



Internationale Trends in der Versicherungsbranche



Erika Krizsan



INNOVATION TRAINING



**COLLABORATION – CO-CREATION
„OLD & NEW“ GENERATION**

„WE ARE #INTA’S“



**DIGITAL
INSURANCE
INNOVATION
EDUCATION**

**„WE SUPPORT YOUR
DIGITAL TRANSFORMATION“**



#MOI INNOVATION DAY IN VIENNA (10Y)
04-05 jun 2024 – „EMBEDDED FINANCE“
www.magicofinnovation.eu

**„SING, SING INSURANCE!“
COMMUNITY SONG**



@Erika Krizan

<https://www.youtube.com/watch?v=5oK3hasOLSI>

WARUM TUN WIR ES?

**ONLINE-
GIANTS**

Data Expertise & Innovation Passion

STARTUPS

Motivation, Flexibility & Ideas

**OTHER
CORPORATES**

INSURANCE

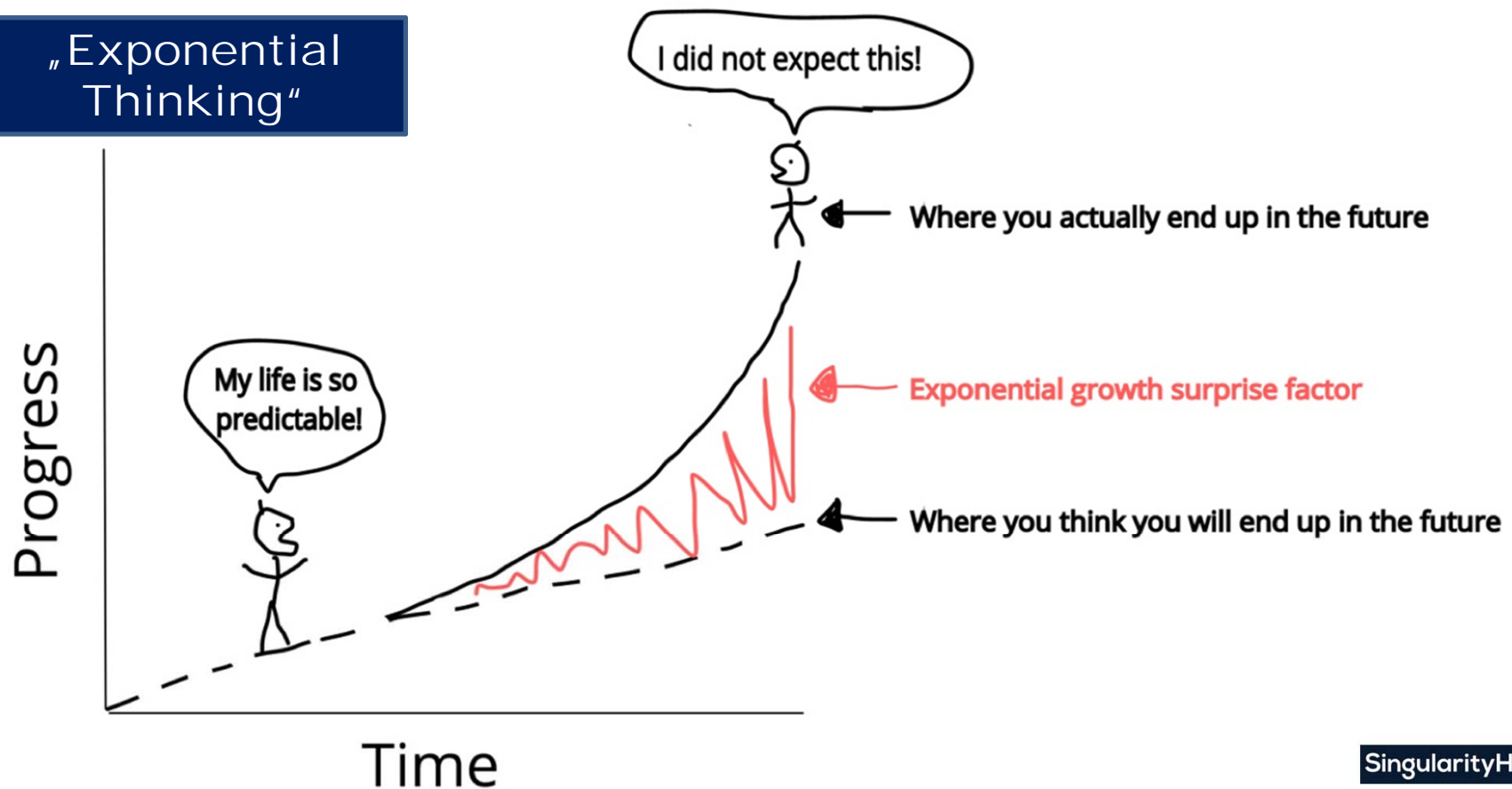
Customer Data, Expertise and Finance Strongness

