right-touch from claims handlers.

Claim Technology's modular claims-as-a-service platform includes self-serve apps, powerful claims process orchestration capabilities and an open API gateway to best-in-class insurtech providers.

Claim Technology's insurtech sandbox of plug&play solutions featuring more than 50 insurtechs is of particular interest to innovation and operations teams looking to do a deeper dive on potential insurtech partners.



Michael Lewis

TOTAL DISCLOSED FUNDING

\$2m

LOCATION

United Kingdom

FOUNDED IN

2018

FOUNDERS

Michael Lewis

### Q&A: MICHAEL LEWIS

CEO at Claim Technology

#### Why is now an exciting time to be a rising insurtech?

The paradigm shift from a B2C model (where the claims handler runs the claim from start to finish) to a C2B model (where customers can self-serve) necessitates a re-think on how to architect/future-proof claims delivery. Previously manual and complex decisions on policy indemnity, liability, quantum and fulfilment can now be automated in the cloud using AI. The key is to be able to seamlessly connect into and glue dozens of insurtech services together - which is the problem we are helping to solve.

#### What problem did you see in the market that led you to create Claim Technology?

I founded Claim Technology on the prediction that five years into the future, insurers would come to leverage cloud computing and move away from developing applications 'in-house' and assemble more flexible, scalable customer-centric solutions in the cloud faster, and at lower cost. Fortunately for Claim Technology, the timing was spot-on.

#### What is the next step for your insurtech?

We're on a mission to empower anyone with no-code or low-code tools to design, build and launch their own incredible digital C2B (customer to business) experiences, and connect to best-in-class insurtech providers through a single platform API.

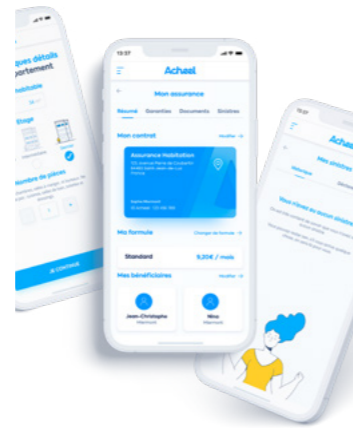
# 28

## A digital insurance company with products from as little as €2 a month.

Founded in 2020, Acheel is a digital insurance startup that offers personalised home, pet and health insurance, with prices starting from €2.17 a month.

The French start-up plans to expand to car and credit insurance by the end of 2021. Acheel has the reinsurance support of Hannover Re.

In March 2021 Acheel announced the completion of a €29m funding round, which was used to expand its team and allow it a solid financial capacity. The company also added to its board, with new recruits including Jean de La Rochebrochard, the manager of Kima Ventures and Laurent Rousseau, Roger Caniard.



**Q&A: RALPH RUIMY**  
Co-Founder at Acheel

**What has been the highlight of your career to date?**

To get the agreement from the French supervisory authority (ACPR) to be an insurance company in France in one year for Acheel is really an achievement, and with my associate Francky Défossé, we are really proud and excited to see what follows. We are the first generalist insurance company for 35 years to get this agreement, so we can really call this a first success.

**What problem did you see in the market that led you to create Acheel ?**

The main problem was the lack of innovation and movement in insurance in France. Whereas all the areas and services which impact consumer daily life were evolving, insurance was still the same, with the same systems, problems, products and offers. And it was not meeting today's consumer expectations: a product that's fully digital, flexible, consumer-centric and tailor-made.

TOTAL DISCLOSED FUNDING  
**€29m**

LOCATION  
**France**

FOUNDED  
**2020**

FOUNDER  
**Ralph Ruimy,  
Francky Défossé**



Ralph Ruimy, Francky Défossé

# 29

## A digital 'health MOT' providing personal services based on a DIY at-home test.

LiveSmart is a British startup founded in 2014 with the mission to help businesses and individuals become healthier. LiveSmart provides a digital 'Health MOT' and one-to-one health coaching for employees. The company will send users a DIY finger-prick blood test to any home in the UK, or alternatively a network of partnering nurses can also collect blood samples from homes or workplaces. NHS doctors and dieticians will use the results to compile a digital report for each user.

LiveSmart's clients include AXA Health, Vita Coco and Benefex. The company raised \$400k Seed funding in 2020, bringing its total Seed funding to around \$2m. In the same year, the firm launched operations in Malaysia.

TOTAL DISCLOSED FUNDING  
**\$2m**

LOCATION  
**United Kingdom**

FOUNDED IN  
**2014**

FOUNDER  
**Alex Heaton**

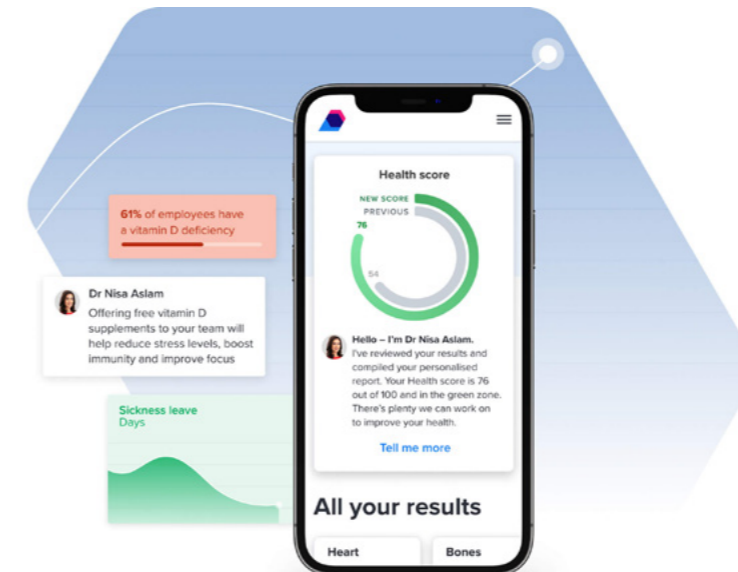


Image: www.getlivesmart.com



# =30

# AMODO

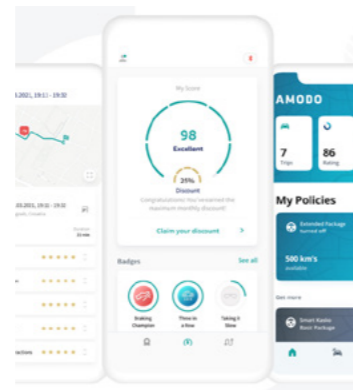
## A platform helping to create UBI products in 30 different countries.

