

Global InsurTech Report

AUGUST 2024 | Q2

The role of AI in the
(re)insurance industry



This report is a collaboration
between Gallagher Re,
Gallagher, and CB Insights.



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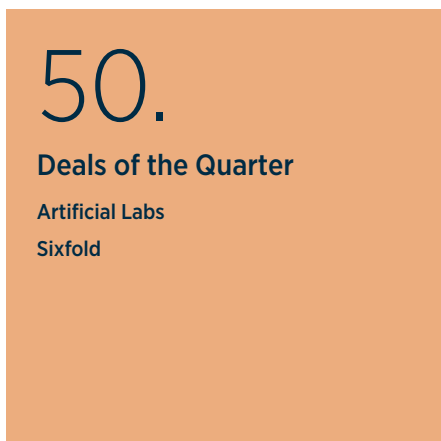
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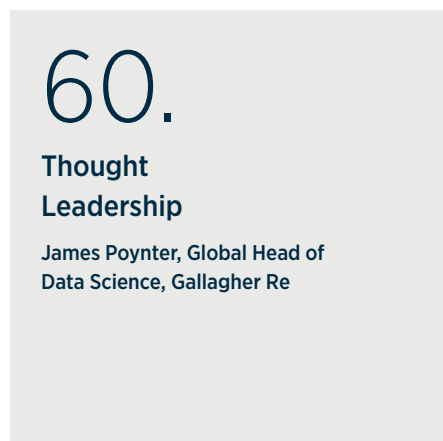
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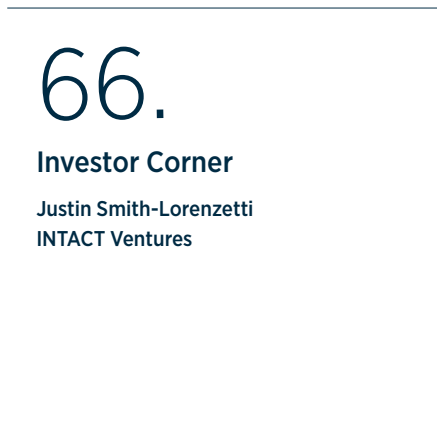
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**DR. ANDREW JOHNSTON**

Global Head of Gallagher Re's InsurTech Practice, Global InsurTech Report Editor

We continue the 2024 InsurTech Report series with a look at the second quarter's global investment results.

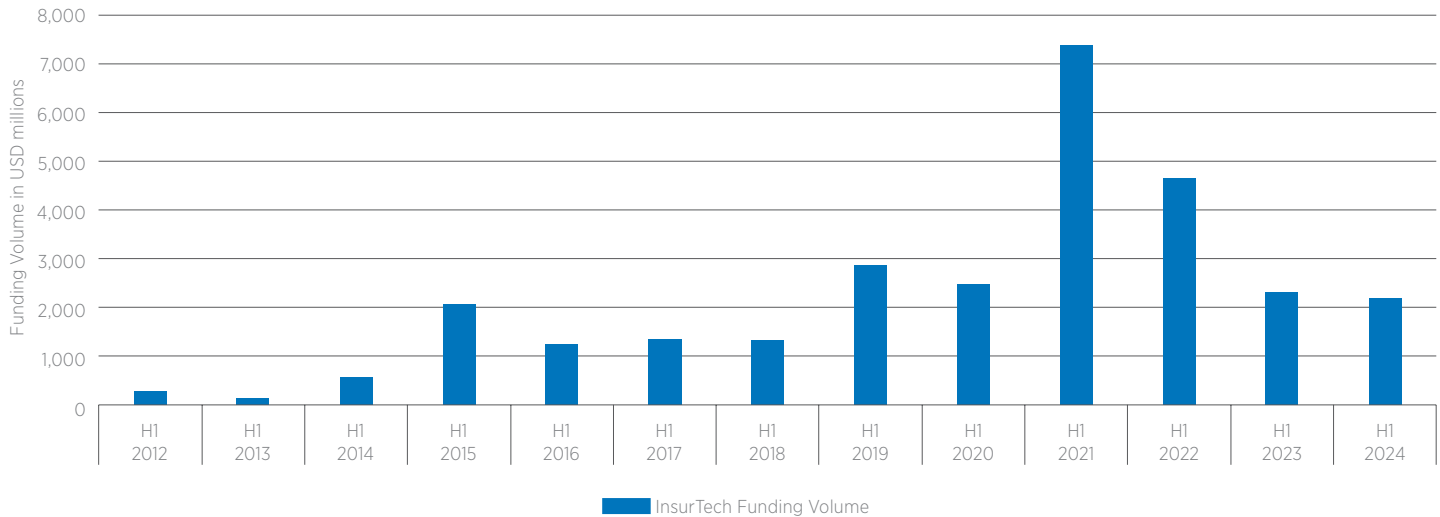
Q2 and H1 Global data overview

For this quarter at least, the tide has turned and InsurTech numbers have climbed back up. For Q2 2024, global InsurTech funding rose to USD1.27 billion, the highest level since Q1'23. Early-stage InsurTech funding increased to USD377.60M, the highest level since Q1 23. The average deal size rose to USD18.46M, the highest level since Q3 22. Interestingly, overall InsurTech deal count saw 82 deals in Q2 24, the lowest quarterly count since Q2 20. A third of Q2 24 InsurTech deals went to AI-centered InsurTechs, and 40% of Q2 24 deals went to risk-focused InsurTechs. The overall increases are attributable to a near doubling of average deal sizes. Before diving into specifics on Q2 data, we do also want to quickly recap the beginning of the year, and H1 for the reader.

As a reminder, the Q1 data showed that despite a relative downturn in global InsurTech investments, there was still a clear industry-wide focus on supporting technology businesses. In fact,

in Q1 specifically, while the cash valuations of InsurTechs seemed to be down, the increased number of transactions and the fact that more deals were being done by funds associated with (re)insurers suggest the industry still has a keen interest in tech. Q1 also reminded us that overall quarterly totals can be strongly driven by a small number of mega-round deals; Q1 saw no mega-round activity at all, so the overall total looked quite thin. And while this same effect led to a lower average check size, the median average regression analysis we ran showed a greater concentration of deals being done around the average mark (of USD10M). This suggests that not only are valuations now more realistic, but the distribution of investor capital is more democratized. Adding in Q2 data for an overall H1 view, we can see this trend continuing — deal-sizes are clustering around the mean. We observed only one mega-round deal in Q2, meaning only one for the whole half. Yet H1 2024 is only USD119M short of 2023 H1 results (USD2,186M in H1 24 compared to USD2,305M in H1 23) – so there is still a strong interest among companies to invest in this space.

Annual InsurTech Funding Volume in first half year (H1)



2024 Q2 Global data specifics

Global InsurTech funding rose 39.7% quarter-on-quarter to USD1.27B in Q2 24.

As mentioned above, this increase was attributable to a near doubling of average deal sizes, from USD9.81M in Q1 24 to USD18.46M in Q2 24. Sidecar Health, a health insurer, was at the forefront of this trend with its USD165M Series D round — the quarter's only USD100M+ mega-round deal. Quarterly InsurTech funding has hovered around USD1B in each of the prior four quarters, so Q2 24 was the highest level of funding since Q1 23 (USD1.39B).

Deal count, however, plummeted 23.4%, from 107 in Q1 24 to 82 in Q2 24. The decline was proportional across P&C and L&H — from 70 to 54 and 37 to 28, respectively. Quarterly deal count has not been this low in 4 years, when Q2 20 saw 74 deals.

Early-stage InsurTech funding increased 34.9% quarter-on-quarter, underscored by a surge in average early-stage deal sizes.

Average early-stage deal sizes increased to the highest level since Q1 22 — rising 77.8% quarter on quarter to USD8.58M. Early-stage deal count also declined quarter on quarter, falling 21.9% to just 50 deals — the lowest since Q4 20. The deal count decline is attributable to a pullback in seed-stage deals, which fell from 45 in Q1 24 to 29 in Q2 24. Despite this, seed-stage deal share of 35.4% in Q2 24 is largely in line with the long-term average of 37.3% in InsurTech.

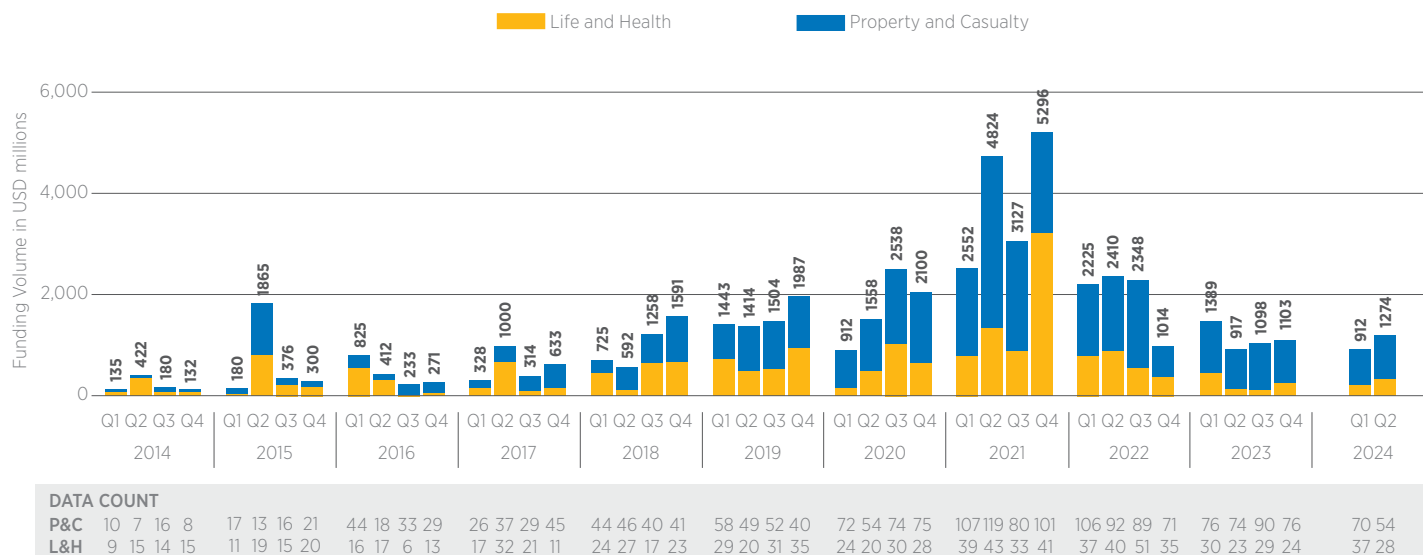
Funding to P&C and L&H InsurTechs increased quarter-on-quarter to 41.0% and 37.0%, respectively.

P&C InsurTech funding increased from USD605.58M in Q1 24 to USD853.92M in Q2 24. The average P&C InsurTech deal size reached USD19.41M in Q2 24 — the highest level since Q3 22. L&H InsurTech increased much like P&C InsurTech, reaching USD420.16M in Q2 24 — its highest since Q1 23. Average L&H InsurTech deal size reached USD16.81M — its highest level since Q2 22.

In addition, 2024 has seen deal shares across P&C and L&H move even more toward B2B InsurTechs. 57.41% of P&C InsurTech deals went to B2B companies in Q2 24, a roughly 12-point jump from the long-term average of 45.8%.

L&H InsurTech saw 71.43% of deals go toward B2B InsurTechs in Q2 24, a nearly 27-point jump from the long-term average of 44.73%.

Quarterly InsurTech Funding Volume — All Stages



32.9% of Q2 24 InsurTech deals went to AI-centered InsurTechs.

AI-centered InsurTechs raised USD445.81M in funding across a third of Q2 24 deals. 17 of the 27 AI-centered InsurTech deals went to early-stage companies. That said, these deals were smaller in size on average than companies not focused on AI. Interestingly, this is a reverse of what we observed in Q1 (where AI InsurTechs raised on average 20% more capital than their non-AI counterparts). In the long run, from 2012 until this quarter, approximately 16% of all capital invested in InsurTechs has gone into AI-oriented InsurTechs, approximately USD9.6B in total.

40.2% of Q2 24 InsurTech deals went to risk-focused InsurTechs.

Thirty-three of the 82 deals went to InsurTechs focused on risk origination, or pricing/underwriting/portfolio optimization support. This is the segment of the industry that is the focus of the rest of this report.

These companies raised a collective USD742.45M in Q2 24. The average deal size (USD23.95M) among this group was 29.7% greater than the average across all of InsurTech.

Eighteen of the 33 companies in the risk category are B2B InsurTechs. The others are either digital insurers or risk-origination intermediaries. Four of the top five Q2 24 InsurTech deals went to risk-focused InsurTechs:

- Sidecar Health, a health insurer, raised a USD165M Series D deal
- ICEYE, a provider of data from satellites, raised a USD93M Series D deal
- Cover Genius, an embedded insurance provider, raised a USD80M Series E deal
- Honey Insurance, a homeowners' insurance provider, raised a USD71M Series A deal

Q2 24 saw 33 tech investments from (re)insurers. 54.6% of these investments were directed toward US-based companies.

Early-stage investments comprised the majority (57.6%) of investments. Specifically, Q2 24 included eight seed/angel-stage investments and 11 Series A investments.

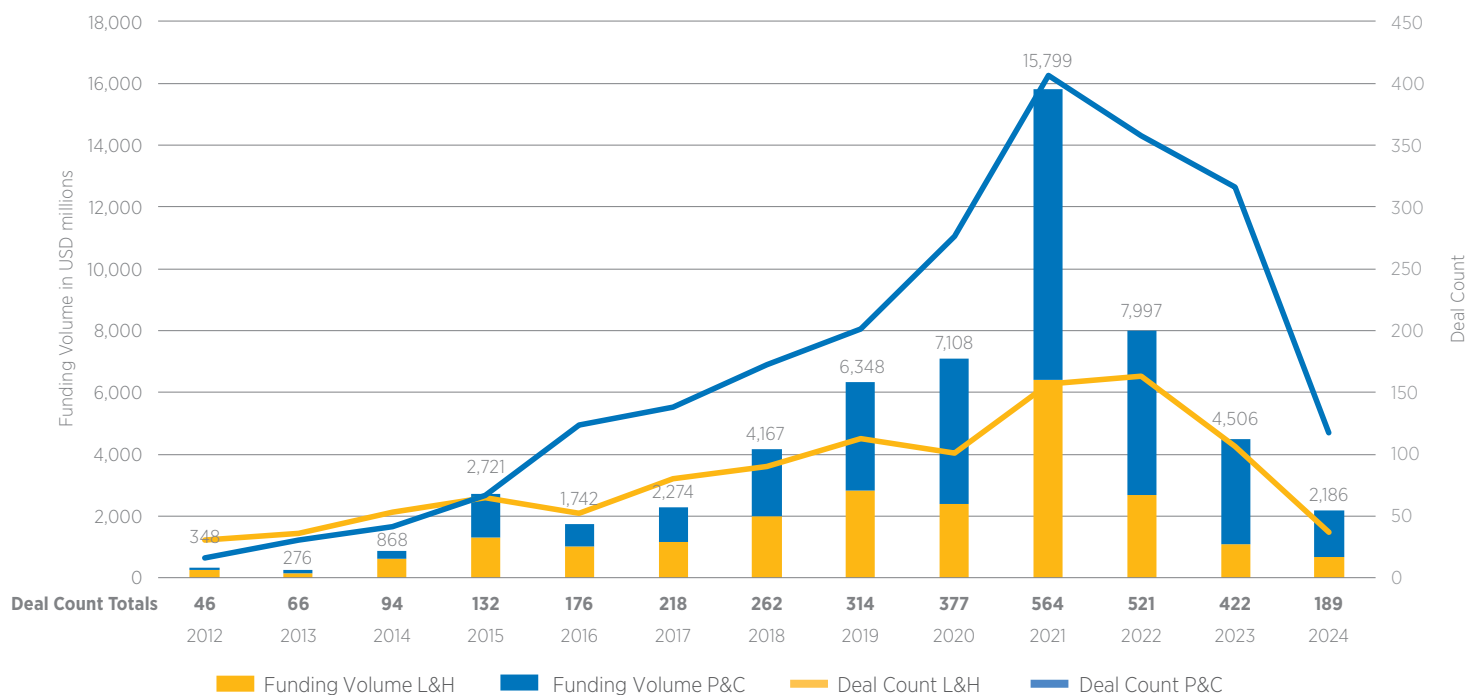
The Blue Venture Fund, the corporate venture arm of Blue Cross Blue Shield, led corporate venture activity among re/insurers in Q1 24 with four investments. MassMutual and MassMutual Ventures also made a combined four investments in Q2 24.

Notable partnerships from Q2 24 between insurers and tech companies include:

- Allianz and ClearSpeed
- Hartford Steam Boiler and WINT
- MassMutual and Genomics

The majority of tech investments from (re)insurers were early-stage.

Annual (and YTD) total InsurTech funding volume and transaction count



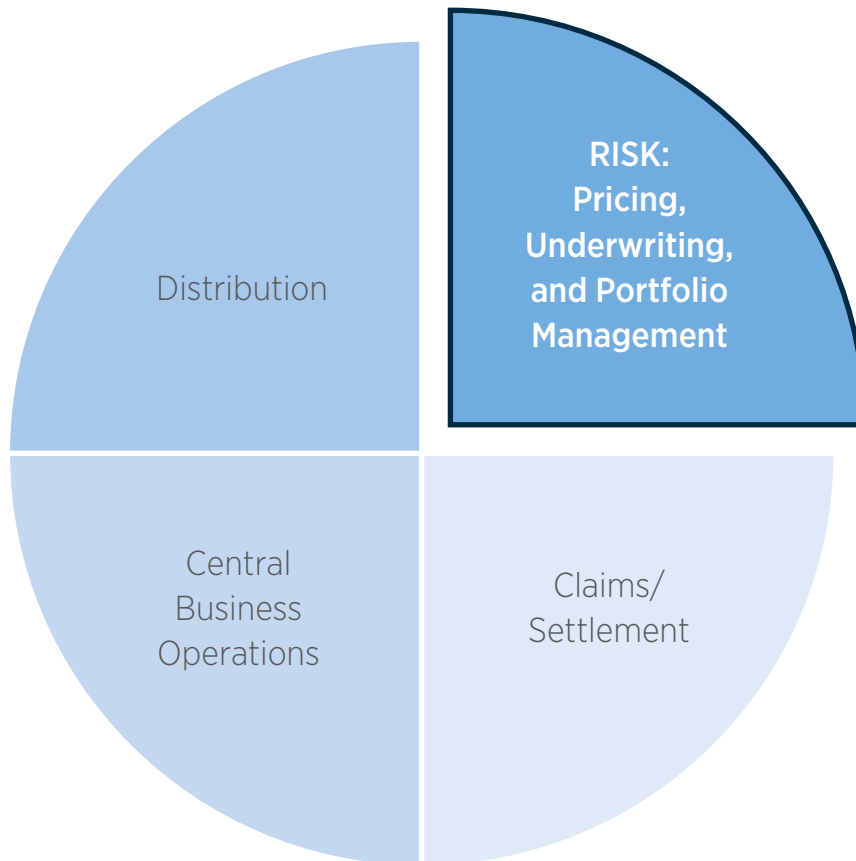


We will now turn our attention to the business and technology focus of this report: the role of AI in the (re)insurance value chain.

Readers will recall that in our Q1 report, we proposed a framework for the use of AI tools in the (re)insurance industry, which we

divided for convenience into four broad areas, or "quadrants". These are shown in Figure 1 below. Each of our quarterly InsurTech reports in 2024 will examine the role of AI in one quadrant in turn.

Figure 1: Applying AI across four quadrants of the insurance industry



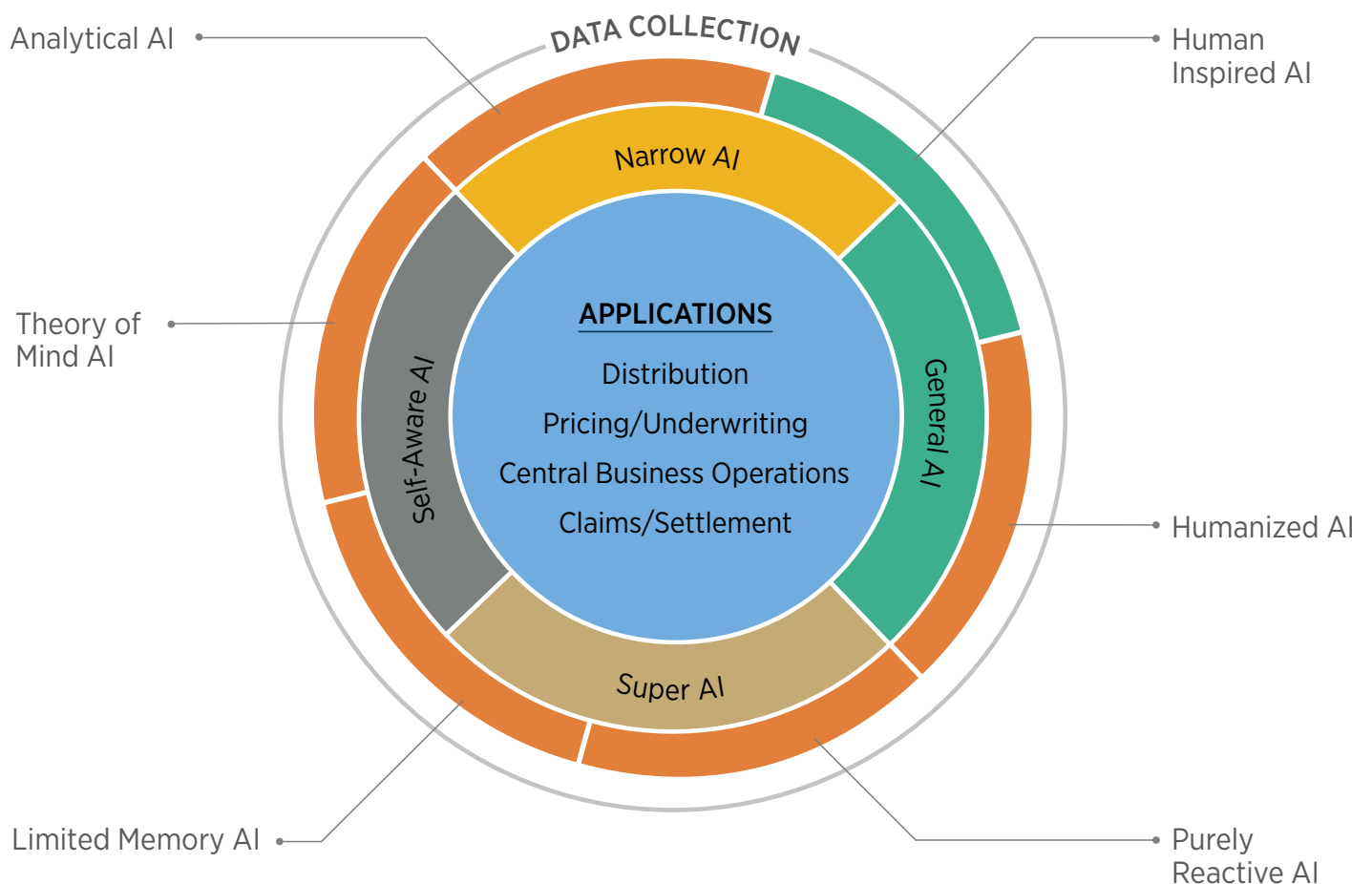
The focus of this Q2 report-risk-is defined here as an amalgam of pricing, underwriting, and portfolio management.

These functions are of crucial importance to companies' ability to assess exposures and determine premiums, ensuring their financial stability and success.

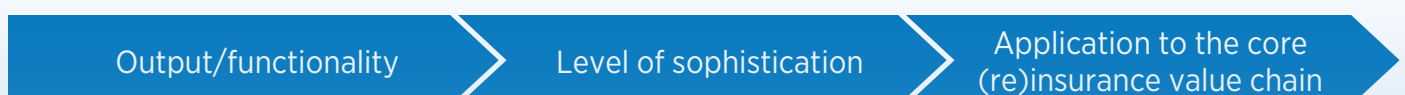


Our suggested framework for considering AI tools in each of these four areas, also set out in our previous report, is reproduced below:

Figure 2: A framework for selecting AI tools



This acts as a potential guide for an adopter of AI tools and solutions to consider:



AI in risk pricing and underwriting

Of the four quadrants, we think the application of AI to risk functions — i.e., pricing and underwriting — represents the biggest potential win for our industry. In this area, AI tools offer the prospect of better-tailored products and more appropriate cover, leading to greater profitability. These gains are likely to represent a good return on the investment required. Perhaps only the claims function offers similarly compelling opportunities for the deployment of AI. This is demonstrated by data from Slipcase, a (re)insurance information and analytics platform. In all the written content about AI in (re)insurance, the use of AI for risk evaluation was by far the most written-about topic. 64% of all AI items were specifically about risk topics (followed by AI in the claims process, at 48.3%). Indeed, AI tools have been used in pricing, underwriting, and portfolio management for some time now, and it is fair to say the industry has made much progress.

We have observed some examples where entire underwriting functions have been delegated to AI engines. We have also seen examples of follow syndicates within Lloyd's of London responding digitally to certain pricing triggers, using AI tools which bind policies (or treaties) in flight. We profile one such example, Ki Insurance, later in this report.

However, where underwriting has been entirely delegated to AI, success has been limited. In fact, frequently, the results are less impressive than when humans run the entire show. Importantly, that is not to suggest that these AI experiments are a failure. What we are observing is a growing trend towards "bionic underwriting" — where AI tools are used to perform very predictable tasks (typically data scrubbing) at speed, which then helps a human make quicker decisions with a better view of the risk in question.