???????



Exponential Technology Developing – Exponential Thinking

„Exponential Thinking“





OUTLOOK 2024



**A turbulent
macroeconomic
and geopolitical
landscape**



**The huge global
proection gaps caused
by the combination of
climate change, cyber
treats and social and
demographic changes**



**The need for new value
propositions and solutions, which
represents an invitation to
innovate and an opportunity for
insurers to restore their
relevance**



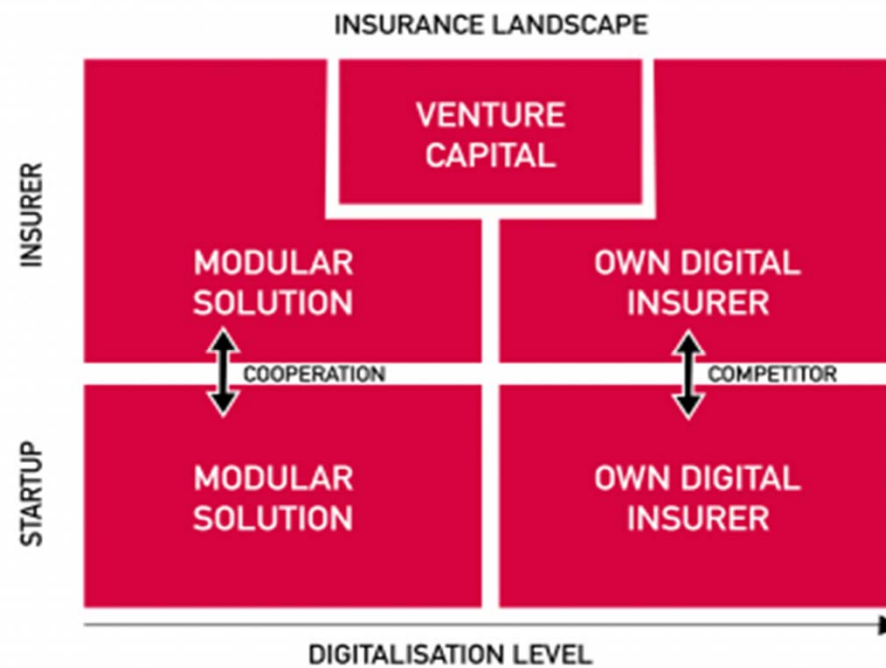
25 TOP INSURANCE TRENDS

Automated Underwriting	Automated Claims !	Customer Seeking More Touchpoints	Virtual Assistants (Chatbots) and Natural Language Processing	Machine Learning for Fraud Detection
Drones and Robotics	Futher Deployment of Cloud Computing	Telematics for Usage-based Insurance	Smart Contracts. Blockchain in Insurance	Extended Reality /XR/
Digital Distribution and Self-Service	Data-first Ecosystems	Low-code / No-code Platforms	Predective Analytics for Competitive Benchmarking & Modeling	Expansion of Accelerated Underwriting Programs
Open API's	Proactive Risk Management	Embedded Insurance !	Machine Vision in Insurance	Health Wearables
Automated Renewal	Automated Workload Balancing for Quotes	Omnichannel Customer Experiences	Digital Twins	E-Signature

A hand is shown pointing towards a globe that is overlaid with a network of white lines and dots, representing a digital or global network. The background is a dark blue gradient with some light blue bokeh effects.

