

INSURANCE

# Insurance Tech Rising

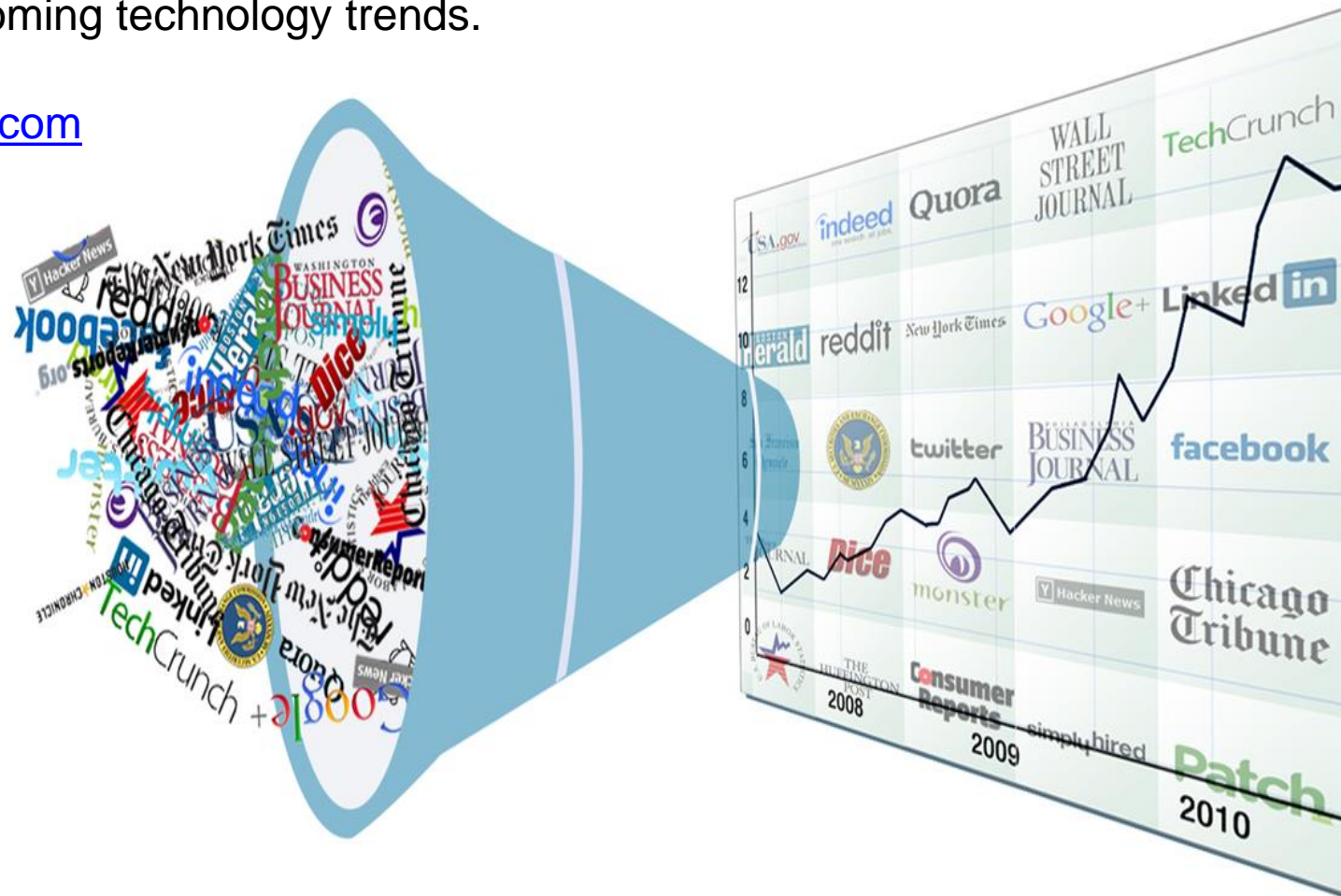


# ABOUT CB INSIGHTS

## WE TELL YOU WHERE THE TECHNOLOGY IS GOING

CB Insights organizes massive amounts of information so that our clients can discover, predict, and communicate coming technology trends.

[www.cbinsights.com](http://www.cbinsights.com)







Global life insurance premiums:

