

ASM Joint Regional Seminar  
Divergent – The Devil is in the Details  
7<sup>th</sup> & 8<sup>th</sup> August 2017  
DoubleTree by Hilton Hotel KL

# An Actuarial Journey in Insurtech

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## The definition

Much like fintech, Insurtech is quite simply the application of technology to address the long list of problems that currently faces one of finance's most unloved siblings, insurance.

Insurtech refers to the use of technology innovations designed to squeeze out savings and efficiency from the current insurance industry model.

In an over-simplified world, many see Insurtech as being the technology behind insurance. In the real world, however, Insurtech is a term applied to the many segments of new technology that are disrupting the insurance space.

- Troubling definitions of Insurtech -

Insurtech is the use  
technology to dominate  
insurance customer  
segments

- Winning definition of Insurtech -

# Leaderboard

Insurtech is the use  
technology to dominate  
insurance customer  
segments

- Winning definition of Insurtech -

Oscar

Zenefits

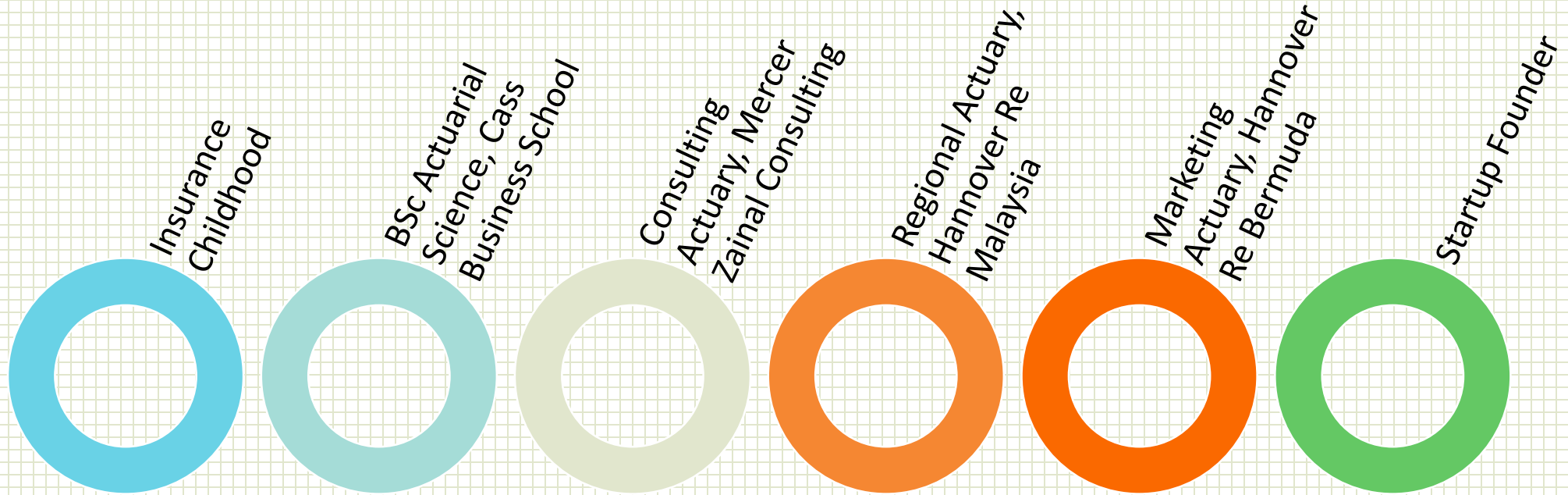
Goji

Friendsurance

# The Journey

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- Winning definition of Insurtech -



# Insurance Childhood

Insurtech is the use of technology to dominate insurance customer segments

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- Consulting Mercer, Zainal
- Regional Actuary, Hamoyer, Re Malaysia
- Marketing Actuary, Hamoyer, Re Bermuda
- Startup Founder

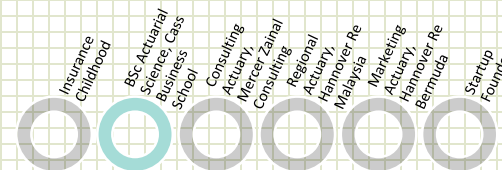
“Insurance is sold not bought”