**CHANGE READY?
OR
CHANGE DRIVER?**

WIE WIRD MIT STARTUPS ZUSAMMENGEGARBEITET?



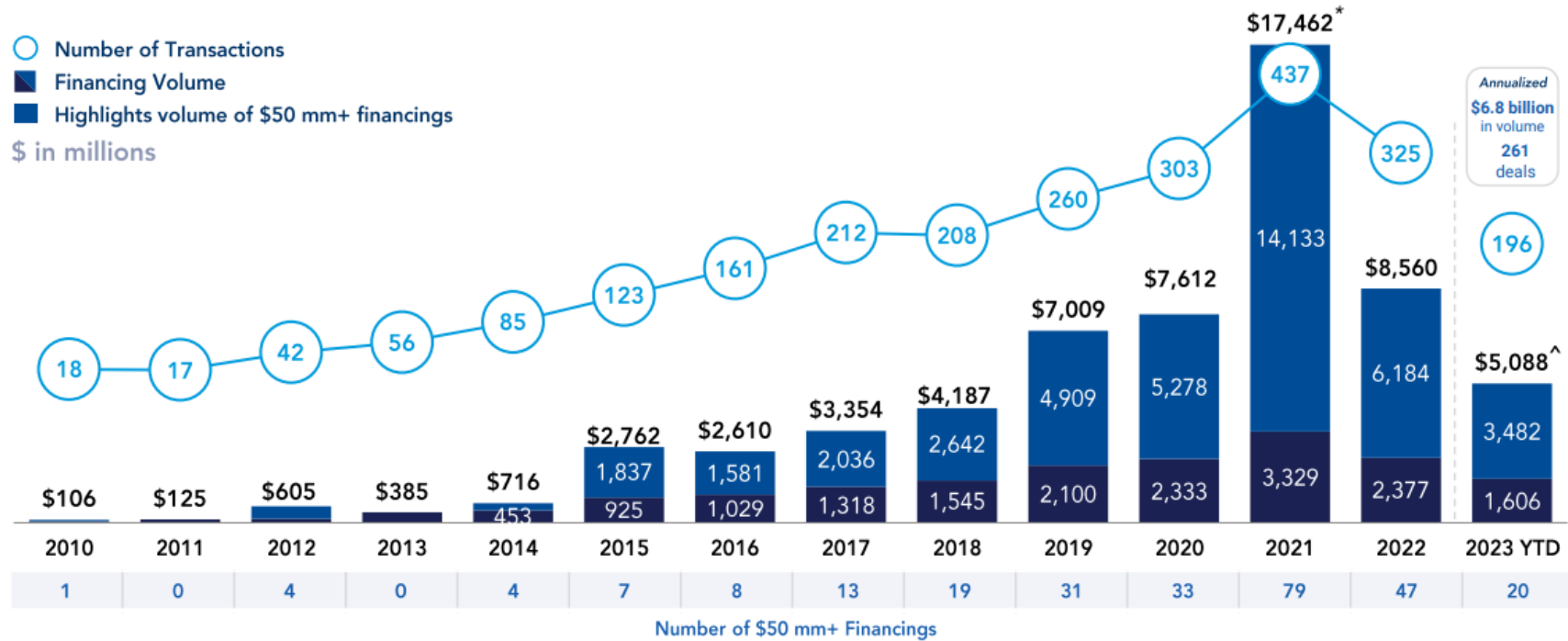
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Q3 2023 INSURTECH INSIGHTS

InsurTech Financing Activity: Annually

At the end of Q3 2023, annualized InsurTech funding volume and deal count were trending lower than recent years, seemingly on track to reach a level similar to that of 2019.

