



Keynote: Investing in Insurtech

Luxembourg, October 2017

@Minh_Q_Tran



**Insurtech
Capital**



**Insurtech
Capital**

**Why?
#Insurtech**

Key messages:

**Believer in disruptive technology
Top Influencer of « Insurtech » on
social networks**

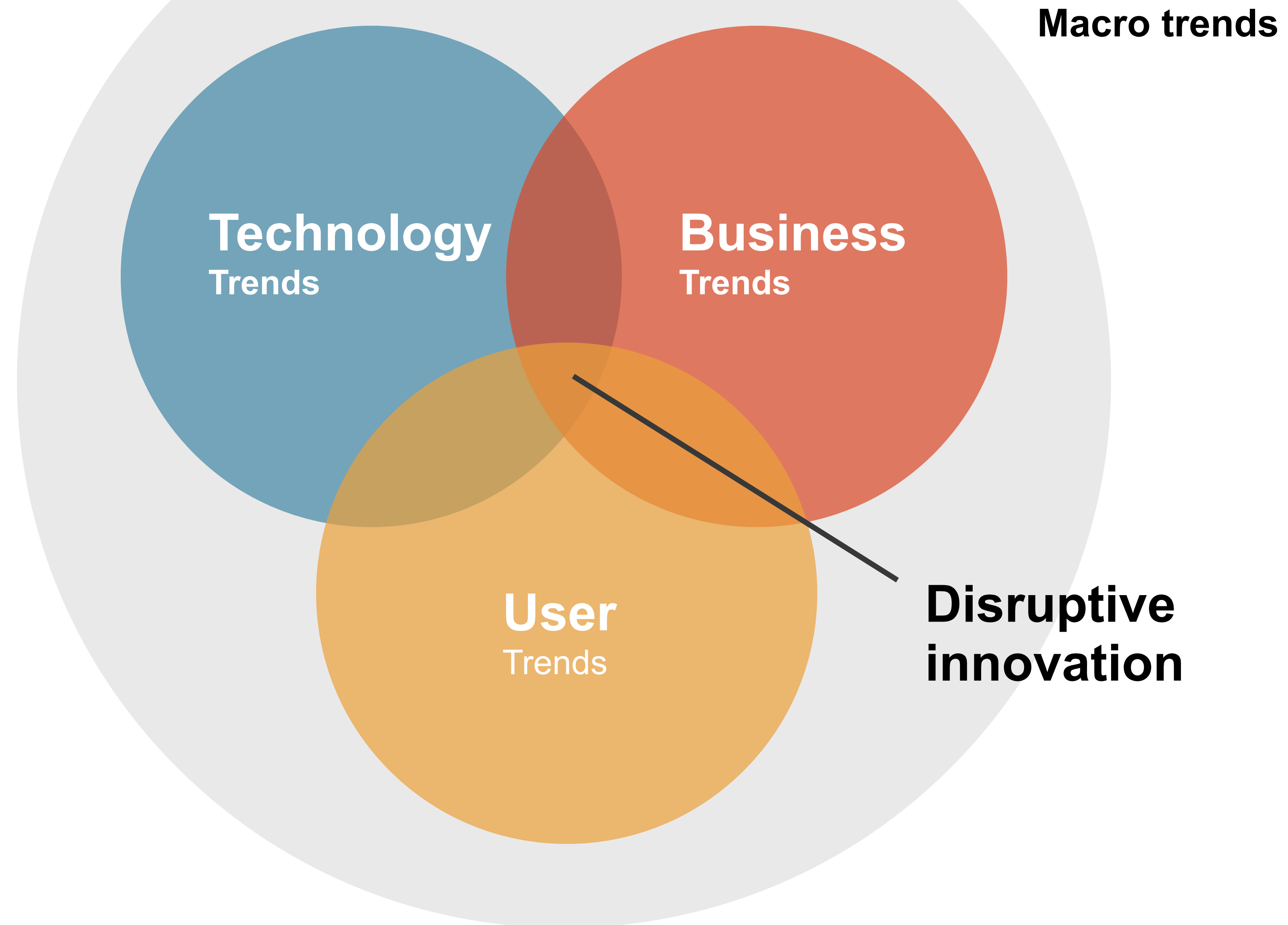
**How?
#VC**

