

fintech **OS**

**Personalise | Automate | Transform**



FintechOS is a technology company established in 2017 centered upon a mission to help insurers innovate at speed.

Our suite of pre-built solutions are ready to deploy, meaning carriers, managing agents and brokers can launch digital customer journeys or products in days.

40

Customers

160

Employees

20m

Capital Raised



Europe's hottest  
FinTech Startup

# The Market

## Customer Experience

Despite investments in digitising quote and bind journeys, market progress has been slow, falling behind producer and policyholder expectations

The recent COVID-19 lockdowns reinforce the need to re-think underwriting and accelerate the pace of digitisation

## Product Relevance

A more connected world means traditional property risk is reducing, but emerging hazards, such as cyber continue to increase

New LoBs such as Parametric Insurance are gaining popularity

Pressure for continuous innovation e.g. the recent demand from Lloyd's for carriers to involve customers directly in product design to build simpler, more relevant products for their changing needs and post-pandemic risk profile

# Data-Driven Underwriting

## Data Capture

Underwriters time can be consumed by tasks that don't add value, e.g. going through ACORD forms or harvesting data from submissions

Those tasks can be automated via OCR and AI or via Digital Distribution Channels allowing underwriters to concentrate on underwriting

## Data Enrichment

Data's usefulness is limited to what was known when it was collected. To remain competitive, carriers require a fluid and continuous approach to gathering data

Real-time data from diverse sources provides a clearer picture of the nature of the risk being presented

To avoid information overload, data is distilled into a useful and digestible format to help inform underwriting decisions

## Operations & Workflow

### Submission Triage

In volume business lines, an underwriter can't manually review every submission

Technology can evaluate the completeness or accuracy of a submission, whilst also scoring the submission source (is this just blocking the market, does the case come from a preferred producer etc.)

This enables underwriters to focus their efforts on chasing the best opportunities, driving improved conversion rates

### Risk Selection & Pricing

InsurTechs have shown it is possible to automate risk selection and premium calculation, and do it in a way that is quick, efficient, effective and 100% digital

Traditional carriers are being forced to emulate some of these methodologies in order to adapt to a rapidly evolving competitive environment

## **Window of Opportunity**

### **A Hardening Market**

- **New Distribution Channels (B2B / B2B2C / DTC)**
- **New LoB's**
- **New Markets**
- **Schemes / Binders / MGAs**
- **Individualisation / Customisation / Flexibility**
- **Efficiency / Instant Digital Transformation**