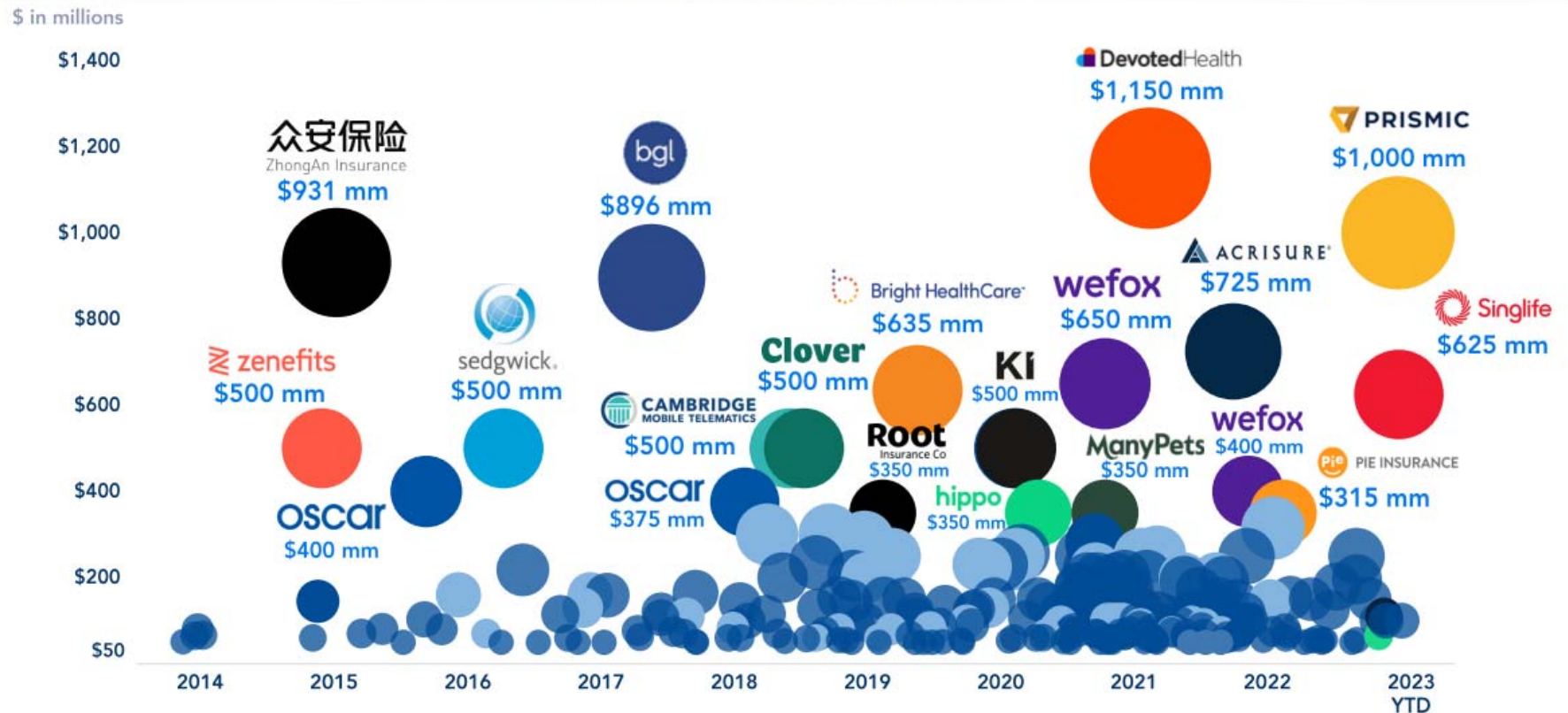


Source: FT Partners' Proprietary Transaction Database
 * In March 2021, Acrisure raised \$3.4 billion in financing
 ^ In September 2023, Prismic Re raised \$1 billion in financing and Singlife raised \$625 million in a secondary financing deal

Q3 2023 INSURTECH INSIGHTS

Selected Large InsurTech Financings

InsurTech Financings Over \$50 million



Source: FT Partners' Proprietary Transaction Database
 Note: Only displays financing rounds over \$50 mm; Chart excludes Acrisure's \$3.4 billion raise in March 2021