**Venture Capitalist for 20 years
Founder AXA Seed Factory
Former GP @AXAVentures**

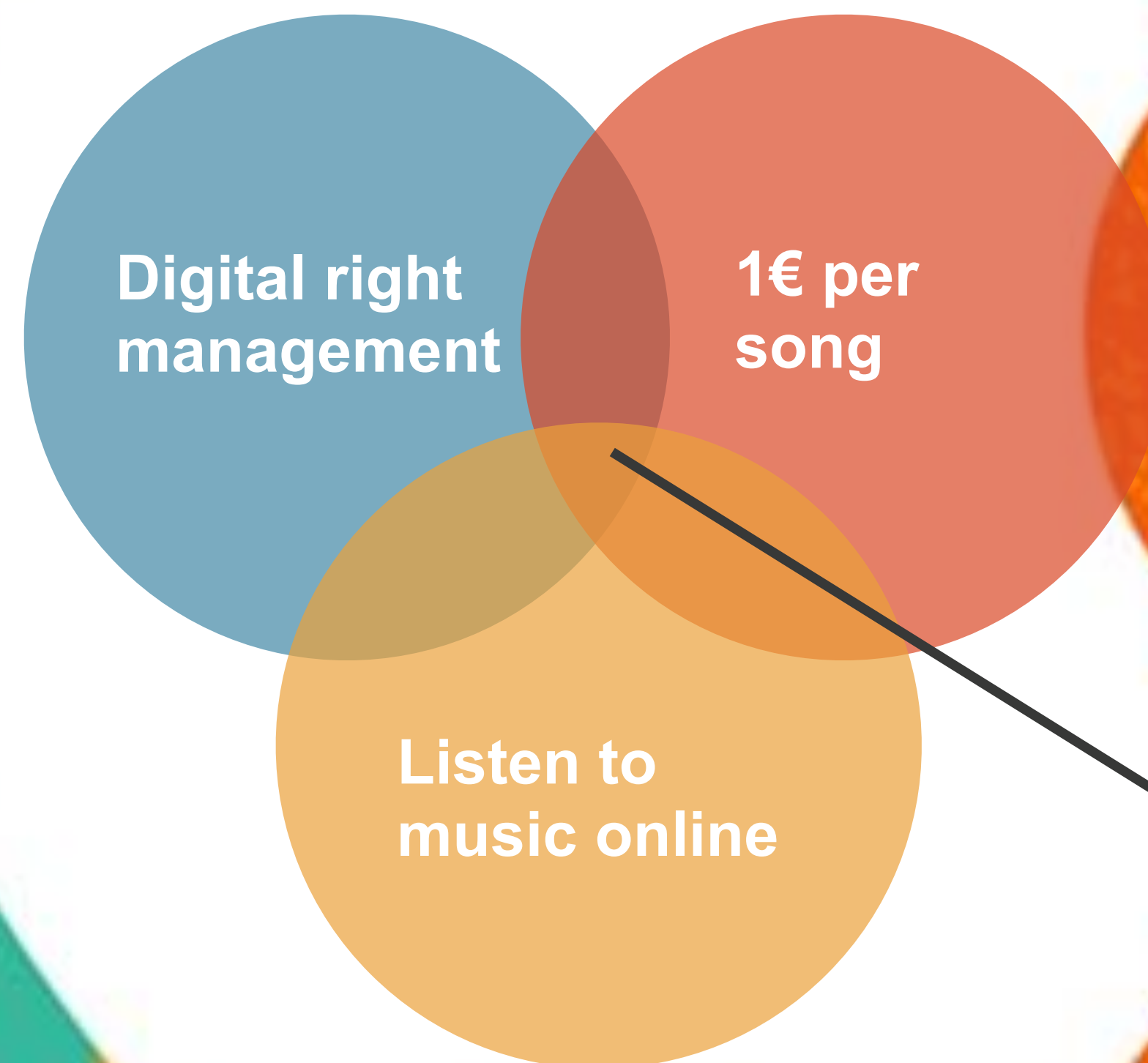
**What?
#VCaaS**

**Founder of Insurtech Capital Fund
for Insurance companies
Possibly based in Luxembourg**


General framework for spotting disruptive technology trends



Digitalization of music



