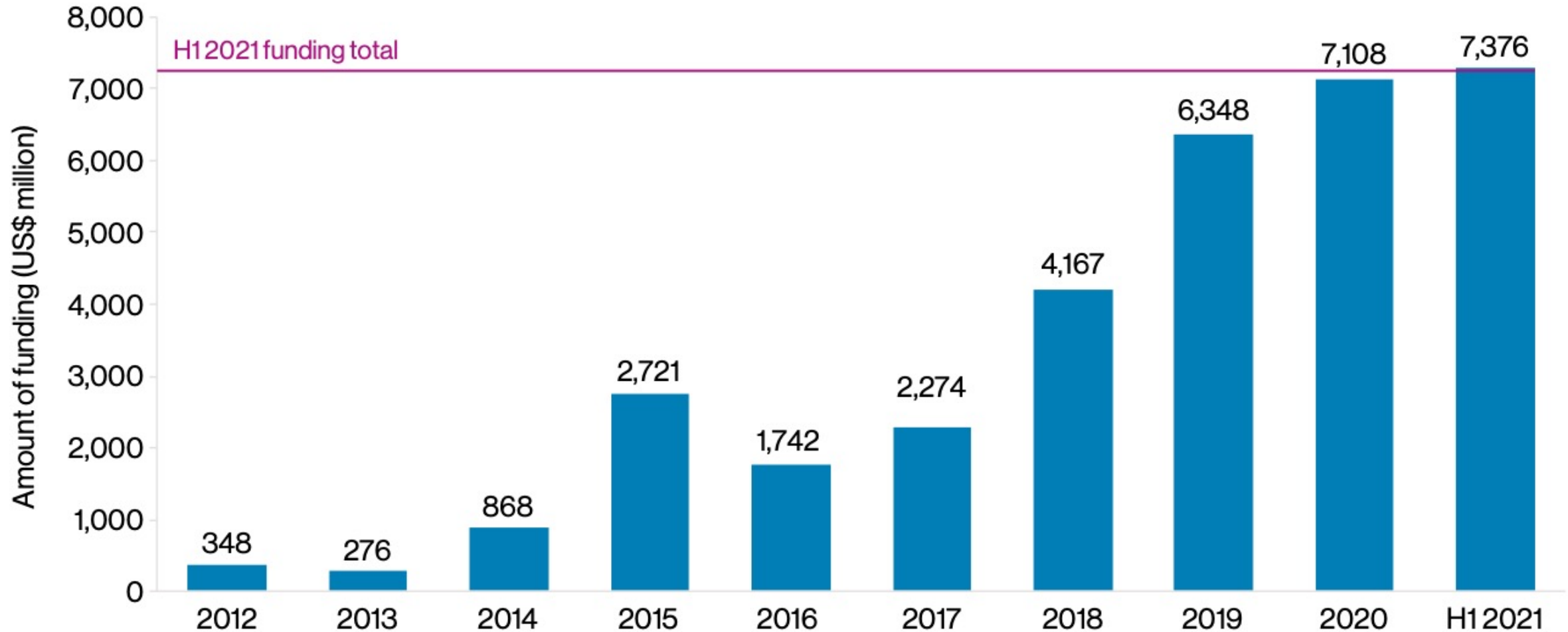


Future of InsurTech

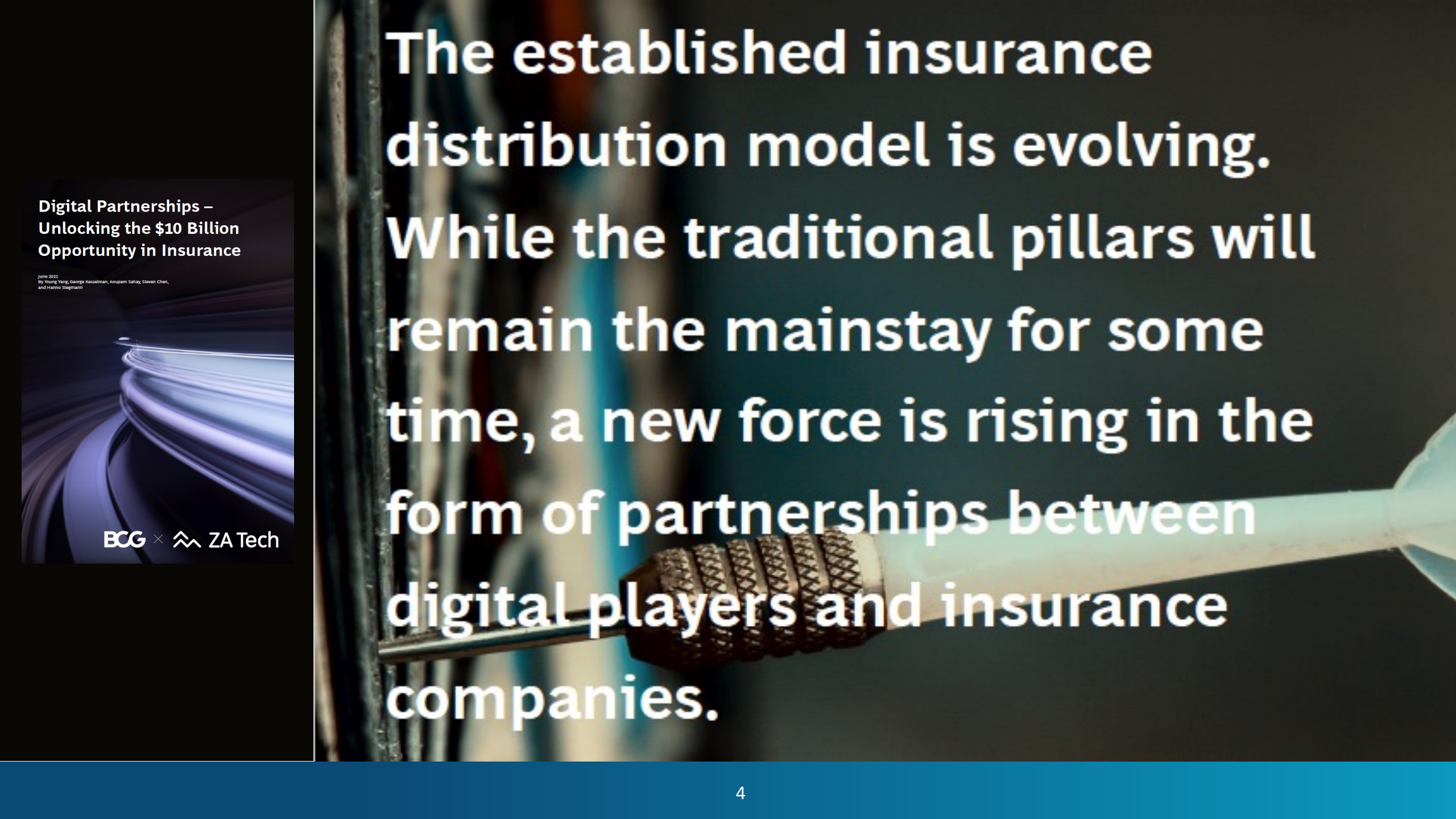
George Kesselman - ZA Tech

Insurtech continues to grow rapidly + Covid19 boost



ZA Tech has unique vantage point





The established insurance distribution model is evolving. While the traditional pillars will remain the mainstay for some time, a new force is rising in the form of partnerships between digital players and insurance companies.

**Digital Partnerships –
Unlocking the \$10 Billion
Opportunity in Insurance**

June 2021
By Young Yang, George Kozloman, Anupam Sahay, Steven Chen,
and Hanno Stegmann