Q3 2023 INSURTECH INSIGHTS

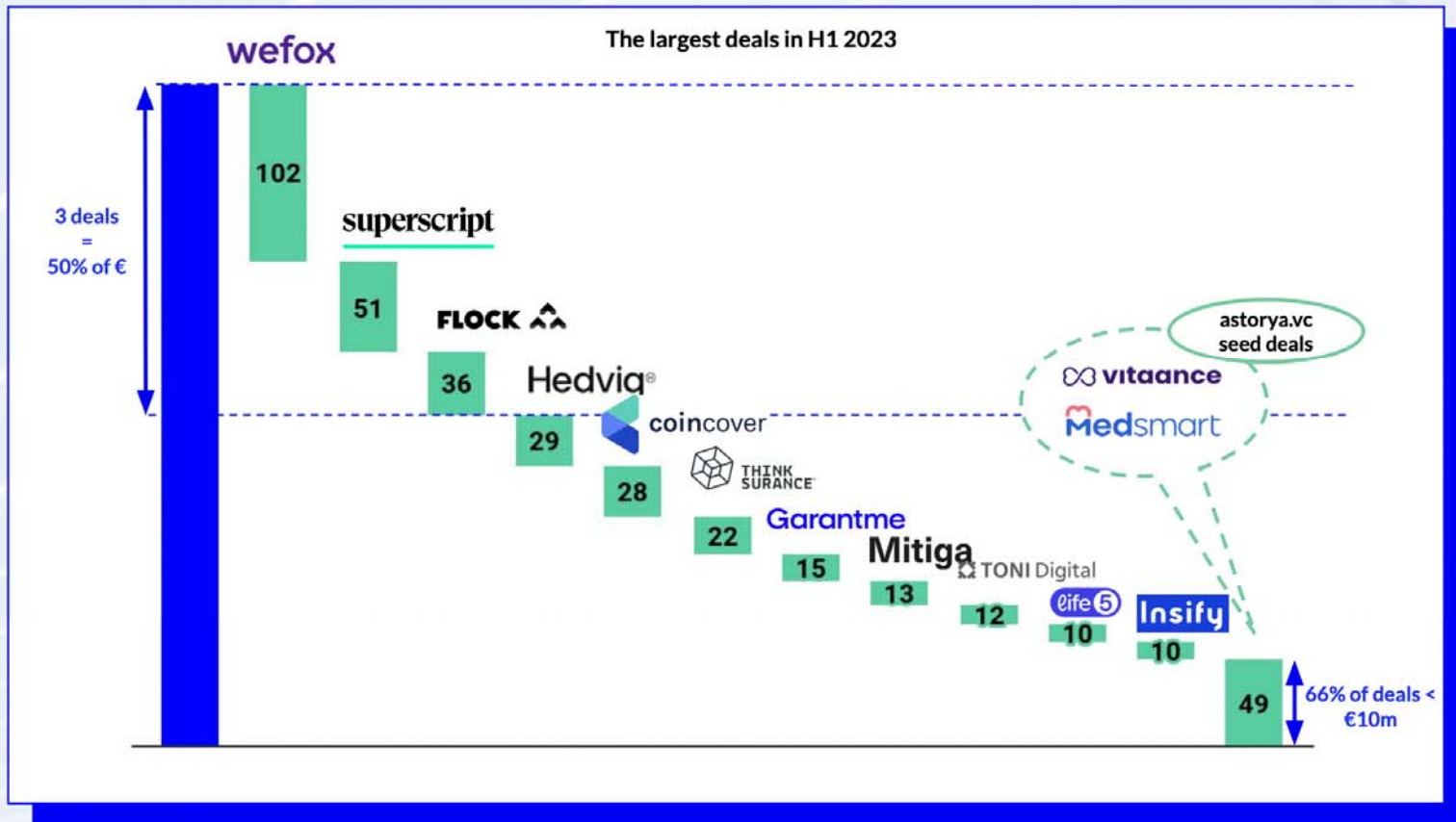


Selected Largest InsurTech Financings in Q3 2023

Announce Date	Company	Stage	Investor(s)	Amount (\$ in mm)	Country
09/11/23	PRISMIC	Early Stage	Warburg Pincus ; Nomura Holdings; Prudential Financial; Undisclosed Investors	\$1,000	Bermuda
09/13/23	Singlife	Secondary Sale	Sumitomo Life Insurance Company	625	Singapore
08/02/23	Jerry	Series C-2	Park West Asset Management ; Goodwater Capital; Highland Capital Partners; Plug and Play Ventures; TriplePoint Capital; Undisclosed Investors	110	USA
07/14/23	AUGMENT	Early Stage	Altamont Capital Partners	100	UK
08/07/23	resilience	Series D	Intact Ventures; Lightspeed Venture Partners; General Catalyst; Founders Fund	100	USA
09/21/23	Openly	Series D	Eden Global Partners ; Gradient Ventures; Clocktower Technology Ventures; Trinity Capital Investment; Undisclosed Investors	100	USA
07/18/23	Tractable	Series E	SoftBank Vision Fund 2; Insight Partners; Georgian Partners	65	UK
09/21/23	bolttech	Series B Extension	LeapFrog Investments	50	Singapore