iTunes

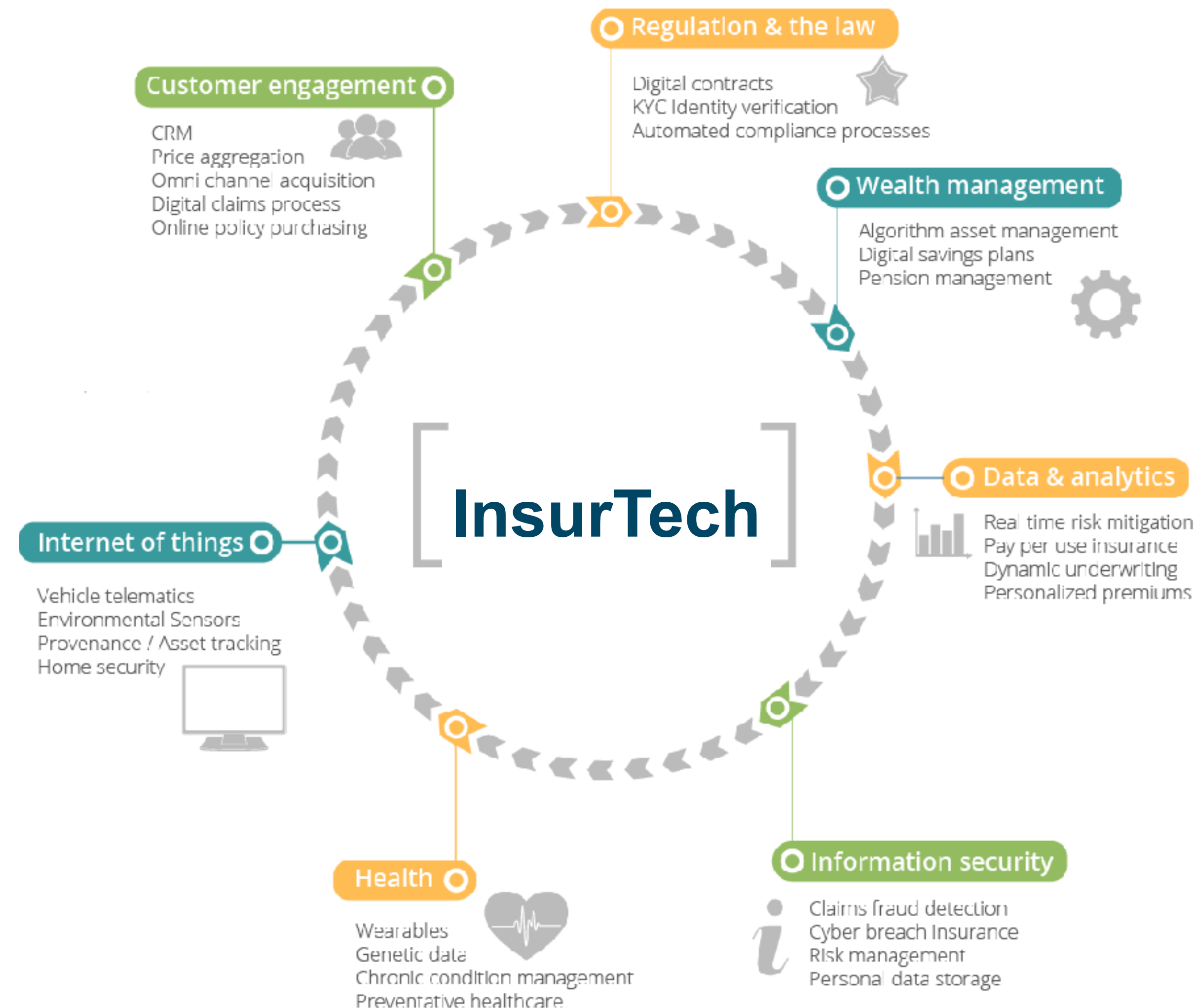


What **InsurTech** means
for the Insurance industry?



What is InsurTech? From **Insight** views of previous years ...

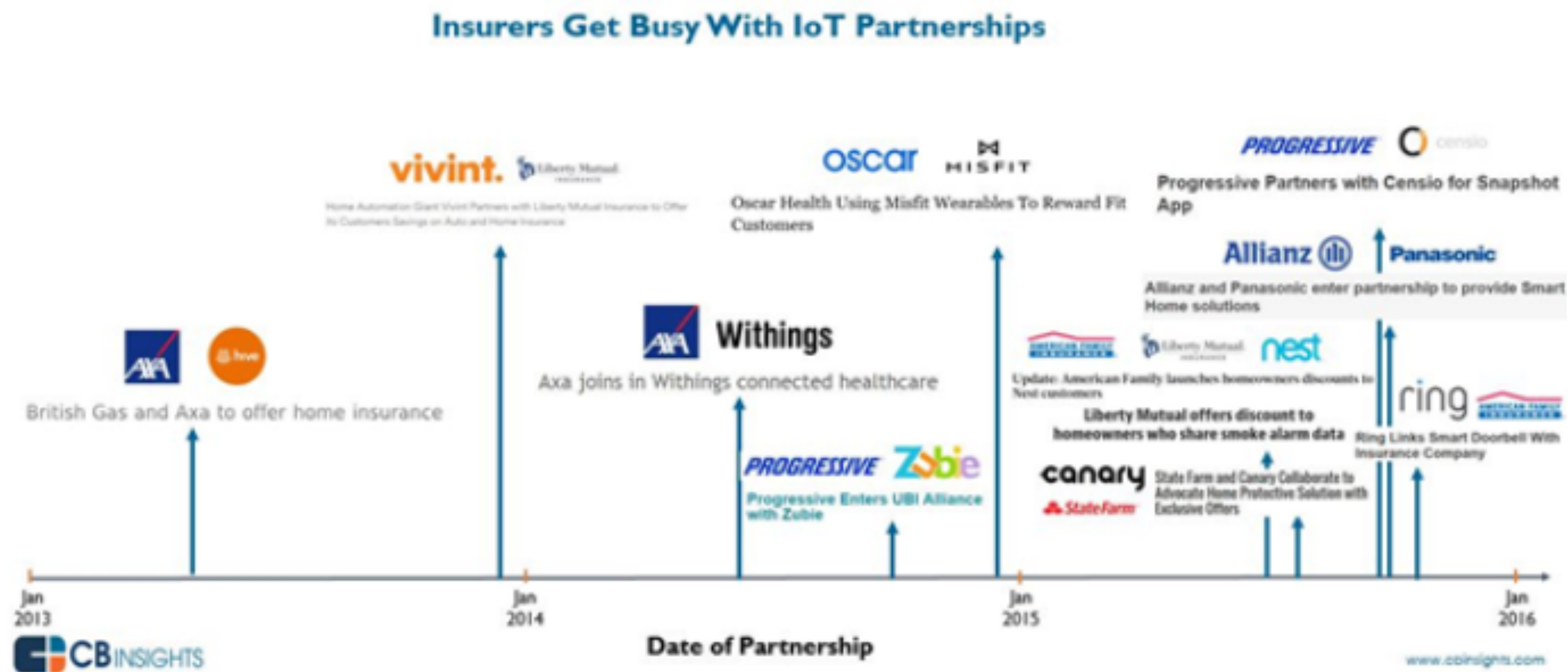
Insurtech is about disruptive technology that will impact (re)insurance businesses