It is becoming clearer that removing the human entirely is a mistake. To perfect the hybrid process, one needs to identify the most efficient combination of human and machine.

Does it make sense to have an expensive underwriter scour through completed historical data in a highly commoditized, low-margin, well-understood risk class? Probably not. Similarly, does it make sense to have an AI try to understand the gaps in spotty data on a highly esoteric risk that is historically volatile? Again, probably not. It is the bringing together of these two skillsets in harmony, taking account of the associated costs and rewards, that offers the most promise. As mentioned, pricing and underwriting are the core competencies of (re)insurers. If we can get AI right here, the potential rewards are large.

Perhaps the best example of this to date is the use of AI to transform raw data into manageable form so that it can be input into underwriting models and calculate pricing. This in turn enables coverage to be better-tailored to the needs of prospective clients. By using AI, underwriters can produce more precise actuarial tools, utilizing larger structured and unstructured data sources, at speed. The ability to call on unstructured data, in particular, can shorten the time it takes to normalize and populate data fields, an essential first step in the process of modeling that can then start generating risk profile templates for pricing. Freeing up this time can in turn release underwriters to focus on new products, or at least the tailoring of existing products for hyper-personalization. If human underwriters can call upon advanced machine learning algorithms and data analytics, this will facilitate more informed and efficient risk scoring and pricing decisions.

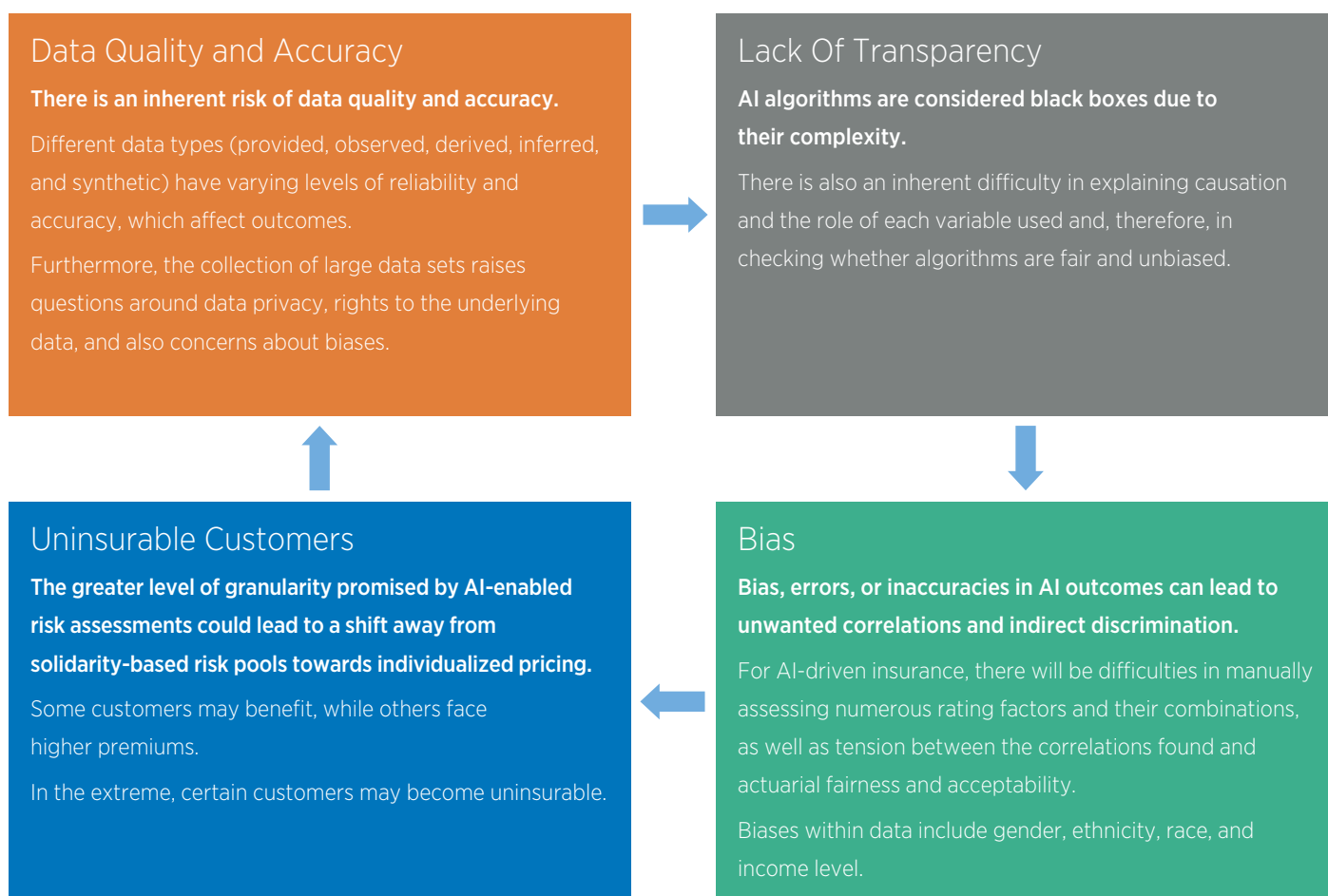
Our view here is that AI should never entirely replace the human — particularly one with deep-risk expertise. Rather, we see underwriters, pricing actuaries, and risk managers using various forms of AI to enhance their own offerings. The AI delivers insights for humans to interpret and then take a decision. This is bionic teamwork, if you will.



Before moving onto the specifics of this topic, we did want to quickly recap the areas of concern and potential risks of applying

AI in a (re)insurance context. These are shown in Figure 3:

Figure 3: Potential risks of AI in (re)insurance



Increasingly, the (re)insurance industry will also have to familiarize itself with the growing regulation of AI. The European Union's AI Act received final approval in May and will be coming into force in 2 years' time, though some elements will apply sooner.¹ We will discuss this topic in greater depth later in the report, courtesy of Sidley LLP.

Some example pitfalls of AI within risk functions

Returning to the key focus of this report, we see two specific potential problems with the use of AI in pricing and underwriting:

- **Deepfakes:** The use of AI systems to produce realistic and highly convincing images and videos could threaten underwriting processes where such media are used to evidence insurability. (The same could apply to claims processes, where insured clients are asked to produce photo evidence of damage, for example).

- **Undermining shared risk pools:** Big data, coupled with the analytical power and speed of AI, offers the prospect of accurately pricing individual risks with greater precision than ever before. However, this may lead insurers to crowd their businesses toward "better" (more profitable) risks, leaving many others uninsurable. This may undermine the social function of the industry as a shared risk pool, in which customers facing more acute or volatile risks are effectively subsidized by the premium payments of customers with lower risks.

Happily, in both instances, we think that AI will go at least some of the way to solving its own problems.

¹Artificial intelligence (AI) Act: Council gives final green light to the first worldwide rules on AI, Council of the EU, 21 May 2024.

While deepfakes are typically generated by AI, there is also AI detection software that helps humans spot them. This is achieved by using a combination of deep learning algorithms, media analysis tools, forensic analysis, blockchain technology, and/or digital watermarking — all of which help to identify inconsistencies undetectable to the human eye. Nevertheless, such detection software is not entirely foolproof either, so there will doubtless be a crucial role for human vigilance in underwriting (and claims assessment) for a long while yet.

The undermining of shared risk pools, meanwhile, is potentially a more fundamental problem. For our industry to remain competitive, rewarding better risks as we make better use of the available data, we must utilize AI in a way that does not shrink the pool of capital that can provide affordable insurance for the masses. However, AI can once again come to its own rescue, provided its powers are used for two purposes rather than one: both to help optimize pricing while also helping a human maintain an accurate macro view of the whole portfolio of risks.

It is worth noting that all of the improvements and changes we are observing in the pricing and underwriting arenas do not occur in a vacuum. There are inherent implications for the broader insurance pool itself, whichever way we evolve as an industry. There is an extremely fine balance between pricing the risk as close to the risk itself, while maintaining the integrity of the concept of pooled risk. If one's pricing goals are to get as close to individual risk itself as possible while maintaining a sensible profit margin, then there is a risk, ironically, of dividing the risk pool into those who cannot afford to buy the insurance policy that reflects their risk in the first instance and those who can.

This reduces the surplus capital pool over time (significantly, in some instances), which then directly places more pressure on those risks that were once considered less risky as there is less capital margin to support those losses that inevitably occur, even to the best risks.

The trick is to price risks right as features of a micro-risk and a macro-pool. For insurance companies that wish to remain niche and target a common risk pool, it makes sense to understand their written risks better to stave off disruption from outside. But for larger carriers, maintaining a healthy portfolio with truly affordable policies for all manner of risks can only really be achieved by spreading risks across the broader portfolio. Achieving this balance in the brave new world of AI involves truly understanding how to use AI tools to make the best of the resources around us while making sensible commercial decisions. This similarly supports the reinsurance purchase, as the advertised cede, in theory, represents less of a concentration risk overall.

An alternative approach to this might involve the development of customized policies that align with the specific risk requirements of each client, instead of relying solely on AI to generate individualized pricing for each policy. This approach aims to strike a delicate balance between accurately pricing the risk in accordance with its inherent nature while upholding the fundamental concept of shared and pooled risk. By enabling (re)insured individuals to obtain policies tailored to their needs yet priced based on the universal principle of shared risk, this approach ensures the integrity of the shared risk concept.



The availability of data

Just as in our [Q1 report](#) – where we looked at sales and distribution – the success of AI in underwriting, pricing, and other risk functions is predicated on the availability and suitability of data. Data are used for the initial training of algorithms and then to power these algorithms to produce superior results. (Re)insurers who can get access to the most relevant data sets naturally have a competitive advantage. Insurers are becoming much more focused on marshalling their own, often previously underworked, internal data assets for pricing and underwriting purposes. This is especially the case when these may provide unique customer behavioral or risk insights – often when insurers are allied with retailers, banks, or other affinity groups. Complementing this, insurers are also embracing third-party providers who offer to enrich their data – for example, by verifying customer or claimant identities, to strengthen counter-fraud defenses. Many are also using AI to monitor and analyze customer behavior, based on customer-facing systems and real-time market data, which are now an endemic part of the wider retail market.

In short, the need for insurers to have a proactive data strategy is now widely recognized – if only to avoid falling behind the competition. And this arms race is gathering speed right across the industry; these developments do not only apply to high-volume personal lines business.

As an illustration, take the Internet of Things (IoT). It is hardly a new idea that motor policies, for example, can incorporate telematics from in-car monitoring devices – this may come as a shock to some, but the first policies of this kind came out twenty years ago, when Progressive launched its “Snapshot” program in 2004. The concept has evolved as connectivity has improved further – carriers can now also use a variety of movement sensors in mobile phones to detect phone usage while driving, for example. Thanks to such tech advances, “monitored risk” insurance has become a very widespread and viable product across a wide range of business lines.

The information received from monitors provides far more granular data on which insurers can make more sophisticated pricing and underwriting decisions. In motor insurance, this veers towards information on acceleration, braking, cornering, or speeding

behaviors, which are correlated with risk – as we can see with Cuvva, which utilizes both AI and IoT within its pricing, and Zego, which provides smart insurance for self-employed drivers and fleets. In marine insurance, cargo tracking and monitoring can support risk authentication in traditional coverages and are also opening the way to parametric and blockchain-enabled products – as we can see with new market entrants such as Loadsure, which uses AI to price freight insurance. The promise for pricing here is that more granular data, allied with advanced analytics, enables better risk selection and improved profitability through identifying low-risk policies not identifiable by other insurers. It also promises risk management benefits through customer self-monitoring and feedback, enabling customers to control their own levels of risk.

AI is also supporting underwriters by giving them new, usable insights from previously inaccessible (or nonexistent) data sets. Property insurers, for example, may now be able to derive fresh insights gleaned from AI-driven analyses of large data sets of properties’ roof conditions or flood plain location. In doing so, insurers can gain a greater understanding of a new market they are looking to write business in. They may also be able to improve their existing models’ ability to gauge the multiplying risks from climate change. New data sources can be considered and analyzed alongside an insurer’s proprietary insights to give a multisource perspective on the risk. In some instances, there may be regulatory impediments to using third-party data – but such obstacles will need to be overcome as they are encountered.

Furthermore, AI’s exponentially more powerful analytical capabilities can identify links and correlations between large data sets, even those which might seem quite unrelated at first. For example, several carriers have found a statistically significant link between individuals who hold life insurance policies, and individuals who drive more safely. The promise offered by these technologies – of transforming the pricing process from one of retrospective insights based on historical data to one that combines such insights to create a holistic view – is immensely powerful. This shift in perspective means that the insurer can be more critical and precise in the variables that they wish to consider to determine behavior and risk pricing and, with it, create a more competitive and accurate price.

AI in personal and commercial lines — the key differences

While we think AI will be useful — if not essential — right across the industry, it is important to outline some key differences in how it applies to commercial insurance on the one hand, and personal lines on the other.

From a data collection and risk projection standpoint, personal lines insurance is relatively more focused on static structures and objects in situ — or on fixed demographic information. By contrast, commercial insurance is more focused on the dynamics of processes, assets, people, and time (as a group of moving vectors), for example, supply chain or inland marine insurance coverages. With their vastly superior data-handling abilities, AI tools could help model some of this. Nevertheless, when estimating and underwriting such complex commercial risks, the role of the human is likely to remain significant.

In personal lines, we are increasingly seeing end-to-end automated processes with a greater degree of AI dependency. In most cases, a consumer will see only the price and a few headline facts (the value of household contents covered, for example). He or she may have little to no knowledge of the true cost of the underlying risk and little expertise in understanding the nuances of coverage clauses. These can therefore be largely standardized across providers, and underwriters can rely much more heavily on third-party data sourced by AI tools.

This is much less common in commercial underwriting. While it is true that an increasing number of small business risks can now be quoted, bound, and serviced entirely digitally — and with the assistance of AI tools — a significant majority of large commercial insurance businesses still require the “human touch” in underwriting. The role of technology is to advise, highlight, and flag particular issues for consideration. Black box decision-making, and instantaneous pricing are far less effective in commercial insurance than in other lines of business.

Furthermore, commercial clients are likely to have a much more thorough understanding of their risks and product requirements than a retail consumer. The final calculation, judgement, and presentation of a price to these customers are fundamentally different, so supporting AI technology should be aligned appropriately to the expectations of the insured.

For AI companies and InsurTechs in commercial insurance to really add value to incumbent underwriters, or hope to originate business themselves, they must be able to unpack products and risks and make them transparent. It is not advisable to conceal the complexity of commercial risk in a “black box” as clients are invariably very aware of the peril they are looking to have covered. In some, but not all cases, the vendor of technology should

consider the underwriter as their end consumer. Consequently, the technology being created should fit the requirements of the underwriter.

The role of the AI-enabled underwriter

For larger retail businesses, underwriters now have a fantastic opportunity to better data access, which can allow them to have a much better understanding of risks. Better access to data and better use of online distribution technology can also allow underwriters to have a much-improved relationship with agents and brokers who distribute and communicate their products and prices to their end consumer base. Analytics and automated rules can offer underwriters unprecedented access to the mechanics of pricing relative to the underlying risk. Decision-making support technology can ultimately help underwriters.

AI can read and extract data from unstructured insurance documents hundreds of times faster than a human.

Commercial insurers that harness the power of AI to extract, interpret, contextually understand, and resolve hundreds of data points in seconds give their underwriting teams access to a lot more data from a variety of sources, enabling them to make better informed decisions and accelerate the underwriting process.

AI and ML can help create a faster, more accurate automated underwriting process. By being able to scan documents quickly in multiple formats and extract the necessary information for underwriting, automated underwriting with AI takes minutes rather than hours or days.

The use of AI and ML also has clear potential to remove human bias — advisory support is based strictly on data and numbers, with no feelings or hunches involved. Equally, however, there is a risk that poorly designed AI systems could compound such biases. We discussed this in some detail in the introduction to our Q1 report, and we will also return to it later in this edition.

ML algorithms also gather large data sets across every asset class in the database and apply all the knowledge towards every new risk opportunity. This means that over time and as more data is collected, the automated underwriting process gets continually faster. Underwriters are able to make decisions more quickly and with more confidence. AI and ML provide the ability to identify patterns in portfolios. Identifying these patterns will proactively alert underwriters to poor decision-making.

So, given the above, where can AI have the greatest practical impact for underwriters today? We consider that the biggest near-term opportunity comes in the form of workflow-enhancements, powered by ML AI tools — specifically ones that can facilitate decision-support for human underwriters while removing the labor-intensive but low-value tasks, such as looking for generic outliers. This then frees up underwriters to focus on complex risk judgment and relationship development.

Figure 4: The evolution of digital underwriting



The use cases for AI technology in risk functions

In our Q1 report, we identified a series of AI use cases relevant to sales and distribution. In this report, we will continue by identifying the use cases that are most pertinent (but not limited) to the risk functions, as seen in column 2 of Figure 5.

Our belief is that AI use cases in risk selection and pricing, emerging risk analytics, risk monitoring, and AI-based benchmarking are the best examples of truly effective outputs we have seen so far in this area.

Figure 5: AI Use Cases

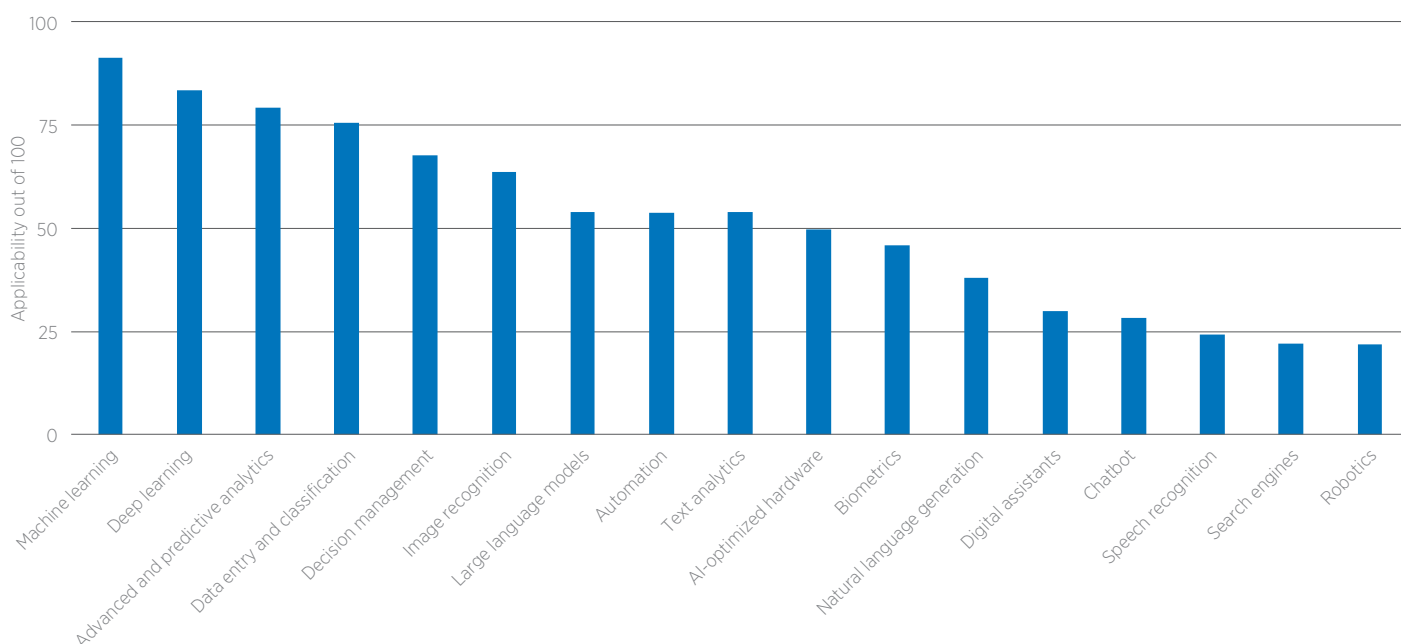
	Distribution	Risk	Business Operations	Claims
High	<ul style="list-style-type: none"> • Embedded AI within CMS software • Life-time customer value modeling 	<ul style="list-style-type: none"> • Risk selection and pricing • Emerging risk analytics • Risk monitoring • AI based benchmarking 	<ul style="list-style-type: none"> • Content creation — CoPilot Office 365 integrations • Intelligent search and Q&A over company data • Contractual analysis 	<ul style="list-style-type: none"> • Fraud detection • Claim analysis
Medium	<ul style="list-style-type: none"> • Coverage, and sales ChatBots/language models (LLMs & NLG) • Recommendation and cross sell • Embedded insurance 	<ul style="list-style-type: none"> • Cyber and AI insurance coverages 	<ul style="list-style-type: none"> • Customised generative AI models for internal content • Embedded AI within specialist insurance applications • Data capture, cleansing, and augmentation • Governance checks 	<ul style="list-style-type: none"> • Claim adjustment and assessment
Watchlist	<ul style="list-style-type: none"> • Theory of mind models • Machine learning in relationship to segmentation, risk assessments, and data analytics 	<ul style="list-style-type: none"> • Emerging risks from biological, chemical, and robotics foundational models • Early AGI e.g., QStar — Actuarial 	<ul style="list-style-type: none"> • AI legislation • Data governance and AI policy • Intellectual property law 	<ul style="list-style-type: none"> • Increasing sophistication of fraud and cyber crime • Implication for D&O and liability



If we also review again the survey we took of AI experts in the field; machine learning, deep learning and, advanced and

predictive analytics were seen as the leading three areas of AI applicability in the fields of underwriting, pricing, and portfolio management.

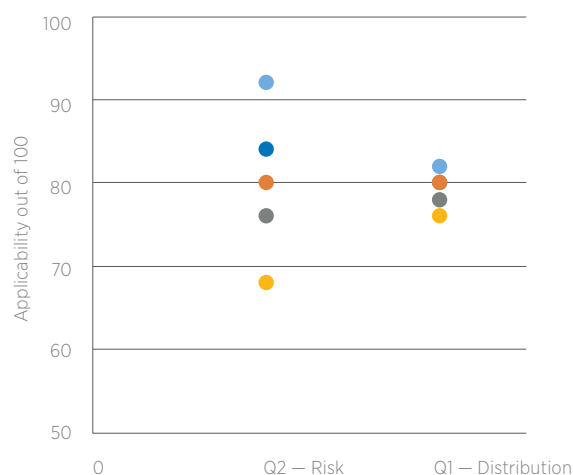
Figure 6: Applicability of AI tech in (re)insurance risk and underwriting



Interestingly, the most popular technology here — machine learning — was given a strikingly high applicability score by our respondents of 92%, with deep learning and advanced analytics not far behind. For comparison, the most popular technology in Q1 — natural language generation — was given an applicability score of 82% in sales and distribution, 10 percentage points lower. That suggests an appreciably stronger consensus among experts that machine learning and related technologies are highly relevant to underwriting and pricing; stronger than the consensus in favor of using natural-language based tech in sales.

Furthermore, the spread of opinion within the top five choices is much wider than it was in Q1, covering a 24% range in applicability scores, compared to only 6% for distribution.

Figure 7: Spread of top 5 applicable AI tech



The practical applications of machine learning

Below, we examine some of the ways in which (re)insurers are, or could apply machine learning and advanced analytics technologies across their risk functions — pricing, underwriting, and portfolio management. We have alluded to some of these examples in previous sections, but here we will discuss in detail.

- **Pricing:** Machine learning algorithms offer immense potential to transform insurance pricing processes, which have remained largely unchanged for the past three decades. What we might term "AI-powered pricing" involves analyzing large volumes of customer data and business metrics in order to identify patterns and trends that help insurers make informed pricing decisions. Traditionally, pricing relied on manual data preparation and mostly generalized linear models (GLM) for risk modeling. But with advancements in modeling techniques, machine learning algorithms now offer the potential to significantly improve loss prediction. By capturing intricate patterns and correlations in vast datasets, and by leveraging wider data collected from now unused sources, insurers can make more accurate predictions, resulting in enhanced risk pricing strategies.

One of the most exciting prospects is that of predictive modeling done at extreme speeds, potentially from spotty data; automating the analysis of historical costs, claims, expenses, risks, and profits and then projecting them into the future. This allows insurers to implement pricing strategies that are responsive to real-time market trends and customer purchase patterns; for example by dynamically adjusting quoted premiums. AI/ML can use the past to predict the future. (Re)insurers must reimagine the use of models to figure out how to quickly spot risks that aren't already priced in the portfolio. This can be done by placing emphasis on outliers that get excluded when building models. Gen AI adds value to this task as it can help scan loss causes quickly and flag situations not already priced in the models.

Another beneficial development is AI's capability to spot previously unseen relationships between client characteristics and risk, helping actuaries and pricing teams to make better decisions, faster. Earlier in this preface, we referred to the carriers who had discovered that customers who purchased life insurance were also likely to enjoy a lower loss ratio on their motor insurance — an excellent example of this kind of relationship.

- **Underwriting:** As previously noted, the chief benefit of AI here is in freeing up the time of human underwriters to focus on where their skills are needed the most. Actuaries and pricing experts spend too many hours on administrative and data-entry duties; actuaries spend more than 50% of their time on this kind of work. The potential for AI tools to automate tasks like the gathering and analysis of unstructured data should hopefully reduce this, allowing underwriters to focus on scenarios that require human judgment and expertise.
- **Portfolio management:** Using ML-driven portfolio management tools allows pricing experts to identify profitable or non-profitable segments in a timely manner, and action them in real time. Such tools can also help to identify correlated risks at portfolio level, in order to help manage singular event losses, for example.