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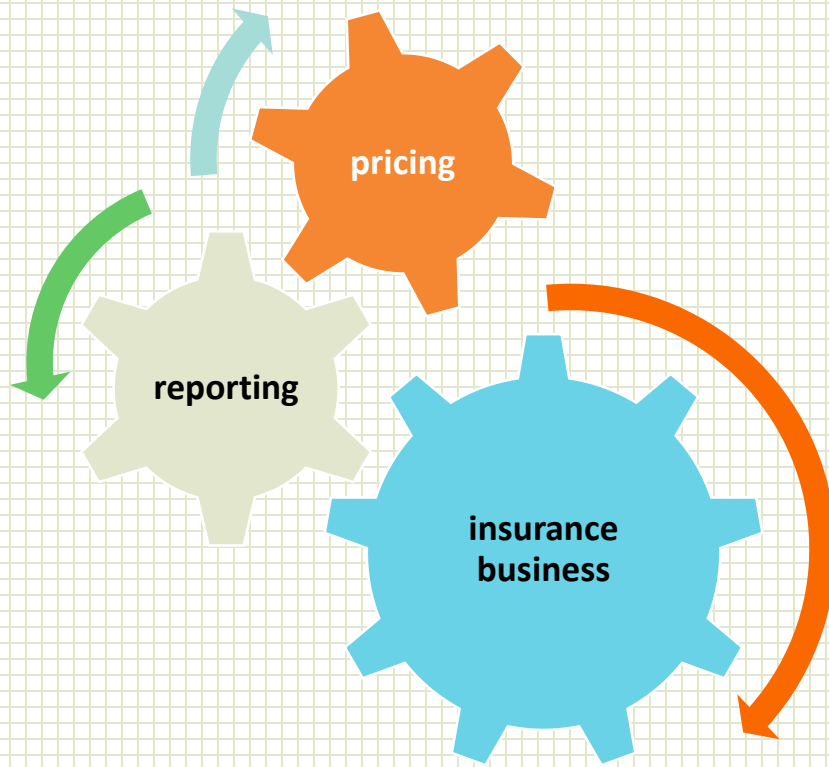
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# Good Fortune<sup>3</sup>