What is InsurTech? ... to **Foresight** thinking in next few years

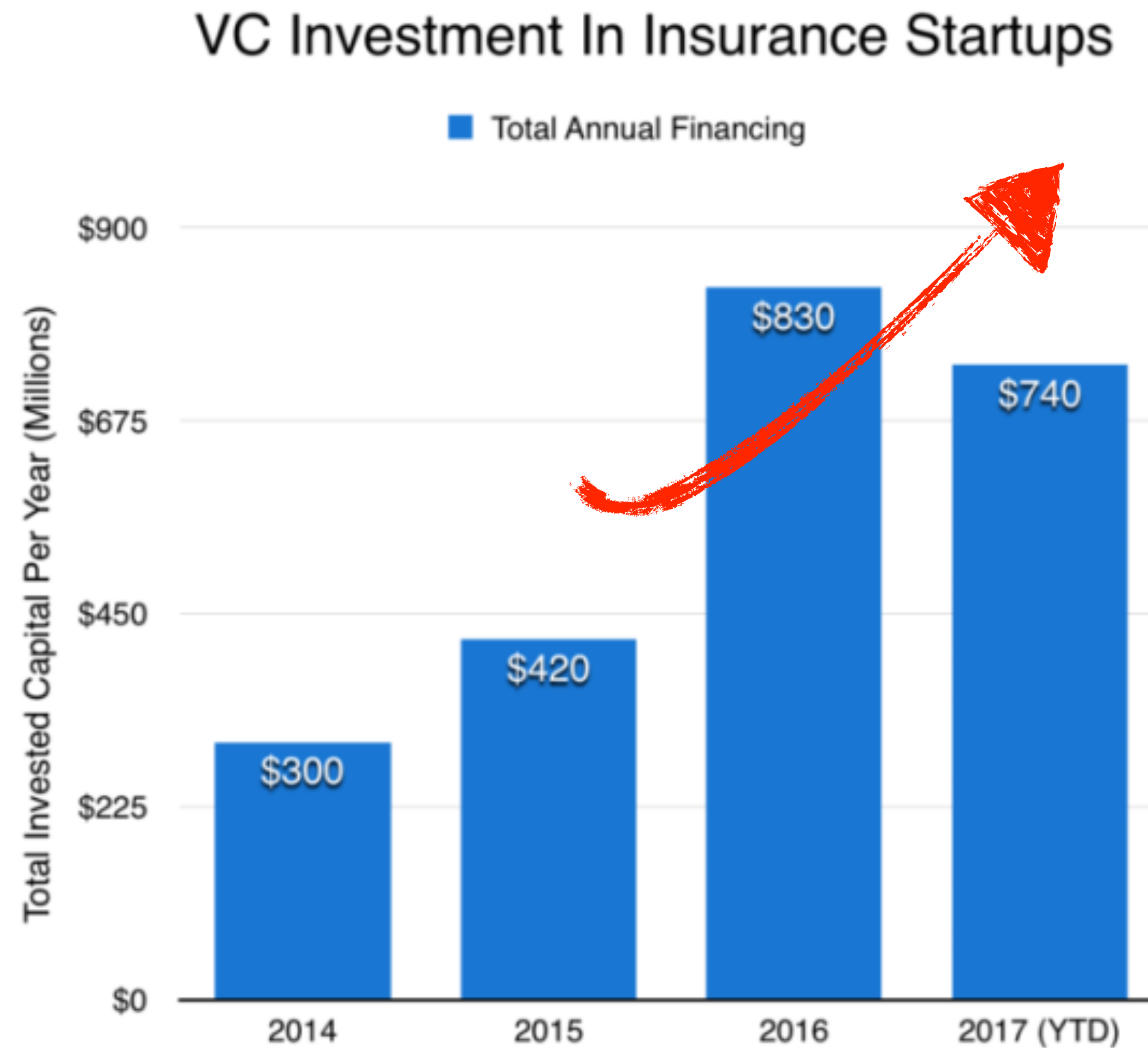
Insurtech will shift to prevention technology partnerships redefining the role of insurance in society






Anyway, « **VCs** love Insurtech even if you don't » (Techcrunch)

Insurtech VC investing will continue to grow in the next 10 years





Insurtech is still in
seed/early-stage investment
domains...