Founded in 2013 in Croatia, Amodo offers a platform which enables insurance carriers and brokers to create usage-based products built on telematic technology. The platform offers driving behaviour insights, automated engagement and 'just in time' personalised insurance offers.

Amodo gathers data from different sources and contextualises it with other data, such as road infrastructure, type of settlements, weather, and Amodo's own proprietary data, to provide insights.

Amodo has clients in five continents in 30 different countries, including BNP Paribas and AIG. In December 2020, Amodo announced a strategic partnership with US FinTech firm Galileo Platforms to launch insurtech solutions that will use telematics and blockchain technologies. The solution will initially be launched in the Asian market.

In May 2020, Amodo raised €3m to further scale its activities and markets. At the time, the company had processed data from over 1 billion kilometres driven by around 1.5 million cars.



TOTAL DISCLOSED FUNDING  
**\$3.8m**

LOCATION  
**Croatia**

FOUNDED IN  
**2013**

FOUNDER  
**Gorjan Agacevic**



Marijan Mumdziev

**Q&A: MARIJAN MUMDZIEV**  
CEO at Amodo

**What problem did you see in the market that led you to create Amodo?**

Lack of customer centricity in the insurance business created a significant market opportunity. I wanted to build *the* technology vendor enabling insurance carriers and insurance brokers to address that opportunity. The industry is undergoing a change,

driven by end customers and a shift in their preferences. Amodo technology addresses that trend in particular.

**What is the next step for your insurtech?**

Relentlessly innovate to bring new value to the insurance industry and continually improve the quality of services we deliver to our customers' satisfaction. These two values are truly at the heart of Amodo as a company.

# =30

# KASKO

## An InsurTech as a Service platform with over 35 different insurance partners.

Founded in 2015 in the UK, KASKO provides insurers with an end-to-end modular platform, bringing their new and existing products to the digital marketplace in a rapid and cost effective way. Its insurance-as-a-service platform designs, distributes and runs digital insurance products for any distribution channel for brokers, MGAs, (re)insurers and digital businesses. KASKO can launch new products in weeks.

KASKO partnered with German insurer Basler to launch a platform to offer accident cover for their policyholders' children during the Covid lockdown. In 2020, KASKO also partnered with OCC to launch a flexible classic car cover in Austria, and joined the fourth cohort of Lloyd's Lab.

KASKO has built more than 65 products for insurers since its launch, has over 40 insurance partners and more than 100 distribution partners. KASKO's platform has attracted 400k customers representing more than 27m EUR premium in the last 3 years.



Nikolaus Sühr

TOTAL DISCLOSED FUNDING  
**\$1.4m**

LOCATION  
**United Kingdom**

FOUNDED IN  
**2015**

FOUNDERS  
**Nikolaus Sühr, Matthew Wardle**

**Q&A: NIKOLAUS SÜHR**  
CEO and Co-Founder at Kasko

**Why is now an exciting time to be a rising insurtech?**

Despite lip-service to the contrary, most 'digital' transformation efforts were driven by an effort to reduce IT spend, which is a difficult cause to rally anyone behind. However, the business side within insurers are now seeing a clear path to creating significant tech-enabled growth driven by pandemic-driven change, embedded insurance, insurtech competition and seemingly slow progress on 'core' transformation.

**What is the next step for your insurtech?**

We are in the final stages of closing our Series A to accelerate our go-to-market to fulfil the massively underserved demand to enable business units of insurers to adopt the insurtech playbook to serve their existing and new channels with better services. On the tech side we are rapidly advancing our low-code and self-service capabilities while offering various go-to-market services, especially in the embedded space.

=32



## A mobile app helping more than 1.4 million end-users manage their mental health.

Founded in 2012 in the UK, Thrive Therapeutic Software is a NHS-approved app designed to prevent, screen and manage mental health conditions for employees. The app uses tools such as cognitive behavioural therapy, meditation, deep muscle relaxation, and a 24/7 text service.

Thrive now serves 1.4 million end-users globally through its partnerships with over 100 blue chip companies including Santander, AXA and Aviva.

In 2020, Thrive saw a 211% increase in downloads, leading the company to double its headcount to 50 employees. In May, 2021 Thrive raised \$3.5m in Series A funding, closing its funding in ten days.



Andres Fonseca

TOTAL DISCLOSED FUNDING

—

LOCATION

United Kingdom

FOUNDED IN

2012

FOUNDERS

Andres Fonseca,  
Dr. Adam Huxley

### Q&A: DR. ANDRES FONSECA

Co-Founder at Thrive Therapeutic Software

#### What has been the highlight of your career to date?

The transition from being a doctor seeing patients in the hospital or my office, to becoming a tech entrepreneur, is not something I ever expected to happen when I left medical school. However, that transition has enabled me to do what I set out to do when I became a doctor: to help as many people as possible.

#### Name one mistake that you have made, and what you learned from it.

I learned that assumptions can mislead you. Your expertise can also make you blind to some things. Just because in your profession things have

always been done in a particular way doesn't mean they should be done that way. New technology can help you redesign the service from the ground up. There might be many elements that are no longer required even though, once upon a time, they might have been essential.

#### What is the next step for your insurtech?

We would like to make even better use of our data to inform not just underwriting, but also to improve actuarial tables. We want to improve interoperability to integrate better with our insurance partners and be able to provide some of our services directly, even from their digital platforms. We are also working on offering more services through our platform to the policyholder, focusing on prevention and early intervention.

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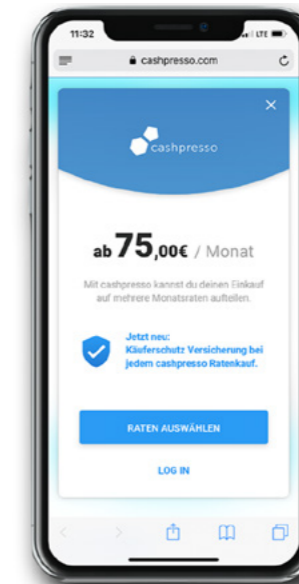


## A provider of embedded insurance solutions, developing products in just 8 weeks.

Founded in 2017 in Austria, bsurance GmbH is focused on B2B2C business models in the insurance space. The startup helps businesses to scale-up, grow their customer base and revenue by embedding cloud-based insurance products directly at the point of sale.