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# تکافل

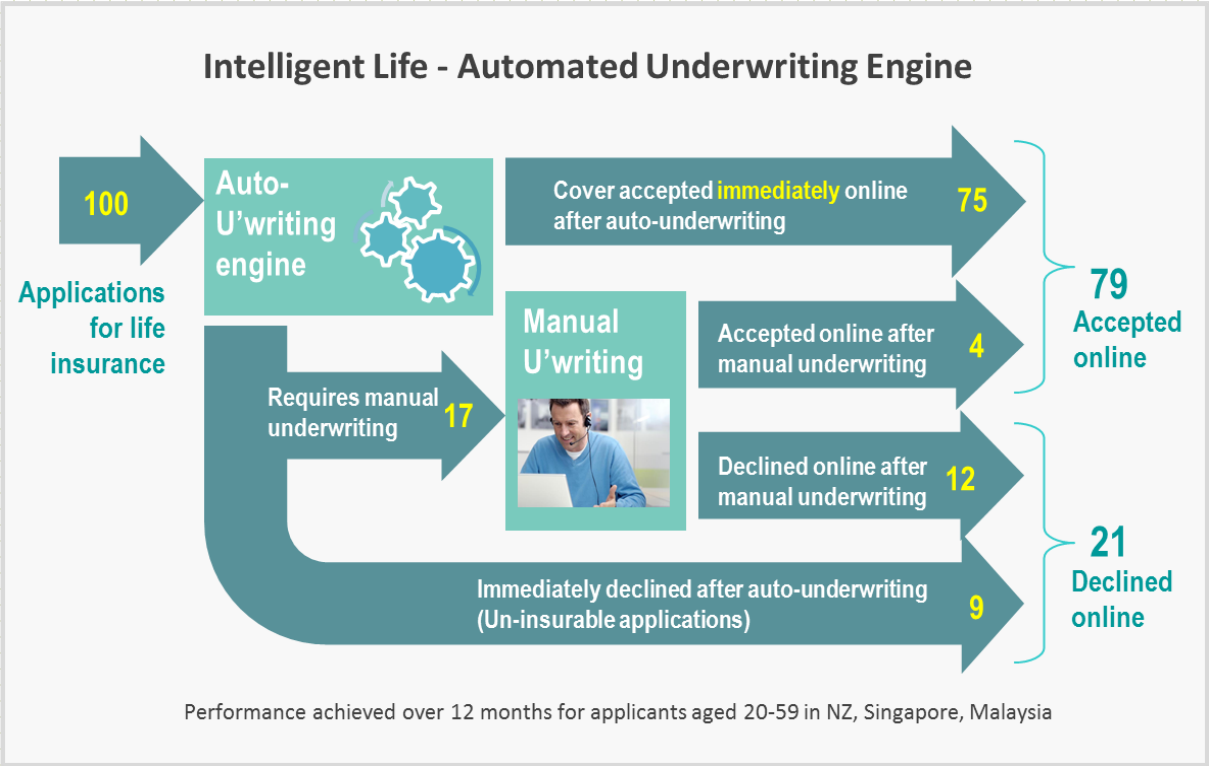


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# First Real Problem

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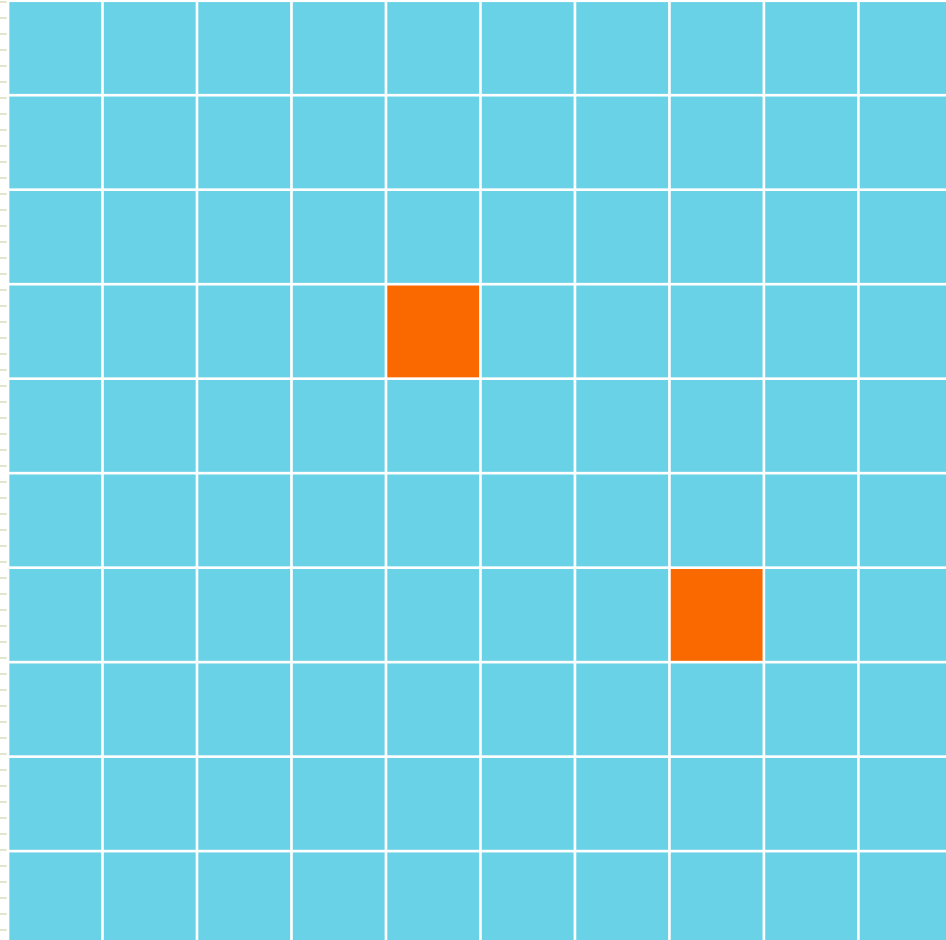
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# Ordinary Life Products