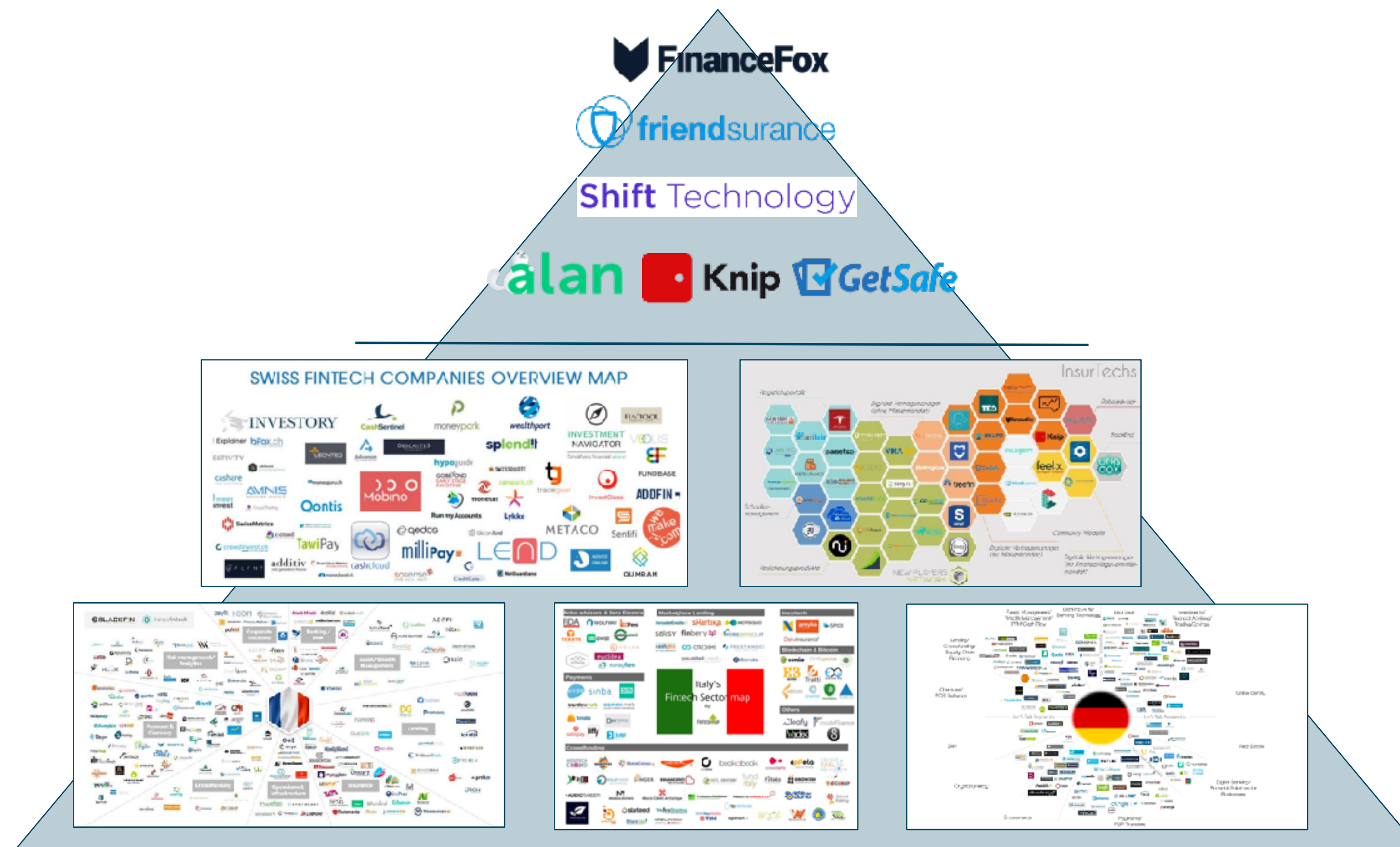


Insurtech startup financing is still an **early stage** game

About >80% of deals are before an A round based on at >3000 deals in Insurtech

Series A/B
(<20%)

Seed
Pre-A
(>80%)