**\$2.7 TRILLION**

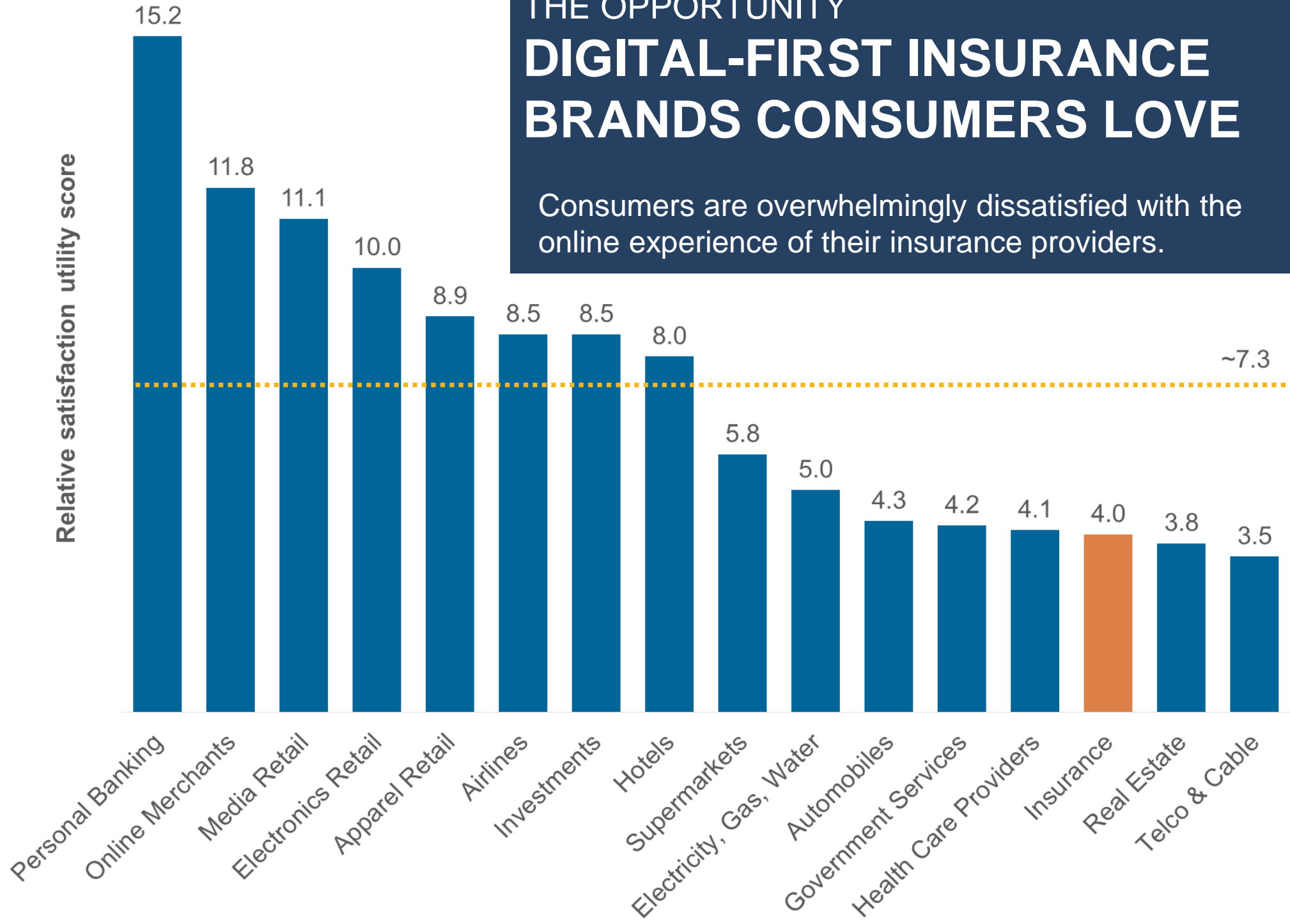
Global non-life insurance premiums:

**\$1.4 TRILLION**



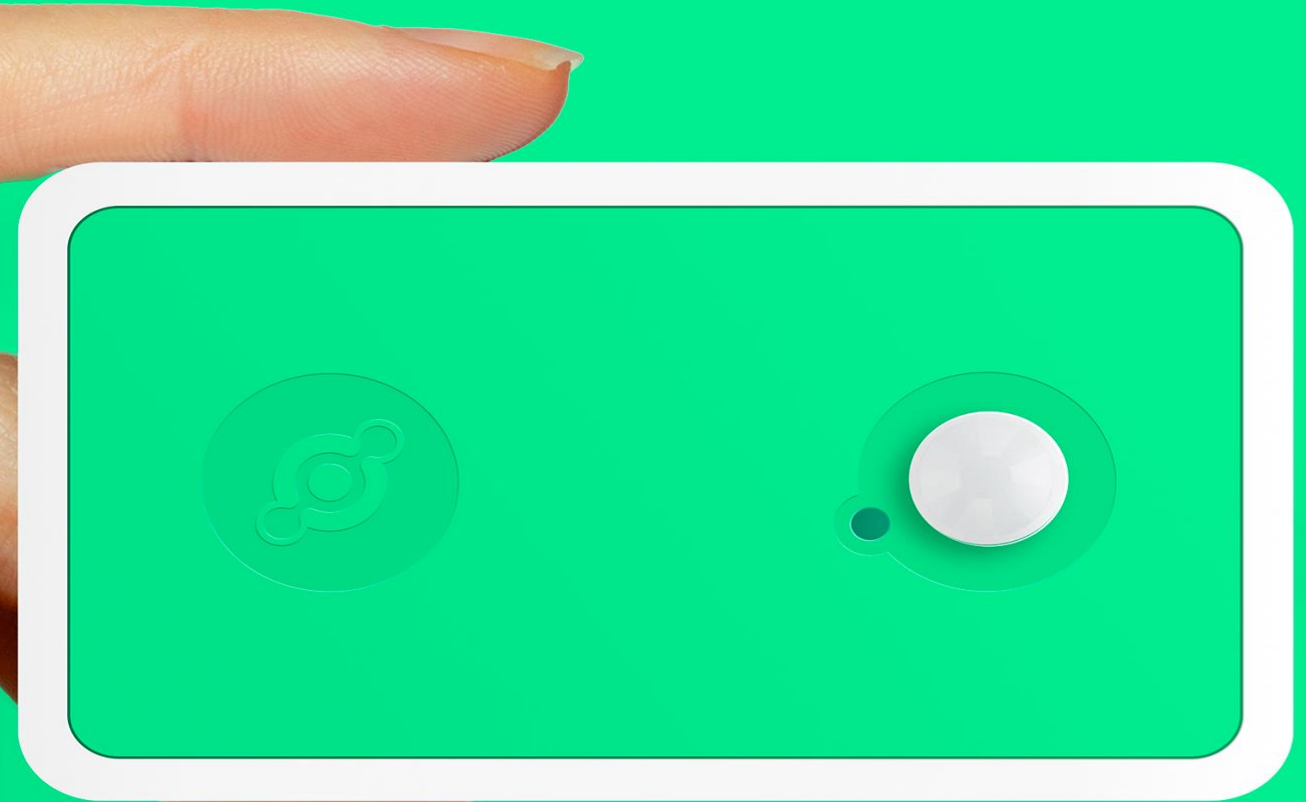
# THE OPPORTUNITY DIGITAL-FIRST INSURANCE BRANDS CONSUMERS LOVE

Consumers are overwhelmingly dissatisfied with the online experience of their insurance providers.