Through its Embedded Insurance solution, bsurance manages the end-to-end process – including product design process, developing a self-service API, underwriting and claim management – all in up to eight weeks. Bsurance also offers insurance software-as-a-service, through automated management processes.

In 2019 the Austrian startup raised €4m in Series A funding, following a €500k Seed in 2018. It is backed by several major insurers, including Munich Re, AXA and Allianz Partners.



TOTAL DISCLOSED FUNDING

€4.5m

LOCATION

Austria

FOUNDED IN

2017

FOUNDER

Lorenz Graeff

### Q&A: LORENZ GRAEFF

CEO and Founder at bsurance

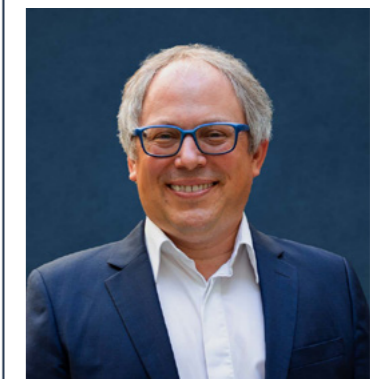
#### What problem did you see in the market that led you to create bsurance?

In a world of personalised and digitalised services, it has become clear that traditional insurance models must make way for much slicker customer experiences that will characterise current insurance as complicated and boring by comparison. Embedded insurance could

become a driver of change – making insurance simpler, understandable, and more widely available.

#### What is the next step for your insurtech?

Having successfully demonstrated our business model scalability, we plan to bring embedded insurance forward, to deepen our footprint in Europe and expand to North America and Asia with the help of existing and new partnerships and the next funding round.



Lorenz Graeff

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## A health protection provider helping more than 5 million underserved people.

CarePay is a Dutch/Kenyan company launched in 2015 that has developed a financing and technology platform for health insurers. It makes it easier to buy and administer health insurance, which is improving healthcare access and affordability for millions of customers in Africa. CarePay digitally connects public and private insurers, healthcare providers and customers. It provides a secure and transparent platform for digital payments and healthcare information.



By digitizing health insurance processes, CarePay is improving benefit management, payments for services and the efficiency of fund disbursements to hospitals and clinics. It makes it easier for health insurers to register customers, collect premiums and manage their provider panel.

CarePay is helping its insurance clients – including Britam, Jubilee and AAR – to lower the cost of scheme management and operations. Some Private & Public insurance companies in Africa use CarePay platform to lower the cost of scheme management and operations. Over 5 million (4.7M) people are connected to Carepay and more than 3,000 healthcare providers use the CarePay platform globally.

### Q&A: ONNO SCHELLEKENS Founder at CarePay

#### Why is now an exciting time to be a rising insurtech?

Mobile operators and insurance companies can benefit from the rise of cloud-based services and mobile technologies, and together develop new business models.

#### What problem did you see in the market that led you to create CarePay?

Healthcare is one of the largest industrial activities in the world and suffers from major market failures. Mobile technology allows us to connect payers, doctors, and patients in the cloud. This creates unprecedented possibilities to build platform services which transform healthcare financing, empower the patient, improve quality, and develop customer-centric services for everybody as the marginal costs for connectivity are so low and everyone has a smartphone.

TOTAL DISCLOSED FUNDING  
**\$45.2m**

LOCATION  
**Netherlands/Kenya**

FOUNDED IN  
**2015**

FOUNDER  
**Onno Schellekens**

Pictured: Onno Schellekens

= 35



## A geospatial company helping to track assets and disease outbreaks.

Founded in 2017 in the UK, Geollect is working at the leading edge of a global, geospatial intelligence and outsourced professional intelligence revolution. Geollect's products change the way organisations think and communicate by blending multiple layers of data into one place.

Since the start of the Covid pandemic, Geollect has launched a platform, SIGHT, which allows users to identify disease outbreaks, assess national health information and track the latest news, travel restrictions and lockdown measures, all in one place.

Geollect's team has embedded intelligence operational experience within US and UK government and defence intelligence agencies, spanning five decades. Academics with advanced Geospatial data and intelligence analytic capabilities create a potent blend of tech-intelligence authority. Geollect transforms historical and live data into action, so businesses know what is happening today and are prepared for tomorrow.



Cate Gwilliam,  
Richard Gwilliam

TOTAL DISCLOSED FUNDING  
–

LOCATION  
**United Kingdom**

FOUNDED IN  
**2017**

FOUNDERS  
**Cate Gwilliam,  
Richard Gwilliam**

### Q&A: CATHERINE GWILLIAM CEO at Geollect

#### What has been the highlight of your career to date?

Taking a joint idea between myself and my co-founder, who also happens to be my husband, and turning it into a revenue-generating, job-creating organisation, has been the highlight of my career to date. Nothing compares to the highs and lows of building a business, creating a culture, and fostering young professionals to achieve their goals. In addition, as a female CEO, in uncharted waters,

with an emerging technology in a male-dominated market, there have been many challenges.

#### What problem did you see in the market that led you to create Geollect?

Commercialisation of the space sector has created a surge of new data sources that were previously only accessible by government and defence. When these sources emerged into the commercial market we saw an opportunity in the gap that existed between availability of data and the presence of system capabilities, and intelligence experts to make sense of the data and derive actionable insights.



## A parametric insurtech protecting against floods.

The UK's FloodFlash has developed a smart sensor which can detect when waters have exceeded a critical depth and trigger a pre-agreed settlement to compensate landlords and businesses. Floodflash's platform can offer quotes in 60 seconds and it is capable of paying out compensation within a day, with its record being under ten hours.

In early 2020, Gallagher announced that it will start selling FloodFlash parametric insurance. In September 2020, FloodFlash launched FloodFlash+, a detailed consultancy arm and a product designed for flood premiums ranging from £20,000 to £1m annually.

That same year, the firm reached £1m GWP. The company has raised over £2m from several Seed rounds. Investors include Insurtech Gateway, Tech Nation Fintech, Pentech Ventures. FloodFlash has previously been a part of Lloyd's Lab.