#Dealflow - >80% in early stages based on worldwide pipeline

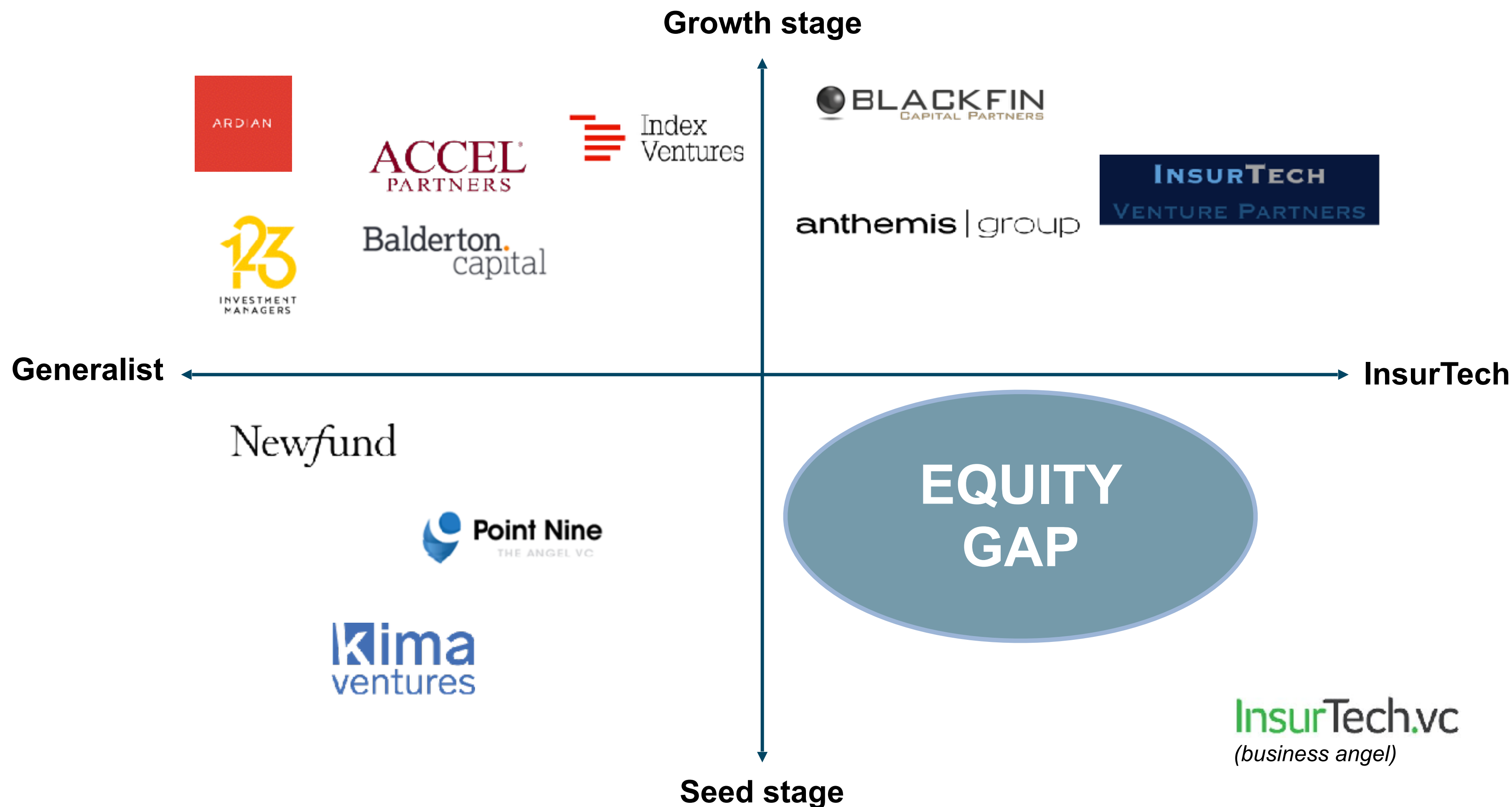
A low-angle, upward-looking shot of two modern skyscrapers. The building on the right is a prominent, curved glass structure with a complex grid of windows, reflecting the sky. The building on the left is a more traditional rectangular glass facade. The sky is a clear, deep blue. The overall image has a blue color cast.

**... However, there is still an equity gap in
seed / early stage funding ...**



Equity gap in seed/early stage funding

Most VC and CVC are focusing on A+ rounds. No CVC/VCs are specialized in seed/early stage investments



#EquityGap = between BA and VC
No one in Europe is specialising in seed investments around Insurtech verticals

... So, how to create

innovative business opportunities

for (Re)Insurance companies ?