As we noted earlier in this report, technology solutions that package some or all of the above functions up into easy-to-use workflow management processes probably represent the best marriages of AI and application. Decision-support that underpins the judgement — and frees up the time — of human underwriters is the optimal use of these technologies.

Finally, we should also note once more the major challenge with adopting machine-learning technologies, which is their "black box" nature. Overcoming this difficulty, by working with AI vendors to boost internal transparency regarding the variables used, their significance, and even their interactions, will empower actuaries to make more informed decisions. This in turn will enable more precise and transparent risk pricing — helping clients to understand why they have been quoted the premiums that they have.

Advanced technologies and data are already affecting distribution and underwriting, with policies being priced, purchased, and bound in real time. The impact of this technology is undeniable and will soon become table stakes for insurance companies. In our view, those who embrace machine learning as an operational and business driver in the insurance industry will gain first-mover advantages.

We now move to the case study, deal overview and thought leadership part of this report. Of particular interest are the sections on putting AI to work in real life settings, and also the focus on how regulators are considering the rules to be applied to this rapidly evolving field.



Report Participants

InsurTech Case Studies

- **Sypher**

Sypher is on a mission to deliver sustainable and affordable insurance solutions specifically designed for coastal markets, through a unified platform that integrates reinsurance, insurance, and cutting-edge technology.

- **INSTANDA**

INSTANDA aims to be a catalyst for digital transformation and product innovation with one of the world's first no-code dedicated insurance platforms.

- **Concirus**

Concirus aims to transform the insurance industry, specifically in specialty markets such as aviation and marine, through the implementation of artificial intelligence.

- **SEND**

Send offers software solutions such as their AI-enriched underwriting workbench to enhance the processes of some of the most innovative insurance companies in the market.

- **Cytora**

Cytora's AI-powered platform empowers commercial and specialty insurers to digitize and process risks with greater efficiency and accuracy.

The Future of AI in Underwriting

- **Ki**

Ki is a digital underwriting platform for the Lloyd's of London market that aims to revolutionize the industry with its ability to underwrite risks and provide automatic quotes in as little as 10 seconds.

The Role of Regulation for Digital Fairness and Biases in AI

- **Sidley**

Sidley Austin LLP, a global law firm explores the transformative impact of artificial intelligence on the global (re) insurance market, highlighting both opportunities and challenges.

- **Fairplay AI**

FairPlay AI offers a fairness framework and solution software for insurers to detect, monitor, and mitigate emerging enterprise risks caused by disparities.

Deals of the Quarter

- **Artificial Labs**

In February 2024, Artificial raised GBP8M in Series A+ funding. Artificial is a London-based InsurTech dedicated to empowering the next generation of commercial and specialty insurance with its innovative products.

- **Sixfold**

In June of 2024, Sixfold announced it raised USD15M in Series A funding. Sixfold is a specialized AI solution designed for insurance underwriting, using ten proprietary AI models to understand and apply an insurer's specific underwriting guidelines.

Incumbent Case Study

- **Kayna and Aegis**

In April 2024, AEGIS London and Kayna announced their partnership to utilize Kayna's InsurTech and data orchestration layer to optimize the strength of OPAL, AEGIS London's online quote-and-bind platform.

Thought Leadership

- **James Poynter, Global Head of Data Science, Gallagher Re**

James Poynter, Global Head of Data Science for Gallagher Re, shares his views of the evolving role of artificial intelligence in the insurance industry, particularly its impact on risk selection and pricing.

Investor Corner

- **Justin Smith-Lorenzetti, INTACT Ventures**

Justin Smith-Lorenzetti, head of investments at INTACT Ventures, shares his observations and insights into the InsurTech market.



InsurTech Case Studies



Sypher: Transforming the (re)insurance landscape

SY PHER Founded in 2022, Sypher addresses the critical coverage need in coastal insurance, delivering sustainable and affordable solutions to customers.

For decades, coastal areas in the US have faced persistent insurance market challenges, from rising premiums to frequent non-renewals and limited capacity. Legacy carriers have struggled with outdated technology, limited access to modeling, and their overall financial stability. Sypher's aim is to shake up this status quo and provide much-needed relief to homeowners.

Its mission is to deliver sustainable and affordable insurance solutions specifically designed for coastal markets, through a unified platform that seamlessly integrates reinsurance, insurance, and cutting-edge technology.

Sypher was cofounded by CEO Subhashish Dutta, who brings deep experience in both technology and reinsurance, together with Crystal McInnis and Laura Johnson, accomplished insurance executives with over two decades each of careers focused on coastal property insurance. The diverse skillsets of the founders are backed by a wider team of seasoned operational talent, whose collective goal is to champion transparency, innovation, and collaboration across the (re)insurance industry.

As testament to that partnership approach, the company has secured some interesting backers. In March, the Florida Association of Insurance Agents (FAIA) — a trade association for more than 2,000 independent agents in the state — announced it was taking a significant minority stake in Sypher, as part of a groundbreaking partnership deal.

It is highly unusual for an agents' association to make an investment like this, according to the Insurance Journal.¹ The alliance underscores Sypher's strategic vision and commitment to fostering robust, relationships with independent agents.

"We've built an ecosystem that bridges reinsurance, insurance, and technology to create an unparalleled level of precision in matching risk to capital. This translates to better portfolio profitability, along with greater transparency, enhanced balance sheet sustainability, and ultimately, more affordability for policyholders."

Subhashish Dutta
CEO, Sypher

Through its platform, Sypher integrates four critical elements of the (re)insurance ecosystem: efficient reinsurance, intelligent insurance design, advanced technology, and effective distribution.

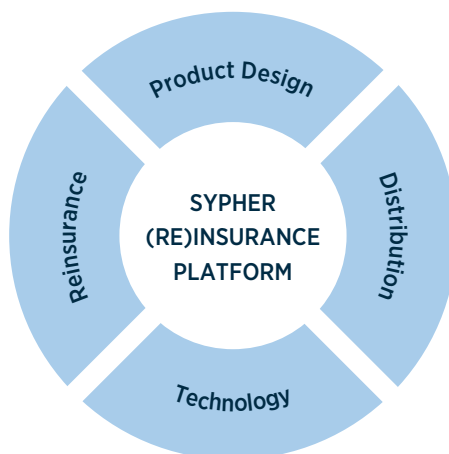
SY PHER Platform – Building Profitable Insurance Portfolios

PROPRIETARY REINSURANCE

Successfully launched an innovative reinsurance product that lowers reinsurance cost and improves surplus and leverage ratios for an insurance company.

STATE-OF-THE-ART TECHNOLOGY

Investment in state-of-the-art technology, which will allow us to stay ahead of trends and hit the ground running.



INTELLIGENT PRODUCT DESIGN

Unique products and processes that account for diverse risks, backed by robust and thoughtfully-constructed forms, rates, and rules.

UNPARALLELED DISTRIBUTION

An agent centric strategy with first-of-a-kind investment from the FAIA one of the premier agency groups in the US.

1. Proprietary Reinsurance

In recent years, reinsurers have shied away from US coastal catastrophe markets due to significant losses and trapped capital stemming from both market and operational issues. However, reinsurance remains vital for supporting coastal portfolios, necessitating improved product design to align capital providers and insurers.

Recognizing the vital function of reinsurance in bolstering coastal portfolio capacity, Sypher has developed a unique reinsurance product tailored to enhance clarity and trust. This customized product creates alignment between reinsurers and insurers, not only enhancing the financial stability of insurers but also bolstering risk management and fostering stronger collaboration amongst stakeholders. Sypher's impressive record underscores its success, with over USD750M in reinsurance premiums transacted through its products since its inception.

2. Intelligent Insurance Design

Sypher's unique insurance product design distinguishes itself in a market where many new carriers adopt a replicative, "me too" approach to rate filings and forms. Sypher uses sophisticated algorithms for precise risk assessment and optimal pricing, continuously refining strategies through a market-driven, collaborative approach to competitive intelligence. This proactive approach extends to policy form language, addressing state-specific loss trends and enabling faster market responsiveness and earlier policy revisions. Dynamic capacity management further strengthens Sypher's offering, as it employs real-time API-driven controls and AI-driven geospatial analysis for precise risk clustering and adaptive responses to weather events. Enhanced claims handling features, including multimodal data capture and advanced fraud detection, ensure seamless resolution and increase policyholder satisfaction. Sypher's collection of API claims integrations includes a comprehensive three-way claims communication platform that connects policyholders, adjusters, and contractors, facilitating more effective claims resolution for non-complex losses, which make up a large percentage of insurer total claims. With the integration of geospatial imagery and predictive analytics for pre-and-post loss assessments, Sypher is dedicated to the application of modern technology as the foundation of underwriting, claims and data analytics.

3. Technology

Sypher prioritizes the real-time identification of loss and expense factors across its entire portfolio, encompassing both internal and external data, trends, and behaviors. From severity determinants to emerging trends and operational performance, Sypher is committed to understanding every facet of its operations at a transactional level.

Sypher's (re)insurance platform uses AI and machine learning (ML) to drive efficiencies and insights across all aspects of its business. ML optimizes underwriting through smarter risk selection, streamlines claims handling for faster resolutions, and analyzes transactional data to provide valuable real-time insights. This data-driven approach empowers Sypher to make informed decisions and ensure operational agility. Further solidifying this focus on real-time data, Sypher has built its own API-enabled capacity and exposure management model to allow for better accuracy in tracking portfolio distribution and exposures.

4. Distribution

Sypher's commitment to sustainability extends beyond its products. The company prioritizes strong partnerships with independent agents, working together under the motto "with agents, for agents." For the Sypher team, this translates to organic business growth and a product specifically tailored for profitability and marketability. This collaborative approach is evident throughout the product development lifecycle, where Sypher actively solicits agents' feedback on platforms, products, and rates, ensuring a competitive and scalable offering at launch.

As noted above, Sypher's alliance with FAIA marks a pivotal moment for the company. Together, the partners are setting a new standard for collaboration in the insurance industry, driving positive change for independent agents and their clients.

Looking Ahead

With the success of its reinsurance product and the expansion of its comprehensive (re)insurance ecosystem, Sypher is now concentrating on advancing its insurance offerings. The company is spearheading a reciprocal platform designed to launch its HO3 homeowners product, crafted to tackle the distinct challenges faced by coastal markets. This strategic focus not only exemplifies Sypher's dedication to innovation, but also aligns with its mission to provide sustainable and affordable insurance for coastal property owners. As Sypher continues to evolve and adapt to industry needs, its innovative approach promises to set new standards in the insurance landscape.

INSTANDA: Redefining the Future of Insurance



INSTANDA is one of the world's first no-code dedicated insurance platforms. Since launching the first live insurance product on the platform in 2015, INSTANDA has established itself as a driving force behind a new era in insurance innovation. With many clients in Europe, North America, Canada, Africa, and Asia Pacific, INSTANDA has solidified itself as the policy administration system of choice for progressive insurers worldwide.

Accelerating Innovation

INSTANDA aims to be a catalyst for digital transformation and product innovation. It takes complex insurance processes and allows the business to reimagine them through a simple no-code user interface (UI) to streamline policy administration processes and enhance operational efficiency.

INSTANDA gives insurers the capability to rapidly create and modify insurance products to meet changing market demands. Product design and distribution cycle times are typically ten times faster than an incumbent equivalent.

The platform has an open architecture, meaning it seamlessly integrates with existing systems, AI solutions and third-party data sources alike. Real time data insights are generated, providing insurers with exceptional analytics and the ability to reconfigure pricing, coverage, and other policy facets through the no-code UI. This agility enables insurers to swiftly adapt their product offering, ensuring they can meet the diverse needs of their customers and maintain a competitive edge in the market.

"No other platform allows insurers and MGAs across all lines of insurance to fully embrace the diversity of insurance, respond to market changes, meet evolving consumer needs, and drive efficiencies like INSTANDA does. By digitizing all aspects of the insurance value chain, we are empowering insurers to bring a vastly better insurance experience to more people and businesses around the world."

Tim Hardcastle
CEO and Co-Founder, INSTANDA

Democratizing Technology

Why design a no-code UI? The aim is to empower change at the level of the business user. INSTANDA enables the effortless customization of policies, rules, and workflows using a powerful set of insurance-specific calculations, processing, and workflow capabilities.

Insurers augment data in real time, design questions, manage rating across products and geographies, and easily build dynamic forms; without the need for in-house development resources. This adaptability empowers insurers to enhance operational efficiency, customer experience and profitability.

“Whether it’s predictive analytics, natural language processing for extracting information from unstructured data, image recognition or any number of use-cases, insurers can quickly leverage AI models to bring greater intelligent value to their business. However, they can only do this at pace if they have the right foundation — a policy administration system that allows for seamless API integration.”

Kevin Gaut

Chief Technology Officer, INSTANDA

A Powerful Pairing: No-Code and AI

INSTANDA’s automation and API capabilities allow the optimization of insurance processes. One of the advantages of using INSTANDA is its ability to connect with existing systems, workflow tools, and external data. This data includes historical claims data, real-time data feeds, and third-party data to give actionable insights into customer behavior and market trends. This data-driven approach enhances risk management, resulting in more profitable underwriting and reduced losses.

By consolidating this information into a single intuitive platform with automated underwriting workflows, underwriters are able to:

- Access all the information they need (including new data and emerging data sources) without switching between multiple applications,
- Gain a comprehensive view of risk factors, leading to more accurate pricing models,
- Focus on more complex high-value tasks as a result of automating time-consuming activities, and
- Analyze and report on underwriting activities in real time, with detailed insight into performance, risk exposures, and operational inefficiencies.

For (re)insurers, this not only speeds up the underwriting process but also ensures consistency and accuracy, ultimately supporting better portfolio performance.

Crucially, by pairing INSTANDA with the predictive power of AI, insurers are able to develop their own AI solutions. Here are two examples, at the opposite ends of the insurance spectrum:

A global insurer is using one of INSTANDA’s underwriting software partners to capture and deliver unstructured data to offer a richer and more comprehensive view of potential risks and opportunities. The power of INSTANDA is its flexibility. Un beholden to a specific data structure, it simplifies the process of connecting to unstructured data software solutions and data mapping. This enables underwriters to extract valuable insights from this diverse data pool, leading to more accurate risk assessments and pricing models.

An innovative North American MGA specializing in commercial fleet insurance has created a very simple bind experience for business owners to quickly get the cover they need. To achieve some of the fastest quote-and-bind speeds in the market, this forward-thinking MGA has built its own AI-based rules engine, powered by INSTANDA, to enable automated risk selection underwriting, pricing and data enrichment.

Looking Ahead

Looking to the future, INSTANDA remains proactively AI-curious. It has already integrated AI into its internal operations, and its near term focus is on optimizing processes, improving client experiences, and adding platform capabilities.

To deliver the overall vision, INSTANDA has set AI-driven efficiency targets for every team within the business, established an AI Ideas Lab and continues to make strategic AI hires, including the appointment of a Chief Artificial Intelligence Officer.

These combined AI initiatives underscore the company’s ongoing commitment to providing reliable, robust, and secure solutions that deliver demonstrable value to its global client community.

Concirus: The Power of Collective Intelligence



Concirus uses Artificial Intelligence (AI) to predict claims across speciality markets, such as marine and aviation.

Founded in 2012, the company has brought together a team of expert insurance practitioners and technologists to build a suite of AI analytics that is now used by dozens of the world's leading insurance organizations.

Its core offering is its big data and machine learning platform, Quest One, which combines historical claims information with multiple and wide-ranging industry datasets to identify behaviors that correlate to claims. The results enable insurers and brokers to more accurately quantify risk, reduce losses, and boost profits.

The accurate prediction of future claims is critical to (re)insurers' success. The advent of AI is significantly impacting this process — underpinning the introduction of sophisticated risk models that draw upon vast datasets to predict losses with unprecedented accuracy. A prime example of this transformation is the Concirus Marine Benchmark Market Model. Trained on over 25,000 historical claims from nine of the world's leading marine insurers, the AI-driven model leverages this vast historical dataset to deliver previously unseen levels of predictive accuracy, setting a benchmark for the industry.

Hindsight: The Foundation of Historical Data

The insurance industry thrives on data. Every policy issued, claim filed, and settlement reached contributes to a growing repository of information. Actuaries draw upon this information to build statistical models, which are used to make risk assessments and predictions, informing the underwriting process and helping to set premiums. AI can take this process to the next level.

Where a traditional model might be based upon only a subset of the available claims data, AI can ingest everything available. An AI market model can scrutinize every detail, from the nature of the claims to the circumstances under which they were filed, and identify patterns and correlations that might elude even the most experienced human actuaries.

Insight: Gained Through Experience

Of course, experienced professionals bring a wealth of knowledge and intuition to their roles, honed over years of analysing claims and understanding risk factors. However, individual experience is inherently limited by personal capacity and cognitive biases. This, coupled with the fact that the underwriting profession is experiencing a skills shortage and that the volume of data is increasing exponentially, means (re)insurers should question how future-proof their current processes are.

This is AI's key advantage — drawing insights from massive volumes of data at speed. By analysing the huge database of historical claims Concirus has in marine insurance, for example, AI can recognize subtle indicators of potential fraud, understand the likelihood of certain claim types based on demographic data, and predict the financial impact of natural disasters. All these insights can be delivered directly to underwriters (brokers and reinsurers) through a dashboard or direct to their inbox.

Furthermore, because it draws data from Concirus' large and growing roster of clients, the Marine Market Model delivers a view that could not be developed by a single insurer in-house. The more data it draws in, the more accurate, relevant, and reliable its conclusions become.

This approach is not limited to marine insurance and has applications for every line of business. By combining data from a collective of insurers, Concirus can empower underwriters across aviation, construction, credit and trade risk, P&C, environmental, surety, and more.

Foresight: The Power of AI in Predictive Accuracy

The primary advantage of using AI in the insurance market model is its predictive accuracy. As noted above, AI models can ingest significantly more data than traditional models can, and apply complex algorithms to uncover deeper insights. It is this hugely expanded view of the past that leads to better forecasts of the future.

For example, Concirus' Marine Market Model can predict future claims frequency and severity with a high degree of accuracy. It can analyse factors such as the real-time geographical location of vessels, news feeds, weather patterns, economic conditions, and individual policyholder behavior, providing a multifaceted view of risk. This allows insurers to set more accurate premiums, reduce the likelihood of underestimating liabilities, and improve overall financial stability. This can also facilitate improved automated reporting, either internally or for reinsurers.

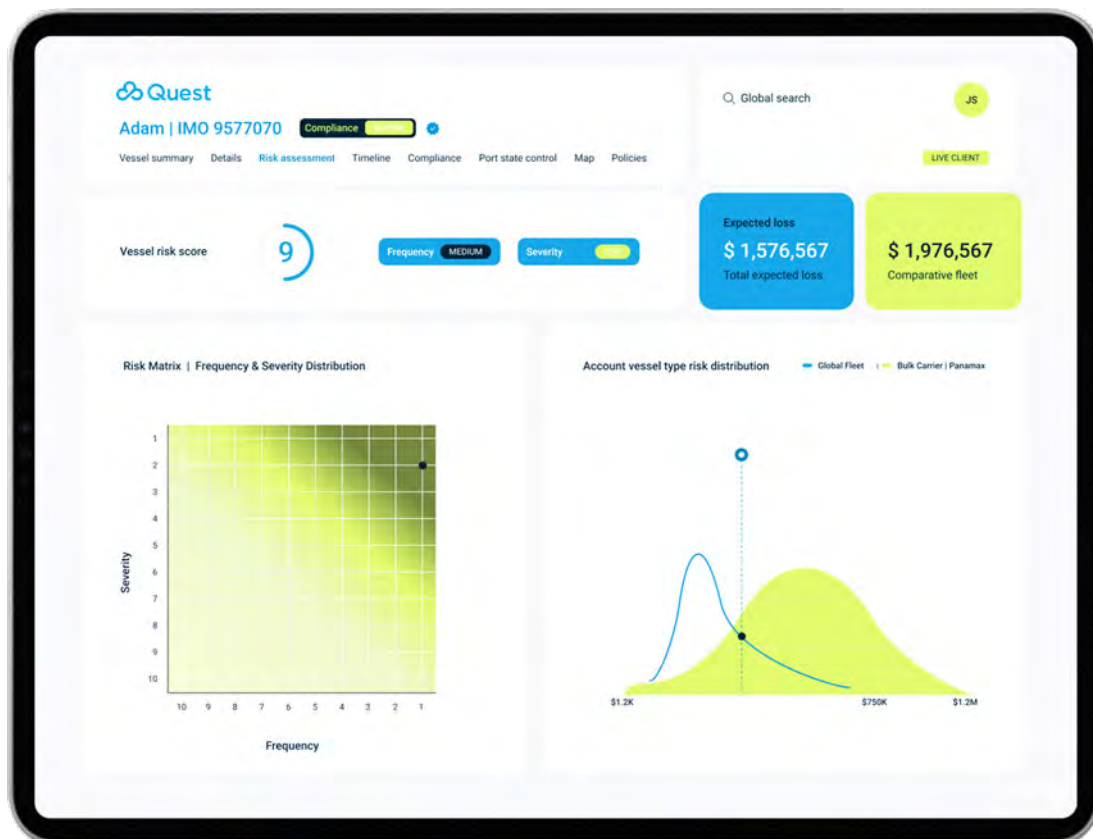
"AI is set to become an indispensable tool for future generations, assisting in everyday underwriting tasks and transforming vast amounts of data into actionable insights. At Concirrus, we are addressing the current skills shortage by leveraging AI to enhance risk assessment, streamline underwriting, and optimize claims management. This technology ensures we continue to drive efficiency and accuracy across the insurance industry."

Andy Yeoman
CEO, Concirrus

Conclusion: From Hindsight to Insight to Foresight

The integration of AI market models into the insurance industry, particularly those utilizing extensive historical claims data, represents a significant advancement in risk assessment. These AI models can enhance the industry's proven historical approach to understanding risk. By harnessing the collective experience embedded in large datasets, insurers can benefit from more accurate predictions and better decision-making.

As AI continues to evolve, it will build on existing risk assessment processes. The objective should not be to completely automate every step, but instead to remove friction, and enable efficient absorption of the huge quantities of information now available. As well as enhanced predictive accuracy, this offers better risk management and personalized customer experiences. By embracing AI and the wealth of historical data at their disposal, insurers, in partnership with Concirrus, can unlock new levels of efficiency and effectiveness, ultimately benefiting both the industry and the policyholders they serve.



Send: Accelerating the shift to data-driven underwriting

SEND Send is an InsurTech committed to empowering commercial underwriters via its AI-powered Underwriting Workbench. Built by leaders who understand the complexities of international P&C markets, Send has built a composable underwriting platform that is designed for change, enabling insurers to keep pace with a rapidly changing market.

A fundamental shift is under way in insurance companies' operating models. Carriers need to harness rapidly-developing technology to absorb an increasing volume of data in a fast-moving and complex risk landscape. Send believes the industry's focus is changing, from investing in AI for the purpose of streamlining underwriting processes — with profitability front of mind — to the use of technology and data to produce a deeper, more consistent view of risk.

Send is supporting the shift to a smart, data-driven underwriting model with its AI-enriched underwriting workbench. Built for change, the Send Underwriting Workbench can evolve as quickly as its users. Its cloud-based architecture, composable elements and API capabilities mean that customers can quickly and simply adapt to a fast-moving market, adding new functionality as required.

One of the latest additions to Send's Underwriting Workbench is Smart Submission. Smart Submission was designed to tackle one of underwriters' biggest pain points; the onslaught of unstructured data via email. Smart Submission uses best-in-class data ingestion technologies and generative AI to provide intelligent automation that extracts data in seconds from any format. Insurers benefit from a single inbox where submissions are rapidly ingested, classified and triaged. This helps insurers quickly prioritize risks, in order to improve submission-to-quote ratios.

The market is slowly moving on from its nervousness around AI and is hungry for technology that can help insurers augment the underwriting process — in particular, to make use of the growing availability of internal and external data.

For insurers, it is now imperative that they are able to quickly ingest and enhance risk profiles with third-party data. Send has built an API library and out-of-the-box connectors that link to some of the world's most comprehensive data sources such as smart geo-coding, peril assessment, and data enrichment services. Using this functionality, Underwriting Workbench customers can instantly augment submission information with rich external data, building a clear, concise picture of risk that enables them to price more profitably, and with greater confidence.



“The Send Underwriting Workbench is designed to support carriers in the shift from a process-driven model to a data-driven model. If the goal is smart, data-centric underwriting with algorithmic capabilities and the ability to manage large, complex portfolios simply and in real-time, Send has the technology. The team is constantly evolving its product behind the scenes to integrate new functionality and the latest AI technology to ensure underwriters can stay ahead of the transformational curve without sacrificing the skills and expertise that they've built over their careers.”

Andy Moss

Send Co-Founder and CEO

For Send, AI hasn't been developed to replace skilled underwriters, but to give them the tools and insights they need to accelerate their shift to a data-centric operating model.



Cytora: Digitizing risk with generative AI

Cytora Cytora, says its mission is to enable commercial insurers to become digital-first. It offers an AI-powered platform that enables commercial and specialty insurers to digitize and process risks with greater efficiency and accuracy.

The company has formed partnerships with global commercial and specialty insurers across all lines of business, and in the past year alone has signed new deals with Allianz and Chubb; as well as fellow InsurTech hyperexponential and flood risk modelers JBA. Some of the world's largest carriers, including Beazley, Markel, Starr, Arch, and others, rely on Cytora to unify, digitize, and streamline their risk workflows across underwriting, claims, renewals, and mid-term adjustments (MTAs).