07/18/23	RenewBuy.com	Series D	Dai-ichi Life Holdings	40	India
09/12/23	beam	Growth	Georgian Partners ; Undisclosed Investors	40	USA
08/03/23	LULA	Series B	NextView Ventures ; Khosla Ventures ; Founders Fund; Stephen Pagliuca; Plug and Play Tech Center; Soma Capital	36	USA
09/14/23	bowtie	Series B-2	Sun Life Financial ; Mitsui & Co. Ltd	35	Hong Kong
09/13/23	kin.	Series D Extension	QED Investors ; Hudson Structured; Geodesic Capital; AllegisNL Capital; Alpha Edison	33	USA
07/06/23	Qover	Series C	Anthemis Group; Alven Capital; Kreos Capital; Zurich	30	Belgium
07/05/23	STEADILY.	Series B	Zigg Capital ; Matrix Partners; Koch Investments Group; Clocktower Technology Ventures; Nine Four Ventures	29	USA
07/13/23	AKUR8	Early Stage	Guidewire Software; FinTLV; BlackFin Capital Partners	27	France

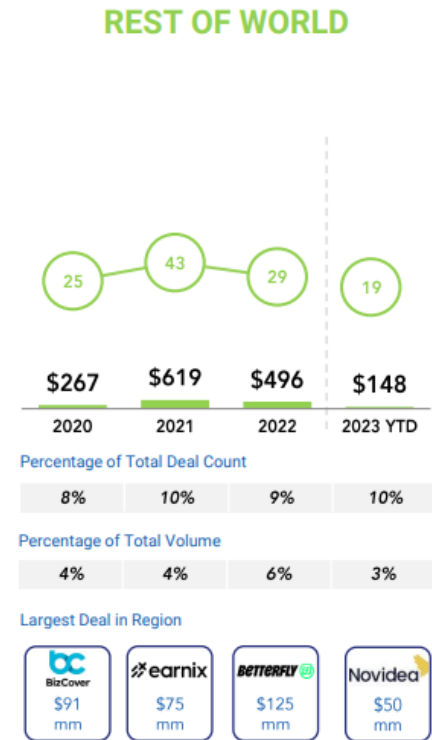
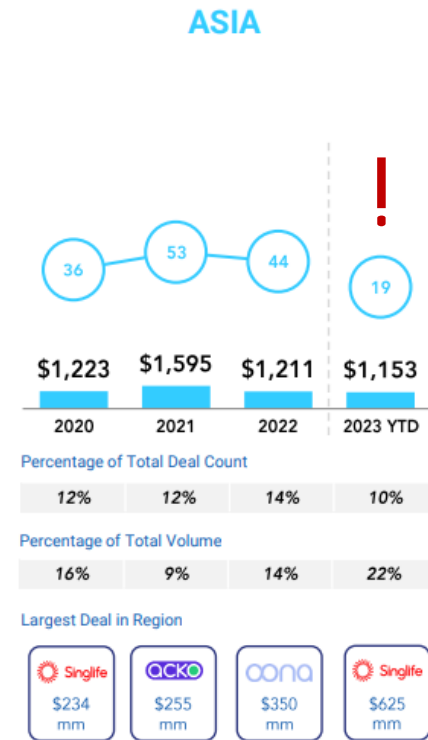
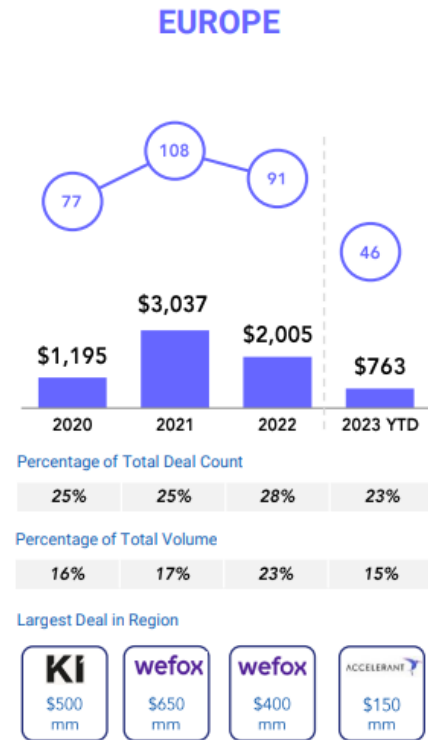
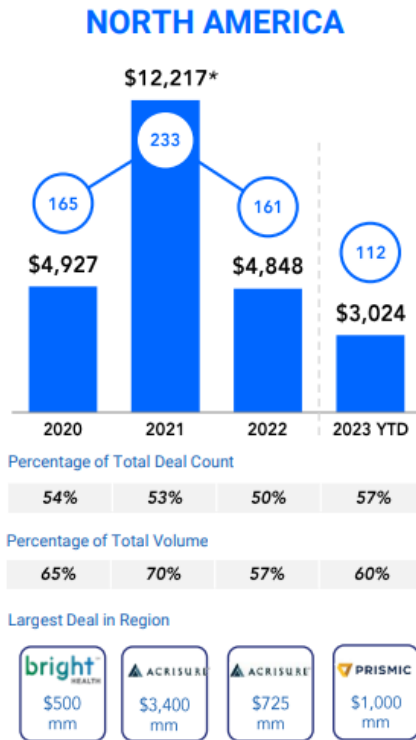
Source: FT Partners' Proprietary Transaction Database
 Note: Lead investor(s) bolded