## THE OPPORTUNITY **CONNECTED COVERAGE**

Sensor technologies in the car, the home and on your body promise to lay the foundation for tailored insurance plans and a claims model built around prevention rather than reaction.







THE OPPORTUNITY

# THE APPLICATION OF DRONES TO REIMAGINE CLAIMS

AIG, State Farm, Liberty Mutual, Travelers & Nationwide are among the insurers exploring how drones can transform the claims and underwriting processes.





## THE OPPORTUNITY **NEW RISK POOLS**

Technology is enabling startup formation across areas including drone insurance, insuring the on-demand economy, and cyber insurance.



**“While we continue to resist change, venture capital companies are looking at our industry and seeing dollar signs. So the clock is ticking. If insurance as we’ve known it was an ecosystem, large sections of it would be on the endangered species list.”**

**Brian Duperreault**

Hamilton Insurance Group

*Chief Executive Officer*





# See How Our Data Can Work For You

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ANDREESSEN  
HOROWITZ

Insurance

SOFTWARE REWRITES INSURANCE

Insurance is all about distributing risk. With dramatic advances in software and data, shouldn't the way we buy and experience our insurance products change dramatically? Software will rewrite the entire way we buy and experience our insurance products – medical, home, auto, and life. Here's how:



Insurance Is The Next Frontier For Fintech

Posted Aug 5, 2015 by [Brendan Dickinson \(@bdickins\)](#)



CORE  
INNOVATION  
CAPITAL

Slicing Up the Gecko

How tech start-ups can disrupt a \$5 trillion industry

Arjan Schütte, Founder & Managing Partner  
Thomas Smyth, Vice President  
Core Innovation Capital

May 2015



Sector: Insurance in the Internet Age

Insurance is the next big wave of the fintech revolution that has been going on for the last 5-10 years. The internet has disrupted stock brokerage (E\*Trade), payments (PayPal,

F/PRIME

CRUNCH NETWORK

The Next Billion-Dollar Insurer

Posted Feb 19, 2016 by [Jay Farber](#)

Bain Capital Ventures

[Deva Annamalai](#)  
@bormanjuly4

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@mattcharris calls out insurance to be the next big space to be disrupted in Fintech. #money2020

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12:10 PM - 4 Nov 2014



Balderton  
capital

[Rob Moffat](#)  
Aug 18 - 9 min read

Disrupting insurance

For most of 2015 I have been banging on about disrupting insurance (or Instech, if you like that kind of jargon). I'd like to use this blog post to talk about why I find it exciting.

Ribbit Capital

[Jonathan Levin](#)  
@jerry\_levin

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Ribbit spends 60% of their time on insurance, raised a massive fund to back 3-5 insurance brands of the future. #SVBFintech

RETWEETS

3

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5:27 AM - 3 Nov 2015



ACCEL®

008 – Silicon Valley Venture Capital and Insurance Disruption

Christian Jensen, Principal of Accel



General Catalyst  
Partners

[Spencer Lazar](#)  
Feb 1 - 6 min read

Risk & Reward: Opportunities in Insurance

khosla ventures

[ngenuity journal](#)  
@ngenuityjournal

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Insurance still ripe for disruption, @khoslaventures one of VC firms looking at space, #money2020 panel

7:33 AM - 26 Oct 2015



AXA  
Strategic Ventures

THE 'INSURANCE TECH' MOMENT IS COMING

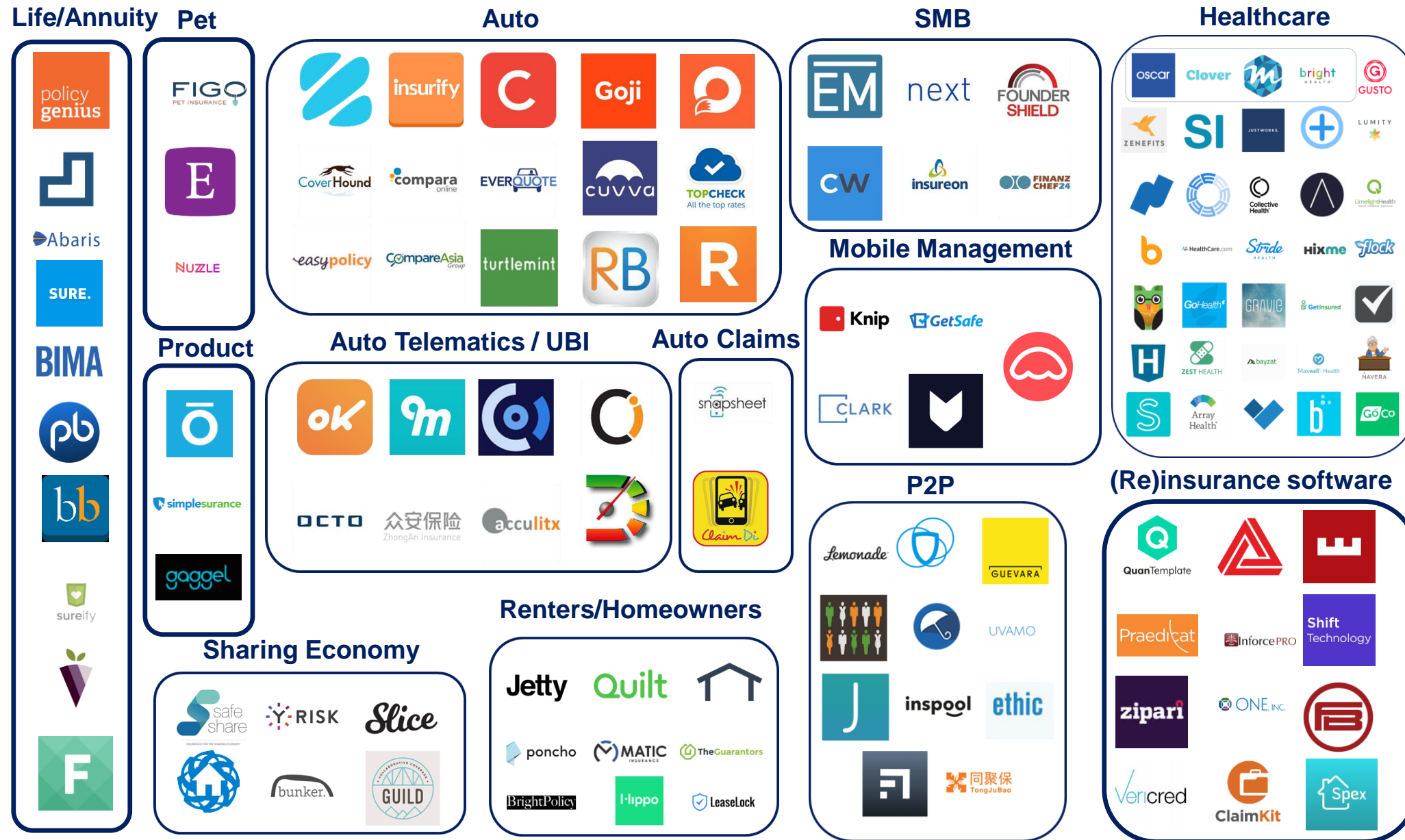
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VENTURES