Dr Ian Bartholomew, Adam Rimmer

TOTAL DISCLOSED FUNDING  
**\$2.7m**

LOCATION  
**United Kingdom**

FOUNDED IN  
**2017**

FOUNDERS  
**Dr Ian Bartholomew, Adam Rimmer**

### Q&A: ADAM RIMMER

CEO and Co-Founder at FloodFlash

#### Why is now an exciting time to be a rising insurtech?

Insurtech has had noted success already, but we are only at the beginning. New technologies and uncovered risks are opening new opportunities constantly, and the traditional market players have woken up. Unlike other industries, the result isn't increased competition from incumbents as such, but increased collaboration. Every week more equity capital and underwriting capital is flowing from those with household brands and balance sheets to those with the technology and agility to capture new markets. And the result is a world where we can go further, safer.

#### What has been the highlight of your career to date?

Our first set of claims paid during Storm Ciara a few years ago. We set the record for the fastest ever catastrophic flood claim. Not only that, but client feedback was uplifting. You don't often hear such things said about insurance products, so it was clear that we were doing things differently.

#### What problem did you see in the market that led you to create FloodFlash?

The main one is the \$58bn flood protection gap. We saw that parametric insurance could be used to protect large corporations and governments, and realised that the same thinking could be applied to the mass market, helping millions of lives and livelihoods in the process.

# The world's #1 platform for insurtech scouting and open innovation management

Sønr is the world's most comprehensive source of insurtech intelligence. It is a subscription platform used by some of the best known insurance companies globally.

It tracks millions of companies around the world and provides insight on the latest market trends, the startups and scaleups reshaping the industry, and intelligence on how other insurers are innovating.

It also includes a suite of open innovation tools designed for teams to better collaborate and connect at an enterprise level.

The platform is backed up by a team of consultants, researchers and analysts who support clients in discovering and creating new business opportunities.

## Start your 14-day free trial



[www.sonr.global](http://www.sonr.global)  
[hello@sonr.global](mailto:hello@sonr.global)

# 37



## An on-demand insurance provider for freelancers which has reported yearly growth of 200%.

Founded in 2016 in the UK, Tapoly provides on-demand insurance for gig economy workers. The MGA's fully integrated broker interface enables brokers to generate quotes and onboard customers in a matter of seconds via a managed web portal and online payment gateway. Tapoly's solution enables brokers to provide 'quote and buy' capability directly from their respective websites.



Janthana Kaenprakhamroy

In June 2021, insurtech Peach Pi collaborated with Tapoly to offer insurance to freelancers in the health and wellbeing sectors. Within the last four years Tapoly has forged relationships with more than 40 partners in three continents, and has sold more than 18,000 insurance policies since its launch. Tapoly has reported monthly growth rates of 7% monthly and an average yearly growth of 200%.

TOTAL DISCLOSED FUNDING  
**£250k**

LOCATION  
**United Kingdom**

FOUNDED IN  
**2016**

FOUNDERS  
**Janthana Kaenprakhamroy, Sam Hopkins**

and distribution partners to drive automation and improve their abilities to serve this market segment too.

### What is the next step for your insurtech?

Most recently, we have launched a new treatment risk insurance product in partnership with Peach Pi. It utilises Tapoly's SaaS platform to give auxiliary health professionals cover tailored to their specific activities. We're also working to expand Tapoly further, by establishing new partnerships, exciting proofs of concept, integrating new technologies, and we are currently fundraising for £2m, with 60% already committed.

### Q&A JANTHANA KAENPRAKHAMROY CEO and Founder at Tapoly

#### What problem did you see in the market that led you to create Tapoly?

The concept for Tapoly came to me in 2016 when I decided to rent out my flat through Airbnb. I needed an insurance policy that would protect my property, my guests and myself against the risks of doing business, while providing the kind of short-term flexibility the sharing economy thrives on. I couldn't find a suitable policy anywhere, and so Tapoly was born. Tapoly provides bespoke insurance products for the gig economy, as well as in-house built SaaS products for insurers

# =38



## A patented blockchain-based startup helping to automate claims fraud detection.

Luther Systems was launched in 2016 in the UK. It has developed a platform that helps enterprises streamline and automate their processes. The firm works across different industries and sectors including financial services, insurance and healthcare to improve efficiency and reliability of enterprise processes by using blockchain technology, smart contracts and a patented modular platform.

Luther System's LEIA platform enables real-time automated enforcement and verification of compliance rules. The platform also offers insurance duplicate claims, fraud detection and cross-border insurance claims settlement solutions.

Major insurance firms like AXA and AIA are amongst Luther's customers. In 2018, the startup raised a \$1.5m Seed round, and the company has previously taken part in an accelerator led by Founders Factory and Aviva.

TOTAL DISCLOSED FUNDING  
**\$1.5m**

LOCATION  
**United Kingdom**

FOUNDED IN  
**2016**

FOUNDERS  
**Hossein Kakavand, Sam Wood**

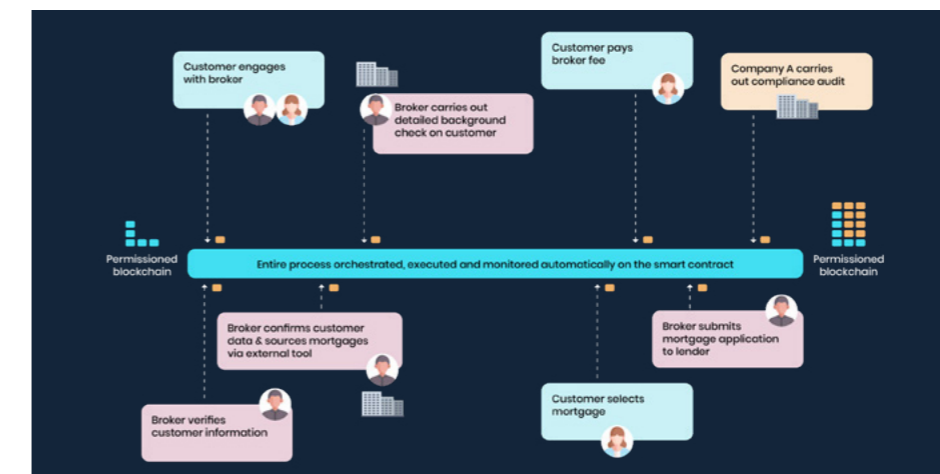


Image: www.luthersystems.com

# =38



## A blockchain platform helping to manage end-to-end operations and automate data sourcing.

Inari is a cloud-based blockchain platform which digitises and streamlines the end-to-end life cycle for (re)insurers, Lloyd's managing agents, syndicates and coverholders' operations, from the origination of risk to the portfolio and risk management functions. The startup, launched in 2017 in Spain, also offers automated data ingestion and sourcing, AI-enhanced risk analysis, bespoke rating tools and real-time monitoring and reporting.