NEW PLAYER ON THE MARKET – DO YOU KNOW IT?



Q3 2023 INSURTECH INSIGHTS

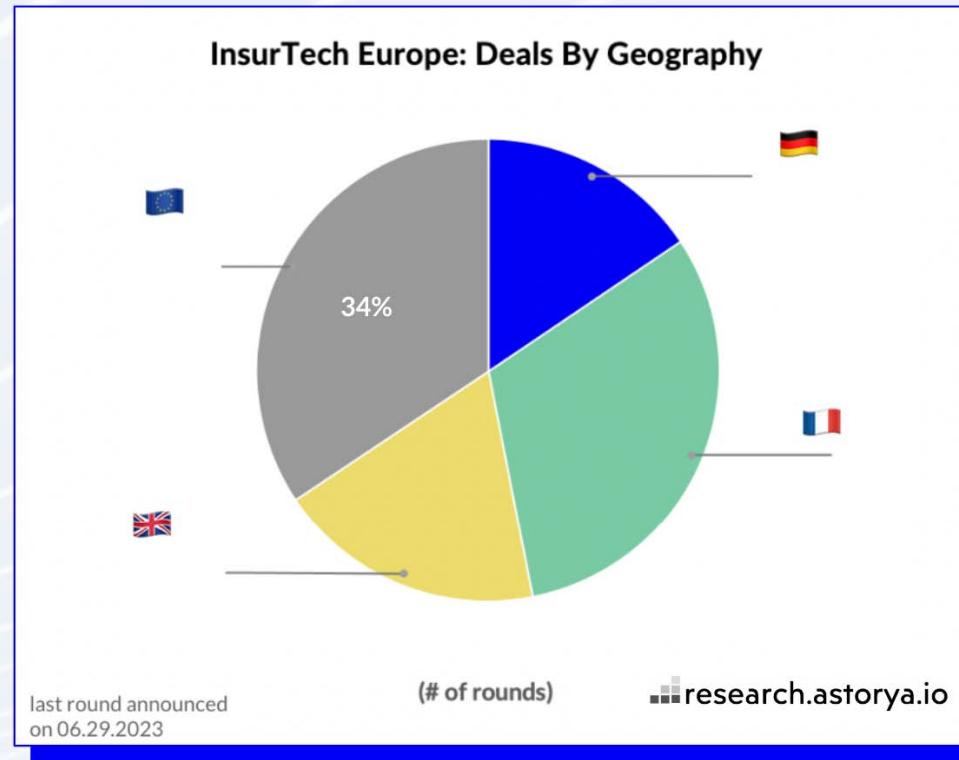
Financing Activity by Region



■ Financing Volume (\$ in mm) ○ Number of Transactions

Source: FT Partners' Proprietary Transaction Database
* In March 2021, Acrisure raised \$3.4 billion in financing

FRANCE, UK AND GERMANY ON THE TOP...