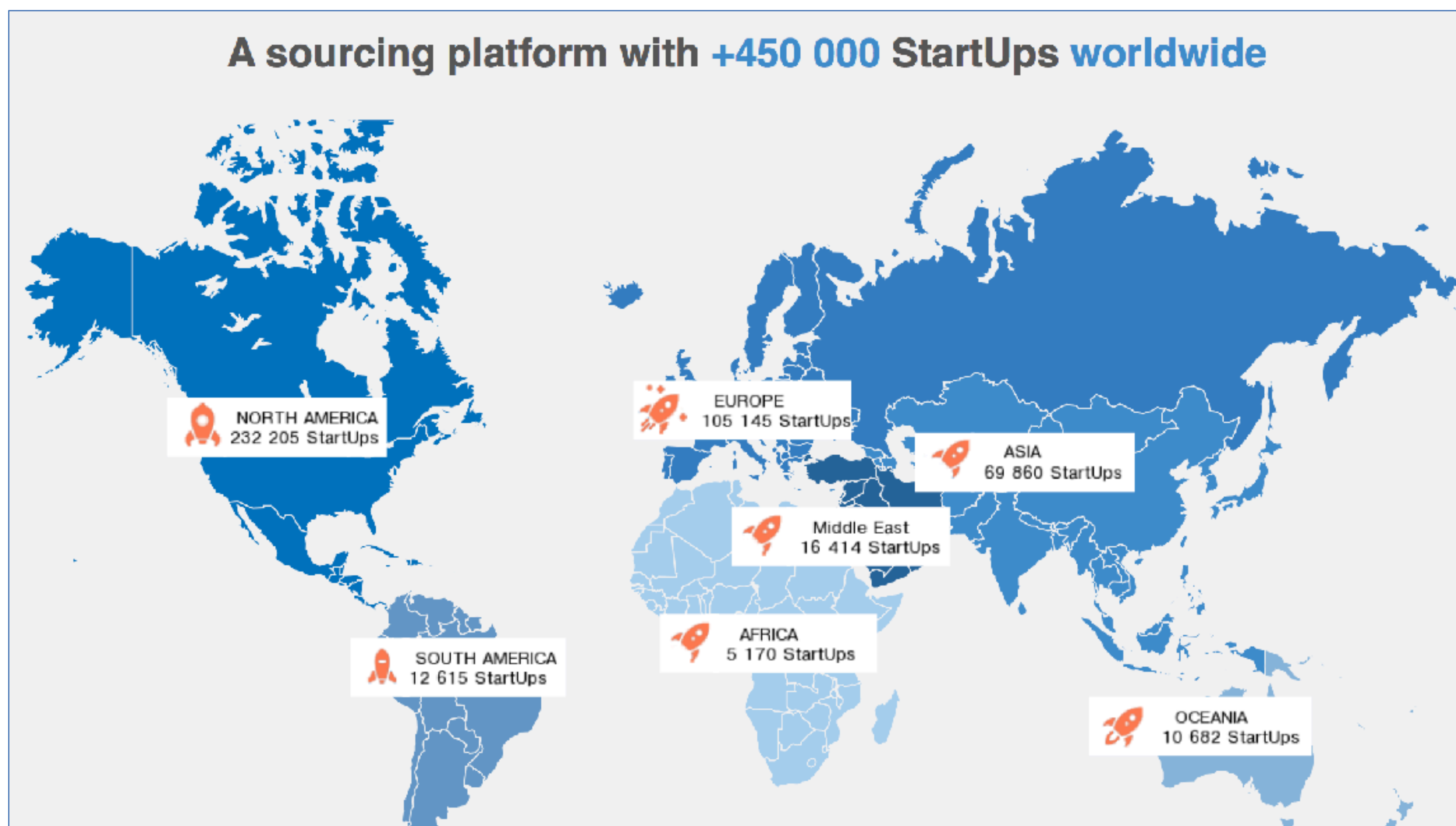
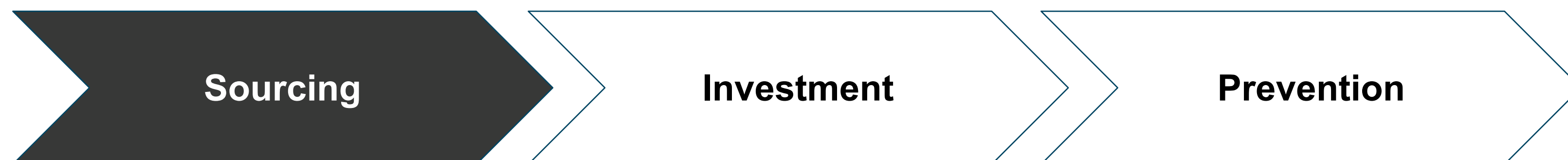
3 foresight views





