

## The Rise of InsurTech

September 2016

www.ftpartners.com



Carrier Affiliated

The U.S. represented

approximately 75% of

financing transactions

present, followed by Europe at 14% and Asia / Pacific at 8%

Note: Percentages based on # of deals

InsurTech equity

from 2010 to the



**Policy Management Tools / Software** 

Prepare for the InsurTech Wave: Overview of Key Insurance Technology Trends Unlike many other areas of financial services, the insurance industry to-date has not been substantially disrupted. However, the industry now appears to be at a

This infographic highlights a subset of FT Partners' 248 page report:

PCW / Online Agencies / Brokerages

key inflection point as many different constituents in the FinTech ecosystem have their sights squarely set on insurance as the next great opportunity. To this end, FT Partners is seeing a proliferation of Insurance Tech startups targeting all areas of the multi-trillion dollar global industry.

Online Distribution - Direct to Consumer

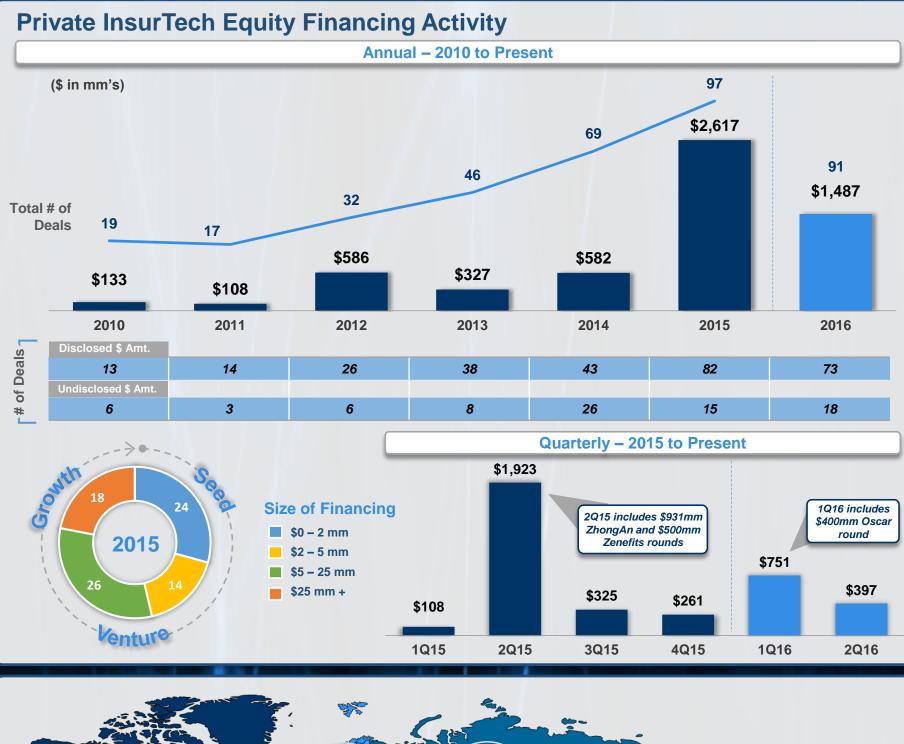
Health Insurance

## Lead Gen. / **₩** FinanceFox **™**GetSafe Knip Aggregators CLARK EMBROKER BOLD

The InsurTech Universe Landscape

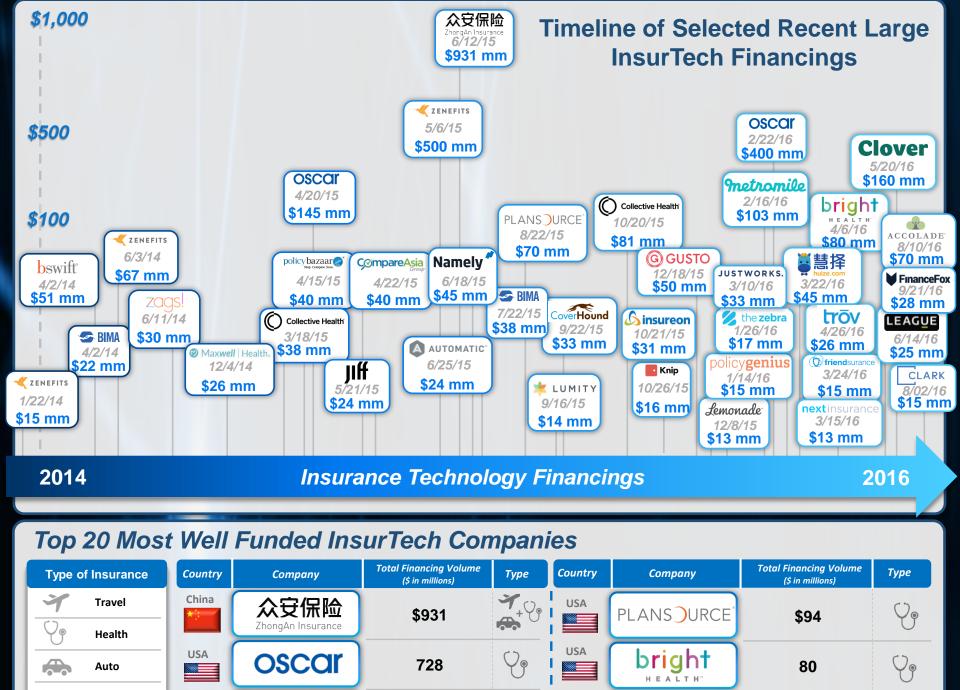






8%

Driveway TrueMotion Zendrive





ACCOLADE

G) GUSTO

Collective Health

ZENEFITS

saŭare

Clover

trade

584

247

208

178

161

119

Warranty

Home

Life

Note: Volume only includes publically released equity

financing amounts; excludes

Array Health

**Inetromile** 

CoverHound

Clover

ZENEFITS

any companies that have

been acquired.

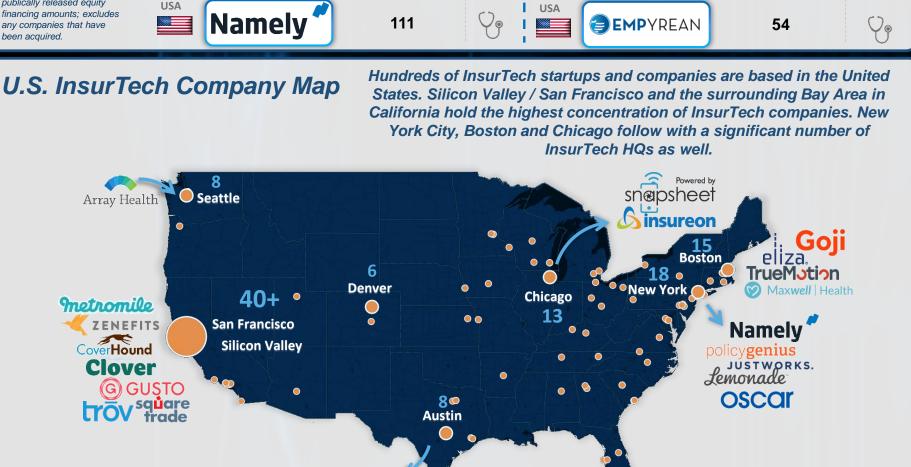
USA

USA

USA

USA

USA



India

Sweden

USA

USA

**USA** 

Y

policy bazaar 🧀 🗀

BIMA

JIH

Goji

JUSTWORKS.