SPAIN HAD MORE INSURTECH DEALS THAN DE OR THE UK

6 deals announced in Spain compared to:
. 6 in the UK
. 5 in Germany

The rest of Europe: the most active insurtech ecosystems besides France, Germany, and the UK



M&A WAVE is coming...



Direct Line Group Acquires By Miles

4 min read 24 Apr 2023 Share this story: [f](#) [t](#) [in](#) [m](#)

Direct Line Group (the 'Group') has acquired By Miles Group Ltd ('By Miles'), a Managing General Agent and provider of real-time pay-by-mile insurance policies. Having sold over 100,000 policies since launch, By Miles currently has c.50,000 customers, writing £26m of Gross Written Premium.

Direct Line Group already underwrites By Miles' new business and the acquisition has negligible impact on the Group's capital position.



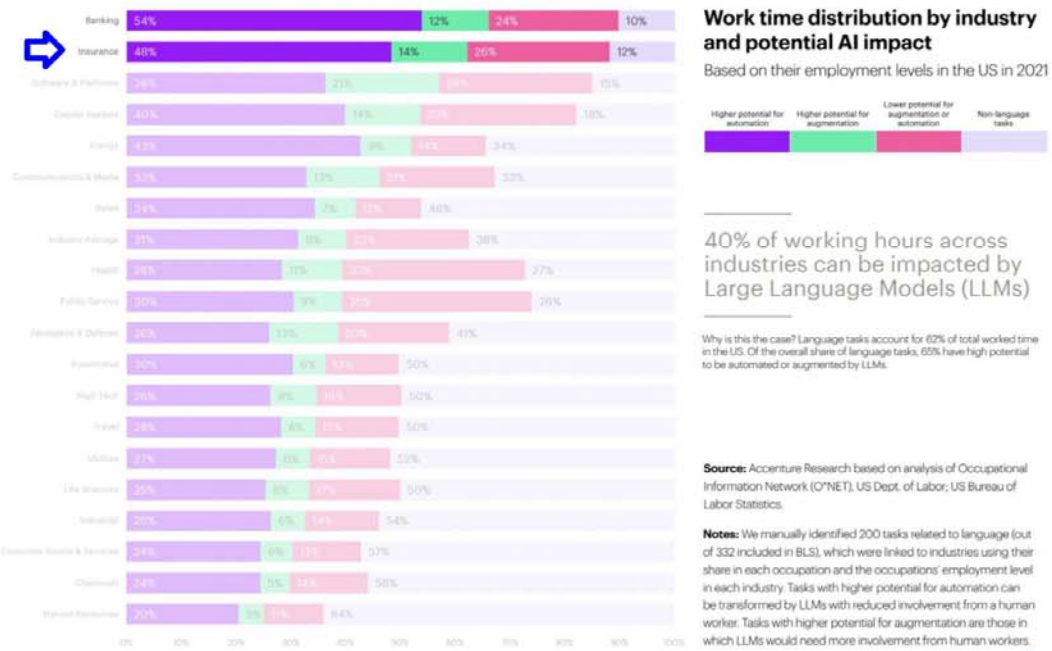
Luko to join Admiral Group to build a market leading online insurer

16 Jun 2023

PDF Version

DO YOU LIKE AI? DO YOU UNDERSTAND GEN AI?

Generative AI will transform work across industries



AI will not have the same impact across the insurance value chain

● Low impact ● Medium impact ● Significant impact



Source: SwissRe | Infographic by Antonio Grasso in partnership with SwissRe

 @antgrasso  @agrassoblog

„CURIOSITY DRIVES INNOVATION!“

GET IN TOUCH!
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