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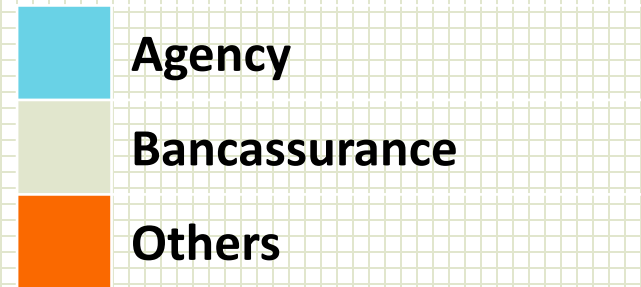
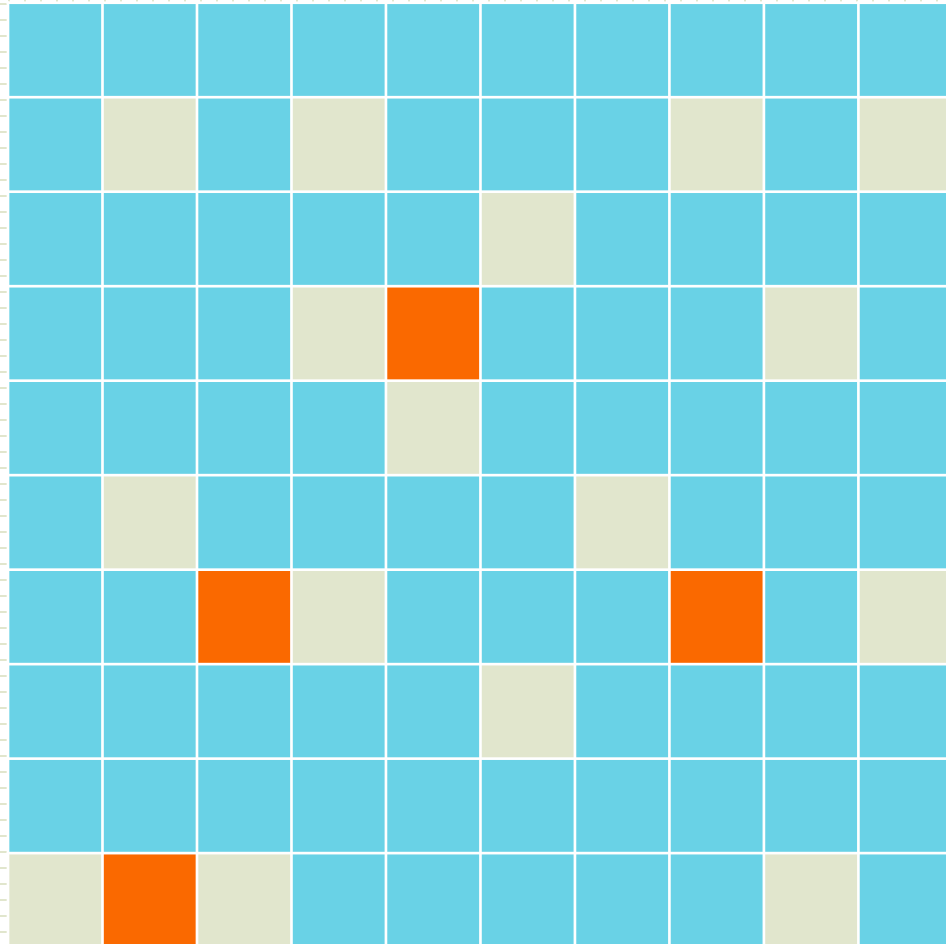