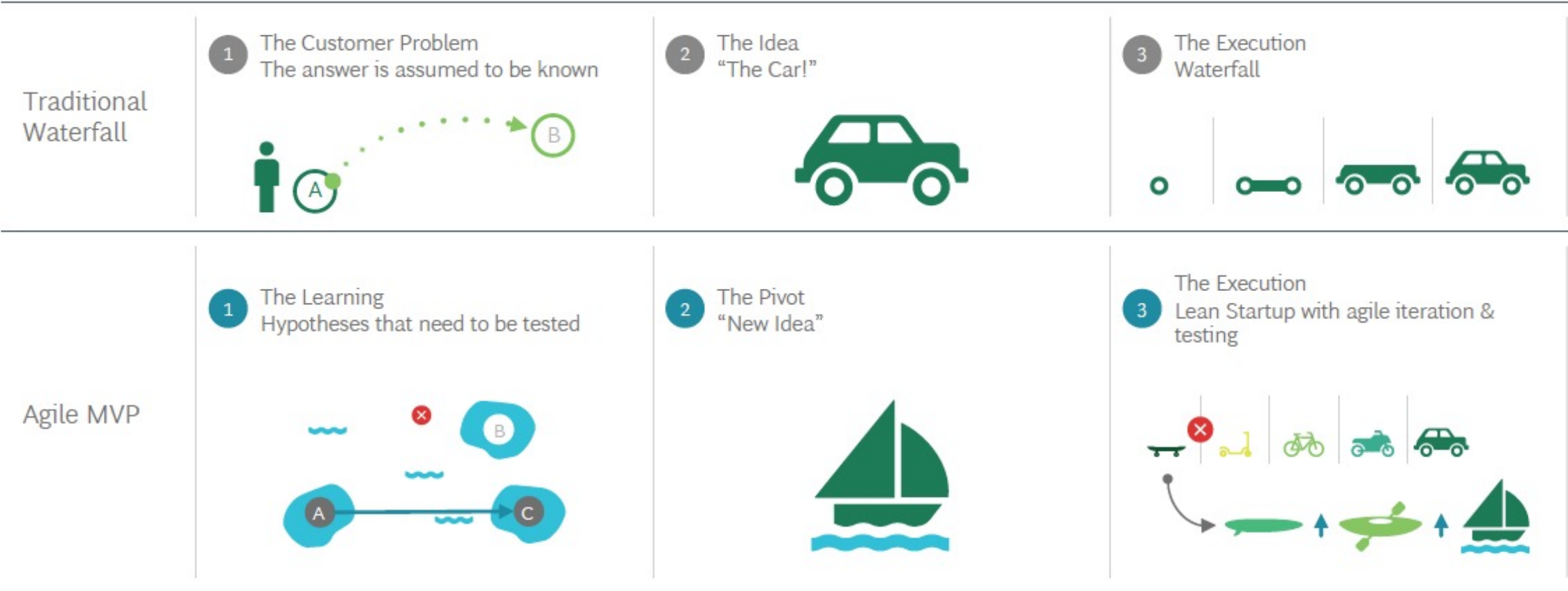
BCG ×  **ZA Tech**

As digital ecosystem partnerships become more prevalent and competitive, and scale up across markets, we expect more innovative commercial models to emerge, in line with the evolution and maturing of these digitally-driven companies.



**Insurtech \$10B
opportunity report**

Traditional vs. agile product development



Source: BCG Digital Ventures.

The new standard in embedded insurance



Data-driven

Connectivity to growing number of data sources for real-time pricing and fraud.



Integration into platforms

Flexible integration within existing digital user journeys as either a simple add-on or an invisible protection layer.



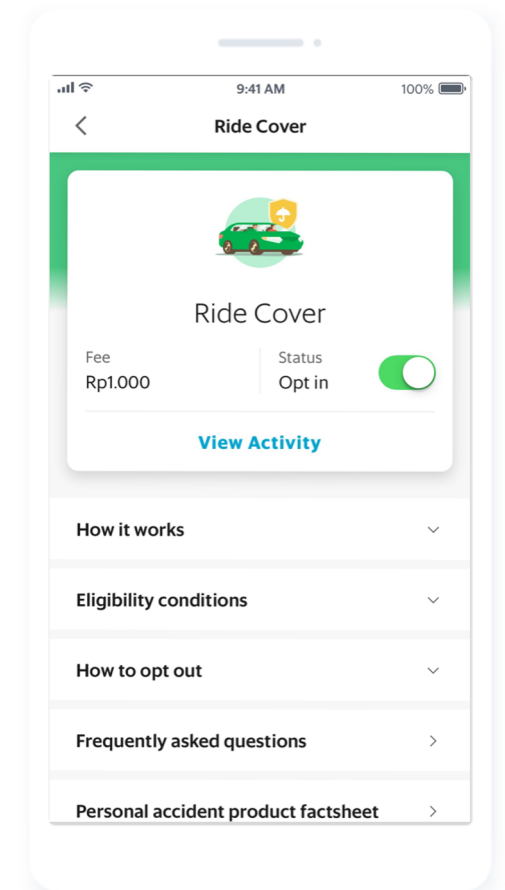
Cloud-native

Highly scalable infrastructure to support rapid demand increase to 100k policies per second.



Security-first design

Build in adherence to the latest security and data protection standards.



THANK YOU

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<https://www.linkedin.com/in/insurtech/>