

INSURTECH IN THE INSURANCE VALUE CHAIN OF TODAY AND TOMORROW

Lex Tan
CEO & Founder
MotionsCloud



Lex – CEO of MotionsCloud



Insurances experiences:

- 5 years experiences as a claims representative in the P&C insurance industry
- Top 50 insurtech influencer

IT experiences:

- Front-end software development
- Worked in Agilent technologies
- Worked in Fraunhofer Institute

Entrepreneurial experiences:

- Founded 4 ventures in the past
- 1st 3 of them failed miserably
- Last one was a successful business till today



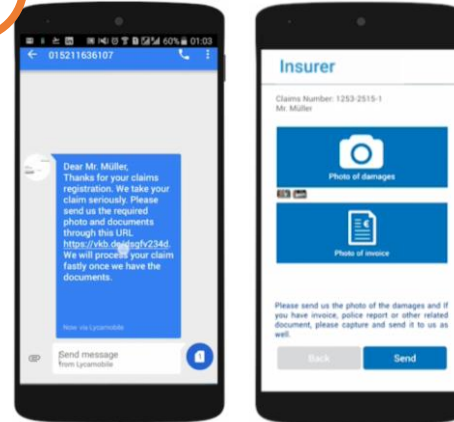


Claims automation engine for insurance companies

1 **FNOL**

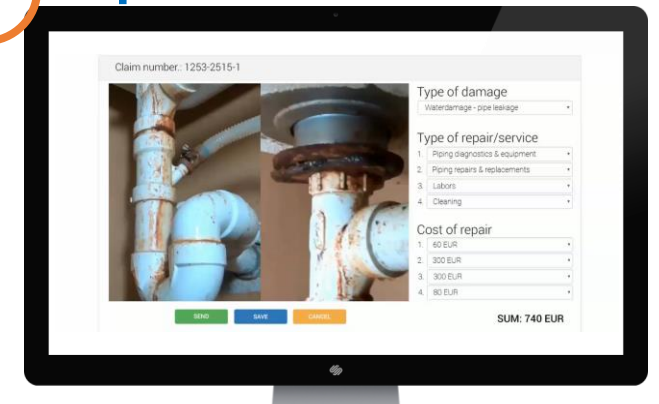


2 **Self-service mobile web app**



for customer

3 **AI pre-assessment**



for claims manager

3.5 **Live video inspection**



for claims manager & customer

4



**Cash/repair settlement
for customer**

We are backed by US investor & Insurtech Accelerators



Some of our Clients



INSURTECH IN THE INSURANCE VALUE CHAIN OF TODAY AND TOMORROW

Why Insurtech exist?



Breez [redacted]
@breez [redacted]



 Follow

Just a friendly reminder to never use @ [redacted] insurance. Horrible customer service and claim resolution when you need them the most.



[redacted] is a horrible insurance company!!! They lie to thier customers and steal thier money!!! Don't use this company!! I've have insurance with them for many years and they screwed me over!!! The claims department it's totally useless!!!