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# Distribution Channel

Insurtech is the use of technology to dominate insurance customer segments

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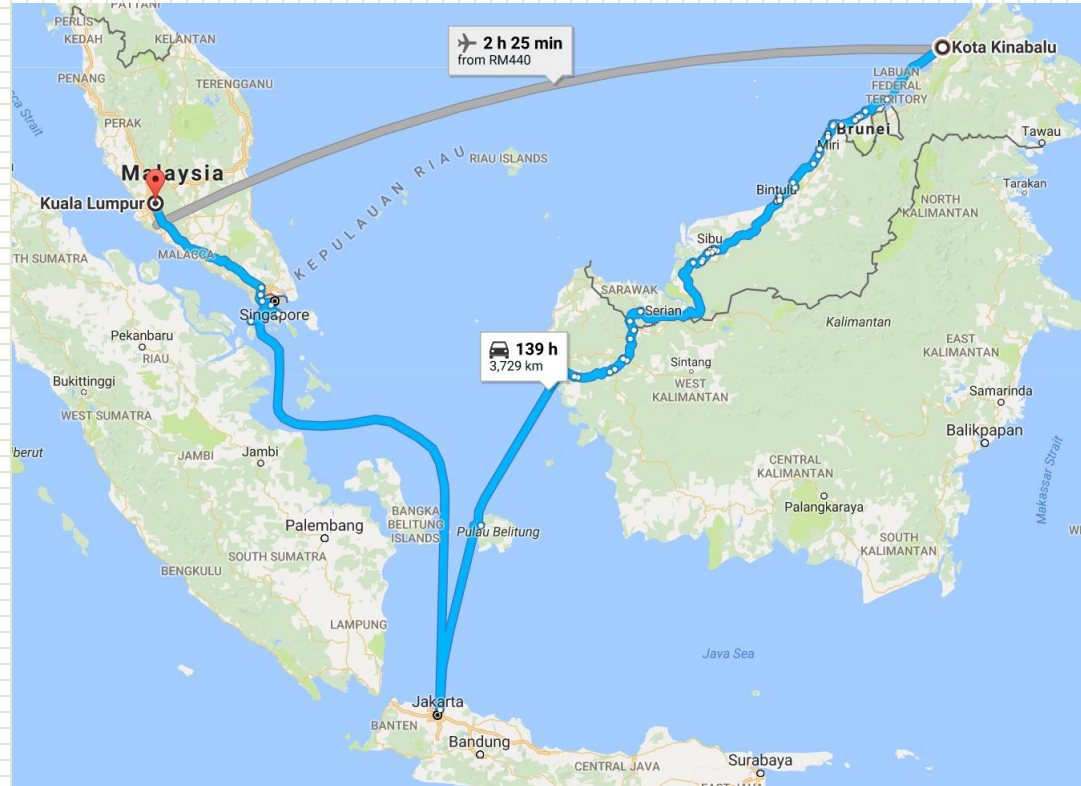


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# First Real Solution

Insurtech is the use of technology to dominate insurance customer segments

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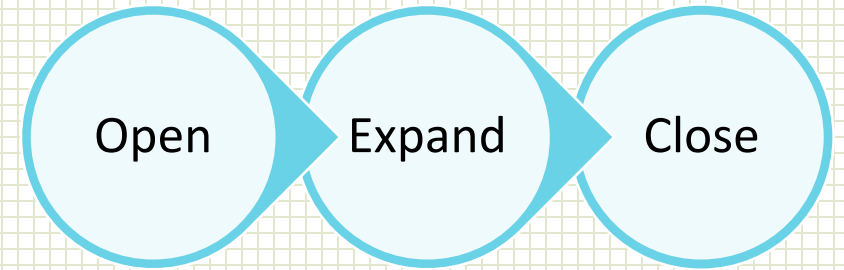
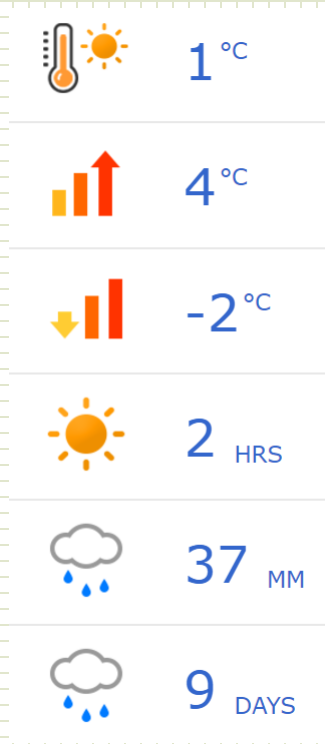
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# February in Germany

