



Redefining Insurance Distribution

Milan, Italy
December 2018



Coverholder is a **digital MGA**, we;

- **Empower** Agents and Brokers
- **Enable** Banks and Carriers, and
- **Redefine distribution** in the Insurance industry



Large amounts of data need to be captured and analysed to underwrite bespoke policies



To customise and close a policy on a bespoke insurance product an agent or broker can require **multiple customer visits** and **various interactions** with the carrier

Coverholder's cloud based solution enables agents & brokers to capture all necessary information and emit an insurance certificate in a single client visit

Coverholder Product



Policy Digitalisation

Coverholder has developed a **proprietary Proposal Form Language**, allowing it to accelerate **policy digitalisation** from **2 months to 5 days**

Cloud Based Tool

Digitized policies are offered to Agents & Brokers in a **SaaS tool**, used to capture a risk profile.



Main Features

70%
Costs
Saved

> Interactive Risk Assessment

Insurance brokers captures all relevant **compliance information** on-site with their customer

> Augmented Underwriting

A machine learning algorithm is used to evaluate risk factors, combining **multiple data sources**. High-risk entities are identified and complicated cases are automatically referred for analysis

> Quick Quotation

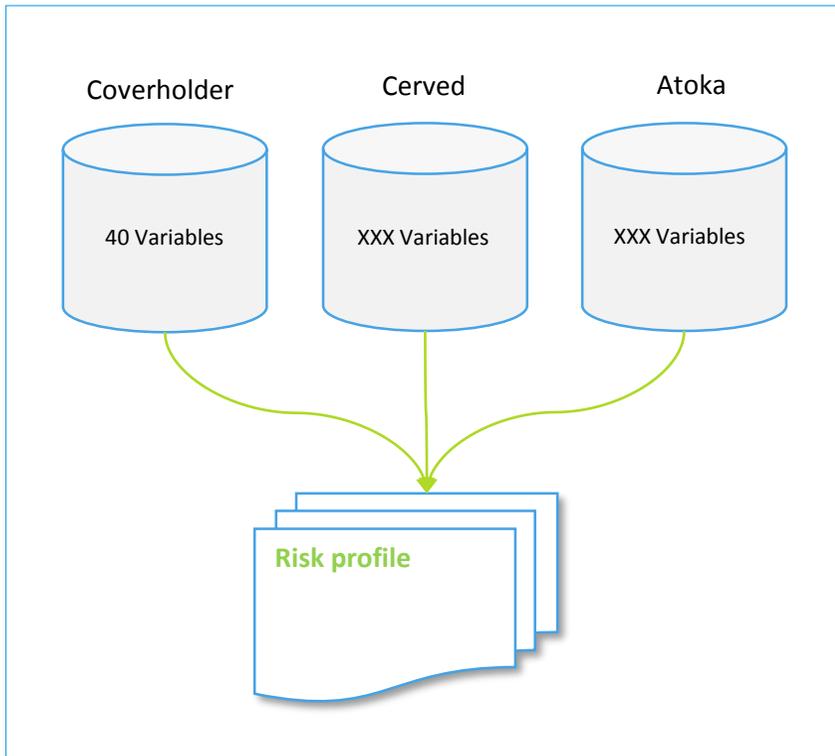
Product pricing is calculated instantly and the broker is able to optimise it to the customer's needs before arriving to a **binding quotation**

> Binding Policy

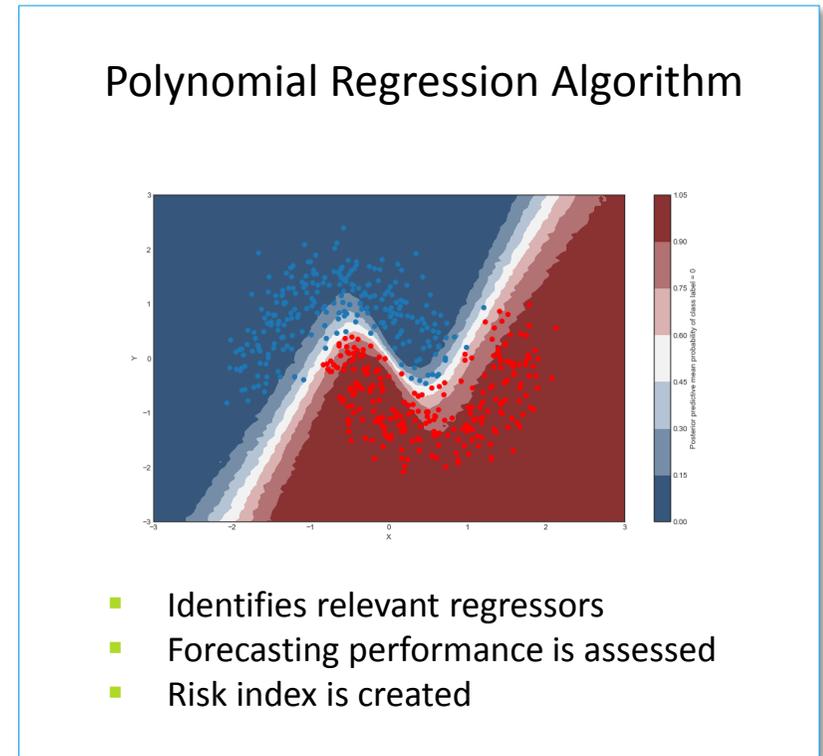
As a certified Managing General Agent, Coverholder **instantly underwrites** insurance policies, no need to wait for approval from the insurance carrier