Like



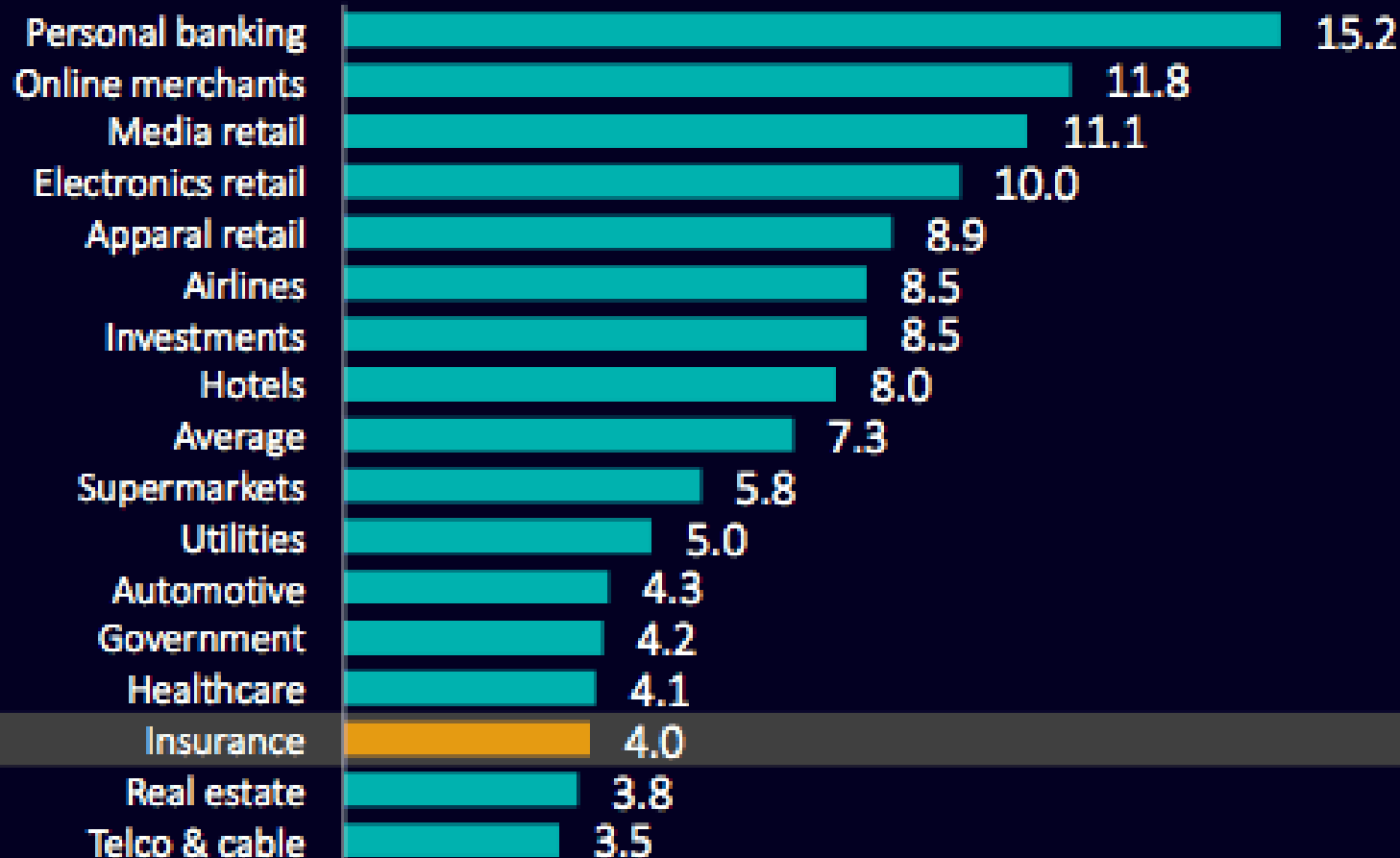
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Insurance not considered best service...