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# Internet of Things

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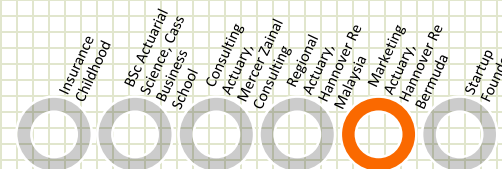
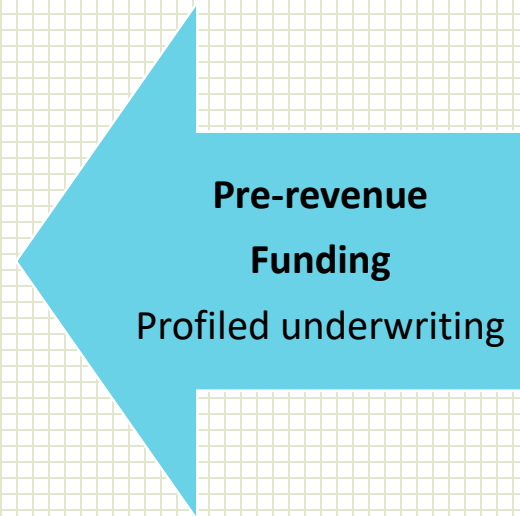
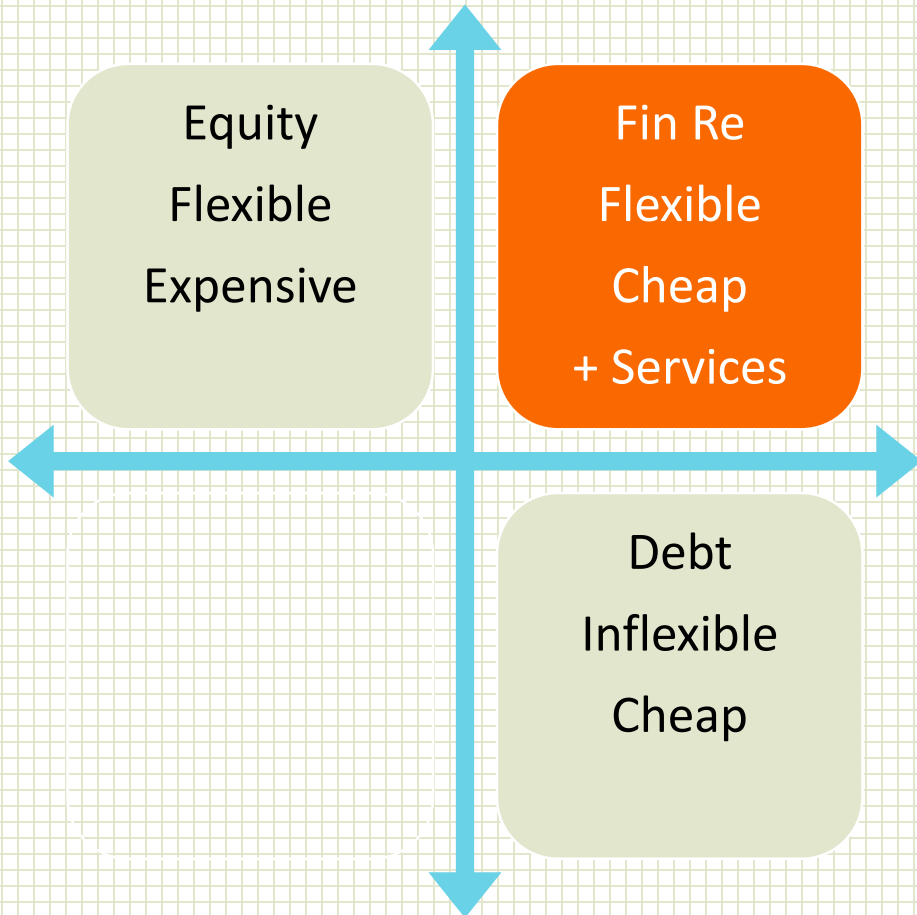


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# Financial Reinsurance

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# Problem Solving

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# The Solution?