Augmented Underwriting: A rich data environment is created with external sources – Machine Learning tools improve the quality of the underwriting decision

Step 1



Step 2



Step 3

Machine learning step is introduced, every time the dataset gets updated, the model is refined and continuously improved

Upcoming features will further improve efficiency and customer experience, new market segments can be addressed thanks to the improved ease in underwriting

! eSignature & Split Payment

Further efficiency in the sales process thanks to the implementation of innovative technologies



! White Label Solution & API

Products can be made available to a broader market by giving access to Coverholder's technology through a white label solution



! Sales Force Management

With the increasing adoption of the product, it will develop into a tool where the effectiveness of the salesforce can be monitored in real time



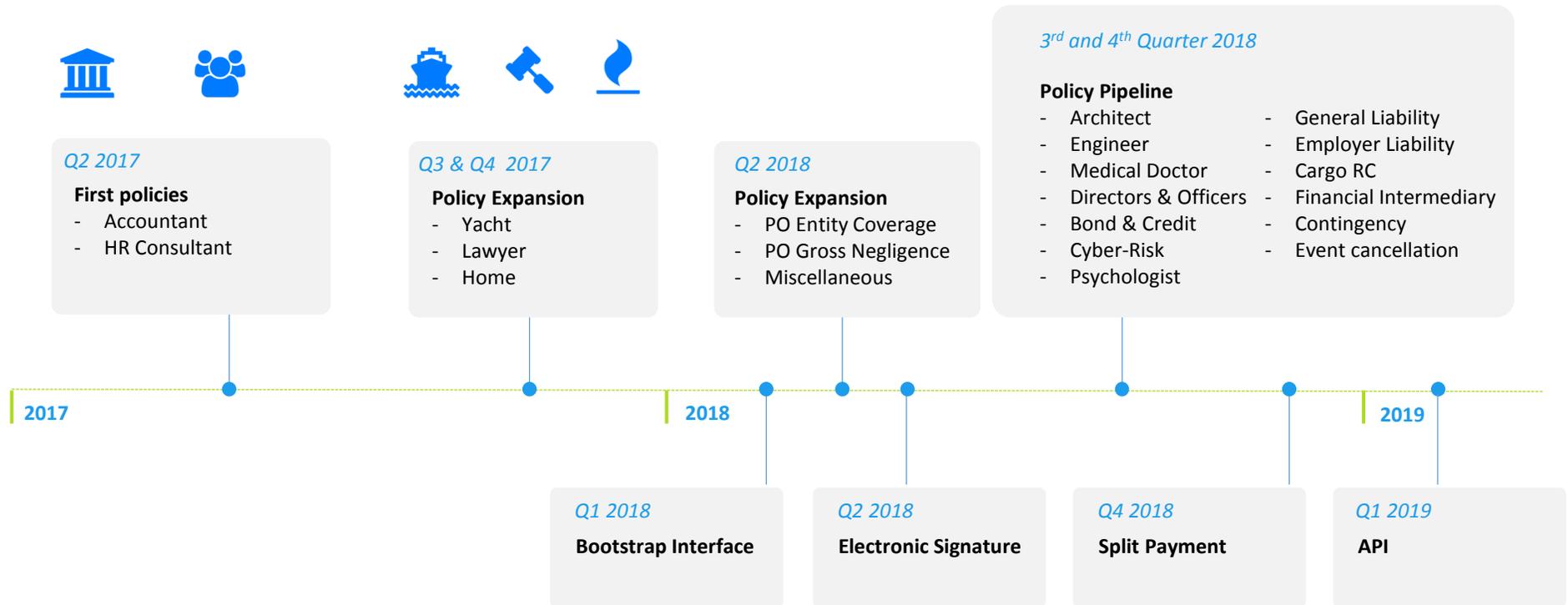
! Accelerated Testing, New Products & Transparency

Being able to quickly develop and test new types of policies, Coverholder can greatly reduce cost and time to market for Insurance Carriers and re-Insurance companies and open new market segments



Coverholder is continuously expanding functionality and has a full policy portfolio pipeline