1/3 - **Global sourcing** to scout opportunities everywhere

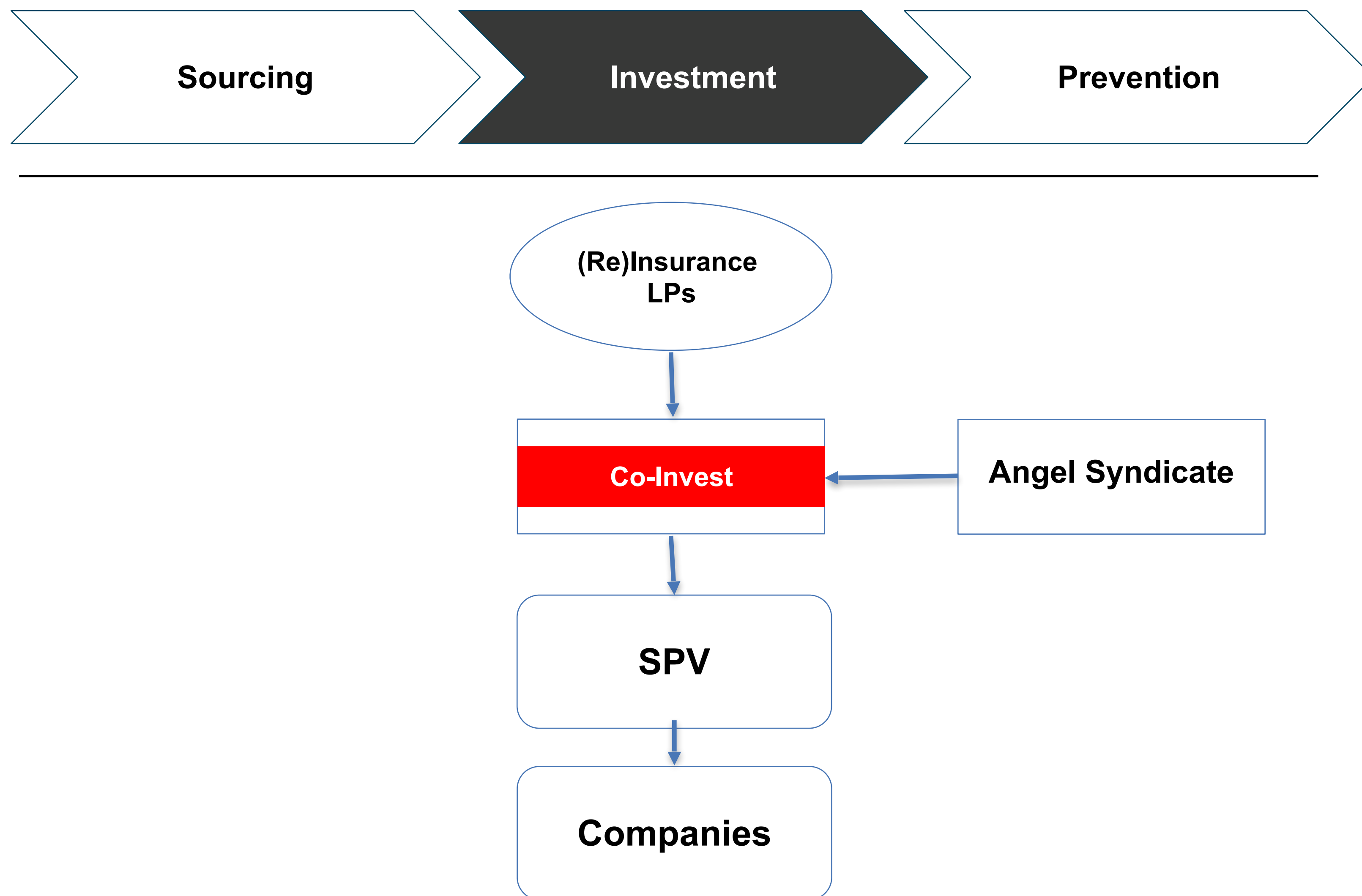
Use AI to connect with all Insurtech startups worldwide





2/3 - **Co-investment platform** with leading experts in Insurtech

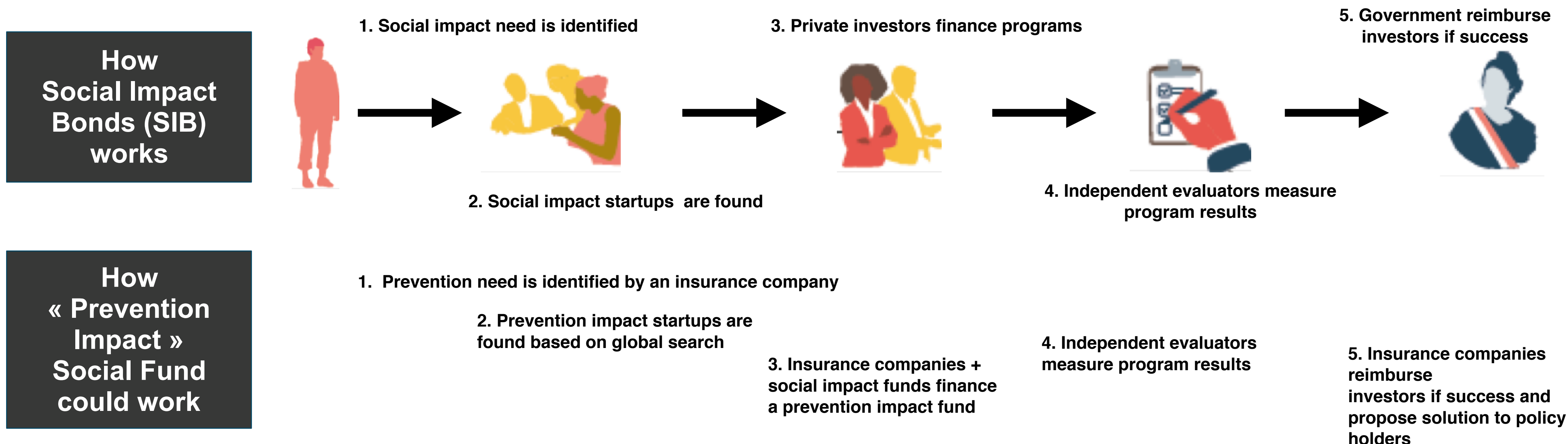
Club deals are faster (« Angel List » for (Re)Insurance)





3/3 - illustrated example in « **prevention impact** »

Leverage technology to implement social impact prevention programs / bonds



#PreventionImpact

Using technology to source prevention technology & implement social impact programs



**Insurtech
Capital**

**Thanks:
Investing in Insurtech**

Luxembourg, October 2017

@Minh_Q_Tran or minh@insurtechcapital.com