In 2018, the startup raised an undisclosed sum. Inari was also part of Lloyd's Lab third cohort. In 2020, Inari partnered with best of breed solution providers, including other Lloyd's lab alumni, such as hyperexponential, to form an 'end-to-end solution designed to support the modern underwriter.

### Q&A: FRANK PERKINS CEO-CTO and Co-Founder at INARI

#### What problem did you see in the market that led you to create INARI?

A perfect storm of new insurtechs moving at once pace, but core systems used by MGAs, insurers and reinsurers moving at another. INARI brings several powerful benefits to our clients, one of them being the commoditization of the power of ecosystems without the friction to end-users. We envisioned INARI as being the glue that does the heavy operational lifting within the insurance market, and at

the same time, easily integrating with all the other fantastic new insurtechs – and legacy systems too.

#### What is the next step for your insurtech?

Scale. We have an amazing product suite that is constantly evolving, combing our own vision of where our product needs to be to help drive value in the industry, mixed with customer feedback and our own experience along the way. Our mission now is to grow and continue to help driving change and a new way of doing things within the industry.

TOTAL DISCLOSED FUNDING

–

LOCATION

Spain

FOUNDED IN

2017

FOUNDERS

Frank Perkins,  
Véronique Gob,  
Jochi Jiménez,  
Teresa Madariaga

Pictured: Frank Perkins, Véronique Gob

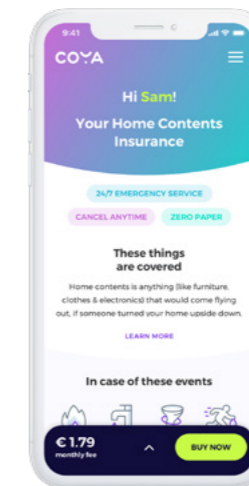
# =40



## A digital insurer offering B2B2C products through APIs.

Founded in 2016 in Berlin, Coya is a B2B2C digital insurer which offers monthly contents, private liability, dog liability, pet health, bike and e-bike insurance, both directly to customers and through APIs with its partners.

Coya forms partnerships with insurers, e-commerce, real estate, travel, smart home, and sharing economy companies. Coya raised a \$10m Seed round in 2017, followed by a \$30m Series A in 2018. Its investors include Peter Thiel's Valar Ventures.



TOTAL DISCLOSED FUNDING

\$40m

LOCATION

Germany

FOUNDED IN

2016

FOUNDERS

Andrew Shaw,  
Sebastian Villaroel,  
Peter Hagen



Andrew Shaw (Right), Sebastian Villaroel (middle) and Peter Hagen (Left)

### Q&A: ANDREW SHAW CEO and co-founder at Coya

#### If you could meet yourself on the day you started your business, what would you tell yourself?

As a first time founder, we had a tendency to build too much in the beginning, rather than focusing only on the initiatives that brought an immediate ROI. This is a fine balance in an industry that is designed for the long game, but for this reason it's critical to pick your battles one by one and plan execution out over the long term. Rome wasn't built in a day.

#### Name one mistake that you have made, and what you learned from it.

If I had to pick one, I would say that we lost our execution focus for a period. Rather than sticking with our original B2C product roadmap, we started building B2B products opportunistically, which slowed down our initial execution velocity. It's critical for a startup to focus on its execution roadmap, as we can achieve anything we want, but not everything we want.

We should have kept our focus clearly on one customer segment in our first years and iterated around them. We eventually shifted our focus back to our B2C customers and experienced 300% GWP growth within 6 months.

=40

humn\*

## A dynamic insurance pricing platform, offering real-time risk models.

Founded in 2017, Humn.ai is on a mission to solve dynamic insurance pricing for Autonomous Vehicles while delivering shippable intermediate products. The company has developed an industry-first, by-the-second risk-adjusted insurance product for highly utilised vehicles, such as rideshare fleets.

Its product, Rideshare, dynamically adjusts insurance premiums based on risk exposure at any point in time and claims to be able to cut a new price every second. Powering Rideshare is RiskOS, a real-time telematics data collection and risk assessment tool that leverages machine learning to create risk models in real-time.

In 2020, the firm secured its insurance licence from the FCA. Humn.ai has raised a total of £7.3m in funding to date and will soon be announcing an impressive Series A as it looks to develop its unique data capabilities and expand the commercial functions of the business.



TOTAL DISCLOSED FUNDING  
**£7.3m**

LOCATION  
**United Kingdom**

FOUNDED IN  
**2017**

FOUNDER  
**Mark Musson**

Pictured: Mark Musson

**Q&A: MARK MUSSON**  
CEO and founder at Humn.ai

**Why is now an exciting time to be a rising insurtech?**

After the early days of focusing on answering a data problem in a lack of understanding of risk, it became clear very quickly what our purpose should be: building a commercial motor insurance solution on top of this invaluable data. It's safe to say that Humn is an accidental insurer built on top of a very intentional data company.

**Name one mistake that you have made, and what you learned from it.**

I spent too long trying to convince insurers that they would be able to use riskOS and build a commercial fleet product and pricing model on top of super detailed dynamic data and risk models. I learned that if you have the core IP – the data and the proprietary risk algorithm stack, and we had that in spades – you are probably best placed to build the insurance product and the pricing model.

=42

ticker

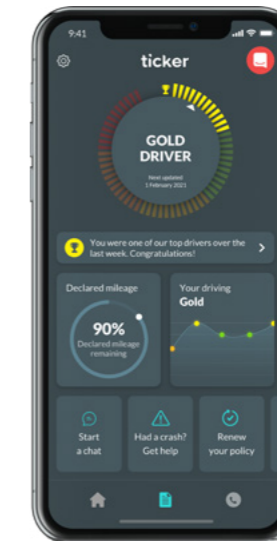
## A connected motor insurance startup with a track record.