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Investors Are Poised to Disrupt the Tech-Averse Insurance Industry

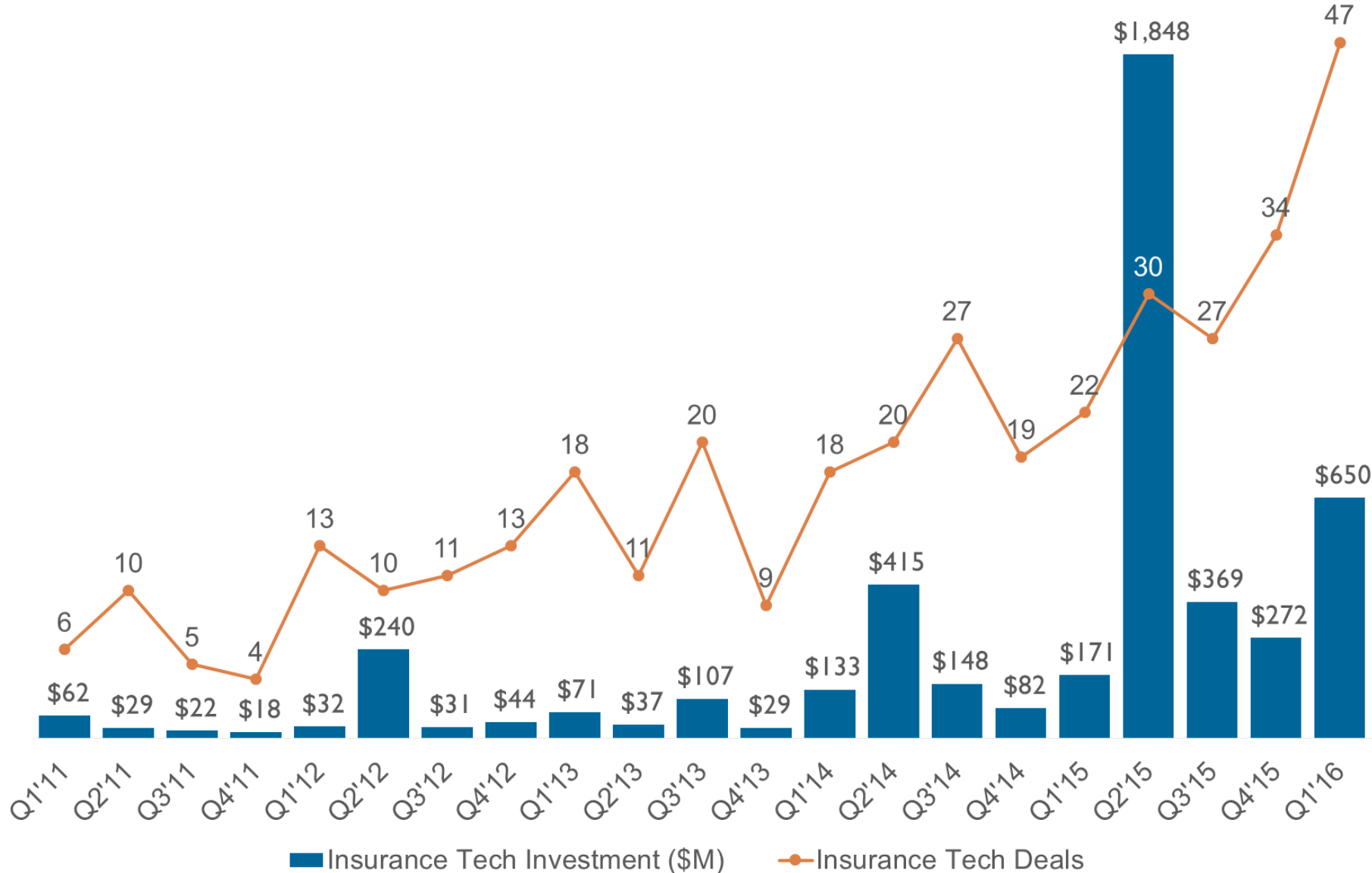


# INSURANCE TECH LANDSCAPE TODAY



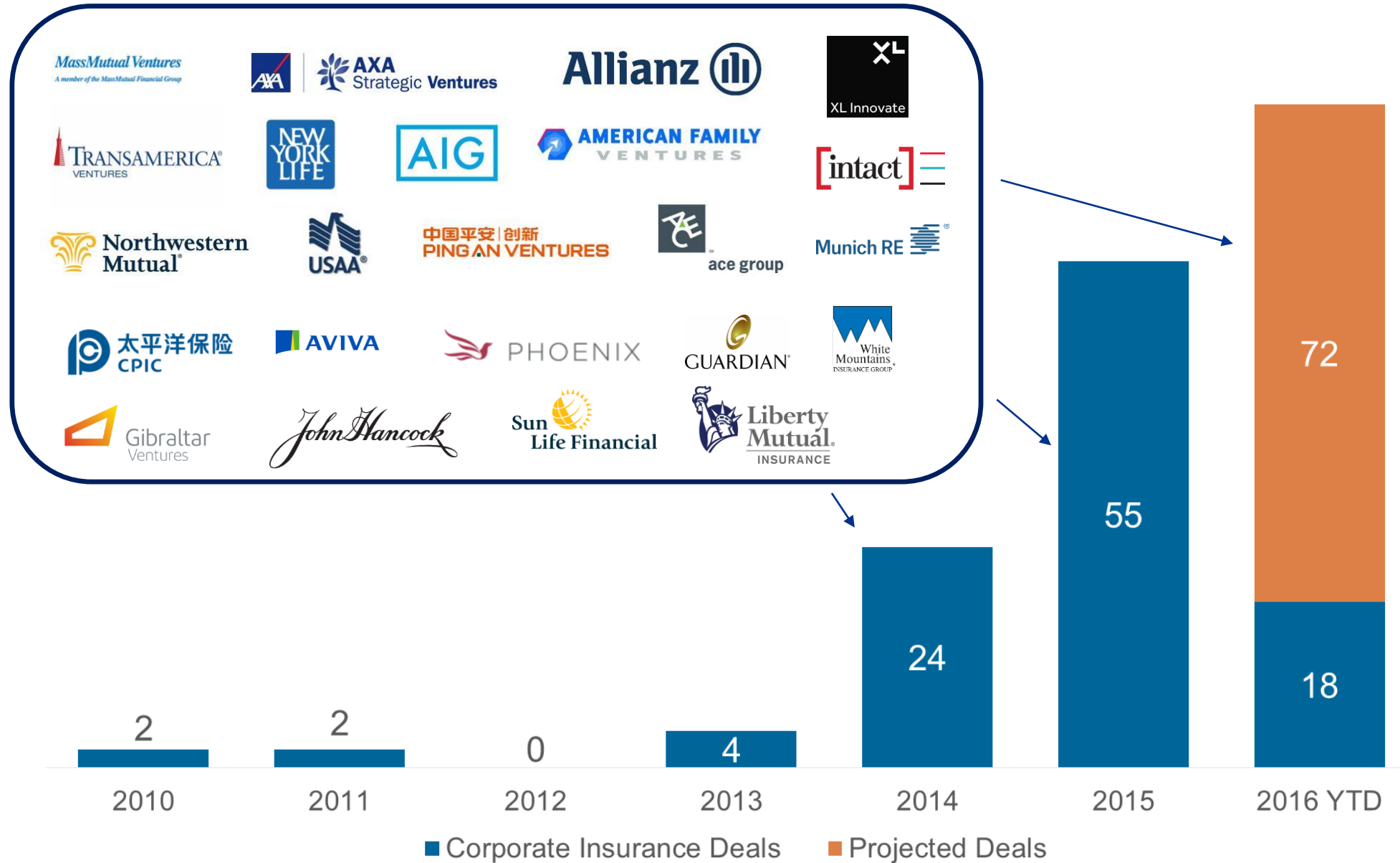


# QUARTERLY INSURANCE TECH DEALS RISE TO NEW HEIGHTS IN 2016





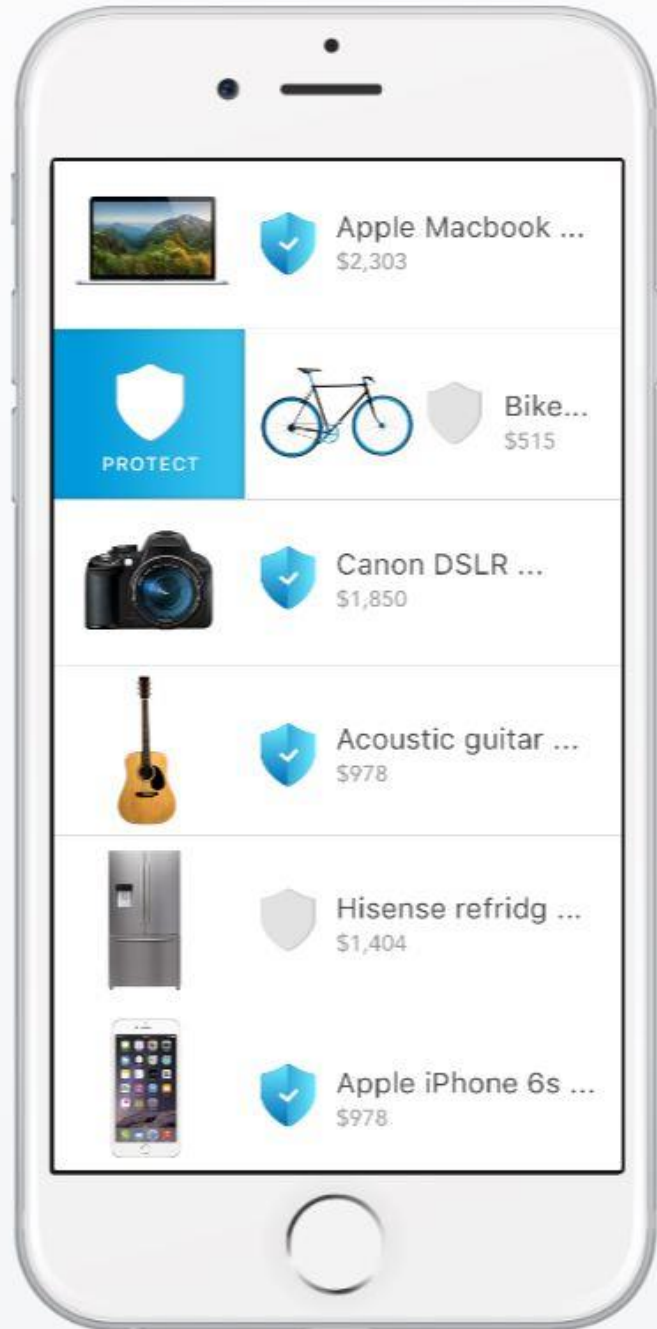
# TECH STARTUP DEALMAKING BY INSURERS ON PACE FOR RECORD HIGH IN 2016





# COVERAGE ON-DEMAND

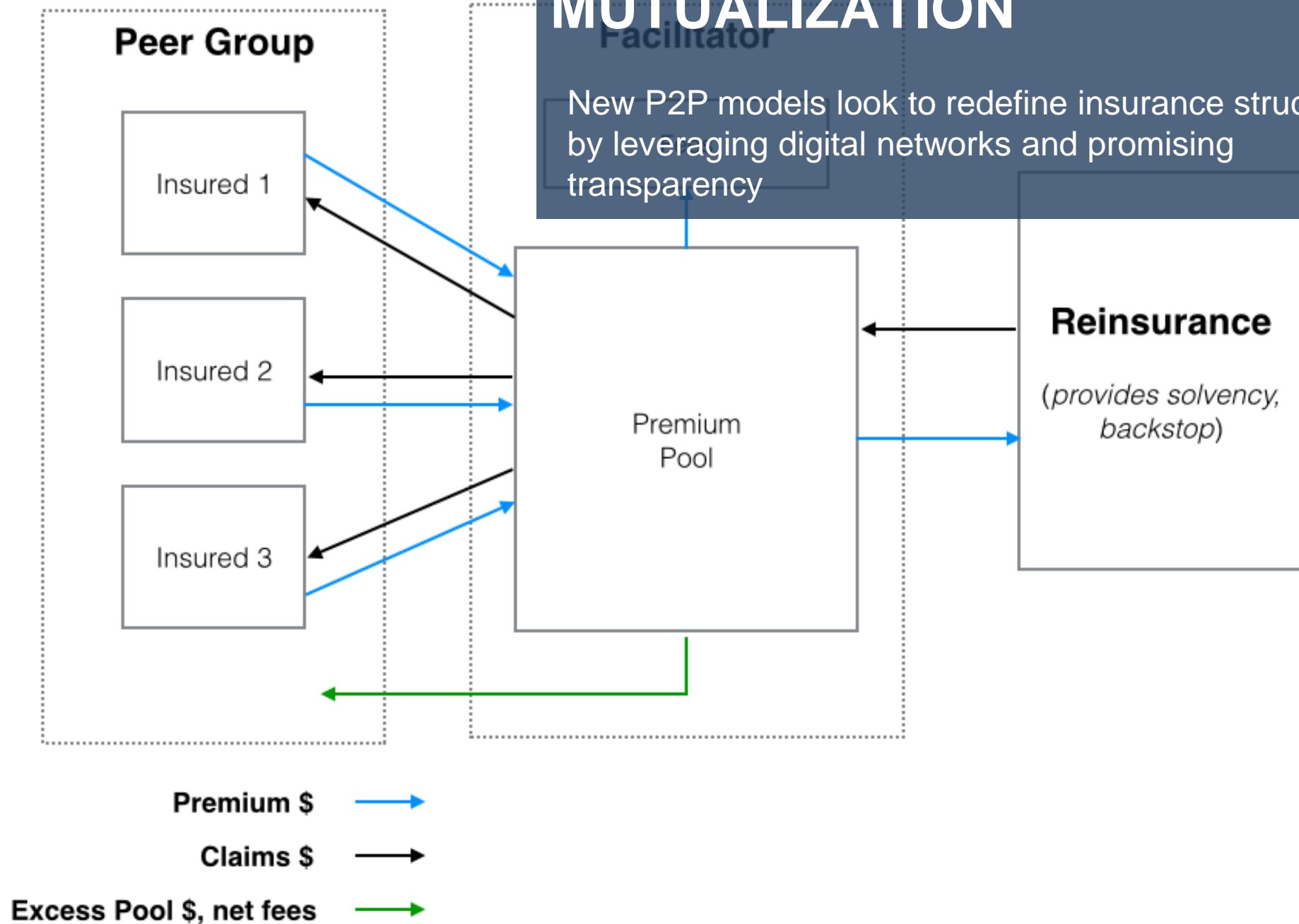
Startups are unbundling policy times and coverage and bringing new mobile-first purchasing experiences to insurance.





# REIMAGINING MUTUALIZATION

New P2P models look to redefine insurance structure by leveraging digital networks and promising transparency





# INSURANCE FRAUD IS A GLOBAL PROBLEM

## BLOCKCHAIN

Transamerica, New York Life and Prudential have all invested in a blockchain startup. Applications in insurance fraud, mutual models.



**£45 BILLION**

Lost annually in the U.S. and Europe



**65%**

Of all fraudulent claims go undetected



**£200 MILLION**

Spent by insurers each year tackling fraud



**£100 MILLION**

Paid out each year in relation to jewellery theft



**“Today more than ever,  
some of these  
intermediaries run the risk  
of getting disintermediated  
sooner rather than later  
because they are unable to  
adapt their business model,  
disruptors are penetrating  
their markets or technology is  
changing the entire industry.”**