Relative satisfaction utility score



Changes in customer behavior and expectation



80% - immediate responses
influence loyalty



Omnichannel service



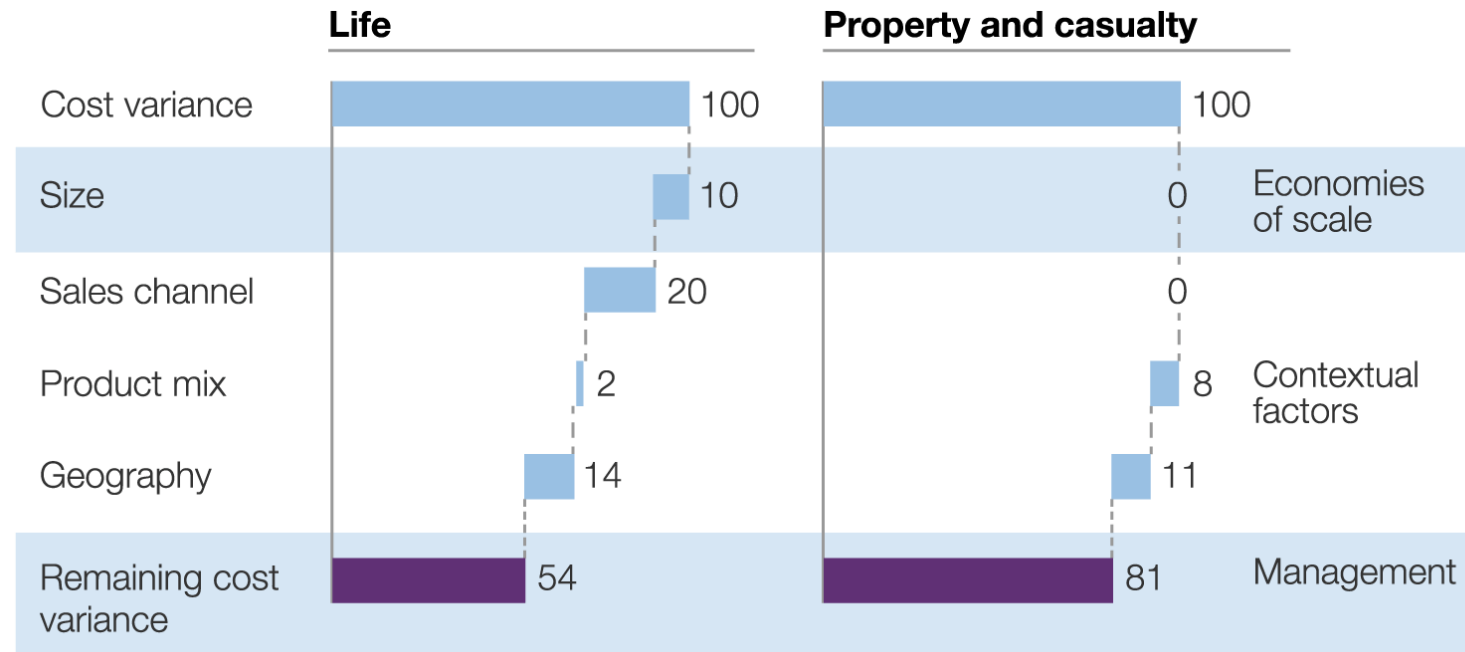
Customer feel more
empower and expect you
to be “listeing”



In-efficient & costly operation

Management is a major driver of cost differences.