How it works

The Cytora digital risk processing platform enables commercial insurers to digitize all interactions with brokers, with substantial benefits for the bottom line. It works in a three-step process:

Digitizing risk submissions

The platform collects broker risk submissions from multiple intake channels, and extracts the key data from each. It then augments the submission with multiple internal and external data sources, and standardizes all this heterogeneous information so that it fits with the insurer's product templates (or schemas). Cytora supports all submission types — new business, renewals and claims — while providing control over risk clearance, risk accumulation, and cross-selling. A fully integrated exception management console enables insurers to achieve the highest levels of data quality across the entire risk intake.

In digitizing the submission, the Cytora platform also goes far beyond what is in the submission. It integrates any internal data sources required to streamline clearance and manage accumulation, and orchestrates the many external data sources required across all lines of business. It identifies and ensures consistency between the entities involved — including matching the broker names to an approved list, and matching client names to the in-force portfolio. It can classify risks according to an insurer's unique taxonomies, and match them against the correct internal codes.

This automation ensures that risks are prepared for decision-making without committing underwriters' time or effort.

Evaluating risks and optimizing workflow

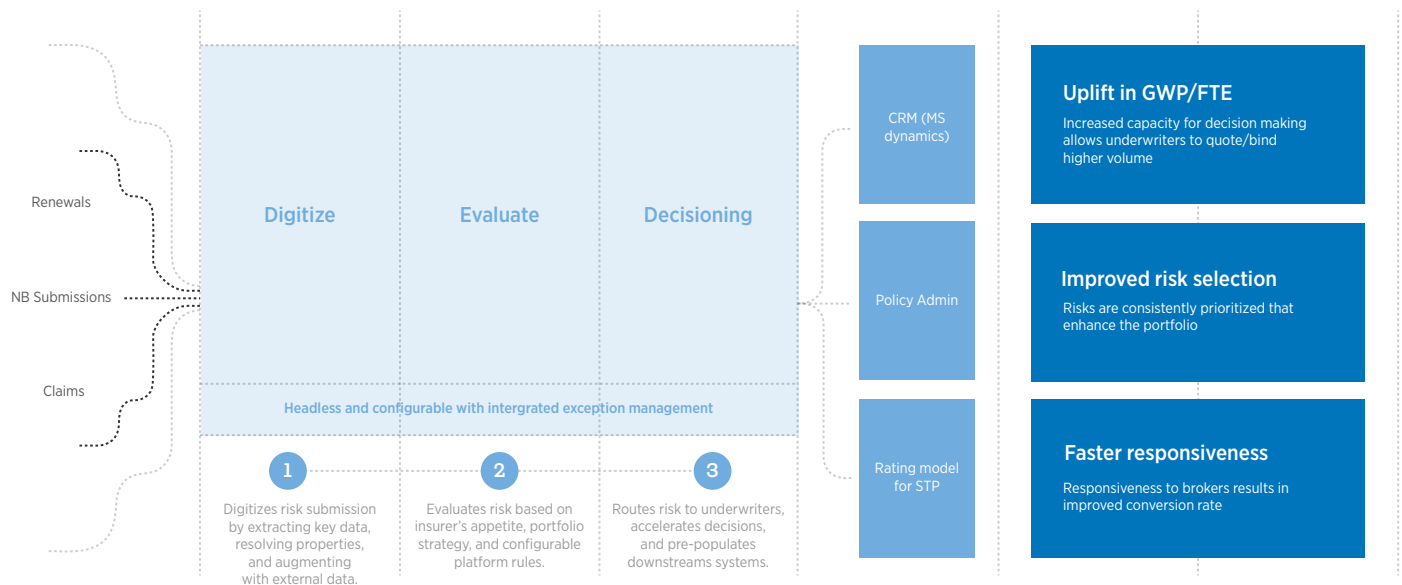
Cytora enables insurers to encode their own business rules into the platform with a dedicated configuration layer. This allows incoming risks to be evaluated against the company's particular risk appetite or portfolio strategy. Risks can also be processed differently according to business segment; including matching to in-force customers, filtering by appetite, ranking by priority, or highlighting areas of outsized risk.

This workflow optimization gives insurers more control over risk selection and decision-making, and over the ultimate shape of their portfolios. This allows them to respond faster to changing market conditions, and focus on the most attractive risk segments.

Decision-making

Cytora routes decision-ready risks, claims, and other transactions to the right destinations, including customer-relationship management (CRM) systems, policy administration, or rating engines. This eliminates rekeying, and streamlines the end-to-end journey.

Lower complexity risks can be straight-through-processed to automated decision-making, saving time and effort, while higher complexity risks are prioritized and presented to human underwriters. Overall, brokers receive a better, faster service.



The Cytora platform is modular, built so that users can access the mix of services they want via a persona-based console. This makes it fully configurable and able to flex across all major workflows, lines of business, and levels of the market.

Improving the bottom line

Cytora identifies three key benefits from its platform:

- Automated preparation of risks, saving time and work for underwriters;
- Underwriters' efforts can be allocated proportional to the attractiveness and risk complexity of the business:
- Risks that the company has little appetite for can be identified and then routed to separate queues, or auto-declined,
- Lower complexity risks are straight-through-processed, and
- Higher complexity risks are prioritized and presented to human underwriters for decisions;
- Downstream systems automatically receive the correct risk data without the necessity of rekeying. This enables end-to-end workflows to be executed across multiple systems.

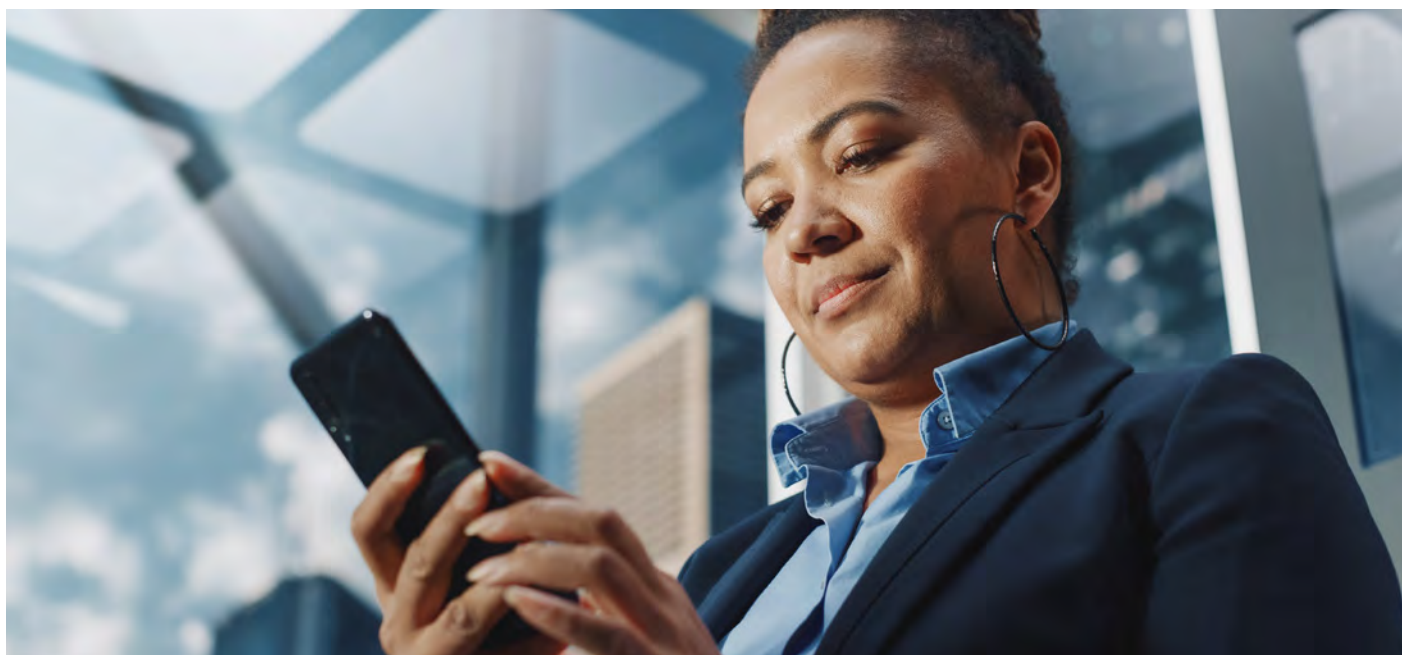
These combine to create a low-marginal-cost operating model with improved loss ratios. Cytora quantifies the impact by looking at the gross written premiums (GWP) per full-time equivalent (FTE) role. The firm estimates that risk digitization enables an uplift of 40% in this GWP/FTE ratio, as well as improving turnaround times from over 3 days to under 2 hours in the mid-market.

Furthermore, Cytora also estimates the improved control over risk selection and decision-making that its platform offers can improve loss ratios by between one and three percentage points.

The role of AI

The Cytora platform is powered by generative AI, which enhances its configurability, scalability, and performance across all lines of business. The platform comes with pre-trained schemas, template multi-step workflows, and a quality control console. Risk schemas are created and refined on a zero-shot basis enabling the platform to flex across many different countries and lines of business. When dealing with the in-force portfolio, Cytora enables risk professionals to understand where risk is outsized, and helps to ensure that underwriting decisions contribute to the desired shape of the overall portfolio.

- **Pretrained LoB schemas:** Line of business (LoB) schemas are available out of the box, in many major languages and product lines in commercial insurance. This gives Cytora customers the option of implementing the platform with zero training data required.
- **State-of-the-art models:** Cytora uses all of the main large language models (LLMs), configuring them to the commercial insurance environment. When new LLMs become available, they are also made available in Cytora, and compete to supply candidates for given schema fields. State-of-the-art LLMs available in Cytora include:
 - A steerable field extraction model (with repeated object support for repeated insurance specific entities, like properties and claims),
 - A trainable inference model, with retrieval augmented generation (RAG), for digitization actions like property type and business activity classification,
 - A question-answer model, based on chain-of-thought prompting, to digitize and standardize heterogeneous declaration and risk control fields.
- **Unified operational workflows:** As they become available, new models can be easily integrated into reusable digitization flows. Model training, candidate approval, exception management (HITL), and unified performance monitoring workflows operate across all models — so they can be compared, monitored, and substituted as the technology advances.
- **Data and model integration layer:** This enables integration with multiple large-language models (LLMs). Because new LLMs and other technology building blocks are continuously becoming available, Cytora's integration layer also insulates operational workflows (e.g., reusable LoB specific risk flows, model training, and exception management) from this proliferation of new models.





The Future of AI in Underwriting





Lloyd's of London and Ki Insurance: Transforming a 336-year-old market

Ki Lloyd's of London can boast a long and remarkable history, since its founding in 1688. The specialty insurance market is steeped in tradition that has influenced its working ways ever since those early days. It's this history that has made London one of the world's best and most experienced markets for specialty risks.

But the digital revolution and the rapid take-up of AI have the potential to re-shape many industries. The insurance markets are no exception; these technologies will have a profound impact upon the way that risks are underwritten.

The creation of Ki — a digital underwriting platform for the Lloyd's market — was first announced in May 2020. The aim was to significantly reduce the amount of time it takes for brokers to place their follow capacity, after arranging lead terms for specialty risks. The solution: building an algorithm, developed with support from University College London (UCL), to underwrite risks and automatically quote for business through an always-available digital platform, built with Google Cloud.

Brokers log in to the Ki platform, fill out some details about the risk and can instantly generate a follow line, in as little as 10 seconds. The algorithm behind the platform underwrites the risk and determines how much capacity to offer to that risk.

To deliver this innovation, a first for the London market, Ki raised USD500M of committed capital from two backers, Blackstone and Fairfax.

Ki launched the platform towards the end of 2020, ready for risks incepting from January 1, 2021. Initially the capacity offered was from Ki's own Syndicate 1618, which was the first digital syndicate on the market — and which quickly became one of the largest start-up syndicates in the history of Lloyd's. In 2024, the platform expanded to offer capacity from other Lloyd's Syndicates including Aspen, Beazley, and Travelers. This meant that Ki has not only revolutionized the speed of underwriting risks, but also the way brokers can access significant volumes of capacity, helping them efficiently cover risks for their clients.

Underwriting risk in less than 10 seconds

Ki, at its very heart, is an underwriting business. But its unique feature is the way that the algorithm works together with human underwriting expertise to create one of the market's fastest, most consistent underwriting processes. A quote can be offered to a broker within around 10 seconds of them inputting the risk information into Ki's platform — a far cry from the two- to three-week lead time common in the market.



Ki's algorithmic underwriting strategy is based on two core concepts: it is data-driven, and technology enabled. Specialty insurance is inherently complex, with subtle nuances. To accommodate this, Ki's algorithmic strategy sits alongside its wider underwriting strategy.

In 2023, Ki wrote USD877M in gross written premium, delivered a combined ratio of 89.7% (a nearly 7-point improvement on 2022), and USD101M of profit. This strong performance, in only its third year of trading, validates Ki's approach to digital underwriting.

Why is algorithmic underwriting good for insurance?

Algorithmic underwriting is beneficial for the insurer, the client, and those who artfully curate coverage — the brokers.

For insurers:

Data-driven approaches are consistent and focus solely on the relevant information to evaluate the risk. They are not swayed by personal observation, preference, or bias. And the offer of follow capacity can be as bullish or conservative as the data tells you to be.

As a software system, Ki's underwriting algorithm can evaluate multiple data points simultaneously for a fast, robust, and accurate underwriting assessment. The algorithm can also be pressure-tested against a variety of conditions, such as natural catastrophes and market cycles. This is much harder to do using human underwriters.

Auditing and optimizing are much easier with an algorithm and digital approach, helping to refine and improve continuously.

Scalability is another huge benefit. Ki's model is more flexible due to its end-to-end automation made possible by algorithms, allowing it to adjust smoothly to both soft or hard market conditions.

And importantly, Ki's underwriting algorithm can also incorporate a diverse set of data points from within and outside the business, ranging from portfolio data at the point of quote to property characteristics derived from satellite data on individual properties. This allows Ki's underwriting to be both accurate and efficient.

For brokers and clients:

Because of the accuracy and continuous optimization of the algorithm, Ki can offer increased line sizes and open up capacity across the portfolio in less risky geographies or classes to offset higher-risk policies.

The firm prides itself on being easy to work with. The platform is available to brokers 24/7 and ready to quote consistent and reliable follow capacity from four Lloyd's of London syndicates — Aspen, Beazley, Ki 1618, and Travelers.

Brokers are offered follow capacity for eligible classes every time, as long as one condition is met: a "nominated syndicate" is on the slip. A nominated syndicate is a Lloyd's syndicate that Ki recognizes as a leader in its respective class of underwriting.

For brokers and clients alike, certainty of renewal is attractive, particularly when facing challenging market conditions. And if you compound that with increased capacity being available when policies come to renew, in most cases, Ki is a sustainable partner for a long-term mutually beneficial relationship.

Ki brings significant efficiencies to brokers with its fast response times by providing them robust follow capacity underwriting with minimal involvement on their part, so they can focus on the lead placement and negotiating (coverage, cost) on behalf of their clients.

The technology

Using data to understand risks isn't new, but what is new is the access to cutting-edge data science and machine learning. And at Ki, a healthy dose of specialty market expertise is added to create something truly unique that is tailored to the market dynamics at any given time.

From its very beginnings, when Ki collaborated with leading academic talent from UCL, the company's proposition has been powered by cutting-edge algorithmic science. The Ki algorithm of today is enabled by more than 50 Machine Learning (ML) models and maintained and iterated in-house by a multidisciplinary team. And as mentioned above, it can draw in data from a wide range of internal and external sources.

Ki also uses Large Language Models (LLMs) to help structure the vast quantities of data locked in policy and claims documents. This is now being leveraged to provide richer data sets for its ML models.

Ki, and its diverse and talented teams, are committed to continuous innovation and often contribute to academic research, for example, by recently publishing research on simulating the specialty insurance market.

The future of algorithmic underwriting

There's a huge range of opportunities for algorithmic underwriting, from small efficiencies across the value chain to further disrupt traditional processes and enhance the human expertise that will still be important to have. As algorithmic underwriting gets more sophisticated, it will allow an insurer to holistically manage a portfolio across classes at the point of quote. This is difficult for human led syndicates to deliver because of the disparate nature of their data sets, people, and processes. Making better individual risk selections will have a positive impact on the loss ratio, resulting in a portfolio that's well balanced and profitable.

Utilizing LLMs to tap into the vast pool of unstructured data available in insurance will provide a huge informational boost to algorithmic underwriting and portfolio management. LLMs will also replace notoriously time consuming, repetitive tasks such as wording reviews and will allow process-heavy work to be streamlined, making it more accurate and more efficient. Ultimately, all of this will reduce expenses and improve an insurer's combined ratio.

"There's additional value to unlock for brokers, clients, and insurers by using technology. At Ki, we've focused on revolutionizing the follow capacity placement, but we are open minded to where else our technology can be beneficial to the market, and we are exploring this with our partners. And of course, data. Data is powerful, and it'll become imperative to leverage AI, arming brokers with analytics, allowing them to make data-led decisions with their clients."

Mark Allan
CEO of Ki

The Ki difference

While algorithmic underwriting underpins Ki's proposition, the company balances and complements this with an expert understanding of the market. Ki's underwriting approach is powered by technology, but it's overseen and perfected by people who are specialists in insurance, who bring an understanding of events not in the data' and of the real-time market dynamic shifts that occur. Ki's teams are a blend of technology and data talent, working collaboratively with more traditional insurance roles such as class specific underwriters, account management, and business development to build relationships in the market.

It's a unique approach in the market with a truly scalable proposition rooted in underwriting discipline and a digital-first environment.

The Role of Regulation for Digital Fairness and Biases in AI

- Sidley
- Fairplay



Finding the guardrails: What (re)insurers need to know about AI regulation



SIDLEY Sidley Austin LLP is a global law firm with one of the largest and most comprehensive transactional and regulatory practices of any firm. At Sidley, we advise on a plethora of complex transactions and regulatory matters. AI, increasingly, will become fundamental both to those matters and to the businesses that drive those activities.

Artificial Intelligence (AI) will fundamentally transform the global (re)insurance market. It will reshape traditional practices and create new avenues for innovation. But in order to reap the benefits, (re)insurers must navigate a complex landscape of legal, regulatory, and ethical considerations.

As AI technology has evolved — and especially with the rapid progress of the last couple of years — a number of these challenges have become increasingly apparent. Regulators have taken note, and are now introducing or considering new rules in jurisdictions such as the EU, UK, and US.

Some of the issues they are seeking to tackle include:

- **Bias and Fairness:** AI models and their underlying assumptions risk perpetuating inherent biases (whether through claims handling decisions or underwriting considerations). Active consideration of the potential biases which may arise will be essential.

- **Privacy Concerns:** An assessment of the lawfulness of training and validation data sourced from third parties will be crucial to ensure any value created by new solutions is built on strong foundations. Among other things, consideration should also be given to meeting transparency requirements and how, in practice, the exercise of data subject rights will be facilitated at each stage of the AI lifecycle.
- **Data Quality and Consistency:** The input of inaccurate or incomplete data can lead to flawed analyses and outputs.
- **Intellectual Property Rights (IP) and Data Ownership:** Both the input and output data of AI systems have the potential to infringe on IP rights, and licensors and/or builders of AI systems should consider data ownership rights and how IP rights and trade secrets are being sufficiently protected.

In considering these risks, market participants using AI systems will want to consider the adoption of an AI governance framework.

The Evolving Legal and Regulatory Landscape

When adopting AI solutions, market participants must comply with existing rules and guidance, and an overview of these is set out below. But (re)insurers should also anticipate further interventions. Several jurisdictions are holding elections in 2024, which may impact the future direction of AI regulatory reforms.

European Union

AI Act: The EU has adopted the AI Act, which applies: (i) to companies established in the EU; and (ii) companies established outside the EU that sell, import, distribute, and deploy AI systems in the EU or where the AI output is intended to be used in the EU. The AI Act was approved by the Council of the EU in May, and the majority of its obligations will apply two years after its entry into force. Non-compliance with the AI Act could result in a fine of up to 7% of a company's annual worldwide turnover, civil redress claims, and reputational damage.

The legislation — which regulates certain AI use cases — applies a “risk-based” approach which means the higher the risk the stricter the rules. These risks have been considered against some of the key AI use cases for the global (re)insurance market below:

- **“Unacceptable risk”:** AI systems that are considered a clear threat to the safety, livelihood, and rights of people are deemed unacceptable and will be prohibited. For example, an insurer who analyzes client data using AI-powered predictive models could be considered to be taking an unacceptable risk if this tips over into social scoring or behavioral manipulation.
- **“High risk”:** AI systems and use cases deemed to present a “high risk” are subject to the most onerous obligations under the AI Act. In particular, there are certain use cases that might be considered high risk if used for: (i) recruitment, promotion, and termination of employees; (ii) evaluating the creditworthiness of insured clients for the purpose of offering cover; and (iii) certain instances of risk assessment and pricing in relation to clients.
- **“Limited risk”:** Where AI systems interact with individuals, they will likely be subject to a more limited set of obligations, primarily focused on transparency (that is, making clear to individuals they are interacting with an AI system). For example, AI-powered chatbots can be used by an insurer to respond to simple queries from brokers.

All other AI systems are considered “minimal risk” and not regulated under the AI Act. However, the AI Act is without prejudice to existing EU laws and regulations, so market participants will still need to comply with other requirements (e.g., under the General Data Protection Regulation (GDPR) or sector-specific laws).

EU Act Liability Regime: A political agreement was reached in December 2023 on revisions to the existing EU Product Liability Directive. Amongst other things, this acknowledged explicitly that AI systems fall within the Directive's scope and expanded the definition of damage by including material losses which result from the loss or corruption of data that is not used exclusively for professional purposes. The proposals aim to offer broader protection for damage caused by AI systems by alleviating the burden of proof. A separate AI Liability Directive has also been proposed by the European Commission; however, it is now possible that this proposal will be shelved.

Data Privacy and Cyber Laws: Existing privacy laws such as the GDPR will likely apply to AI systems that are trained on, or otherwise use, personal data. While data privacy considerations will apply at each stage of the AI lifecycle (and should be considered separately for each processing purpose), key GDPR considerations include: (i) accountability requirements, e.g., carrying out risk assessments and data minimization; (ii) transparency, which may present particular concerns where data has been sourced from third parties; (iii) lawfulness (i.e., identifying a valid legal basis) and fairness (i.e., ensuring the use of the AI system does not cause any unjustified adverse impact for individuals, such as the unfair rejection of a claim); (iv) facilitating data subject rights; and (v) maintaining high cybersecurity standards. Non-compliance can result in substantial fines (up to 4% of global annual turnover or EUR20M, whichever is greater).

The EU's Digital Operational Resilience Act (DORA), meanwhile, is due to enter into force in January 2025. Its aim is to ensure that firms can maintain operations during severe disruptions caused by Information and Communication Technology (ICT) related incidents. DORA requires the implementation of various risk management measures and imposes incident notification requirements on both in-scope financial entities and, more importantly, their ICT third-party service providers. This means that ICT providers in the AI supply chain may indirectly fall into scope of DORA. In-scope financial entities will, in turn, need to put in place appropriate contractual arrangements with providers which reflect the requirements set out in Article 30 of DORA.

Solvency II: Solvency II contains provisions addressing the governance mechanisms put in place by (re)insurance undertakings, including with respect to the use of AI systems. In June 2021, the European Insurance and Occupational Pensions Authority published a report aiming to establish a set of AI governance principles for the insurance sector.¹

Insurance Distribution Directive (IDD): The IDD's provisions on product oversight and governance are intended to ensure that new insurance products meet the needs of their specific target market and apply to all products, including AI-powered ones. Similarly, its rules on advice apply regardless of whether that recommendation is provided to a customer by a human or AI.

UK

The UK government has adopted a cross-sector and outcome-based framework for regulating AI which is underpinned by five core principles: (i) safety, security, and robustness; (ii) appropriate transparency and explainability; (iii) fairness; (iv) accountability and governance; and (v) contestability and redress. While the framework is not codified into law at present, the government anticipates targeted legislative interventions in the future.

The UK's financial services regulators, the Financial Conduct Authority (FCA) and Prudential Regulation Authority (PRA), have published some relatively detailed recent discussion papers and guidance on AI. Through these, they have indicated their current view that the existing regulatory frameworks are sufficient to address AI risks. However, the FCA intends to monitor the situation over the next 12 months and consider any regulatory adaptations.

Some of the key requirements under existing prudential and conduct regulations include:

- **Operational Resilience:** Insurers, reinsurers, brokers, and MGAs need to develop contingency plans for AI system failures, including workaround systems.
- **Governance:** Governance measures should ensure appropriate oversight of AI systems with clear lines of accountability. Any use of AI would fall within the responsibility of the relevant senior manager under the Senior Managers and Certification Regime.
- **Consumer Protection:** Insurers, reinsurers, brokers, and MGAs will need to consider how the use of AI systems impacts their obligations under the Consumer Duty.
- **Risk Management Frameworks:** Insurers, reinsurers, brokers, and MGAs are also expected to have strong model risk management frameworks that are commensurate with the complexity and materiality of the models used. This includes models that incorporate AI and machine learning (ML).
- **Competition:** The FCA can carry out market studies and can use its competition powers to address competition-related concerns arising from the use of AI.
- **Data Privacy:** The UK GDPR sets out requirements which are applicable in the context of AI.