## **Walter Kielholz**

Swiss Re  
*Chairman*

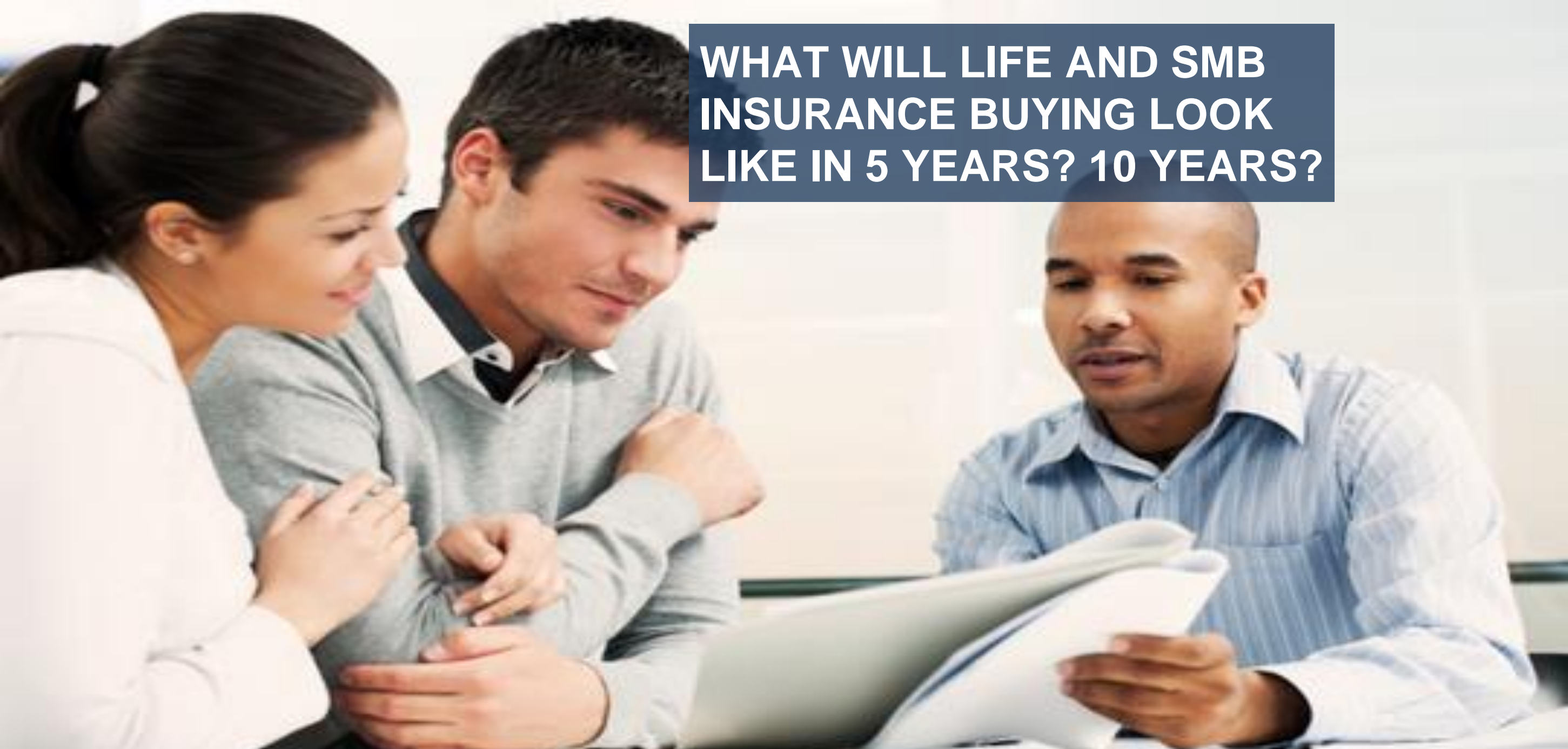
Source: [Wall Street Journal](#)