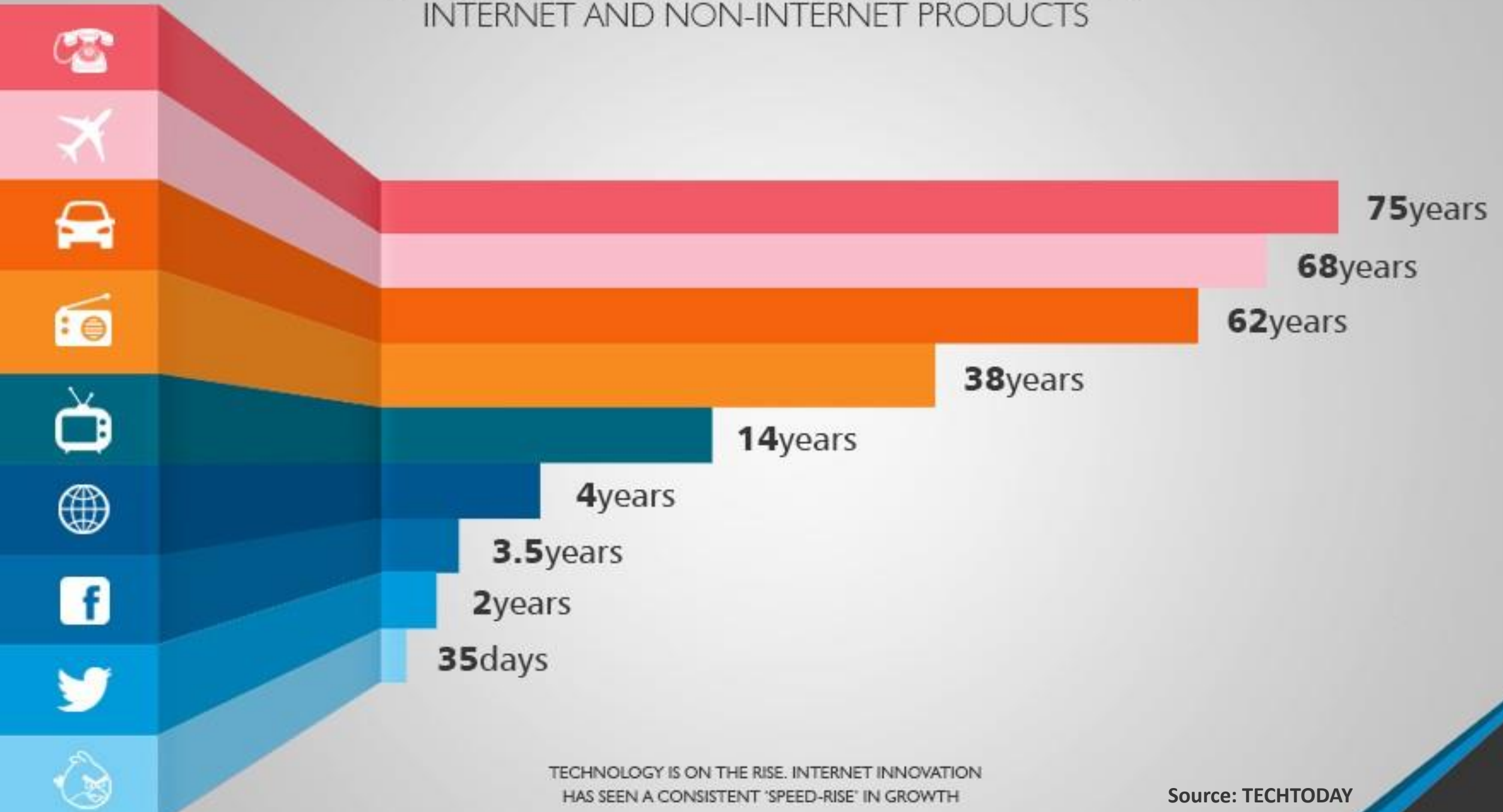
Variance in cost per policy, %¹



business complexity, operating model, IT landscape, and performance management

Why collaborate with insurtech startups?