Ticker is a connected motor insurtech making insurance easy with its use of data and technology, particularly for drivers who face higher costs.

It has built an end-to-end connected insurance ecosystem that delivers product innovation and a digital customer experience. Its current products cover vans, novice drivers and electric vehicles.

As well as making insurance more affordable and rewarding safe driving, Ticker also uses connected vehicle data to provide a better understanding of risk for customers and insurance partners.

Ticker launched in 2019 with the backing of seed investor Munich Re Ventures, and has since completed its Series A fundraise. Its founder and CEO, Richard King, formerly founded telematics insurance provider ingenie, which was acquired in 2014 for £100m.



TOTAL DISCLOSED FUNDING  
**\$18m**

LOCATION  
**United Kingdom**

FOUNDED IN  
**2018**

FOUNDER  
**Richard King**



Pictured: Richard King

**Q&A: RICHARD KING**  
CEO and Founder at Ticker

**Name one mistake that you have made, and what you learned from it.**

At my last startup, which we sold for £100 million in 2014, we didn't own the whole product, pricing and customer experience. We relied on a panel of insurers, and it wasn't enough control. We had all this data but couldn't do

anything with it. Ticker is a full-stack MGA, and we control everything.

**What problem did you see in the market that led you to create Ticker?**

Telematics insurers were not being creative or pushing hard enough to take the opportunity beyond young drivers. That's why we created Ticker: to take connected motor insurance to a much wider audience.



## A video telematics specialist tackling some of the most complex challenges faced by the fleet, road transport and insurance sectors.

Founded in 2016 in the UK, VisionTrack has rapidly grown to become one of Europe's leading providers of cloud-based video telematics. The company possesses the most extensive range of connected camera solutions available, which are underpinned by its device-agnostic, Internet of Things (IoT) platform, Autonomise.ai.

In the UK alone, Autonomise.ai has been successfully integrated with over 90% of the top vehicle tracking systems, with over 250,000 camera devices deployed in the past four years. VisionTrack is also a partner of choice for over 35 insurance and automotive businesses.

VisionTrack has an expanding presence in the US, Australia and mainland Europe. Earlier this year, the company completed its first US acquisition, SkyLab Solutions.



Simon Marsh

TOTAL DISCLOSED FUNDING

—

LOCATION

United Kingdom

FOUNDED IN

2016

FOUNDER

Simon Marsh

### Q&A: SIMON MARSH

CEO at VisionTrack

#### What has been the highlight of your career to date?

Setting out with a vision and making it happen by creating usable technology to improve driver behaviour, prevent incidents and ultimately reduce road casualties. I have used the experience from my previous company – a smart logistics business – to fully understand what the market wants and needs. This has enabled VisionTrack to take a

unique approach to video telematics, helping tackle some of the most complex challenges faced by the fleet, road transport and insurance sectors.

#### What is the next step for your insurtech?

Using AI in the cloud through our IoT platform, Autonomise.ai, we're introducing the capability to achieve accurate crash detection without the need for costly camera technology through edge processing – making advanced video telematics more accessible to fleet operations and insurance businesses.



## An embedded insurance company which sold an average of 500 policies a day during the pandemic.

Founded in 2016 in Germany, Hepster enables businesses to build insurance policies which are matched to the needs of their own customers or industry. The products offered by Hepster can then be embedded as part of e-commerce journeys, and the firm offers customer support and claims management, thereby covering the entire value chain. Hepster also offers a wide range of digital, flexible D2C products, including bicycle, electronics, pet, sports and travel cover, which are available via its mobile app and website.

In August 2021, Hepster reported a record monthly growth rate of 30% due to the pandemic cycling demand, with around 500 policies being sold a day. The company now has 70 direct cooperation partners, with over 800 B2B2C partners, and over 930 affiliate partners.



TOTAL DISCLOSED FUNDING

€11.7m

LOCATION

Germany

FOUNDED IN

2016

FOUNDERS

Christian Range,  
Alexander Hornung,  
Hanna Bachmann

### Q&A: CHRISTIAN RANGE CEO and Co-founder at Hepster

#### Why is now an exciting time to be a rising insurtech?

The interest and readiness of stakeholders are at an all-time high. Clients, partners, insurers and investors are finding increasingly better ways to solve the known problems of our industry.

#### If you could meet yourself on the day you started your business, what would you tell yourself?

Be persistent, trust your team and stand for the values that are important to you.

#### What problem did you see in the market that led you to create Hepster?

The main problem was to bring together a geographically diversely regulated insurance market on one platform, and therefore to be able to offer holistic and agnostic solutions to stakeholders on the same platform.



Alexander Hornung, Hanna Bachmann, Christian Range



# 45



## A global trading platform for reinsurance, achieving significant traction since launch.

Founded in 2019 in the UK, Supercede offers a Lloyd's-recognised, data-centric, global trading platform designed specifically for the reinsurance community of cedents, brokers and reinsurers. The company offers an outwards analytics solution in an intuitive placement platform, with access to a global reinsurance network. Supercede also supports networking and collaboration with group chat threads, rapid file sharing, and workflow tools linked to every placement.



Supercede won the ACORD InsurTech Innovation Challenge's Europe competition, which was judged by Rainmaking, Lloyd's of London and AXA XL. In September, 2020 Supercede raised a £2m Seed, and in April 2021 Lloyd's Lab selected Supercede as part of their sixth cohort.



TOTAL DISCLOSED FUNDING  
**\$3.4m**

LOCATION  
**United Kingdom**

FOUNDED IN  
**2019**

FOUNDERS  
**Jerad Leigh, Ben Rose, Jezen Thomas**

Pictured: Jerad Leigh, Ben Rose, Jezen Thomas

**Q&A: JERAD LEIGH**  
CEO and Co-Founder at Supercede  
**BEN ROSE**  
President and Co-Founder at Supercede  
**JEZEN THOMAS**  
CTO and Co-Founder at Supercede

**If you could meet yourself on the day you started your business, what would you tell yourself?**

**JL** Don't protect your ideas, challenge them.  
**JT** Keep your mind open to new and contrasting perspectives, but firmly stand your ground on your core values.  
**BR** Always keep listening. Never stop learning.