**OPEN QUESTIONS**



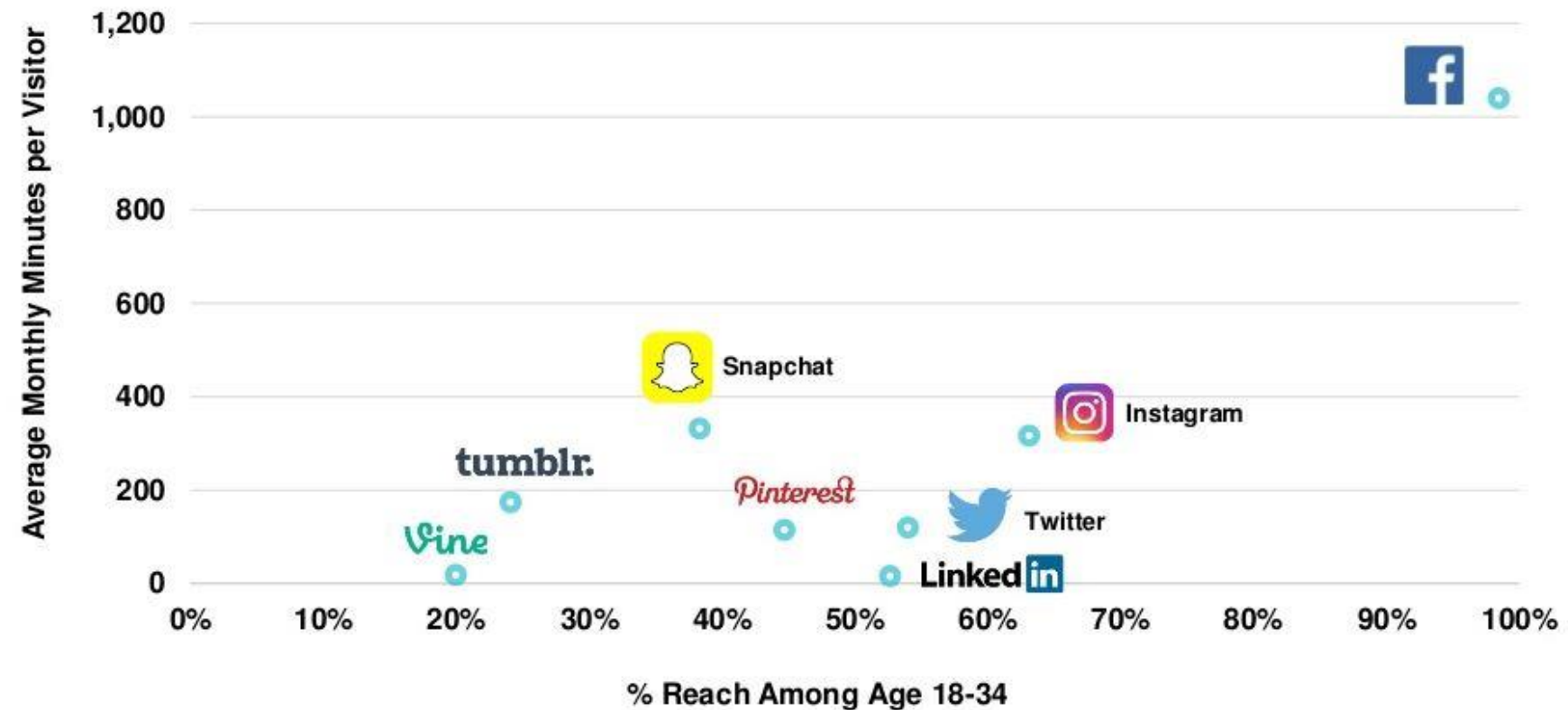


A photograph showing three people in an office setting. On the right, a man in a light blue striped shirt is looking down at a large stack of papers he is holding. On the left, a woman in a white shirt and a man in a grey sweater are looking towards him, appearing to be in a collaborative meeting.

**WHAT WILL LIFE AND SMB  
INSURANCE BUYING LOOK  
LIKE IN 5 YEARS? 10 YEARS?**

# WHAT ROLE WILL INTERNET GIANTS PLAY IN THE FUTURE OF INSURANCE?

Age 18-34 Digital Audience Penetration vs. Engagement of Leading Social Networks, USA, 12/15

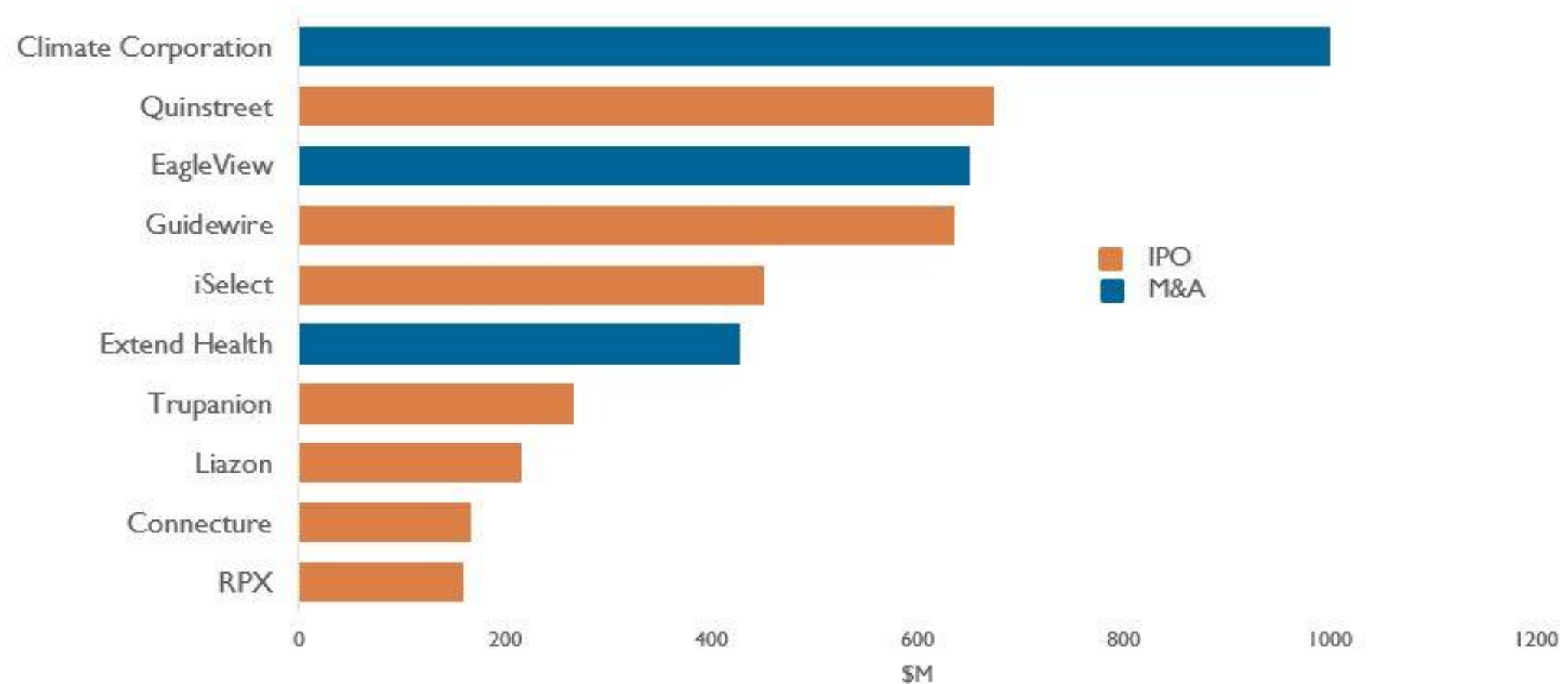




# FULL-STACK INNOVATION VS. ALTERNATIVE APPROACHES

## Venture-Backed Insurance Tech Exits

>\$100M, 2010 - 2016 YTD



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IAN KAR, *QUARTZ*

Moderator



IAN KAR  
Fintech Reporter  
Quartz

## KEVIN KERRIDGE, *HISCOX USA*



KEVIN KERRIDGE  
Executive Vice President & Partner  
Hiscox USA - Small Business Direct  
and Partnerships



DAN REED, *AMERICAN FAMILY VENTURES*



DAN REED  
Managing Director  
American Family Ventures

DANIEL SCHREIBER, *LEMONADE*



DAN SCHREIBER  
CEO & Co-Founder  
Lemonade