REACHING 50 MILLION USERS: THE JOURNEY OF INTERNET AND NON-INTERNET PRODUCTS



TECHNOLOGY IS ON THE RISE. INTERNET INNOVATION
HAS SEEN A CONSISTENT 'SPEED-RISE' IN GROWTH

Source: TECHTODAY

Speed to market



Commodity and competition



Learn fast, adapt fast

Customer centricity focus & think out of the box

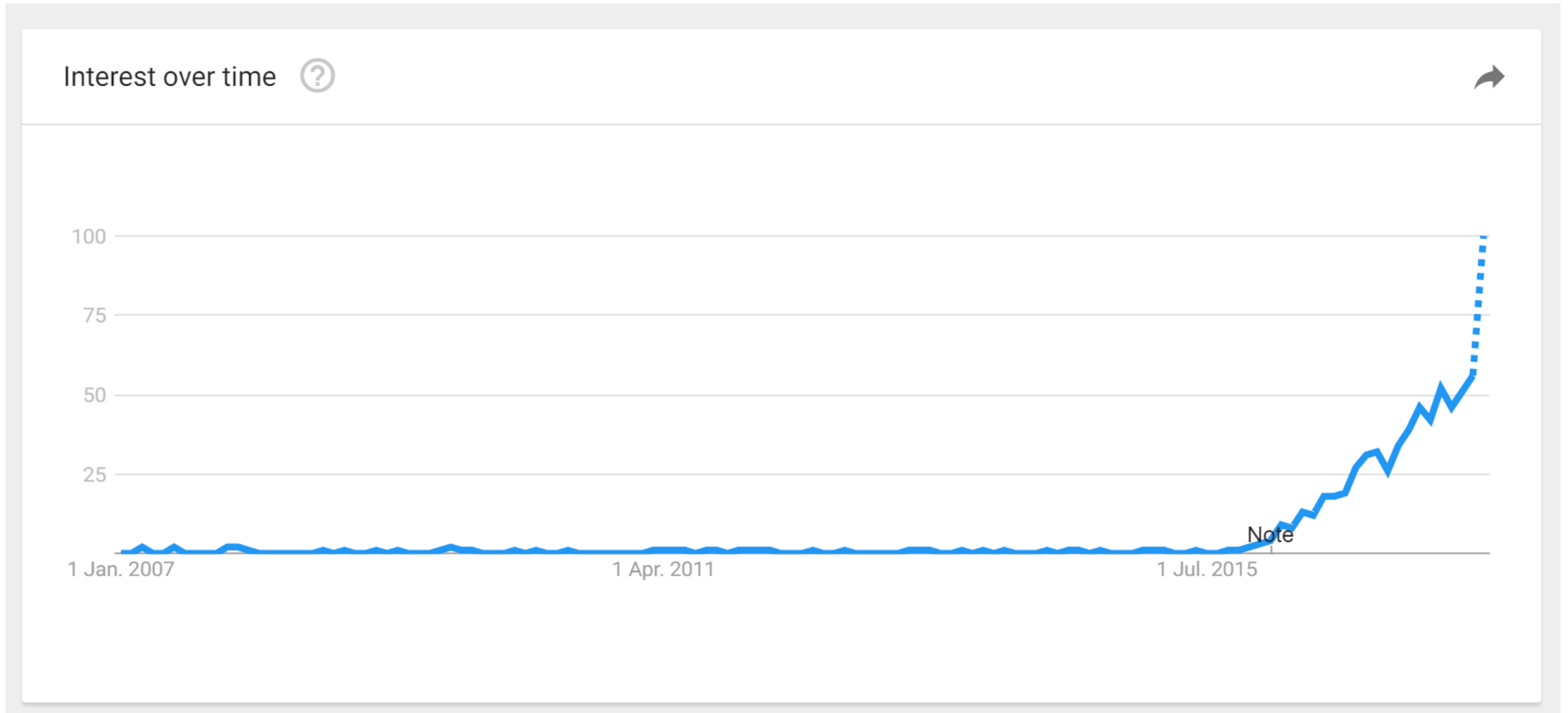


New business model



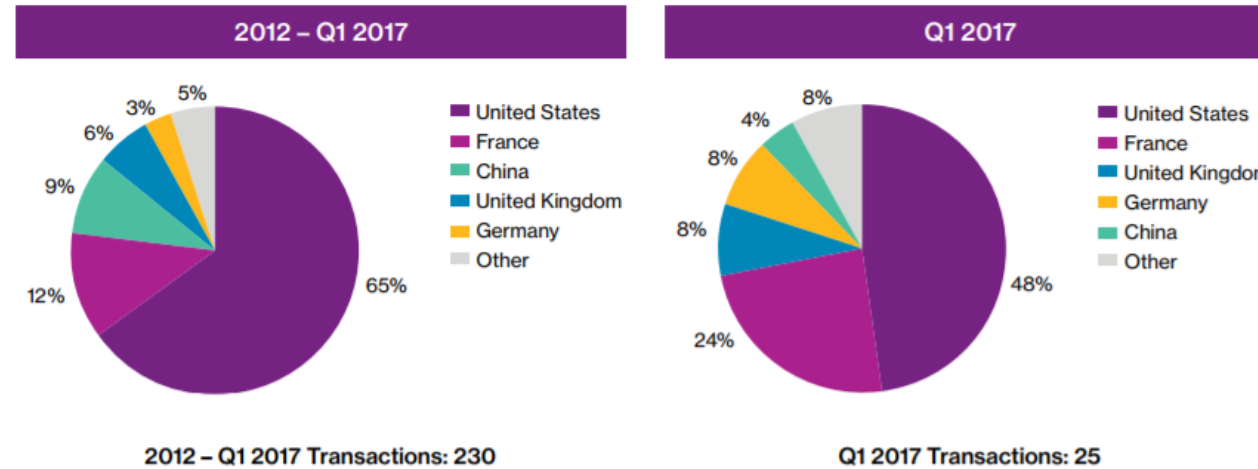
Private & Confidential