In addition, for those working in the Lloyd's market, Lloyd's has itself released a detailed paper on generative AI and Lloyd's Principles for Doing Business. Principle 10 (Governance, Risk Management, and Reporting) and Principle 12 (Operational Resilience) focus on the suitability of governance structures, internal risk management, and related topics, for which the use of AI could have significant implications.

US

In December 2023, the National Association of Insurance Commissioners adopted a model bulletin on the use of AI systems by insurers. This sets out expectations on how insurers should govern their development and use of AI technologies in compliance with existing law.

In particular, insurers must: (i) ensure that AI-supported decisions affecting consumers are accurate and do not violate unfair trade practice laws or other legal standards; (ii) maintain a governance framework, risk management framework, and internal controls for oversight of AI systems; and (iii) maintain standards for the use of third-party AI systems (including required contractual terms). With regard to oversight, the bulletin clarifies that US insurance regulators may request (i) information on an insurer's compliance with the terms of the bulletin; and (ii) documentation related to AI systems developed by third parties that are used by an insurer.

At the state level, the situation is evolving fast. An example of this can be seen in Colorado, where the state's AI Insurance Regulations came into effect in November 2023. These apply to Colorado-licensed life insurers and are designed to ensure that the use of AI, external consumer data and information sources (ECDIS), and other predictive models does not discriminate against disadvantaged groups. Colorado-licensed life insurers are obligated to develop a governance and risk management framework designed to determine whether the use of AI and ECDIS could result in unfair discrimination and remediate this if so.

International

In 2023, the International Association of Insurance Supervisors (IAIS) conducted a thematic review of existing guidance on AI/ML and model risk management from 12 supervisory authorities and international organizations. The goal was to facilitate the exchange of supervisory practices to address new or heightened risks associated with AI/ML, and the IAIS plans to develop an application paper on this topic sometime this year.

Conclusion: Balancing Innovation with Responsibility

AI is reshaping the global (re)insurance market, and its potential is immense. However, as insurers, reinsurers, brokers, MGAs, and service providers navigate this new technology, it seems clear that regulators will want to see responsible implementation in three particular areas:

- **Ethical Guardrails:** Transparency, fairness, and accountability are key — the need to ensure that AI decisions are explainable and devoid of bias.
- **Privacy and Responsibility:** AI systems have the capacity to process vast amounts of data, meaning that existing laws such as the GDPR will likely apply and, in turn, impose various requirements on those utilizing data as part of their AI systems. Consideration of applicable privacy laws at each stage of the AI lifecycle is therefore crucial when both deploying or developing any AI system.
- **Human-AI Synergy:** While AI has the capability to streamline processes, human oversight remains essential to ensure appropriate systems and controls are in place. Companies will also have to be able to demonstrate that such oversight is effective.

Firms must weigh the benefits of AI adoption against the risks and complexities. As noted above, it may be worth considering the establishment of a formal AI governance framework for the company to help structure these considerations.

AI innovation offers fantastic promise for (re)insurers, but it must align with privacy and other regulatory requirements. Thoughtful implementation and ongoing ethical awareness will be key.

[The views expressed in this article are exclusively those of the author(s) and do not necessarily reflect those of Sidley Austin LLP and its partners. This article has been prepared for informational purposes only and does not constitute legal advice. This information is not intended to create, and receipt of it does not constitute, a lawyer-client relationship. Readers should not act upon this without seeking advice from professional advisers.] [Authors: James Phythian-Adams, Stephanie Dobecki, Francesca Blythe, Jacob Grossman, Julie Rodriguez, Subha Kumar]

Sources

["EIOPA publishes report on artificial intelligence governance principles," EIOPA, 17 June 2021](#)



AI is reshaping the
global (re)insurance
market and its
potential is immense.

FairPlay AI: Helping insurers tackle systemic bias



Founded in 2020, FairPlay provides what it calls Fairness-as-a-Service™ — software that enables financial services groups to identify blind spots and biases in their algorithms through fairness testing, monitoring, and optimization. FairPlay’s tools are designed to drive growth, reduce risk, keep pace with regulatory requirements, and improve outcomes for consumers. Clients include Octane, Chime, Upgrade, Splash, Happy Money, and many more.

As regulators begin to introduce requirements on insurers to avoid undue bias in AI, the need for such services is only set to grow. FairPlay packages these up into a single offering known as a Fairness Framework Solution.

FairPlay believes this solution will benefit a wide range of industry stakeholders, from carriers and reinsurers through to service providers, third-party vendors, and individual insurance customers. It also works closely with state regulators,

the US National Association of Insurance Commissioners (NAIC), industry associations, alliances, consortia, and non-profit organizations that serve and support the insurance industry.

Fairness Framework Solutions for the Insurance Industry

FairPlay is now partnering with insurers, reinsurers, and service providers to build its Fairness Framework Solutions for the insurance industry.

Two important elements of this are bias detection and fairness optimization. Taken together, they aim to remediate potential bias instead of justifying it by:

- Applying the latest AI techniques to identify fairer models, if they exist,
- Identifying insurability just below the approval threshold, and
- Providing hard evidence to regulators of insurers' commitment to fairness.

FairPlay offers proven fairness framework solutions in the banking industry. Their elements include:

- **Demographic Imputation:** Estimating the ethnicity of individuals based on their names and geographic locations,
- **Customer Composition Fair Data:** Analysis of customer portfolios by protected characteristics,
- Fair decision-making,
- **Fair Terms/Pricing Redlining:** Identifying under-served communities of customers,
- Analysis of the drivers of disparity,
- **Fairness Optimizer:** Identifying alternative underwriting and pricing models that improve outcomes for protected classes of customers,
- **Second Look:** A double-check of underwriting or pricing decisions to increase take-up rates for protected classes of customers, and
- Ongoing monitoring.

Now, with rapidly-developing interest in AI from insurance regulators too, the time is right for the sector to examine these issues. In the US, for example, states' Division of Insurance (DOI) bulletins and circular letters emphasize bias-testing for predictive models' inputs and outcomes, as well as third-party monitoring and testing. Carriers are going to need to look under the hood and face the realities of what they find, and then consider how to deal with it.

The success of digital transformation efforts and new embedded, personalized products are now tied to the question of fairness. Insurance consumers are being educated on how their insurance is being priced and how their personal information is being used and secured at a rate like never before. Customers are beginning to ask questions not only about affordability and accessibility but also about how their policies and rates are being assessed.

And where regulations are introduced, non-compliance could lead to enforcement, legal action, fines, and/or reputational damage. Data privacy and security, also rapidly growing risks in the insurance industry, are exposures that can be included in the mitigation and compliance results of implementing a strong and robust fairness framework.

Carriers continue to pour millions into digital transformation efforts to catch up to the banking industry and meet consumer expectations and demand. But all these investments could be put at risk by inherent or emergent biases, which could dismay customers or attract regulatory attention. It is sound advice to learn what needs to be fixed before inactivity has a much greater impact.

Carriers need a framework and access to a suite of services to navigate the complex fairness terrain emerging in insurance regulation. With the right tools, any carrier can use AI and/or predictive models to spur their digital development in a safe and ethical way.

In Summary: Insurance's AI Challenges Require a Fair Solution

Emerging regulatory and public expectations about AI and alternative data are positioned to impact carriers in the following ways:

- If the industry's digital transformation results in poor consumer outcomes, this may result in lost consumer and investor confidence and the collapse of projected returns and benefits,
- Increased regulatory and reporting requirements may result in litigation, fines, and other sanction risks and,
- Any gains from digital transformation could be outweighed by these political and social pressures, necessitating costly remediations in a challenging timeframe.

However, FairPlay AI's Fairness Framework Solutions can significantly mitigate these risks by:

- Reducing the cost of acquisition,
- Increasing approval rates and revenues,
- Ensuring that the digital transformation produces a real return on investment,
- Reducing litigation risk and avoiding fines and other sanctions,
- Improving and protecting the brand image,
- Enhancing customer satisfaction and trust,
- Shortening compliance reviews and reducing "key person" risk,
- Mitigating the risk of disruption to systems and processes, and overall,
- Taking a proactive instead of reactive approach.

FairPlay's software has several features applicable to insurance use-cases:

- **Modified Loss Functions**, which include a disparity minimization term for protected classes. This treats disparate impacts as a form of model error.
- **Generalized Location Models**, which measure distances between high dimensional distributions to generate reliability scores and less discriminatory alternatives.
- **Distribution Matching**, which ensures fairness for all classes, no matter the risk tolerance.

"FairPlay tools get models into production faster and more responsibly by automating fairness testing, monitoring model biases, and identifying opportunities to be fairer within one's risk tolerance."

Kareem Saleh

Founder and CEO of FairPlay AI

Conclusion: Digital transformation with long-term trust and sustainability

FairPlay provides the fairness framework and solutions for insurers to identify, monitor, and, if necessary, mitigate emerging enterprise risks arising from disparities. Its software enables self-monitoring, self-governance, self-analysis, and self-mitigation and provides real-time visibility into fairness issues, allowing for proactive measures rather than reactive responses.

Its aim is to ensure that more policies are safely originated, while carriers benefit from increased customer acquisition and retention, and fewer regulatory and reputational risks. Meanwhile, consumers and investors benefit from a more trusted and profitable insurance marketplace overall.



Deals of the Quarter

- Artificial
- Sixfold



Deals of the Quarter – Artificial



artificial. Artificial is a leading London-based InsurTech dedicated to empowering the next generation of commercial and specialty insurance. Its mission is to serve brokers and insurers with innovative products that streamline operations, enhance the customer experience, and drive growth.

In February 2024, Artificial raised GBP8M in Series A+ funding, led by Augmentum Fintech, with participation from existing investors MS&AD Ventures and FOMCAP IV. The raise followed a GBP9.5M Series A round in June 2022.

This new funding will be invested in product development and continued expansion, allowing Artificial to strengthen its position as a leader in algorithmic underwriting and further its vision of a fully digital insurance ecosystem. It will also enable the acceleration of the development and deployment of innovative tools that Artificial is delivering to its broker and carrier partners.

Extensive product suite

The company's product suite encompasses a range of tools that serve the insurance value chain from broker through to underwriter. It includes Contract Builder, a powerful contract creation tool that is driving London brokers to a data-first future; Smart Follow, which offers underwriters superior risk selection and augmented underwriting; and Smart Facilities, a new product designed to make broker facilities more efficient and data-driven.

All of Artificial's solutions are designed to transform messy data sources into useful insights and facilitate faster, more accurate decision-making.

Contract Builder

Contract Builder was created against the backdrop of the fast-approaching "Blueprint Two" (BP2) program at Lloyd's. This is the London market's modernization program aimed at delivering a digitally enabled marketplace, due for completion in April 2025.¹ At its foundations are the Core Data Record (CDR) and the Market Reform Contract version 3 (MRC) v3 — a new insurance contract in a format and structure that is machine readable.

Artificial's Contract Builder supports its clients' adoption of BP2, replacing the challenges of producing an MRC v3 MS Word-compliant contract by building a fully digital, structured version of all submissions, which is shareable via API. The document builder captures CDR data, 79% of which resides in MRC v3, and validates it at source to the ACORD data standard.

Its users have seen remarkable results. One client estimates that contract creation time has reduced by 50% already, with expectations that this will rise to 70–80%. Another client has seen a 75% reduction in time taken to accurately transpose coverage/client data from the expiring MRC v2 to the new digital MRC v3 format. Since its launch in late December, Contract Builder has processed over 6,000 submissions and continues to see rapid growth from new and existing brokers, including Gallagher.

Smart Follow

Artificial's Smart Follow product is one-of-a-kind in the London market, integrating its augmented underwriting technology with multiple product lines across underwriting portfolios.

Artificial's market-focused technology, combined with carriers' underwriting expertise, provides a unique offering for brokers that adds value through increased productivity and efficiency while ensuring best-in-class customer service.

The technology allows follow underwriters to make rapid, fully informed, and rigorous underwriting decisions and is based on data that is ingested, entered, or imported from other systems.

Artificial has been collaborating with the specialist (re)insurer Apollo on this product since late 2023.² Apollo has added marine hull, terrorism, aviation, and cargo to its range of Smart Follow product offerings, and the partnership continues to grow.

Smart Facilities

Artificial's technology is seeing significant growth among brokers, who are interested in using it to deploy underwriting capacity efficiently. The platform streamlines the complexities of matching available capacity with submissions and opportunities, reduces the time-consuming aspects of optimizing line deployment, and allows brokers to maximize their relationships with underwriting partners to provide the best coverage for their clients.

The tool works by structuring and extracting all required data points, overlaying multiple underwriter appetites, and assisting brokers in executing coverage. This ensures better capacity selection and efficient deployment to the end customer, enhancing the overall effectiveness of the broking and underwriting process.

A new standard

Artificial's products have set a new standard for the market. Placing Platform Limited, which acts on behalf of 80% of the London market, has now chosen to adopt Contract Builder, and several large insurers are working on Smart Follow or similar solutions. Artificial's innovation has cemented its position as an industry leader.

Future vision

Artificial's vision is to be the leader at the heart of a fully connected, data-first network of brokers and carriers. In creating an end-to-end suite of products, it aims to transform the way the London Market operates with faster, more efficient, and seamlessly integrated processes.

As the industry moves into the Blueprint Two era at Lloyd's, Artificial aims to be at the forefront of innovation. The company envisions a future where its technology transforms the way insurance operates, becoming the cornerstone of a dynamic, data-driven ecosystem.

"Artificial has experienced exceptional growth over the past year. We are passionately committed to developing innovative products that not only serve our clients but also realize our vision: a seamlessly interconnected network of brokers and carriers empowered by Artificial's suite of products, driving fully informed underwriting with speed, precision, and unparalleled efficiency.

Our dedicated team has tirelessly innovated and enhanced our offerings to meet the dynamic demands of the industry. By harnessing cutting-edge technology and our deep industry knowledge, we are reshaping the operational landscape for insurers and brokers alike. We eagerly anticipate the opportunities the future holds."

David King
Co-Founder and Co-CEO

¹Blueprint Two, Lloyd's of London, accessed 13 June 2024

²Apollo and Artificial Labs announce Smart Follow collaboration, Artificial, 30 Aug. 2023



Deals of the Quarter: Sixfold



Sixfold is a generative AI solution purpose-built for insurance underwriting. By reducing manual tasks, Sixfold gives underwriters valuable time back to focus on smart risk decisions. This boosts accuracy, transparency, and broker relationships. Underwriters can grow their book of business and Gross Written Premium (GWP) by efficiently identifying high-value risks with Sixfold.

In June 2024, Sixfold announced it raised USD15M in Series A funding in a round led by Salesforce Ventures. Scale Venture Partners also participated, as did all previous investors, including Bessemer Venture Partners and Crystal Venture Partners. The funds will be used to continue building out Sixfold's exceptional team of AI and machine learning (ML) engineers, further enhancing product capabilities, and accelerating R&D efforts. The round will also help Sixfold expand beyond North American markets to the UK and the European Union.

Insurance underwriters are inundated with a high volume of submissions. It is not uncommon to respond to as few as 10%, and many underwriters are left frustrated by not knowing which cases to focus on. Compounding the problem, approximately 50% of underwriters are burdened with manual tasks, and 66% have issues accessing the right data for quick and accurate risk assessments. Sixfold was developed to address these issues and more.

How it works

Sixfold serves as the underwriting brain, enhancing confidence in every underwriting decision for insurers, MGAs, and reinsurers across commercial, specialty, and life and health insurance. It uses ten proprietary AI models to understand and apply an insurer's specific underwriting guidelines. This allows Sixfold to provide personalized recommendations that match each insurer's unique risk appetite.

These ten models, which are currently awaiting patent approval, have been specifically trained for underwriting tasks and are designed to make the process faster and more efficient. The capabilities of these models include classification, accuracy, categorization, appetite, fact extraction, fact inconsistencies, deduplication, refinement, summarization, and re-ranking. Our dedicated R&D team continuously enhances the models, focusing on accuracy, speed, privacy, and traceability to meet the highest standards.

"With generative AI and Sixfold's patent-pending technology, it's possible for every underwriter to have their own virtual team of researchers and assistants to evaluate risk. Our AI is built to deliver the greatest efficiency and user experience in the industry. What we have created and will continue to refine is more than just a tool for underwriters. It's a comprehensive end-to-end risk analysis solution."

Alex Schmelkin

Founder and CEO of Sixfold

Customers

Sixfold has brought on global insurance customers such as AXIS Capital, Generali, Zurich North America, and Mosaic Insurance. Since implementing Sixfold, a global commercial insurer reports that underwriters describe the technology as the "most accurate they've ever used." With Sixfold, underwriters have increased confidence in risk decisions and have reduced business classification time from an average of 30 minutes to 60 seconds.

Founders

Sixfold was founded in May 2023 in New York by Alex Schmelkin, Jane Tran, and Brian Moseley.

Alex Schmelkin

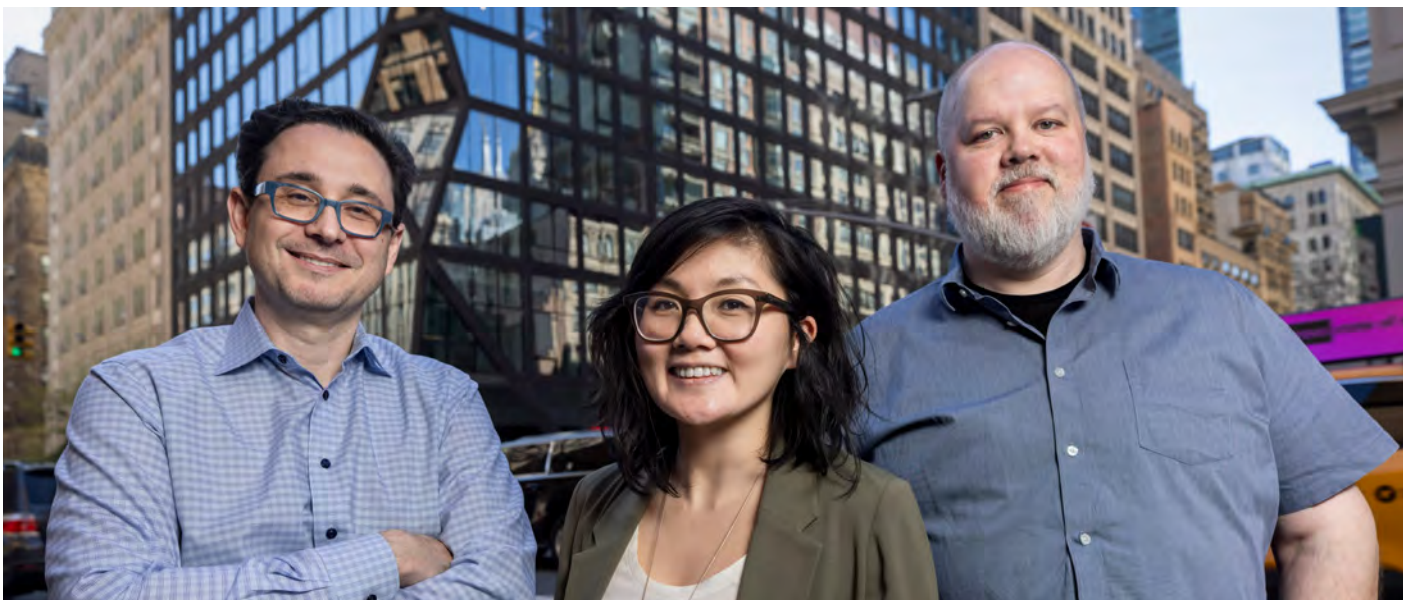
Alex is the founder and CEO of Sixfold. He was a founding member of Unqork, the USD2B enterprise no-code company, the founder of Cake & Arrow, the customer experience agency for insurance, and an Entrepreneur-in-Residence for Bessemer Venture Partners. He is an expert speaker on AI and technology ethics. In his spare time, he builds robots and roller coasters.

Brian Moseley

Brian is the co-founder and CTO of Sixfold. He was previously Head of Developer Experience at American Express, serving a global team of 10,000 software engineers. He has more than 25 years' experience building web-based products and services for a variety of early-stage startups and nonprofits.

Jane Tran

Jane is the co-founder and COO of Sixfold. Prior to Sixfold, she was a founding member and COO of Unqork. She is an investor at The Everywhere Ventures, an early stage VC focused on supporting and investing in the next generation of female founders. She is also an active mentor for Techstars and Lair East Labs.



Incumbent Case Study: AEGIS London and Kayna





AEGIS London operates Lloyd's Syndicate 1225 and comprises the UK-based subsidiaries of AEGIS (Associated Electric & Gas Insurance Services Limited), a mutual insurance company that serves the needs of the North American energy industry. AEGIS London is a top-quartile diversified Lloyd's syndicate. OPAL Underwriting is AEGIS London's award-winning API-enabled online quote-and-bind solution, which provides access to the Lloyd's market for brokers, MGAs, and coverholders.



Kayna enables embedded insurance through vertical Software-as-a-Service (SaaS) platforms.¹ It provides the technology and data orchestration layer between insurance carriers, authorized brokers, and any vertical SaaS platform to offer tailored insurance products that are directly relevant to platform customers. Founded in Cork, Ireland, in 2021 by the successful, award-winning InsurTech duo Paul Prendergast and Peter Bermingham, the company is an alumnus of the Lloyd's Lab accelerator program and winner of the 2023 InsurTech NY Carrier/Broker Competition for Global Early-Stage InsurTech.

In April 2024, AEGIS London and Kayna announced their agreement to explore data-led US property insurance on US-based commercial lending platforms to be distributed by surplus lines brokers. The aim is to utilize Kayna's InsurTech and data orchestration layers in order to optimize the strength of OPAL, AEGIS London's online quote-and-bind platform.

AEGIS London currently writes more than USD120M of premium through its OPAL Underwriting platform per year, much of this for certain types of insurance that commercial lenders typically require borrowers to have in place.

¹Vertical SaaS platforms offer Software-as-a-Service cloud solutions that are designed to meet the particular demands of specific industry types. High profile vertical SaaS companies include Toast, which supports all elements of restaurant management (62,000 restaurants, annual recurring revenue of USD1.1B), and ServiceTitan, a field services platform used by home and commercial contractors to log and manage their service visits and construction projects (100,000 plus contractors, revenues of USD250 million).

The collaboration includes the design of property insurance options for US borrowers that would be made available in real-time, via surplus lines brokers, to commercial loan applicants active on lending platforms and engaged in the loan application process. The development process includes:

- Enabling access to AEGIS London's deductible buy-down product — intended to help borrowers satisfy mandatory lending requirements;
- Surplus lines insurance placements through an authorized surplus lines broker who would offer and help place coverages for the potential insureds;
- Ability to obtain indicative quotes during the loan application process on the lending platform — using OPAL Underwriting's API-enabled quote-and-bind solution; and
- Automated form completion, utilizing data from the lending platform.

The OPAL Wind Deductible Buyback Policy was designed for:

- Protecting insureds from unexpected expenses by reducing the wind, hail, and named storm deductibles imposed by their all risk property insurance program, or
- Mitigating against instances where a bank or lender imposes a requirement to seek a smaller retention in order to honor a financing agreement.

“Our collaboration with Kayna represents a new and innovative opportunity to expand our specialist product portfolio. We immediately recognized the potential to benefit the entire value chain with commercial property insurance solutions that utilize loan platform data to generate cover options specific to client needs through authorized surplus lines brokers.”

Calum Williams

Digital Development Manager at
AEGIS London

“AEGIS London brings specialist market expertise, and combining that with our Kayna tech and data capability has identified a potential and compelling embedded insurance opportunity for commercial loan platforms. Adoption within the loan process workflow could improve loan processing time and add value to applicants' experiences. I'm excited by the immense potential for this unique solution in the US.

Through our research, we understand the current challenges that commercial lending platforms need to address. Firstly, prospective loan applicants have to go off-platform to get insurance required by lenders before they issue funds; secondly, loan applicants can spend weeks working with a broker to secure the correct insurance cover; and thirdly, attrition is a risk factor when a full-service solution cannot be delivered on-platform.”

Paul Prendergast

CEO of Kanya

Kayna works with AEGIS London and surplus lines brokers throughout the process to make the quote journey as smooth as possible and solve this real problem in online commercial lending in the US. With the introduction of a simple, embedded insurance layer, a lending platform can be supported to:

- Offer mandatory Insurance cover options,
- Potentially close more loans faster,
- Generate additional revenue,
- Benefit from a simple technical integration (which takes just a couple of hours), and
- Access market-leading insurance through a surplus lines broker for their customers (AEGIS is a market leader in the product).

Kayna's infrastructure tracks the unique and dynamic data of each business on any platform — enabling tailored, personalized insurance. Its low-code embed integrates with vertical SaaS platforms that manage the daily operations for thousands of business customers. It uses the data to provide insurance options specific to the needs of each business. A key feature that makes Kayna ideal for embedded solutions for dynamic SMBs is its tracking of relevant data changes. This enables real-time updates and policy adaptation to facilitate ongoing, appropriate cover.

How it Works

- Kayna accesses the vertical SaaS platform to analyze key property insurance metrics;
- Kayna embeds the insurer's carrier/broker's offering on the vertical SaaS platform with low-code. Kayna's widget and back-end servers manage the customer experience user interface (UI) and the data flows related to the insurance product. This ensures compliance and removes the need for dedicated platform teams to implement and support insurance;
- Kayna deploys an end-to-end orchestration layer, formalizing the data flow and process between all parties;
- Kayna enables insurance distribution and seamless bind process completion;
- Kayna provides a policy portfolio management tool to the vertical SaaS platform, and to customers;
- Kayna actively conducts real-time data tracking for the lifetime of the policy, enabling the commercial loan platform to facilitate unique, real-time carrier/broker insurance solutions to platform customers. This provides them with relevant, right-sized policy offers in line with business changes.