**What problem did you see in the market that led you to create Supercede?**

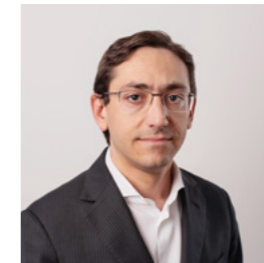
**JL** We saw a number of companies seek to build e-placement solutions for insurance, but none seemed to be addressing the challenges that we'd seen as practitioners in the reinsurance ecosystem. We knew that in order for a platform to emerge to meet the needs of the industry it would have to do more than just share basic risk details. It also needed to provide clean underlying data and connect the individuals who actually make the business work.

# 46



## A small business-focused insurance broker leveraging new technologies.

Founded in 2018 in Italy, Lokky is a digital insurance broker focusing on freelancers and small businesses. Lokky provides insurance for more than 200 different kinds of businesses, with users able to receive an estimate within a minute and a policy quote in under ten minutes. By adopting new technologies, Lokky analyses customer requirements to understand their real insurance needs, then automatically identifies the right products to manage their business risks.



Lokky has agreements with six different carriers, closely working with them to innovate products for SMEs and professionals.



Lokky now has more than 800 active customers. In October 2020, the company stated it had closed a €1m round for total equity funding since inception of €~1.6m. Lokky has partnered with ten commercial partners, providing specific solutions to their customer base.

TOTAL DISCLOSED FUNDING  
**€1.2m**

LOCATION  
**Italy**

FOUNDED IN  
**2018**

FOUNDERS  
**Paolo Tanfoglio, Sauro Mostarda**

Pictured: Sauro Mostarda, Paolo Tanfoglio

**Q&A: PAOLO TANFOGLIO**  
CEO and co-founder at Lokky  
**SAURO MOSTARDA**  
Executive Director at Lokky

**3. If you could meet yourself on the day you started your business, what would you tell yourself?**

**Paolo:** I'd tell myself not to spend too much time following the carrier's agenda, it will end up costing you a lot of time! Dealing with carriers as an Insurtech turned out to be a much slower process than I originally anticipated when I started Lokky. I'd say, look out for the constraints that pop up along the way, both from a technological and product side of the business, because their decision timeline is rarely compatible with the Insurtech's pace, at least in Italy.

**5. What problem did you see in the market that led you to create Lokky?**

**Sauro:** We understood that there was excellent potential in the Italian SME market for companies to innovate their products and the ways in which they offer them. From the beginning, we realised that the current insurance offer to SMEs was not leveraging the extensive available data. Products offered by the market have a premium calculation based on just a few parameters, failing to really differentiate their offers to specific customer needs. Lokky uses available information relating to the company to offer the customer an insurance consultancy service that is not currently offered in the traditional market, due to time and profitability constraints.

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## A telemedicine solution provider with big expansion plans.

Founded in 2015 in Spain, Docline offers telemedicine solutions to healthcare professionals, hospitals, insurers, pharmaceutical companies and corporations.

The company provides 24/7 general medicine and pediatrics care from a digital medical team of 3,000 specialists with more than 35 specialties. Its services include video consultation, medical chat, medical history, electronic prescription, and an appointment management tool.

In late 2020, the company opened an office in Morocco, and revealed it had begun a joint venture in South Africa in 2021. Docline plans to launch in more than fifteen countries across Europe and LATAM.

In 2021, Docline announced plans to invest €1m into R&D projects, including work on the implementation of blockchain and the traceability of e-prescriptions.



TOTAL DISCLOSED FUNDING

—

LOCATION

Spain

FOUNDED IN

2015

FOUNDERS

Omar Najid,  
Roberto Medica

Images: [www.docline.com](http://www.docline.com)

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## A blockchain (re)insurance processing platform reducing back-office costs by up to 90%.

Blocksure was founded in 2016 with the mission to create insurance technology that puts customers at the heart of the process and connects everyone across the supply chain in real-time.

The company provides a (re)insurance processing platform for the life and general insurance industries. It also provides full-cycle capabilities for all sales, policy administration activities and key claims processes. Blocksure also enables the creation of decentralised networks that allow parties to trade much more effectively. Blocksure's focus is on microinsurance and the gig economy.

In 2018, Blocksure launched an insurance platform with Covea. Blocksure claims to reduce back-office costs by up to 90%.



Ranvir Saggu

TOTAL DISCLOSED FUNDING

£4.2m

LOCATION

United Kingdom

FOUNDED IN

2016

FOUNDERS

Ranvir Saggu,  
Jay Carey

### Q&A: RANVIR SAGGU

CEO at Blocksure

#### What has been the highlight of your career to date?

Working with our insurance partners in Indonesia to launch a microinsurance product that protects underprivileged students. The product ensures that the student can finish their studies if anything happens to their sponsor. Our platform, Blocksure OS, enables the delivery of insurance across a complicated value chain at a fraction of the cost historically possible.

#### What problem did you see in the market that led you to create Blocksure?

I have worked in the industry for over 30 years. There are a lot of manual processes with duplication across businesses. This leads to errors and ultimately this additional cost is passed on to the policyholder. So our platform removes all the manual processes, duplication and errors. It improves the speed in which agents and insurers can launch new products whilst reducing back office processing costs by up to 90%.

#### What is the next step for your insurtech?

The next step is to scale up in our chosen markets –microinsurance, gig economy, manually processed schemes/programs and embedded insurance. We have a number of projects that we will deliver in Japan, USA, Indonesia and the UK.



## A UBI SaaS solutions provider from the team that brought us By Miles.

By Bits was launched in 2021 by By Miles co-founder Callum Rimmer. By Bits offers SaaS solutions to insurers looking to meet the demand for UBI.

The company provides two main services: an insurance rating engine and an insurance policy management system. The rating engine enables insurance companies to calculate insurance premiums using modifiable underwriting and rating rules. The policy management system enables insurers to manage the entire lifecycle of a car insurance policy, from quotation to policy and renewal.

Between the two companies, By Miles and By Bits have insured more than 100 million miles, managed tens of thousands of policies, priced hundreds of millions of quotes and worked with multiple global insurers.



