

THE FUTURE OF DISTRIBUTION: EMBEDDED INSURANCE

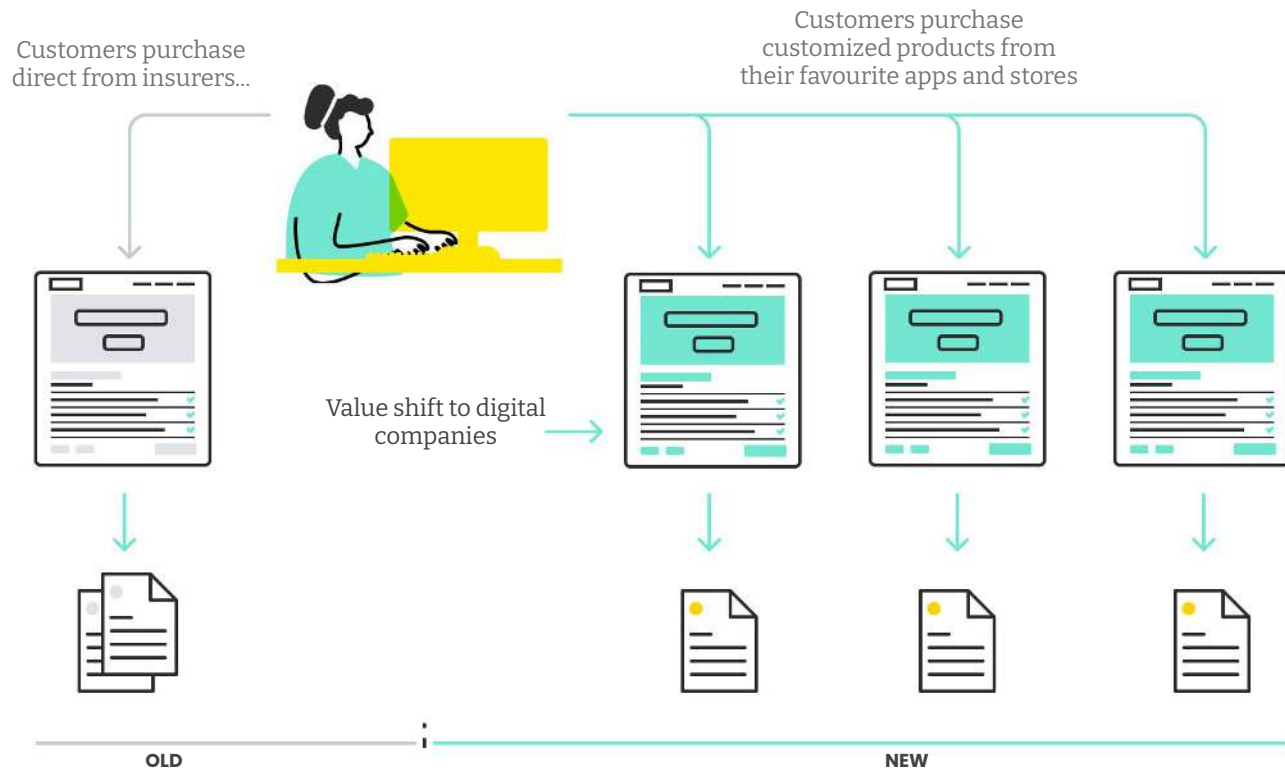
Julio Castellon
SVP Regional Head Partnerships – LATAM



We enable the
world's largest digital
companies to **protect**
their global customers,
at the point of **sale or**
sign up.



INSURANCE THE NEW WAY





CUSTOMER DATA POINTS

CUSTOMERS SEEK PROTECTION PRODUCTS

Happier customers. Higher conversions. Higher repeats.

70%

of digital customers,
and 44% of
traditional bank
users are highly
interested in
receiving embedded
insurance offers*

49%

of digital and
traditional banks'
customers rate
convenience as the
top driver for interest
in transaction-based
embedded insurance
offers*



CUSTOMERS SEEK PROTECTION PRODUCTS

Happier customers. Higher conversions. Higher repeats.