Thought Leadership



Insurers must underpin AI with robust data and a clear strategy



JAMES POYNTER

Global Head of Data Science, Gallagher Re

The insurance industry has long relied on classical machine learning (ML) for risk selection and pricing. However, recent advancements in deep learning (DL) and generative AI promise many more potential applications, with significant implications for how insurers assess risk and determine pricing. As insurers look to further scale their AI operations in 2024, an effective strategy is key to unlocking value.

A decade ago, machine learning and AI were novel concepts in insurance. From 2014 onwards, the "data science" boom saw insurers build data science teams and invest in machine learning tools. Despite some initial hype, this delivered valuable applications for risk selection, pricing, fraud detection, and process automation. It was an evolution, rather than a revolution.

The meteoric rise of generative AI technologies since late 2022, when OpenAI launched ChatGPT, has meant that even late adopters within insurance are now actively exploring use cases for AI. This article explores the AI use-cases that have gained traction so far within the risk functions (pricing, underwriting, and portfolio management). It will then set out the key steps of an effective strategy to operationalize these exciting new technologies.

The Story so Far: Artificial Intelligence and Machine Learning in Risk 2014–2024

Around 2014, the rise of data science and machine learning promised to revolutionize the insurance risk function. With their ability to learn from vast datasets, machine learning models offer the potential for faster, more accurate, and data-driven risk evaluation. But what was the reality?

The insurance industry, despite its data and actuarial expertise, faced hurdles in adopting AI. Progress was slowed by scarce claims data, complex legacy systems, and the difficulty of integrating new technology into established workflows. However, some insurers still made progress against these headwinds.

To begin to get a handle on why, we can divide the AI landscape into two regions:

1. **Classical Machine Learning:** Learns from data using algorithms and works best with structured data (i.e., tabular data).
2. **Deep Learning:** A subset of machine learning inspired by the human brain and excels at handling complex, unstructured data (like images or text). Generative AI technologies, like ChatGPT, are a recent application of deep learning models.

In the mid 2010s, the use of deep learning technologies was relatively subdued. Instead, insurers' risk teams found ways of blending their traditional linear models with classical machine learning and data science technologies, techniques, and visualizations. There are several reasons why deep learning AI does not have wide appeal or applicability in insurance risk functions at this time:

1. **Classical ML thrives on tabular data:** Insurance data is typically stored in tables (tabular data) which classical machine learning models like GLMs (Generalized Linear Models) and GBMs (Gradient Boosting Machines) are built to handle.
2. **Explainability is crucial, deep learning struggles:** Regulators and consumers need to understand why an insurance premium is set at a certain price. Classical models are much easier to interpret compared to deep learning models which are often seen as "black boxes." This is why insurers might have chosen a slightly less accurate classical model for better transparency or sought to blend the "best of both worlds" using proprietary techniques.
3. **Less data-hungry:** Deep learning models typically need a lot of training data to perform well. In insurance, claims data is scarce because only a small portion of policyholders make claims, and those claims can take time to develop. This means the most recent data might be incomplete, while older data might be less relevant. Classical machine learning models can perform well with less data compared to deep learning, making them better suited for this situation.

4. **Mathematical familiarity:** Classical models (GLMs and GBMs) have mathematical properties (link functions and objective functions) that are ideal for risk assessment and were familiar to actuarial modelers who had used GLMs for many years. The simple mathematical structure and easily understandable parameter structure made deployment simple. Deep learning models required more work to define similar architectures.
5. **Deep learning was initially complex for insurance:** Early uses of deep learning in insurance, like fraud detection with natural language processing and wildfire/natural peril risk assessment with computer vision, required significant expertise and customization of pre-trained models. This made for time-consuming and specialized work, sometimes requiring specialized infrastructure and data.

What this meant for many insurers was that serious use-cases for AI in risk selection and pricing tended to focus more on classical machine learning rather than deep learning based techniques. Usage typically involves a pragmatic blend of human expertise and ML insights. Many insurers lacked the concrete use-cases and value generation mechanisms to fully exploit earlier deep learning technologies, such as text and image analysis. Insurers, therefore, did not attract as much AI talent or develop core capabilities relative to other industries.

The net result is that while AI is widely used in risk analytics, there are many newer AI technologies available that have not been brought to bear in the context of insurance risk yet.

With the recent rise of generative AI and the huge investment now flowing into deep learning, the landscape has shifted. The barriers to entry for new firms have been dramatically lowered, leading to a proliferation of new applications and potential use-cases. So how will this next generation of AI and deep learning technologies influence insurance risk and pricing analytics?

	Distribution	Risk	Business Operations	Claims
High	<ul style="list-style-type: none"> • Embedded AI within CMS software • Life-time customer value modeling 	<ul style="list-style-type: none"> • Risk selection and pricing • Emerging risk analytics • Risk monitoring • AI-based benchmarking 	<ul style="list-style-type: none"> • Content creation — CoPilot Office 365 integrations • Intelligent search and Q&A over company data • Contractual analysis 	<ul style="list-style-type: none"> • Fraud detection • Claim analysis
Medium	<ul style="list-style-type: none"> • Coverage and sales ChatBots/language models (LLMs & NLG) • Recommendation and cross sell • Embedded insurance 	<ul style="list-style-type: none"> • Cyber and AI insurance coverages 	<ul style="list-style-type: none"> • Customised generative AI models for internal content • Embedded AI within specialist insurance applications • Data capture, cleansing, and augmentation • Governance checks 	<ul style="list-style-type: none"> • Claim adjustment and assessment
Watchlist	<ul style="list-style-type: none"> • Theory of mind models • Machine learning in relation to segmentation, risk assessments, and data analytics 	<ul style="list-style-type: none"> • Emerging risks from biological, chemical, and robotics foundational models • Early AGI e.g., QStar — Actuarial 	<ul style="list-style-type: none"> • AI legislation • Data governance and AI policy • Intellectual property law 	<ul style="list-style-type: none"> • Increasing sophistication of fraud and cyber crime • Implication for D&O and liability

Risk Selection and Pricing – Augmenting Classical Machine Learning Approaches

As set out above, classical machine learning is already playing an important role in risk selection and pricing. We expect this to continue, but we anticipate that insurers will increasingly adopt more deep learning and generative AI modeling to augment their traditional models.

The sheer volume and quality of pretrained foundational models, combined with the better tools and technology that are available today, significantly lowers the R&D costs associated with developing and using deep learning models in production. This makes deep learning a more accessible option for a wider range of companies. Whilst classical models will still likely do the bulk of important pricing, deep learning models may be useful in secondary applications within the risk analysis process. For example:

- **Enhancing Training and Inference Data:** These technologies, particularly multi-modal models, can extract risk information from various sources like text, images, and videos. In traditional modeling, “feature engineering” refers to the process of manually identifying and extracting relevant features from data for model training. Generative AI can automate this process, creating richer data sets to build more robust risk selection and pricing models.

- **Streamlining Data Collection:** Generative AI models may be able to automatically pull data for risk assessment from public sources instead of relying on manual form filling. Intelligent AI agents could then request additional information, such as pictures or videos, to gain a more complete understanding of the risk. This would improve efficiency and potentially reduce errors in data entry.

Use Cases for Generative AI Cloud Platform-as-a-Service (PaaS) Offerings

In our Q1 report, we highlighted Gallagher Re’s Cyber Reinsurance Technographic Insights Discovery Engine (TIDE) tool. This blends classical machine learning (to develop predictive risk scores) and generative AI (to automate mundane data processing steps). The ease of use of modern cloud-based PaaS Generative AI services like Azure OpenAI makes these sorts of workflows very simple. Five years ago, that mundane automation would have required significant R&D efforts and expense, but today the same capability requires only basic prompt engineering and access to a PaaS service. AI cloud services are one of the ways in which insurers will leverage AI in the coming months. Automating a range of basic workflows and data extraction, and even developing sophisticated Q&A systems and intelligent search over company data, is now readily accessible via off-the-shelf services from Azure, AWS, and Google.

Use cases in actuarial science and analytics

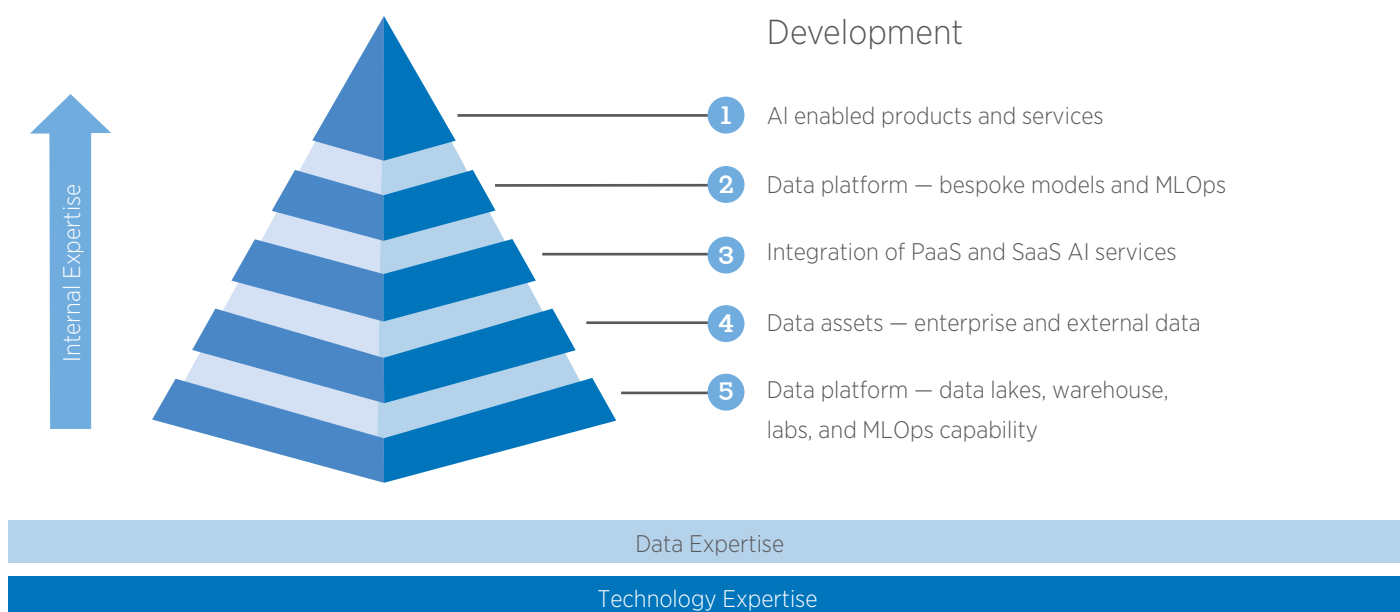
CoPilot-style tools provide an AI assistant to support common analytical workflows, helping the adoption of more advanced techniques and increasing efficiency. Through analytic code generation in languages such as Python, they can also help automate the process. These technologies are already widely adopted by software developers.

Recent advancements, such as ChatGPT-4o's multi-modal capabilities, offer exciting possibilities for user interaction via graphical user interfaces and voice.

We can expect AI-powered assistants to play an increasing role in actuarial and risk analysis workloads, potentially offering guidance and automation for basic tasks. AI assistance could be embedded in common MS Office and analytical applications.

The Story to Come: Building an Effective AI Strategy

As insurers seek to increase their adoption and use of AI, there is an increasing need for interdisciplinary collaboration across the organization. First and foremost, an effective AI strategy must first build on an effective data and technology strategy. This forms the foundational layer of the pyramid set out in the graphic below:



AI Strategy Guidelines

This strategic process, from the basics of data and technology to the most advanced use cases for AI, is set out in more detail below:

1. Analysis and Use Cases

- Focus: Understand current risk selection processes and identify areas where AI can improve them.
- Strategy: Combine classical machine learning for structured data (e.g., pricing) with Generative AI for unstructured data (e.g., policy wording analysis and workflow automations).

2. Enterprise Data (Strategic Data Assets)

- Focus: Identify valuable data sources that are not readily purchasable but offer a competitive advantage over time.
- Strategy: Enhance the quality and organization, of valuable data assets. Ensure data that can be linked to external sources is accurate and complete, e.g., location, company, URL, vessel IMO, etc.
- Examples: Claims data, exposure data (e.g., property location for flood risk).

3. Develop a Solid Data Platform

- Focus: Organize and store your data. Ensure data security and compliance with the data regulatory landscape surrounding AI.
- Strategy: Implement well-governed data lakes and warehouses and support analytical capabilities to ensure that data value is maximized. Minimize the storage and analysis of data in Excel.

4. Leverage Generative AI (GPT Services)

- Focus: Integrate tools like ChatGPT for specific tasks while providing clear usage guidelines for ethical and compliant AI usage.
- Strategy: Develop AI policies. Provide employees access to private instances of ChatGPT services that do not reuse chat history in training, and secure sandbox environments for data science teams. Ensure employees can access key technologies, such as CoPilot.

5. PaaS and SaaS Solutions

- a. Focus: Make use of pre-built AI solutions (Platform-as-a-Service and Software-as-a-Service) to avoid costly in-house development.
- b. Strategy: Ensure your organization has strong cloud technology capabilities to make use of Azure, AWS, or Google services. Focus on reducing technology delivery times through DevSecOps practices.
 - i. Benefits: Frees resources for strategic initiatives, reduces development time and, allows you to benefit from new advances.
 - ii. Challenges: Integration, third-party risk management, data security, and privacy.

6. Strategic Use of In-House Models

- a. Focus: Maintain and develop internal machine learning models for differentiation.
- b. Importance: In-house expertise remains crucial for specific pricing models and strategic advantage.
- c. Strategy: Create an ML Ops capability, including lab environments and model serving capabilities, to ensure models can be put into operation quickly.

7. Unstructured Data Value

- a. Focus: Analyse unstructured data (such as policy wordings) for insights beyond traditional tables.
- b. Examples: Text analysis of policy wordings to identify potential coverage gaps.
- c. Strategy: Centralize storage of key documents, use cloud PaaS LLM/AI services to create searchable repositories, and innovative services.

8. Enhance External Data Access

- a. Focus: Utilize data from cloud providers, public sources, and third-party vendors for non-core business areas.
- b. Benefits: Reduces data curation costs and expands data resources.
- c. Strategy: Ensure your risk teams have access to an effective ETL (Extract Transform Load) capability to support data ingestion. Ensure teams understand data licensing and catalog data usage.

9. Develop Talent and Expertise

- a. Focus: Build an internal team with expertise in AI, data science, and risk management.
- b. Strategy: Train or recruit technology and risk team members with the appropriate expertise for their role and desired goals.

10. Foster a Culture of Experimentation and Continuous Learning

- a. Focus: Encourage exploration of new AI applications and embrace a "fail fast, learn fast" mentality.
- b. Benefits: Identify and adapt to new opportunities in the AI landscape. Drive innovation and a competitive edge in the insurance industry. Develop a workforce comfortable with adapting to evolving technologies.

The key takeaway: AI strategy and data strategy are two sides of the same coin. Successful AI-powered insurers build on strong data foundations. Clean, well-structured data, robust technology, and cloud capabilities are crucial for operationalizing and maximizing the value of machine learning.

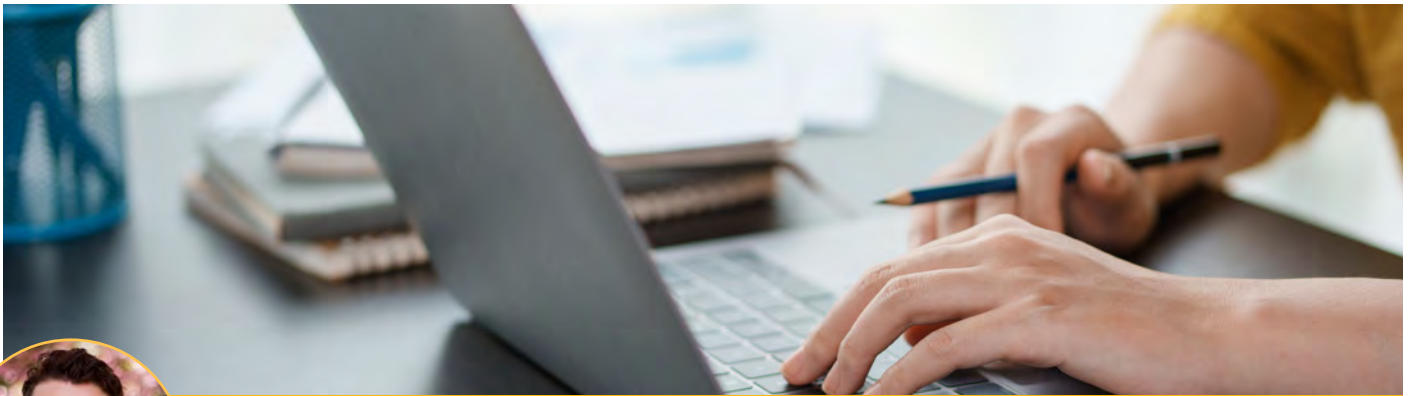
While services like ChatGPT offer quick content creation without data, they're becoming a commodity (as evidenced by the user surge). True competitive advantage lies in integrating these services directly into workflows and products. This requires companies to excel at data and technology platforms.

Investor Corner



At Intact Ventures, we
are thesis-driven and
long-term investors.

Investor Corner Q&A: Justin Smith-Lorenzetti, Intact Ventures



JUSTIN SMITH-LORENZETTI

Head of investments at Intact Ventures



Justin Smith-Lorenzetti is head of investments at Intact Ventures, an investor in early-stage companies in the insurance sector and its surrounding ecosystem. The company is part of the Intact Financial Group, a major insurance provider in Canada and owner of the UK's RSA Insurance. Justin has worked at Intact Financial since 2015, initially joining in a corporate underwriting role that quickly turned into an exciting opportunity to develop novel insurance solutions for the sharing economy. Within his first year, the company partnered with Uber and Turo upon their entry into the Canadian insurance market, and Justin was working with regulatory bodies to help keep Canadians safe and secure. A year later, he was afforded the opportunity to help launch Intact Ventures. Here, he shares his observations and insights into the InsurTech market with Gallagher Re.

Can you please tell us about INTACT ventures? Both as a company and how you allocate funds/invest?

What is the relationship with the core insurance practice?

At Intact Ventures, we are thesis-driven and long-term investors. Our focus areas are a little more broad than a typical insurance CVC, as we aim to identify potential opportunities that are degrees removed from the insurance industry itself, including things like mobility, supply chain, proptech, vertical SaaS, and AI broadly. Our typical investment is at the series A or B stages with checks ranging from **USD5M–USD15M**, though we have flexed upwards when we have extreme conviction, most notably with our investment in a leading Indian InsurTech, Acko, or our lead check into Resilience's USD100M series D round from mid-2023.

As with most CVCs, we continually need to walk the tightrope of being close enough to our core business to ensure we have outsized industry intel, while also being independent enough to move quickly. We like to think we manage this extremely well, so that insights from the start-up and tech community move swiftly into our core business and our ability to execute is on a par with traditional VCs.

How would you describe the evolution of the InsurTech investment environment in your experience?

When I think back to the start of Intact Ventures in 2016, the bulk of InsurTechs we met with were motivated by the idea of replacing incumbent insurers altogether, specifically in personal lines. Though we deployed behind this thesis, we quickly learned just how hard it is to displace top-performing businesses like Progressive, Geico, or Intact. These businesses show prowess in so many elements of marketing: customer service, distribution, supply chain, historical data, investment management... the list goes on. I think founders and investors alike have a new degree of respect for incumbents.

Given we are at this inflection point in InsurTech investing, what is a major lesson for the future that you think we should learn from the last 5 years?

Investing in InsurTech is a little different than most industries, since growth is not always good. This industry requires patience and discipline, as the feedback loops on underwriting and pricing can take several years, depending on the line of business. This is at odds with the typical venture growth model.

What are your expectations/predictions for 2024 and beyond?

I continue to be impressed by the vastness of this industry, so I'm bullish on InsurTech as an investable area. I'd expect that in the second half of this year, we will see fundraising activity pick back up as some of the struggles that came with InsurTech 1.0 fade into the rear-view mirror. The insurance industry is too large and full of white space for innovation not to attract top-tier founders and quality investors. More specifically, we've been spending time in some of the higher growth areas of InsurTech like the E&S market, and new-age insurance products, like cyber.

We are often asked whether investment capital in InsurTech is evaporating, or at least harder to come by. As an investor who is very active in this space, what would your response to this type of question be?

I'll use this opportunity to mention Intact Ventures Fund III, our latest USD200M vehicle!

Insurtech is surely less top of mind when you talk to the typical deep pocketed investors, but for highest-quality teams and ideas, we continue to see intense competition in funding rounds. Outside of bringing capital to the table, we aim to approach founders with a prepared mind and a deep understanding of the problems they are looking to solve, which has been our recipe for success.




This year, our InsurTech reports are focused on the use of AI in our industry — where do you see it having the greatest impact?

I'll start by saying that AI has been pervasive at Intact for quite some time. Intact has been ahead of the curve with its launch of the Intact Lab several years ago, which includes over 400 data experts across the world and has led to over 300 AI models that are currently in production in our core business. Intact outperforms its peers on many fronts, in part due to our investment in data and AI.

As it pertains to generative AI, I think the most obvious opportunities in the near term are in the areas of document ingestion (how this impacts the speed and efficiency of policy issuance) and customer service (more dynamic tools for customers to interact with their insurer). Within Intact Ventures, we're excited by the tangential industries that will be propped up as a response to this potential platform shift.

Do you think AI has become a bit of a "buzzword", or do you think there is a real opportunity for our industry to be significantly improved by this technology suite?

AI is absolutely a buzzword. That said, there are a lot of real problems and inefficiencies in the insurance market where AI can help. There are many low-hanging fruit in our industry, where some firms are still known to use fax machines and mailing checks! The text-based nature of LLMs can move the needle in policy reviews, legal claims, regulatory filings, and so many other elements of the insurance value chain. We've met with many founders focused on this, and believe there will be a class of start-ups that emerge who leverage these foundational models to develop applications that can take away much of the administrative burden of running an insurance company or broker.



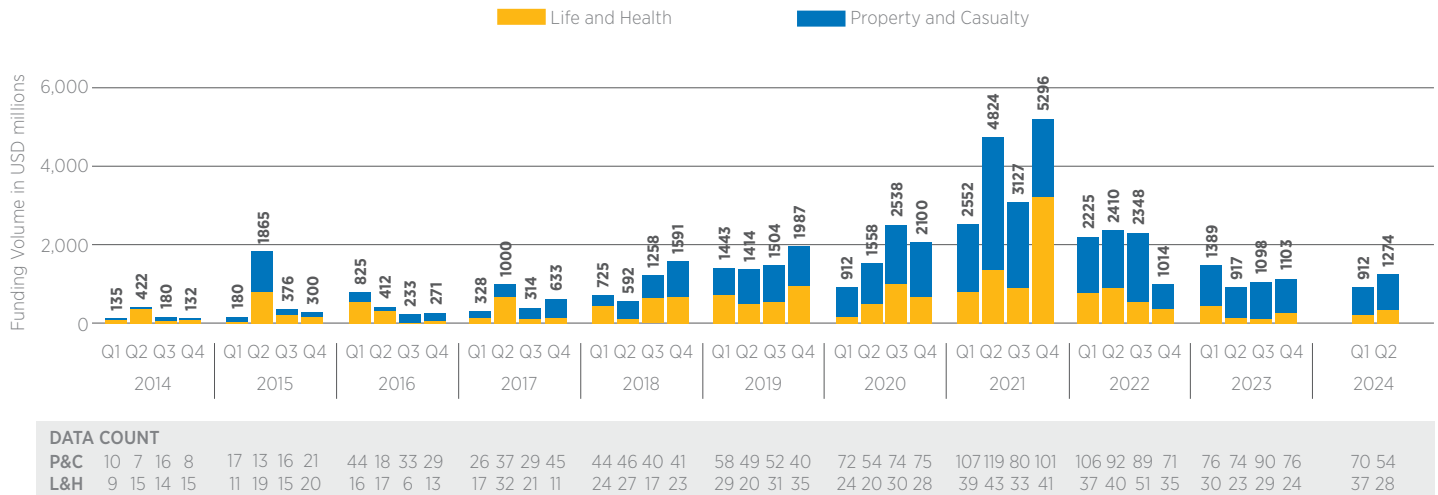
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The Data Center

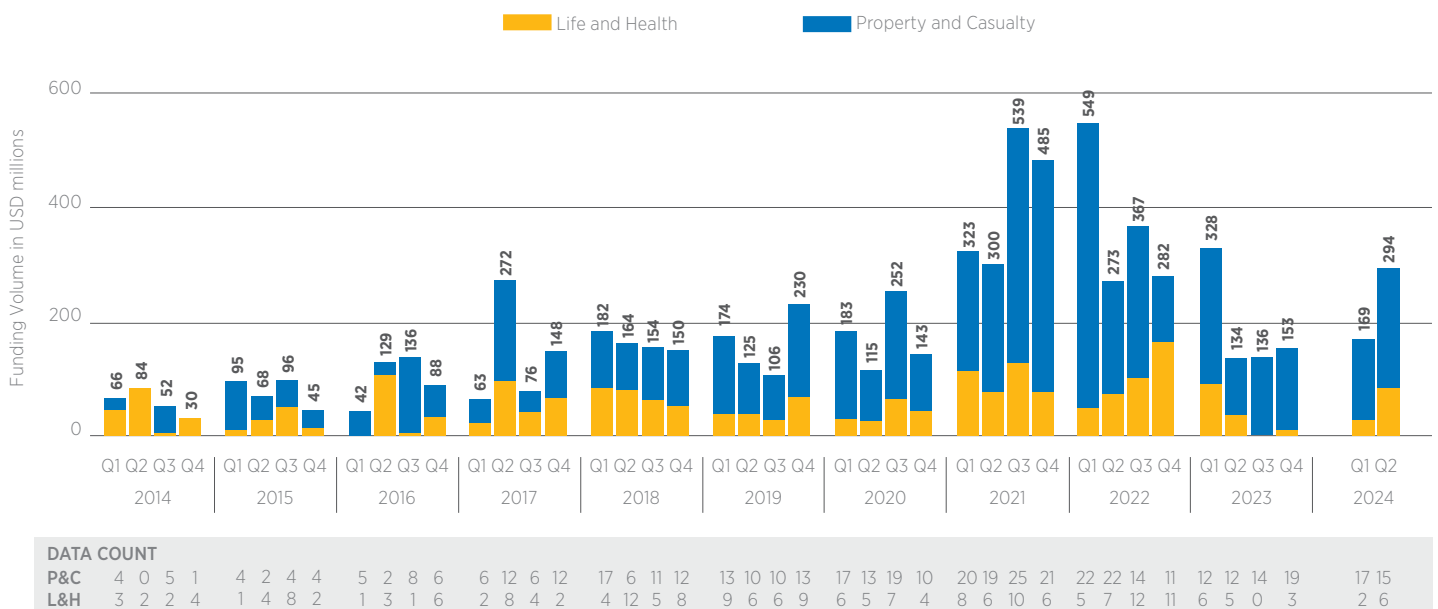


InsurTech by the Numbers

Quarterly InsurTech Funding Volume — All Stages



Quarterly InsurTech Funding Volume — Early-stage Acceleration

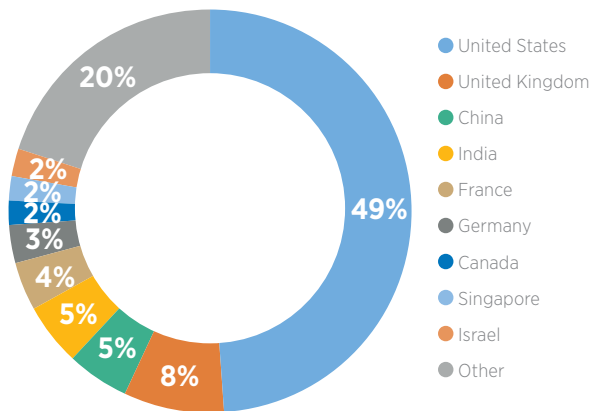


While Gallagher Re uses CB Insights data for much of our numerical analysis, we do also have our own methodology for collecting, cataloging, and presenting global InsurTech investment data. As such, for those analysts comparing this report side-by-side with the latest CB Insights "State of Insurance" report, you will notice some small numerical discrepancies. This is simply a reflection of slightly different methodological protocol and historical reporting between the two companies.