TOTAL DISCLOSED FUNDING

—

LOCATION

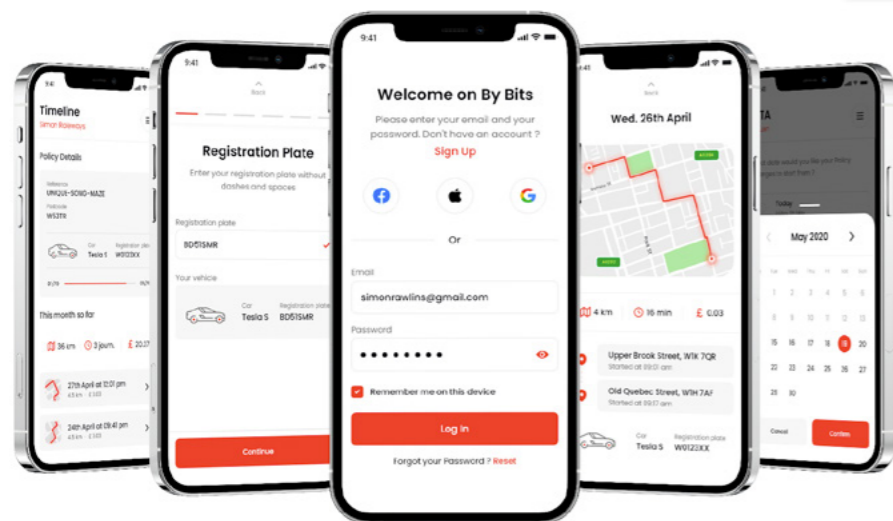
United Kingdom

FOUNDED IN

2021

FOUNDER

Callum Rimmer



Pictured: Callum Rimmer  
Image: www.bybits.co.uk



## A price comparison helping save users €170 per year.

Pricefox is a price comparison platform, based in Greece. It helps users compare and purchase car insurance in two minutes - they just fill in their vehicle registration number and a few basic details.

Pricefox claims to be able to save users up to €172 per year on their car insurance. The company is backed by Antenna Group and CompareEuropeGroup.



Dimitris Tsatiris

TOTAL DISCLOSED FUNDING

—

LOCATION

Greece

FOUNDED IN

2020

FOUNDERS

Stefan Bruun, Dimitris Tsatiris, Greg Miall

**Q&A: DIMITRIS TSATIRIS**  
Co-Founder and CEO at Pricefox

**Name one mistake that you have made, and what you learned from it.**

Don't just think your end customer, actually try to interact and ask your end customer and make them part of your decision making process. In the beginning we made the mistake that I feel a lot of us make thinking we know best how the ideal product looks like and that we can really think like our customers. When you have to reach out to 6mn car owners though really understanding your customers is not that easy. In Pricefox we very quickly realized the impact this mistake had and nowadays strive to include customers in the decision-making process. I am not referring to just usability tests but also conducting feedback

interview very often and really integrating the results in your daily routine.

**What problem did you see in the market that led you to create Pricefox.gr?**

Greece still has one of the lowest digital penetrations in Europe, with less than 11% of Greeks insuring their cars online. At the same time, we are facing issues with low penetration of insurance products to key areas (e.g., home insurance). That was a clear sign to us that an innovative and easy to use comparison platform could be a catalyst to both the digitization of the market as well as educating Greek consumers on the importance of insurance. At the same time getting out of a ten year plus financial crisis we believe there will be great need in digitizing the comparison and sale of other services as well.

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1 - Cushman Wakefield: Q3 2019  
2 - Fortune Magazine, 2020  
3 - U.S. News Affordability Rankings, 2021  
4 - BEA.gov  
5 - EMSI; IPEDS 2019

## What's your big tech stack move in 2022?



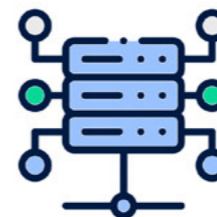
### What the customer sees

The app and portal for customers, to improve conversion, engagement, and renewals.



### What your team use

The tools and dashboards that staff use, serving customers and generating business insights.



### What it all runs on

Core data systems and infrastructure that allow the creation of innovative digital products.

### Hint: why choose just one?

It's hard to drive forward new capabilities in just one area of your digital roadmap. The areas you aren't focused on could hold back pieces higher up or deeper down in the tech sack.

To move faster and unlock smart, new ideas, your teams should be able to work on a single new-generation platform that vertically joins up front-, middle-, and back-office digital innovation.

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[fintechos.com/northstar](http://fintechos.com/northstar)

**JUNE 2018**

First Insurtech Insights conference in Europe, 1200 attendees



Above our Key Speakers: Assaf Wand, CEO and co-founder of Hippo Insurance, Julian Teicke, founder and CEO of Wefox

**JUNE 2019**

First Insurtech Insights conference in US, 1000 attendees



Above our Key Speaker: Sean Richard, CDO of Chubb

**JUNE 2019**  
**10K FOLLOWERS**  
**ON LINKEDIN**

**JUNE 2020**

First research reports published



**MAY 2021**

**30 TEAM MEMBERS**

**JULY 2021**  
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**MARCH 2022**

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2018

2019

2020

2021

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**MARCH 2019**

Second Insurtech Insights conference in Europe, 2000 attendees



Above our Key Speaker: Amanda Blanc, Group CEO of Aviva

**NOVEMBER 2019**

First Insurtech Insights conference in Asia, 1200 attendees



Above our Key Speaker: Jonathan Larsen, CIO of Ping An Group

**JUNE 2021**  
**40K FOLLOWERS**  
**ON LINKEDIN**

**JUNE 2022**

Return of the Global Insurtech Leader Summit

**APRIL 2021**

First virtual roundtable hosted



Above our Key Participants: Danilo Raponi, Group Head Innovation of Generali, Tassie Blackstone, Director of Life Ideation at Allianz Life, Barbara Leibiech Steiner, CDO of Uniqqa

**APRIL 2020**

First Insurtech Insights webinar in response to pandemic



Above our Key Speakers: Webinar with Daniel Schreiber, CEO of Lemonade, Bruce Carnegie-Brown, Chairman of Lloyd's of London



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**Eddie Ahmed**  
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Massmutual International

**Ed Leon Klingler**  
CEO  
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CIO  
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Thimble

**Steve Mendel**  
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