60%

of customers prefer
to buy insurance
from their favorite
brands*

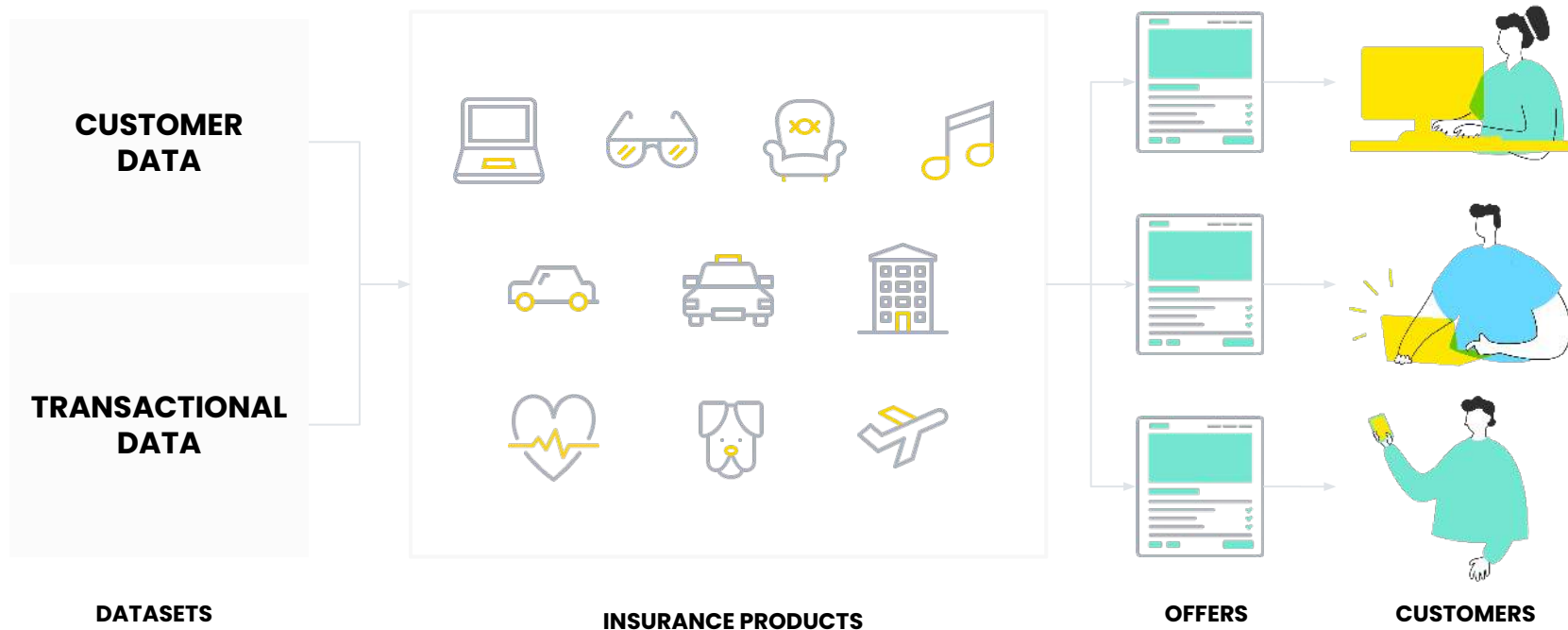
48%

of consumers would
make more online
purchases if they were
offered insurance
coverage at
checkout.*