InsurTech by the Numbers

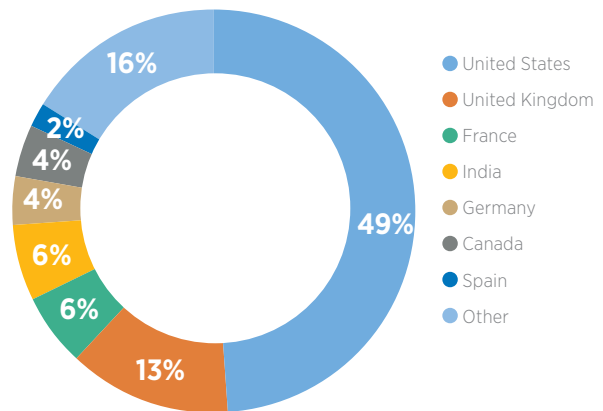
Quarterly InsurTech Transactions by Target Country

2012 — Q2 2024



2012 — Q2 2024 Transactions: 3,381

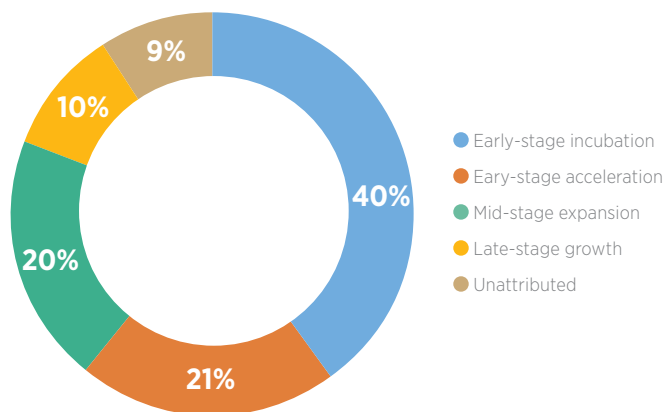
Q2 2024



Q2 2024 Transactions: 82

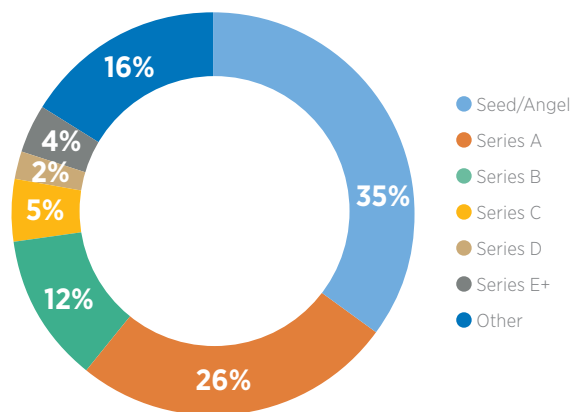
Quarterly InsurTech Transactions by Investment Stage

2012 — Q2 2024



2012 — Q2 2024 Transactions: 3,381

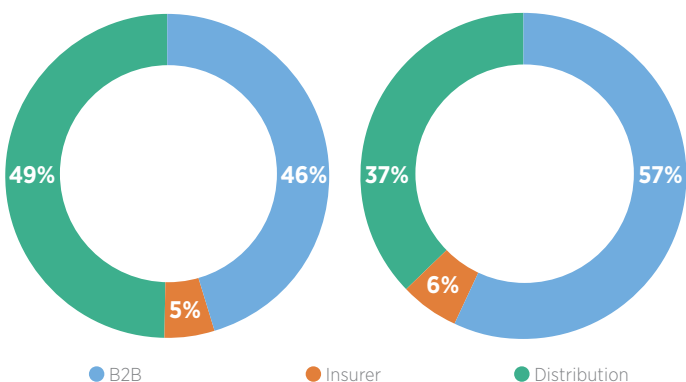
Q2 2024



Q2 2024 Transactions: 82

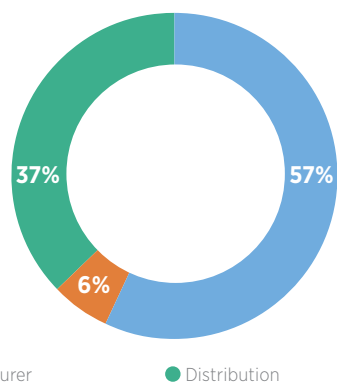
P&C InsurTech Transactions by Subsector

2012 — Q2 2024



2012 — Q2 2024 P&C Transactions: 2,270

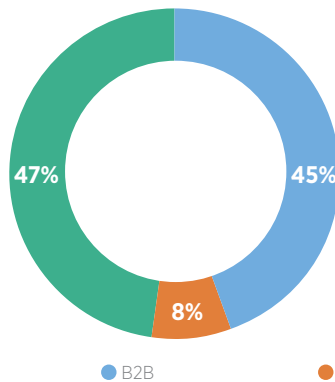
Q2 2024



Q2 2024 P&C Transactions: 54

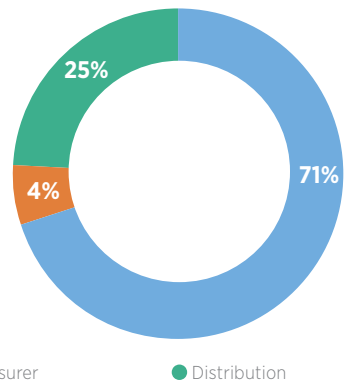
L&H InsurTech Transactions by Subsector

2012 — Q2 2024



2012 — Q2 2024 L&H Transactions: 1,111

Q2 2024



Q2 2024 L&H Transactions: 28

Q2 2024 InsurTech Transactions — P&C

Date	Company	Funding USD M		Investor(s)	Description
		Round	Total		
04/01/24	Inputi		0.15	<ul style="list-style-type: none"> African Small Business Catalyst Renew Capital Undisclosed Investors 	<ul style="list-style-type: none"> Inputi focuses on providing agricultural and veterinary inputs within the agribusiness sector. The company offers a range of products, including crop protection chemicals, fertilizers, seeds, livestock medicine, and farming equipment, as well as services such as agricultural insurance and investment opportunities. Inputi primarily serves the agricultural sector, offering solutions to enhance farm productivity and animal health. It was founded in 2020 and is based in Kampala, Uganda.
04/02/24	Faura	0.5	0.5	<ul style="list-style-type: none"> MetaProp Accelerator Undisclosed Investors 	<ul style="list-style-type: none"> Faura focuses on property-specific risk analysis and risk reduction, operating in the risk management and insurance domain. The company offers assessments and tools to help homeowners and underwriters understand and mitigate the risks associated with natural disasters, particularly wildfires. Its services aim to balance portfolio risk for insurers and protect homeowners assets. The company was founded in 2023 and is based in Napa, California.
04/03/24	CrashBay	0.9	0.92	<ul style="list-style-type: none"> Markd Undisclosed Angel Investors 	<ul style="list-style-type: none"> CrashBay focuses on providing a digital marketplace for car repair within the automotive industry. Their platform connects qualified car repair shops with car owners, insurers, and fleet management companies, facilitating repairs and services. The company primarily serves the automotive repair industry, insurance sector, and fleet management businesses. It was founded in 2019 and is based in Milton, Canada.
04/03/24	Malum Terminus Technologies		7.05	<ul style="list-style-type: none"> AtlasIED BrokerTech Ventures Undisclosed Investors University of Iowa 	<ul style="list-style-type: none"> Malum Terminus Technologies focuses on enhancing safety, health, and artificial intelligence (AI) capabilities. The company offers a real-time risk mitigation platform for smarter surveillance, a deep-learning human system AI for optimizing health and performance, and an AI engine for advanced forecasting and machine learning applications. The primary sectors served include safety and security, health, and human performance, and AI technology development. It was founded in 2018 and is based in Coralville, Iowa.

Q2 2024 InsurTech Transactions — P&C

Date	Company	Funding USD M		Investor(s)	Description
		Round	Total		
04/08/24	Honey Insurance	71.1	85.16	<ul style="list-style-type: none"> ABN Group AGL Energy Anthony Eisen Apex Capital Gallatin Point Capital Graham Mirabito Jamie McPhee Larry Diamond Metricon Mirvac Peter Tonagh PEXA Royal Automobile Club of Queensland Shadforth Financial Group Tim Fung 	<ul style="list-style-type: none"> Honey Insurance provides home insurance services in the insurance industry. It offers smart home insurance services that help prevent avoidable accidents by using smart technology and data about the home to provide coverage. It provides smart home sensors to alert homeowners to potential risks such as fire, water damage, and theft. It primarily sells to homeowners, renters, and landlords. The company was founded in 2020 and is based in Surry Hills, Australia.
04/08/24	Laka		27.72	<ul style="list-style-type: none"> 1818 Venture Capital 500 Global ABN AMRO Ventures Achmea Innovation Fund Autotech Ventures Creandum Elkstone Partners Embryo Ventures Eric Min Financial Conduct Authority LocalGlobe Ponooc Porsche Ventures Shift4Good Startupbootcamp InsurTech London Tune Protect Undisclosed Angel Investors Undisclosed Investors Yes VC 	<ul style="list-style-type: none"> Laka specializes in collective bicycle insurance within the insurance industry. The company offers a model where monthly premiums are based on the collective's claims, providing coverage for theft, damage, and third-party liability without fixed sums. Laka's services cater to individual cyclists and businesses, offering global coverage, legal assistance, and various cycling-related discounts. It was founded in 2017 and is based in London, United Kingdom.
04/09/24	Novidea	30.0	110	<ul style="list-style-type: none"> 2B Angels Battery Ventures Cross Creek HarbourVest Partners Israel Growth Partners JAL Ventures KT Squared Salesforce Ventures 	<ul style="list-style-type: none"> Novidea provides cloud-native, data-driven insurance management platform for the insurance industry. The company offers a solution that integrates front, middle, and back office processes to streamline the insurance distribution lifecycle, from quotes and upselling to accounting and claims, while providing actionable intelligence for business growth. Its platform is designed to serve insurance brokers, MGAs, and coverholders with access to data and insights. It was founded in 2009 and is based in Netanya, Israel.

Note: [Blue](#) font denotes current round investors.

Q2 2024 InsurTech Transactions — P&C

Date	Company	Funding USD M		Investor(s)	Description
		Round	Total		
04/10/24	Sapien	5.0	5	<ul style="list-style-type: none"> Animoca Ventures Primitive Ventures Ravikant Capital Yield Guild Games Ventures 	<ul style="list-style-type: none"> Sapien specializes in data labeling services and the fine-tuning of large language models (LLMs) within the artificial intelligence and machine learning industry. The company offers scalable solutions for enhancing AI model performance through expert human feedback, customizable labeling models, and a suite of annotation services. Sapien serves a range of sectors, including EdTech, logistics, insurance, and finance, by providing tailored data labeling expertise and multilingual support. It was founded in 2023 and is based in San Francisco, California.
04/10/24	Indemn		1.9	<ul style="list-style-type: none"> AfterWork Everywhere Ventures Markd Undisclosed Angel Investors 	<ul style="list-style-type: none"> Indemn focuses on machine learning to provide insurance services in the insurance industry. The company offers a self-serve platform that uses chatbots to answer insurance-related questions and allow customers to purchase coverage online. The company primarily serves the event and wedding industry. It was founded in 2021 and is based in New York, New York.
04/11/24	Clearcover	55.0	515	<ul style="list-style-type: none"> 500 Global American Family Ventures Cox Enterprises Eldridge Industries Geodesic Capital Greycroft Hyde Park Angels IA Capital Group Lightbank OMERS Ventures SVB Financial Group Undisclosed Investors 	<ul style="list-style-type: none"> Clearcover specializes in car insurance, leveraging technology to streamline the insurance process within the financial services sector. The company offers a range of car insurance products that include liability, comprehensive, and collision coverage, with a focus on fast and hassle-free claims processing through its mobile app. Clearcover's technology enables customers to customize their coverage, file claims, and manage their policies with ease. It was founded in 2016 and is based in Chicago, Illinois.
04/11/24	b atomic	0.5	4.7	<ul style="list-style-type: none"> Kokosing Markd Undisclosed Investors 	<ul style="list-style-type: none"> B Atomic is a technology company focused on the insurance industry. It offers a platform built on Salesforce that connects various systems, standardizes sales and service workflows, and provides data visibility into customer interaction, employee performance, and technology utilization. The company primarily serves the insurance industry. It was founded in 2020 and is based in Broadview Heights, Ohio.
04/13/24	Pula	20.0	31.1	<ul style="list-style-type: none"> Accion Venture Lab Bill & Melinda Gates Foundation BlueOrchard Choiseul Africa Capital Digital Financial Service Lab Flourish Ventures Hesabu Capital IFC InfraVentures Mastercard Foundation Mercy Corps Ventures Mulago Foundation Omidyar Network TLcom Capita Undisclosed Investors Women's World Banking 	<ul style="list-style-type: none"> Pula is an agricultural insurance and technology company that specializes in providing risk management solutions for smallholder farmers. The company offers crop insurance, livestock insurance, and digital products designed to mitigate yield risks and enhance farming practices. It serves the agricultural sector. It was founded in 2015 and is based in Mollis, Switzerland.

Note: **Blue** font denotes current round investors.

Q2 2024 InsurTech Transactions — P&C

Date	Company	Funding USD M		Investor(s)	Description
		Round	Total		
04/15/24	Pindrop	4.3	233.52	<ul style="list-style-type: none"> Allegion Ventures Andreessen Horowitz Atlanta Technology Angels Backed By ATL Bling Capital CapitalG Citi Ventures Cross Creek Dimension Data Holdings EDBI Felicis Flashpoint Geodesic Capital Goldman Sachs Google Ventures GRA Venture Fund Institutional Venture Partners JC2 Ventures John Chambers Kevin Donahue Mark Buffington National Science Foundation New York Angels Paul Bricault Pritzker Group Venture Capital Redpoint Ventures Sigma Partners Tal Cohen TechSquare Labs Undisclosed Investors Vitruvian Partners Webb Investment Network 	<ul style="list-style-type: none"> Pindrop focuses on voice security and identity verification within various business sectors. It offers solutions for voice authentication, fraud protection, and deepfake detection to secure voice interactions. Pindrop primarily serves the banking and finance, insurance, and call center industries. Pindrop was formerly known as Telineage. It was founded in 2011 and is based in Atlanta, Georgia.
04/16/24	Ledgebrook	24.0	32.8	<ul style="list-style-type: none"> American Family Ventures Brand Foundry Ventures Creative Destruction Lab Floating Point Markd Undisclosed Angel Investors Undisclosed Investors 	<ul style="list-style-type: none"> Ledgebrook is a tech-enabled company focusing on the insurance industry, specifically specialty insurance. The company offers a range of insurance products, including general liability, professional liability, and excess liability, all powered by innovative technology for fast and easy quoting experiences. Ledgebrook primarily serves the insurance industry, particularly wholesale brokers. It was founded in 2021 and is based in Boston, Massachusetts.
04/16/24	Powerbroker AI	1.5	1.55	<ul style="list-style-type: none"> BrokerTech Ventures Dan Reich Undisclosed Investors 	<ul style="list-style-type: none"> Powerbroker AI leverages artificial intelligence to give commercial insurance agencies and their employees productivity. It supports producers, account managers, and operations teams in their daily work. The company was founded in 2023 and is based in San Francisco, California.

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Q2 2024 InsurTech Transactions — P&C

Date	Company	Funding USD M		Investor(s)	Description
		Round	Total		
04/16/24	Breach Insurance	0.1	2.57	<ul style="list-style-type: none"> Alumni Ventures Foundation Capital Global Founders Capital Goodwater Capital Hub71+ Digital Assets LightShed Ventures Plug and Play Insurtech Raptor Republic Capital Road Capital RW3 Ventures Ted Rogers Thomas Bailey 	<ul style="list-style-type: none"> Breach Insurance operates as a financial service provider. It offers insurance for digital assets such as cryptocurrencies, a proprietary crypto policy issuance and administration platform, and a solution to guarantee retail users of cryptocurrency exchanges. Breach Insurance primarily serves the cryptocurrency market. The company was founded in 2018 and is based in Suwanee, Georgia.
04/17/24	ICEYE	93.0	393.73	<ul style="list-style-type: none"> BAE Systems Blackwells Capital British Business Bank C16 Ventures Chione Christo Georgiev DNX Ventures Draper Associates Finnish Funding Agency for Technology and Innovation Finnish Industry Investment Founder.org Horizon 2020 Kajima U.S.A. Lifeline Ventures Lloyd's Lab Molten Ventures Move Capital NVIDIA Inception Program OTB Ventures Promus Ventures Seraphim Space Server Partners Solidium Space Angels Space Capital Tekes Tesi Tokio Marine True Ventures Undisclosed Investors 	<ul style="list-style-type: none"> ICEYE focuses on providing synthetic aperture radar (SAR) satellite data and disaster management solutions within the space technology sector. The company offers near real-time insights for natural catastrophes, persistent monitoring capabilities, and an application program interface (API) platform for satellite tasking, enabling data-driven decisions in various sectors. ICEYE primarily serves the insurance industry and government agencies with solutions tailored to enhance natural catastrophe response and recovery. It was founded in 2014 and is based in Espoo, Finland.

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Q2 2024 InsurTech Transactions — P&C

Date	Company	Funding USD M		Investor(s)	Description
		Round	Total		
04/23/24	Rainwalk	4.0	7.09	<ul style="list-style-type: none"> Bridge Capital Global Insurance Accelerator InsurTech Gateway ManchesterStory Group Seaplane Ventures Techstars Austin Accelerator Techstars Ventures Undisclosed Angel Investors Undisclosed Investors 	<ul style="list-style-type: none"> Rainwalk is a pet insurance provider in the financial services industry. The company offers comprehensive insurance policies for pets, covering a range of medical expenses, including accidents, illnesses, and wellness care. Rainwalk's services are designed to provide pet owners with financial support for veterinary costs, ensuring pets can receive necessary healthcare without financial strain. It was founded in 2018 and is based in Columbia, South Carolina.
04/23/24	Estaly	3.8	3.84	<ul style="list-style-type: none"> CDG Invest Growth OneRagtime Undisclosed Angel Investors 	<ul style="list-style-type: none"> Estaly focuses on integrating insurance products into user experiences across various industries. The company provides an API-first platform that allows businesses to offer tailored insurance solutions during the purchasing process, ensuring a seamless post-purchase experience for customers. Estaly primarily serves sectors such as e-commerce, retail, jewelry, eyewear, fintech, banks, and financial services. It was founded in 2022 and is based in Paris, France.
04/24/24	Peppercorn	4.0	4.04	<ul style="list-style-type: none"> Angels Invest Wales EHE Capital Undisclosed Investors Wealth Club 	<ul style="list-style-type: none"> Peppercorn is a company that focuses on the use of artificial intelligence in the insurance industry. The company's main offering is a conversational AI platform, designed specifically for the insurance sector, that allows customers to manage their policies digitally. The platform also includes features such as automated pre-sale underwriting, which helps to protect both customers and insurers. It was founded in 2020 and is based in Cardiff, United Kingdom.
04/29/24	Urban Jungle	14.4	58.75	<ul style="list-style-type: none"> Eka Ventures INGKA Investments Intact Ventures Mundi Ventures Rob Devey Simon Rogerson Sony Innovation Fund Tech Nation Fintech Tech Nation Upscale Undisclosed Investors 	<ul style="list-style-type: none"> Urban Jungle focuses on providing insurance services with an emphasis on simplicity, clarity, and fairness within the insurance industry. Its main offerings include crafting insurance policies that are designed to be straightforward and equitable, catering to the needs of a new generation. Urban Jungle primarily sells to individuals seeking reliable and understandable insurance products. It was founded in 2016 and is based in London, United Kingdom.
04/30/24	Arbol	60.0	69.19	<ul style="list-style-type: none"> Ascend Giant Ventures Launch NY Mubadala Capital Opera Tech Ventures Plug and Play Silicon Valley summit Space Angels Space Capital Undisclosed Investors 	<ul style="list-style-type: none"> Arbol specializes in climate risk management solutions within the financial services and insurance domains. The company offers derivative solutions for agricultural businesses and energy businesses, as well as insurance services, using data, blockchain, and artificial intelligence for pricing and risk assessment. Its products are designed to provide coverage for weather-related risks, utilizing objective datasets and an AI-powered pricing platform. It primarily serves the environmental service sector. The company was founded in 2018 and is based in New York, New York.

Q2 2024 InsurTech Transactions — P&C

Date	Company	Funding USD M		Investor(s)	Description
		Round	Total		
04/30/24	Plover Parametrics	5.0	10.2	<ul style="list-style-type: none"> BoxGroup Soma Capital Twine Ventures Undisclosed Investors Y Combinator 	<ul style="list-style-type: none"> Plover Parametrics operates as a software(SaaS) data platform for insurers. The company helps companies launch new parametric insurance products. It also delivers claim administrations, climate insurance risk management, and expense management solutions. The company was founded in 2022 and is based in New York, New York.
04/30/24	Agcurate		0	<ul style="list-style-type: none"> EIT Food Accelerator Network Google for Startups Accelerator: Climate Change PARSEC Accelerator 	<ul style="list-style-type: none"> Agcurate specializes in rural agricultural intelligence, serving the agri-business sector with data and analytics. The company offers periodical intelligence services, utilizing satellite imagery, and machine learning algorithms to provide field-level forecasting, agri feasibility scores, and supply flow optimization. It primarily caters to the agri-input business, insurance and banking, commodity, food, and retail sectors, as well as governments and non-governmental organizations (NGOs). The company was founded in 2020 and is based in Arnhem, Netherlands.
05/02/24	Danti	5.0	7.83	<ul style="list-style-type: none"> Humba Ventures Jeff Crusey Jordan Noone Keith Masback Leo Polovets National Geospatial-Intelligence Agency Overline VC Philip Krim Radius Capital Raven One Ventures Shield Capital Space.VC Tareyton Venture Partners Tech Square Ventures 	<ul style="list-style-type: none"> Danti specializes in observing data across various sectors. The company simplifies the process of finding and analyzing imagery and analytic reports, catering to users needing specific Earth data. Danti primarily serves the defense and intelligence, property and insurtech, and infrastructure sectors. It was founded in 2023 and is based in Atlanta, Georgia.
05/07/24	Honeycomb	36.0	54.7	<ul style="list-style-type: none"> Arkin Holdings Distributed Ventures Ibex Investors IT-Farm Launchbay Capital New Era Capital NFP Ventures Phoenix Insurance Plug and Play Insurtech Sure Ventures The Phoenix Zeev Ventures 	<ul style="list-style-type: none"> Honeycomb is an insurance technology platform that provides real estate insurance services. It offers insurance advice that includes commercial general liability, commercial property, umbrella insurance, and more. Honeycomb is formerly known as Agilius Insurance Services. It was founded in 2019 and is based in Chicago, Illinois.