Your competitors are searching for them

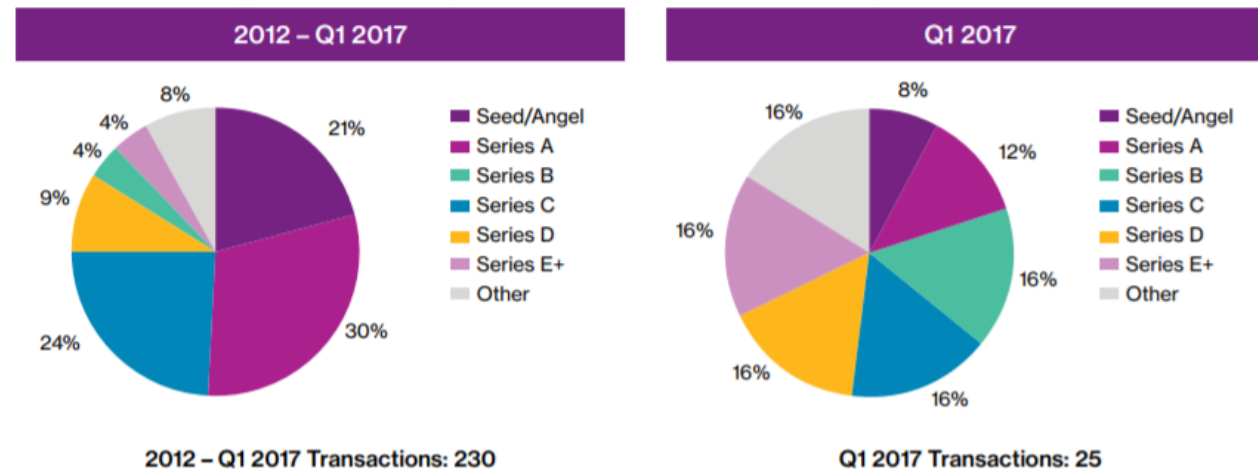


Insurers are increasingly participate in insurtech investment

Private Technology Investments by (Re)insurers by Target Country



Private Technology Investments by (Re)insurers by Investment Stage



Insurance value chain



Full stack insurtech insurers

lippo

metromile

 **friendsurance**

 **wefox**
GROUP

so-sure
social insurance