LEVERAGING DATA

Product opportunities triggered by transactional and CRM data

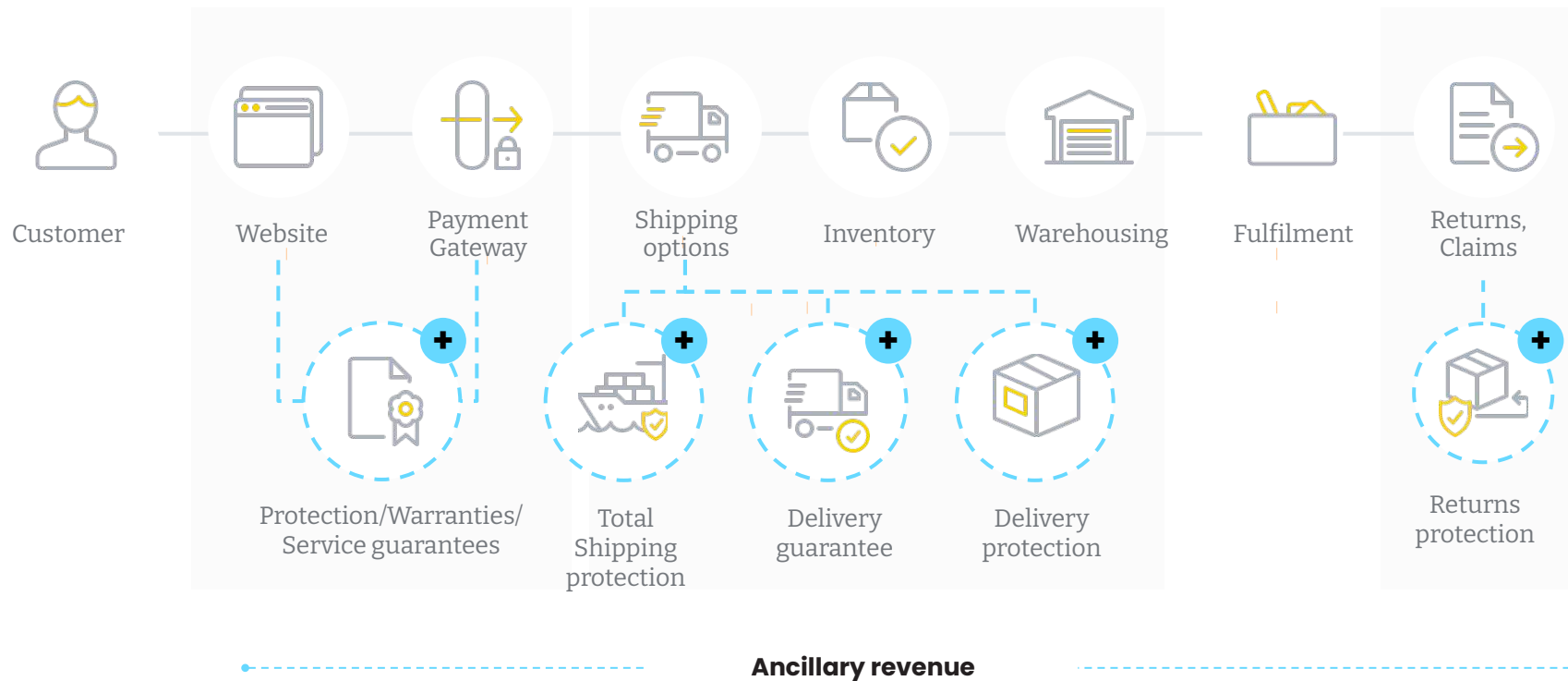




EMBEDDING ENABLES RESPONSIVE INSURANCE

INSURANCE OPPORTUNITIES

Multiple ancillary opportunities.



INSURANCE PRODUCT DEVELOPMENT

Multiple opportunities for individuals and small businesses



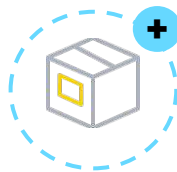
**Product
Warranty/Insurance**

Protects buyers against loss, theft, breakdown or accidental damage



**Shipping
Protection**

Insures goods in-transit (loss/damage) for retail value + reshipment.



**Product
Liability**

Insurance against compensation for claims arising from faulty products



**Cyber
Protection**

Parametric or traditional, covering against business interruption & data breaches.

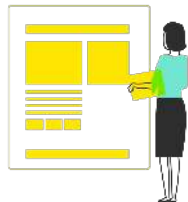


GLOBAL INSURANCE FRAMEWORK

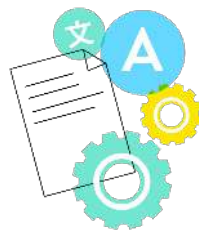
Regulated insurance policies in more than 60 countries and 50 US states



One insurance platform, connecting customers to the world



1x Master agreement



Our API returns relevant plan/s for the state, country, language, booking etc



We handle compliance requirements around the world





Σας ευχαριστώ

Thank You