# The FintechOS Platform

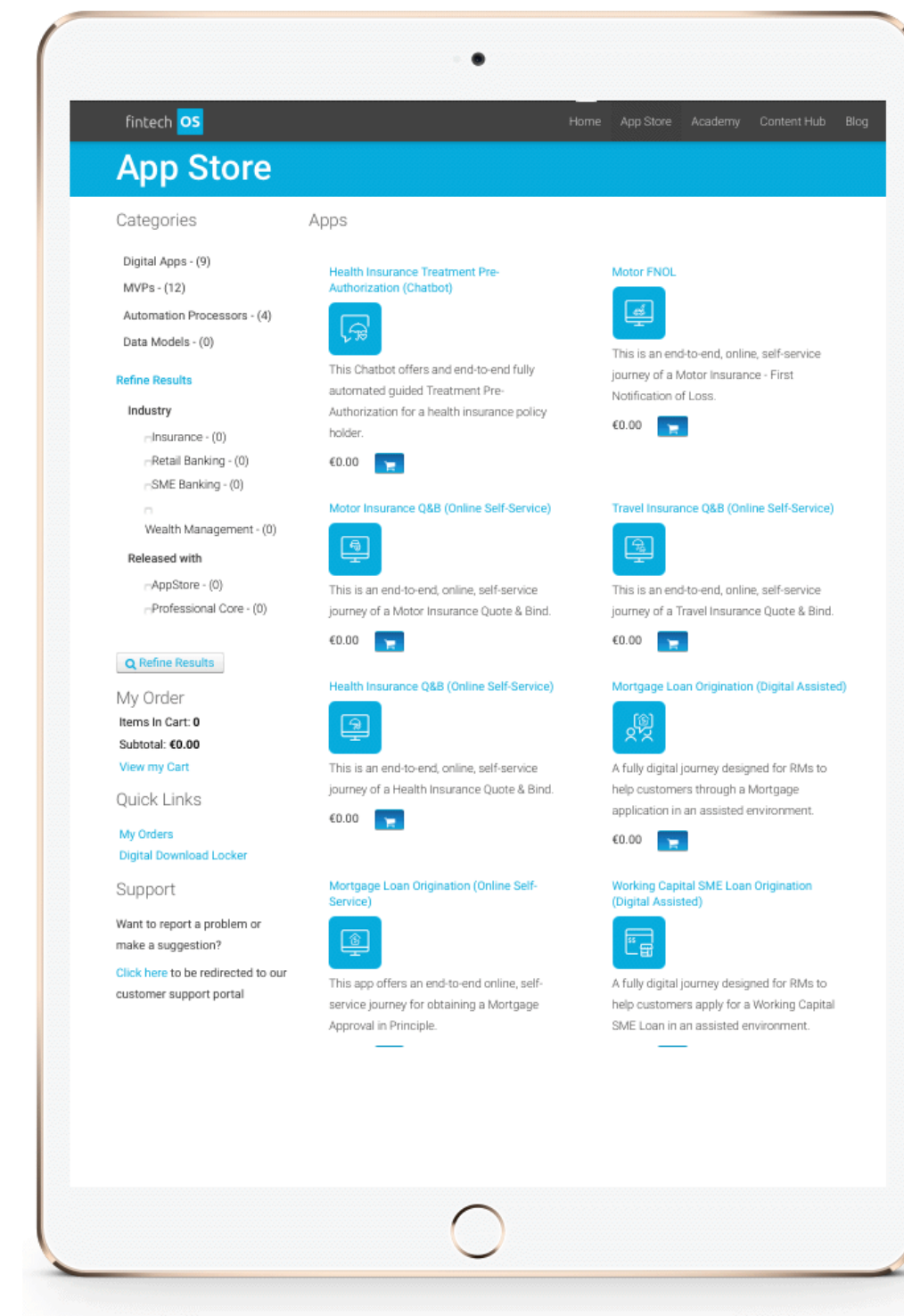
## Innovation Studio



**Data guys, product managers, developers,  
business analysts and CX experts. Together.**

**Low code and pro code**

## App Store



**Ready made. Plug & Play.  
Open source.**

**Open minded.**

## Accelerated Time to Value



### **The era of the big transformation project is over**

Companies are no longer willing to pay for a multi-million, multi-year effort after which they might, possibly get business value.



### **We help deliver value quickly and frequently**

Value delivered quicker (up to x10 times), continuously thereafter, with the freedom to pivot whilst reaping business benefits across the implementation timeline.

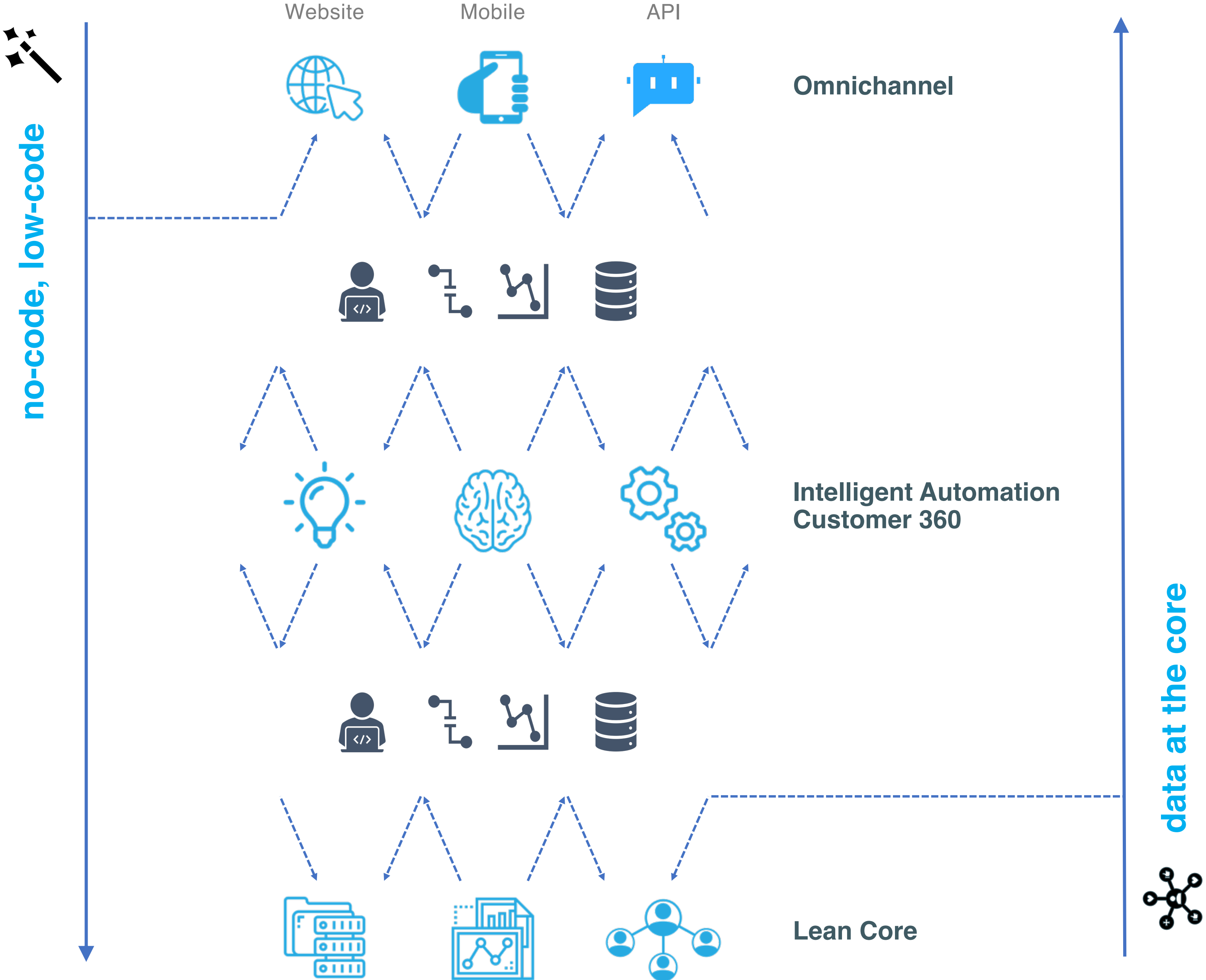


### **Existing systems aren't magically going away**

We can't just bypass existing systems. There's tons of business logic and data available into those systems. We need to use them.



# Top-down, transformation & hyper-personalised insurance products



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