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## The Sandbox explained

Build (almost) anything you want

In a safe environment, with clear boundaries and safeguards



We may relax some (but not all) of our rules

Consequences of failure can be contained





Next

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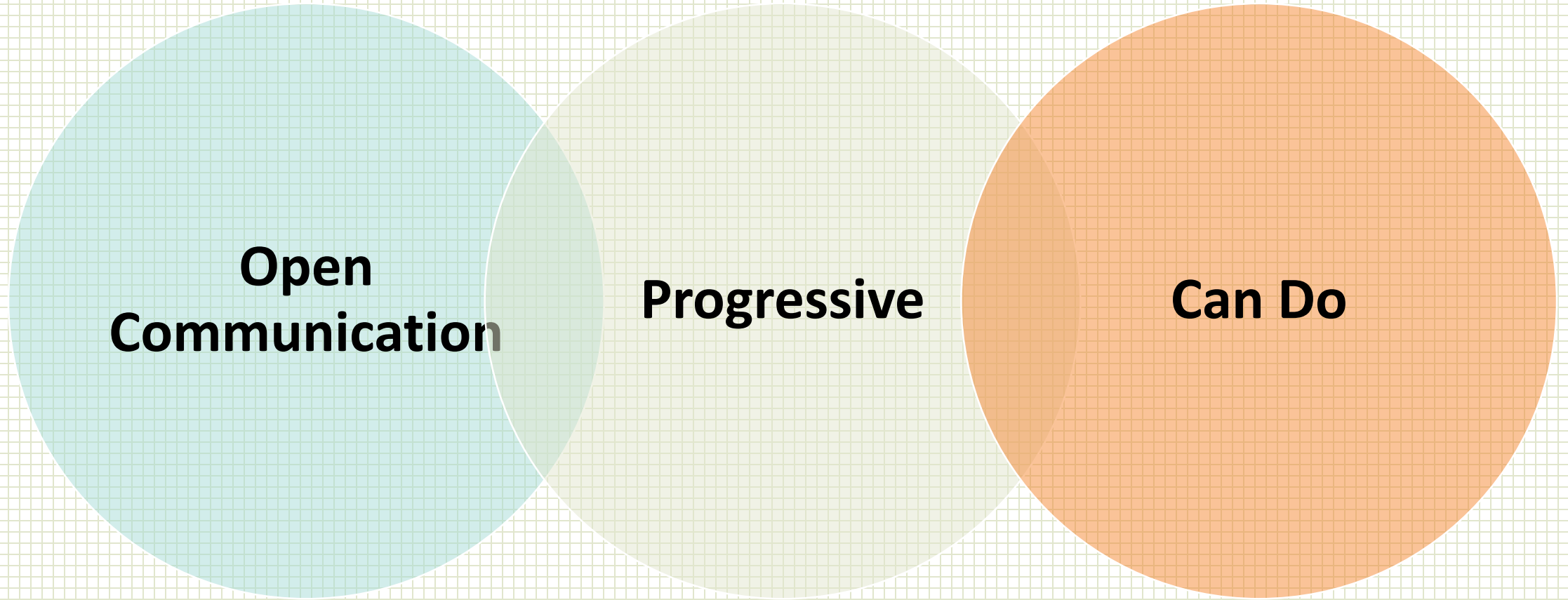
- Winning definition of Insurtech -

How do you feel about going back to the office after the conference? ... and then going to the office tomorrow and the day after and the day after ...?