 **Sherpa**
Clover

*Lemonade*TM

ottonova

flypper

COYA

 **MotionsCloud**

Insurtech: Product Development



Insurtech: Pricing & underwriting



QuanTemplate



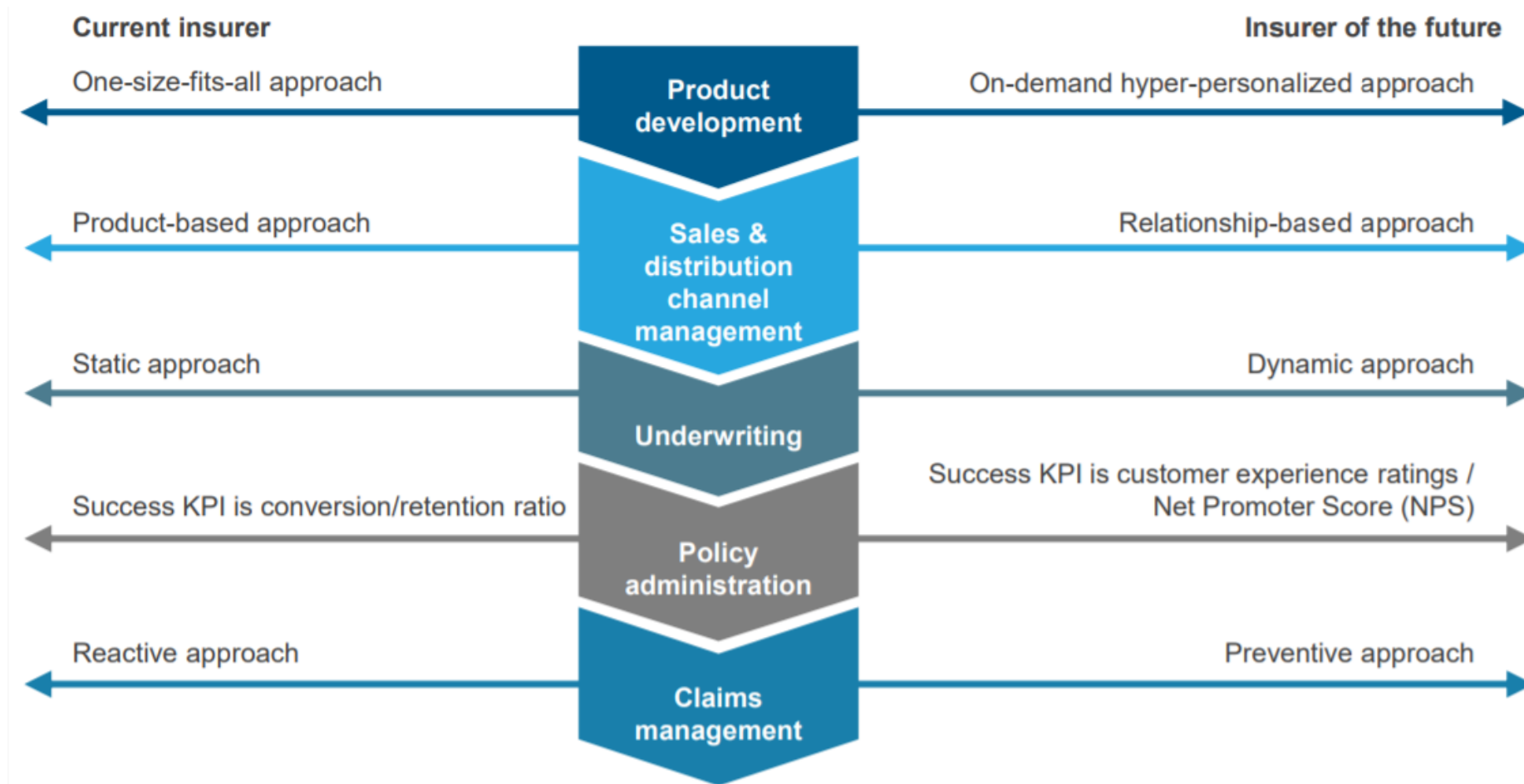
Insurtech: Distribution



Insurtech: claims management



The future of insurance



Source: Everest Group 2017

*LET'S WORK TOGETHER TO RESHAPE
THE FUTURE OF INSURANCE!*

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