CoverHound

Maxwell | Health

70

67

67

59

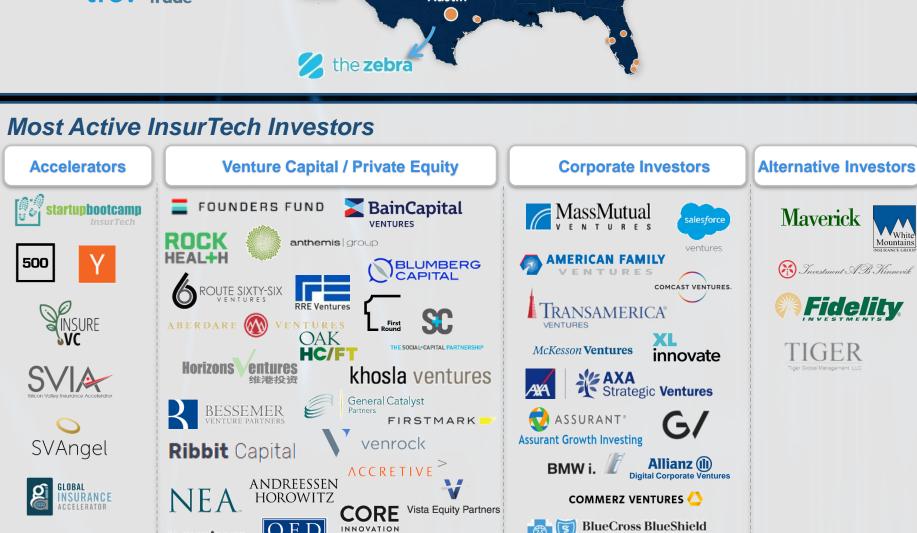
58

57

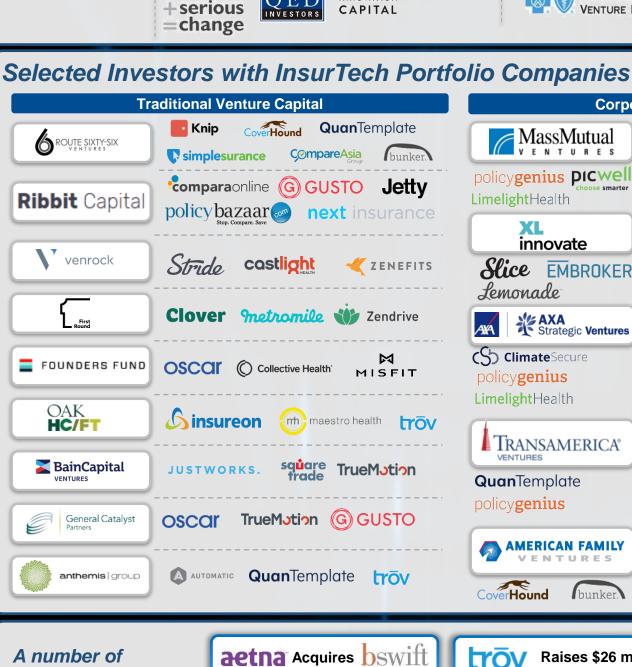
56

400 倍

**7**+ (%)









VENTURE PARTNERS, L.P.

"We aim to help create category-leading companies that can impact our business and the insurance industry as a whole" Raises \$26 mm in Series C SUNCORP Software provider Guidewire and insurance carrier Suncorp joined in Trov's latest round GUIDEWIRE alongside Oak HC / FT & Anthemis Group

Raises \$33.3 mm in Series C

strategic investments in the space and/or acquisitions of insurance technology startups **AUTOMATIC** 

insurance carriers

software players

have made

and large insurance

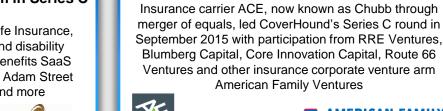
Maxwell | Health Sun Life Financial and Guardian Life Insurance, providers of life, health, dental and disability insurance, invested in employee benefits SaaS platform Maxwell Health alongside Adam Street Partners, Industry Ventures and more Sun

Life Financial®

Health Insurance provider aetna

acquired bswift, insurance exchange

technology company, for \$400 mm



AMERICAN FAMILY

bunker.







bunker.

Raises \$22 mm in Series C

GUARDIAN'



techniques across the

insurance lifecycle

Cover**Hound** 



Acquires

FINANCIAL TECHNOLOGY **PARTNERS** 

Steve McLaughlin Managing Partner 415.992.8880 y in

FT Partners regularly publishes research highlighting the most important transactions, trends and insights impacting FinTech globally. The Firm's unique insight into FinTech is a direct result of successfully executing hundreds of transactions in the sector combined with over 14 years of exclusive focus on FinTech. Please follow us on LinkedIn and Twitter for real-time updates on our transactions, industry research and frequent transaction profiles.