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# Next

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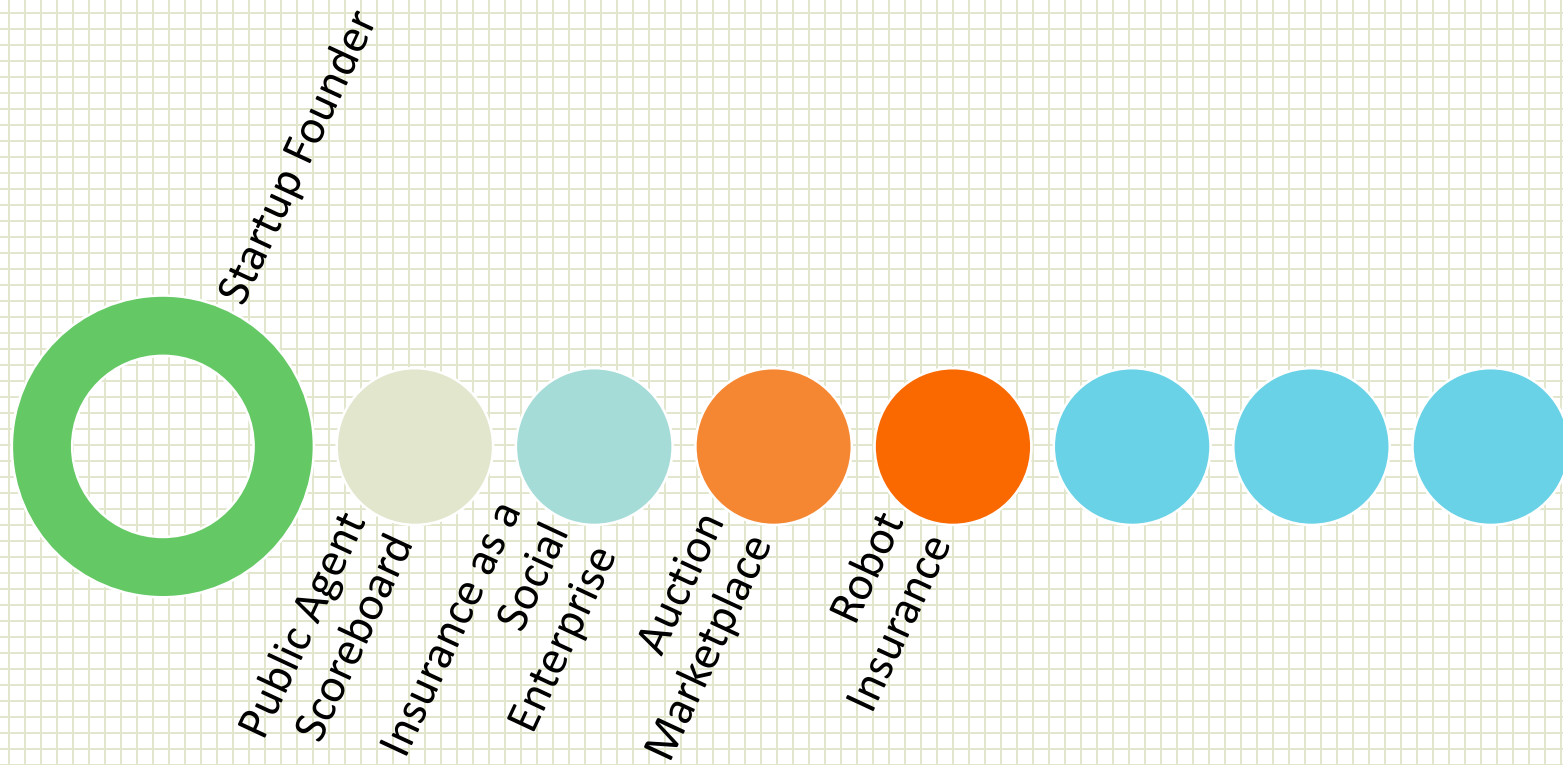
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# The Journey

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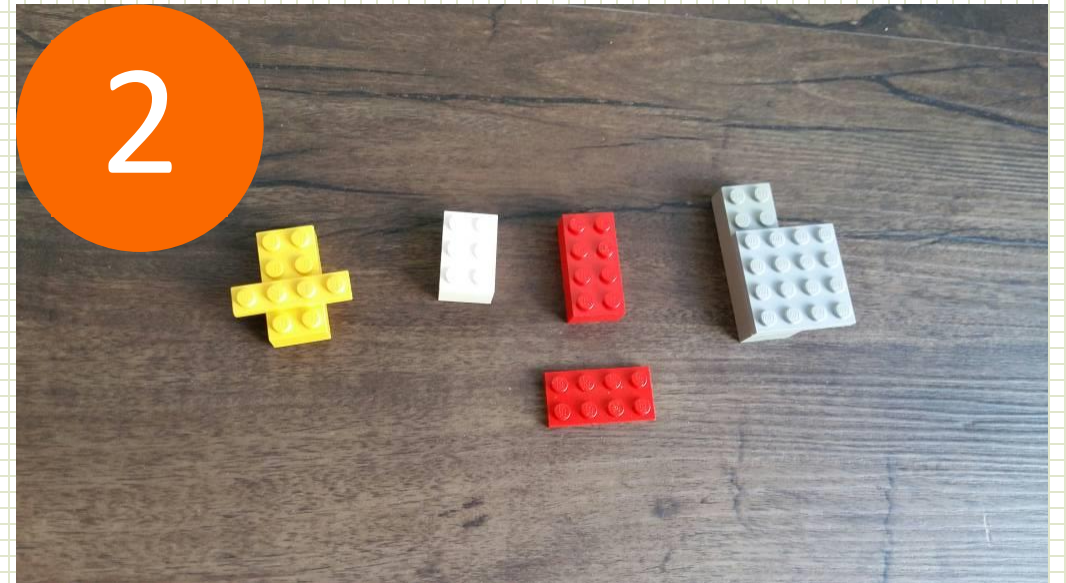
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# Auction Marketplace

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4

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Thank you!

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