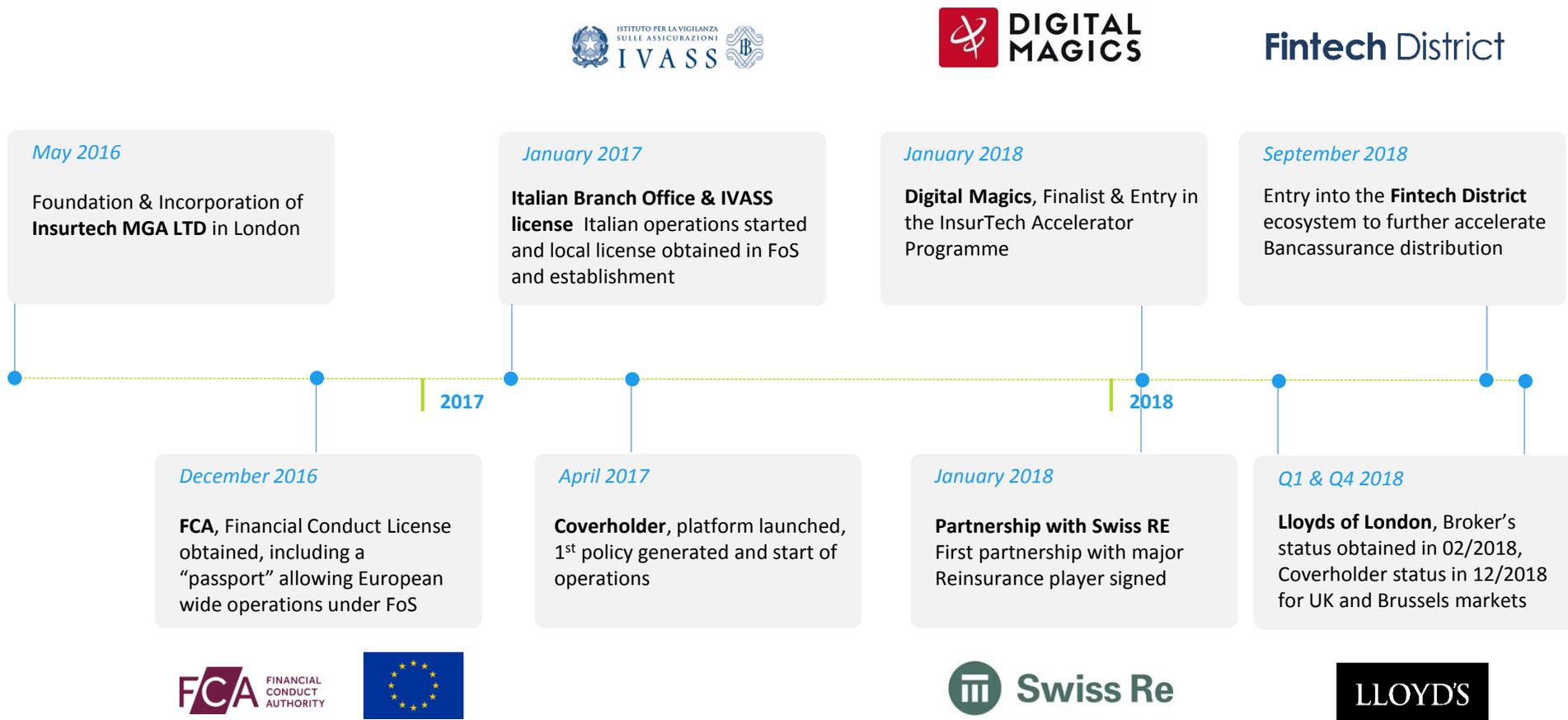
Policies



Features



Key licenses for UK and EU wide operations have been obtained over the course of 2 years



Coverholder has gained considerable traction since its inception

12

Digital
Products

160

Connected
Intermediaries

5.0m

Premiums
intermediated

12.680

Policy
Certificates

€394

Average
Policy

Strong background in Insurance, Tech, Marketing and Entrepreneurship



Feliciano Lombardi

CEO

- ✓ 20+ years in the re- insurance sector
- ✓ Insurance compliance manager for Lloyd's broker & MGA
- ✓ Member of steering committee for Lloyd's Italian Correspondents Association
- ✓ **Milan** based 



Mike Galasso

CPO

- ✓ 15+ years in the (re-) insurance sector
- ✓ Price Modelling and Risk analyst in Re-Insurance sector
- ✓ Mandated Binding Authority Placement officer
- ✓ Statistical & Actuarial Science specialist
- ✓ **London** based 



Tjeerd Prenger

COO

- ✓ Background in B2B scale-up's & Strategy consulting
- ✓ Former MD of leading Automotive Distribution company, led teams of 200 people across multiple locations
- ✓ 5 years of experience in eCommerce and Digital Transformation, Co-founder, investor and mentor in various digital start-ups
- ✓ **Milan / London** based  



The future of Insurance Distribution