Q2 2024 InsurTech Transactions — P&C

Date	Company	Funding USD M		Investor(s)	Description
		Round	Total		
05/09/24	CoverTree	13.0	23	<ul style="list-style-type: none"> Annox Capital AV8 Ventures Detroit Venture Partners Distributed Ventures Ludlow Ventures Portage Undisclosed Investors 	<ul style="list-style-type: none"> CoverTree operates as an insurance provider focusing on manufactured homes and related structures within the insurance industry. It offers insurance products designed to protect homes, and personal belongings, and provide liability coverage, which can be purchased online. CoverTree caters to the needs of homeowners, renters, and landlords, offering tailored policies for different types of factory-built homes, including modular, tiny homes, and accessory dwelling units (ADUs). It was founded in 2020 and is based in Detroit, Michigan.
05/11/24	Baigebao		2.31	<ul style="list-style-type: none"> All-In-Pay Huazhi Capital Huicheng Investment New Hope Group SDIC MY Industrial Capital 	<ul style="list-style-type: none"> Baigebao specializes in internet insurance technology services within the insurance industry. The company offers a scene-based SaaS cloud system that includes intelligent insurance underwriting, policy management, customer service, claims services, data modeling, and financial management. Baigebao primarily serves the insurance sector by providing technological support and customized insurance solutions to insurance companies and various channels. It was founded in 2015 and is based in Xiamen, China.
05/13/24	Insurama	8.6	14.63	<ul style="list-style-type: none"> Inveready Nervo 	<ul style="list-style-type: none"> Insurama is an insurtech company operating in the insurance industry. The company offers digital insurance products, primarily focusing on the coverage of consumer electronic devices for both individuals and businesses. These insurance services are customizable, fully digital, and designed to protect against various risks associated with the use of technology. It was founded in 2018 and is based in Madrid, Spain.
05/14/24	Re	7.0	21	<ul style="list-style-type: none"> Defy Partners Electric Capital Exor Framework Ventures Morgan Creek Capital Management SiriusPoint Tribe Capital Undisclosed Venture Investors 	<ul style="list-style-type: none"> Re focuses on connecting risk to capital within the insurance and reinsurance sectors. It offers a platform that facilitates the transaction of insurable risks, allowing for the backing of risks and earning of insurance premiums, as well as providing a space for insurers, members, and underwriting syndicates to engage with reinsurance activities. Re primarily serves the insurance industry, including sectors such as aviation, business owners, commercial multi-peril, and various liability and compensation insurance domains. Re was formerly known as Coverre. It was founded in 2022 and is based in San Francisco, California.
05/15/24	Cover Genius	80.0	240.5	<ul style="list-style-type: none"> Atlas Merchant Capital Belfer Family Dawn Capital G Squared Jasper Tans King River Capital Leap Capital Marinya Capital Regal Funds Management Sompo Holdings Spark Capital Undisclosed Investors 	<ul style="list-style-type: none"> Cover Genius is the insurtech company specializing in embedded protection for various industries. Its main offerings include a global distribution platform, XCover, which provides seamless insurance and protection services, and an API that enables instant claims payments in over 90 currencies. It primarily serves sectors such as retail, fintech, logistics, mobility and auto, gig economy, travel, property, and live event ticketing. It was founded in 2014 and is based in New York, New York.

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Q2 2024 InsurTech Transactions — P&C

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		Round	Total		
05/15/24	7Analytics	4.3	6.83	<ul style="list-style-type: none"> Construct Venture Link Capital Momentum Partners OBOS Scale Capital TRK Group 	<ul style="list-style-type: none"> 7Analytics operates in precision risk assessment tools within the environmental sector, focusing on climate change adaptation. The company offers products that utilize hydrology, geology, and data science to provide risk information for various industries, aiding in planning and decision-making related to climate risks such as floods and landslides. It was founded in 2020 and is based in Bergen, Norway.
05/15/24	handdii		4.57	<ul style="list-style-type: none"> Australia Entrepreneurs' Programme Brick & Mortar Ventures Charles Robinson Fifty-Second Celebration FJ Labs Greenlight Re Innovations Hartford InsurTech Hub John McBain Johns Lyng Group Nine Four Ventures Plug and Play Silicon Valley Summit Scale Investors Undisclosed Investors 	<ul style="list-style-type: none"> Handdii serves as a technology company that specializes in streamlining the property insurance claim process by connecting insurance companies with contractors. The company offers a digital platform that facilitates direct communication and coordination between customers, contractors, and insurance companies for efficient claim fulfillment and property repairs. Handdii primarily serves the insurance industry by providing a three-sided marketplace that simplifies the claims process for all parties involved. It was founded in 2017 and is based in Marina del Rey, California.
05/15/24	Neodigital		0	<ul style="list-style-type: none"> Alstin Capital ALTE OLDENBURGER Krankenversicherung Coparion Deutsche Ruckversicherung Elevat3 Capital HDI HUK-Coburg SchneiderGolling & Cie Swiss Life Select Undisclosed Investors 	<ul style="list-style-type: none"> Neodigital is a damage and accident insurer specializing in the digitalization of all processes within the insurance sector. The company offers a range of insurance products including personal liability, household contents, accident, property, pet owner liability, and vehicle insurance, all managed through an online platform. Neodigital's services cater to the insurance industry, providing digital solutions for policy management and claims processing. It was founded in 2017 and is based in Neunkirchen, Germany.
05/16/24	Wenalyze	1.1	2.96	<ul style="list-style-type: none"> Astorya.vc Athos Capital Bankinter Bankinter Capital Riesgo GoHub Accelerator GoHub Ventures Iope Ventures Mundi Lab Plug and Play Insurtech ScaleUp Spain 	<ul style="list-style-type: none"> Wenalyze specializes in open data analytics for the commercial insurance and bancassurance sectors. The company offers solutions that classify SME activities, improve data accuracy, and provide actionable insights for better decision-making. Wenalyze's technology aids financial institutions in understanding their clients' insurance needs through enriched data on merchant activities. It was founded in 2018 and is based in London, United Kingdom.

Q2 2024 InsurTech Transactions — P&C

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		Round	Total		
05/21/24	Vitesse	93.0	127.64	<ul style="list-style-type: none"> Hannover Digital Investments Hoxton Ventures KKR Octopus Ventures Prime Ventures Ron Kalifa Shane Happach Undisclosed Angel Investors Undisclosed Investors 	<ul style="list-style-type: none"> Vitesse is a company specializing in treasury and payment solutions within the insurance sector. Its services include optimizing treasury functions, managing insurance claim funds, and providing global payment services to facilitate faster claims settlements and improve capital efficiency. Vitesse primarily serves global carriers, third-party administrators, and companies in the travel, healthcare, and parametric insurance sectors. It was founded in 2014 and is based in London, United Kingdom.
05/22/24	Cover Whale		43	<ul style="list-style-type: none"> Ambac Financial Group Morgan Stanley Expansion Capital TigerRisk Partners Undisclosed Investors 	<ul style="list-style-type: none"> Cover Whale is an insurtech company specializing in commercial auto insurance for the trucking industry. They offer a comprehensive suite of insurance products, including liability, cargo, vehicle, and other coverages for truckers, along with a unique Driver Safety Program that incorporates telematics and real-time coaching to promote safe driving. The company primarily serves the commercial trucking sector, providing innovative insurance solutions to truck drivers and fleets. It was founded in 2019 and is based in New York, New York.
05/22/24	JustiFi		20.6	<ul style="list-style-type: none"> Crosslink Capital Emergence Capital Rally Ventures SVB Financial Group 	<ul style="list-style-type: none"> JustiFi provides embedded finance infrastructure and fintech solutions across various sectors. The company offers a suite of white-label financial tools, including payment processing, insurance, and lending services designed to integrate with client platforms. JustiFi primarily serves the fintech sector, enabling platforms to monetize financial services. JustiFi Technologies was formerly known as BlankMetal. It was founded in 2021 and is based in Saint Paul, Minnesota.
05/30/24	FintechOS	60.0	145.92	<ul style="list-style-type: none"> BlackRock Cipio Partners Earlybird Venture Capital Endeavor Gap Minder GECAD Group International Finance Corporation LAUNCHub Ventures Microsoft ScaleUp Molten Ventures OTB Ventures 	<ul style="list-style-type: none"> FintechOS specializes in financial technology and insurance, focusing on streamlining the creation and management of banking and insurance products. The company offers a platform that enables businesses to design, launch, and service financial and insurance products. It serves the banking and insurance sectors, offering solutions that cater to retail banking, small business banking, general insurance, and embedded finance, among others. It was founded in 2016 and is based in London, United Kingdom.

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05/30/24	Bondaval	19.1	42.73	<ul style="list-style-type: none"> Broadhaven Capital Partners Carlos Gonzalez-Cadenas Charlie Delingpole Charlie Songhurst Chris Adelsbach Dawn Capital Expa FJ Labs InsurTech Gateway Matt Clifford Octopus Ventures Quantexa Talis Capital Tech Nation Fintech Tink Tom Blomfield TrueSight Ventures Will Neale Yi Luo 	<ul style="list-style-type: none"> Bondaval provides payment security solutions for companies. It offers balance sheet protection, credit access, new customer exploration, and instant liquidity options. It focuses on serving business credit card providers, commodity suppliers, credit insurance providers, and others. It was founded in 2020 and is based in London, United Kingdom.
05/30/24	Functional Finance	17.0	31	<ul style="list-style-type: none"> Altai Ventures New Enterprise Associates Starr Insurance Companies Undisclosed Investors Walkabout Ventures 	<ul style="list-style-type: none"> Functional Finance provides a financial technology platform. The company platform allows insurance operators to manage their financial operations from payments and billing to finance and payables. It offers services such as payment processing, financing, payables reporting, payables bill pay, and more. It serves the financial service sector. Functional Finance was formerly known as Business in a Box Solutions. The company was founded in 2021 and is based in San Francisco, California.
05/30/24	Intelligent AI	1.0	5.86	<ul style="list-style-type: none"> Angel Investors Bristol Concept Ventures Force Over Mass Capital Gupta Group Innovate UK Lloyd's Lab Plug and Play Insurtech SuperSeed The Cornwall & Isles of Scilly Investment Fund Undisclosed Angel Investors Undisclosed Investors 	<ul style="list-style-type: none"> Intelligent AI provides insurance risk management solutions. It offers a global location intelligence solution that helps to identify, measure, predict, and mitigate property risks in real time. The company provides its solutions through satellite image analysis, site visualization, online risk assessments, statement of values (SOV) validation, and more. It was founded in 2020 and is based in Exeter, United Kingdom.
06/03/24	Finovox	4.3	6.2	<ul style="list-style-type: none"> Blast.club Bpifrance Inter Mutuelles Assistance Jerome Proust Plug and Play Insurtech Europe Shapr Ventures Super Capital VC Undisclosed Investors VAeX Capital Partners 	<ul style="list-style-type: none"> Finovox specializes in document fraud detection within various business sectors. The company's main offerings include software that utilizes machine learning algorithms to analyze and verify the authenticity of documents. Its solutions are designed to serve a broad range of sectors, including insurance, banking, real estate, telecom, and recruitment, by providing tools for fraud investigation and evidence of fraudulent activities. The company was founded in 2019 and is based in Paris, France.

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06/04/24	Mitiga Solutions	8.7	24.49	<ul style="list-style-type: none"> Barcelona Supercomputing Center Creas EIT Digital Accelerator Elaia Partners Esadecreapolis Faber Ventures FI Boost Horizon 2020 Iope Ventures Kibo Ventures Microsoft Climate Innovation Fund Microsoft for Startups Founders Hub Nationwide Ventures Plug and Play Insurtech Europe S2B Tech4Climate Sabadell Venture Capital Telefonica Tech Ventures Undisclosed Investors 	<ul style="list-style-type: none"> Mitiga Solutions specializes in providing climate risk intelligence, focusing on the intersection of science, artificial intelligence (AI), and technology within the climate technology sector. The company offers a self-serve platform and risk models that enable businesses and investors to analyze, report, and act on their exposure to climate-related risks. It primarily serves sectors that require climate risk assessment and management, including insurance, asset management, and various industries. The company was founded in 2018 and is based in Barcelona, Spain.
06/05/24	Sixfold	15.0	21.5	<ul style="list-style-type: none"> Bessemer Venture Partners Crystal Ventures Fund Lloyd's Lab Salesforce Ventures Scale Venture Partners Zurich Innovation Championship 	<ul style="list-style-type: none"> Sixfold specializes in generative artificial intelligence tools for the insurance underwriting sector. The company offers solutions that automate risk analysis, triage submissions, and summarize data, aiming to improve decision-making for insurers, managing general agents (MGA), and reinsurers. It primarily serves the insurance sector. The company was founded in 2023 and is based in New York, New York.
06/05/24	UpdatePromise	1.3	30.42	<ul style="list-style-type: none"> GCP Capital Partners Undisclosed Investors 	<ul style="list-style-type: none"> UpdatePromise specializes in consumer experience management within the automotive industry. The company offers a suite of software solutions that facilitate appointment scheduling, vehicle check-in, digital inspections, and mobile payments for automotive service providers. It primarily serves the automotive service and repair sector, including dealerships and repair shops. It was founded in 2009 and is based in Chino, California.
06/06/24	Indico Data	19.0	55.53	<ul style="list-style-type: none"> 406 Ventures Boston Seed Capital General Catalyst Guidewire Software Hyperplane Venture Capital Jump Capital Nationwide Ventures Osage Venture Partners Paycheck Protection Program Sandbox Industries Sandbox Insurtech Ventures Techstars Two Sigma Ventures Undisclosed Investors 	<ul style="list-style-type: none"> Indico Data is a company specializing in artificial intelligence solutions for automated document intake across various industries. Their main offering includes an Intelligent Intake solution that automates the processing of unstructured data. It serves sectors such as the insurance industry, financial services, and healthcare, optimizing processes like underwriting, claims, policy servicing, and revenue cycle management. Indico Data was formerly known as Indico. It was founded in 2013 and is based in Boston, Massachusetts.

Note: [Blue](#) font denotes current round investors.

Q2 2024 InsurTech Transactions — P&C

Date	Company	Funding USD M		Investor(s)	Description
		Round	Total		
06/06/24	Continuity	10.9	16.48	<ul style="list-style-type: none"> 115K Bpifrance Elaia Partners Kamet 	<ul style="list-style-type: none"> Continuity specializes in leveraging open data and artificial intelligence to enhance reliability in insurance underwriting and risk detection for portfolios. The company offers a suite of professional and business insurance products, including decennial liability, non-occupying owner insurance, building multi-risk, civil liability, business multi-risk, professional multi-risk, and industrial risk coverage. Its solutions are delivered through a secure, GDPR-compliant SaaS platform that requires no IT integration. It was founded in 2019 and is based in Paris, France.
06/14/24	Quantiv Risk	0.9	0.95	<ul style="list-style-type: none"> Undisclosed Investors 	<ul style="list-style-type: none"> Quantiv Risk specializes in the analysis of vehicle crash data and supports the insurance and automotive industries by providing insights into auto collisions. Its services include the evaluation of vehicle performance data to offer objective and transparent assessments of accidents, aiding in the resolution of insurance claims and litigation processes. The company primarily serves the insurance industry, law enforcement agencies, and legal professionals involved in automotive accidents. It was founded in 2020 and is based in New York, New York.
06/21/24	CargoLabs	0.0	0.28	<ul style="list-style-type: none"> Undisclosed Investors 	<ul style="list-style-type: none"> CargoLabs focuses on providing fintech solutions in the freight and insurance sectors. The company offers a two-sided marketplace that connects freight intermediaries and motor carriers with insurance agents, providing daily excess coverage options. Its services primarily cater to the logistics and insurance industries. It was founded in 2019 and is based in Charlottesville, Virginia.
06/25/24	IBISA Network	3.0	4.8	<ul style="list-style-type: none"> Acumen Resilient Agriculture Fund ADB Ventures Ankur Capital Equator Fit 4 Start InsurTech Gateway MassChallenge Switzerland Rockstart Sony Startup Acceleration Program Europe Space4Impact Tachyon 	<ul style="list-style-type: none"> IBISA Network focuses on providing climate insurance solutions for the agriculture sector. The company offers index-based insurance products designed to protect stakeholders in the agriculture value chain from weather-related risks. IBISA primarily serves sectors such as AgriTechs, Food and Beverage companies, Input Companies, Insurance and Reinsurance Companies, Government and Development Agencies, Financial Institutions, Farmer Cooperatives, and the Dairy industry. It was founded in 2019 and is based in Luxembourg City, Luxembourg.

Note: [Blue](#) font denotes current round investors.

Q2 2024 InsurTech Transactions — P&C

Date	Company	Funding USD M		Investor(s)	Description
		Round	Total		
06/27/24	Wefox	27.0	1546.31	<ul style="list-style-type: none"> • ACE & Company • Barclays Bank • CE Innovation Capital • Chrysalis Investments • Davidson • Davidson Technology Growth Debt • Decisive Wealth Management • Deutsche Bank • EDBI • Eurazeo • FinTLV • G Squared • Global Tech Ventures • Goldman Sachs • GR Capital • Harbert European Growth Capital • Horizons Ventures • IDEAL • IDInvest Partners • J.P. Morgan • Jupiter Asset Management • Lena Meyer-Landrut • LGT • LGT Capital Partners • Lightrock • Manhattan Venture Partners • Mountain Partners • Mubadala • Mubadala Capital • Mubadala Ventures • Mundi Lab • Mundi Ventures • Munich Re • OMERS Ventures • Partners Group • Salesforce Ventures • Samsung Catalyst • Samuel Skoblo • SBI Investment • Seedcamp • Sound Ventures • Speedinvest • Squarepoint Capital • Target Global • Undisclosed Investors • UniCredit • Victory Park Capital • WellFound 	<ul style="list-style-type: none"> • Wefox operates as a digital insurance company. It connects insurance providers, distributors, and customers. It offers a variety of insurance products, including automotive insurance, pet insurance, travel insurance, life insurance, and more. It was formerly known as Finance Fox. The company was founded in 2015 and is based in Berlin, Germany.

Note: [Blue](#) font denotes current round investors.

Q2 2024 InsurTech Transactions — P&C

Date	Company	Funding USD M		Investor(s)	Description
		Round	Total		
06/27/24	Supercede	15.0	15	<ul style="list-style-type: none"> • AFG Partners • Alven Capital • Lloyd's Lab • MMC Ventures • Mundi Ventures • Outward VC • Seedcamp • Tech Nation Fintech • Unpopular Ventures 	<ul style="list-style-type: none"> • Supercede operates as a reinsurance technology company that provides a data-centric, global trading platform for the reinsurance industry. The company offers solutions for streamlining data preparation, automating submission packs, and facilitating better collaboration among cedents, brokers, and reinsurers. Supercede's web-based platform includes tools for creating bespoke reinsurance deals, managing deal workflows, and integrating with existing systems to enhance data quality and transparency. It was founded in 2019 and is based in Telford, United Kingdom.
06/28/24	Feather	6.4	10.57	<ul style="list-style-type: none"> • Keen Venture Partners • Plural • Taavet Hinrikus • Undisclosed Angel Investors 	<ul style="list-style-type: none"> • Feather provides insurance services. The company offers a range of insurance products, including health, dental, personal liability, household, pet health, and life insurance. Its products cover various aspects of life, from health care and dental treatments. It was founded in 2018 and is based in Berlin, Germany.

Note: [Blue](#) font denotes current round investors.

Q2 2024 InsurTech Transactions — L&H

Date	Company	Funding USD M		Investor(s)	Description
		Round	Total		
04/02/24	XUND	2.15	7.97	<ul style="list-style-type: none"> ABHI US Accelerator Austria Wirtschaftsservice EIT Health Catapult FFG Haselsteiner Familienprivatstiftung LANA Ventures MassMutual Ventures MMC Ventures Plug and Play Insurtech RoX Health Schütz Family Office Thieme Publishers Tyrolean Business Angels 	<ul style="list-style-type: none"> XUND specializes in digital health solutions, focusing on connecting patients to appropriate care through API-first medical devices. The company offers a suite of products that facilitate the entire patient journey, from preventive health assessments to diagnosis, illness understanding, and ongoing monitoring. XUND primarily serves sectors such as healthcare providers, payers, pharmaceutical companies, and pharmacies. It was founded in 2018 and is based in Vienna, Austria.
04/03/24	Aligned Marketplace	8	8	<ul style="list-style-type: none"> A* Capital BoxGroup Epic Ventures Liquid 2 Ventures Maverick Ventures SV Angel Undisclosed Angel Investors 	<ul style="list-style-type: none"> Aligned Marketplace provides primary care solutions within the healthcare sector. The company offers a network of independent primary care providers to self-insured employers, facilitating access to quality healthcare services with a value-based payment model. Aligned Marketplace primarily serves the self-insured employer segment, connecting their workforce to personalized primary care options. It was founded in 2023 and is based in New York, New York.
04/12/24	ClaimBuddy	5	8	<ul style="list-style-type: none"> Bharat Fund CAC CAPITAL Chiratae Sonic Chiratae Ventures First Cheque LetsVenture Rebright Partners Relentless Pursuit Partners Titan Capital 	<ul style="list-style-type: none"> ClaimBuddy specializes in medical insurance claim assistance, operating within the healthcare and insurance sectors. The company provides solutions to streamline health insurance claim processes for hospitals and patients, ensuring maximum claim payouts with expert support. ClaimBuddy primarily serves the healthcare industry by assisting hospitals and patients with insurance claim management and documentation. It was founded in 2020 and is based in Gurugram, India.
04/17/24	HealthKey	1.62	1.62	<ul style="list-style-type: none"> Ascension Aviva Ventures Cur8 Capital Oxford Capital Partners Plug and Play Insurtech Europe 	<ul style="list-style-type: none"> HealthKey focuses on transforming how healthcare is accessed and paid for within the healthcare domain. The company facilitates connections between health insurers, employers, and digital health providers through application programming interface (API) integrations, enabling personalized, preventative, and proactive health services. It primarily serves the healthcare insurance industry and digital health sectors. The company was founded in 2022 and is based in London, United Kingdom.

Note: [Blue](#) font denotes current round investors.

Q1 2024 InsurTech Transactions — L&H

Date	Company	Funding USD M		Investor(s)	Description
		Round	Total		
04/25/24	Violet	1.63	7.09	<ul style="list-style-type: none"> • Forum Ventures • Hopelab • Incite Ventures • Naomi Allen • Northwell Holdings & Ventures • SemperVirens • The Venture Collective • Undisclosed Investors 	<ul style="list-style-type: none"> • Violet is a health equity platform operating in the healthcare sector. The company offers a suite of tools that help healthcare organizations deliver inclusive care by providing cultural competence education, inclusivity analytics, and inclusive care matching services. Violet primarily serves care delivery organizations, hospitals, and health systems, and health plans. It was founded in 2020 and is based in New York, New York.
04/26/24	Micruity	4	14.24	<ul style="list-style-type: none"> • Allianz Life • Alpine Meridian • Altari Ventures • Franklin Templeton • Global Insurance Accelerator • Great North Ventures • MassChallenge • OnRamp Insurance Accelerator • Pacific Life Insurance • Prudential • SixThirty • State Street Global Advisors • TIAA • Undisclosed Investors • Western & Southern Financial Group 	<ul style="list-style-type: none"> • Micruity specializes in creating financial infrastructure for retirement income products within the retirement planning sector. The company offers a platform that facilitates data sharing and communication between various stakeholders in the retirement savings ecosystem, such as insurers, record keepers, and plan sponsors. It was founded in 2017 and is based in Toronto, Canada.
05/06/24	Eleos	4.04	4.79	<ul style="list-style-type: none"> • APX Ventures • Fuel Ventures • Indico Capital Partners • MAGIC Fund 	<ul style="list-style-type: none"> • Eleos specializes in the insurance industry, with a particular focus on income protection insurance. The company offers insurance policies that provide regular financial support to individuals who are unable to work due to illness or injury. These policies are complemented by additional benefits such as access to remote general practitioner (GP) services, mental well-being programs, gym discounts, and life cover. It was founded in 2022 and is based in London, United Kingdom.
05/06/24	Flossy		14.7	<ul style="list-style-type: none"> • 8VC • B Capital • Clocktower Technology Ventures • Family Fund & Founder Community • Forecast Labs • Slow Ventures • SV Angel • TRAC • TTV Capital 	<ul style="list-style-type: none"> • Flossy focuses on providing dental care through a curated network of dentists, operating in the healthcare sector. The company offers dental services, allowing patients to book appointments and pay using a mobile app. Flossy primarily serves individuals seeking dental care without traditional insurance, offering savings on a wide range of dental procedures, including cosmetic treatments rarely covered by insurance. It was founded in 2020 and is based in Los Angeles, California.

Note: [Blue](#) font denotes current round investors.

Q1 2024 InsurTech Transactions — L&H

Date	Company	Funding USD M		Investor(s)	Description
		Round	Total		
05/08/24	4L Data Intelligence	1	12.6	<ul style="list-style-type: none"> Undisclosed Investors 	<ul style="list-style-type: none"> 4L Data Intelligence specializes in leveraging artificial intelligence to enhance healthcare and insurance services. The company offers solutions for fraud, waste, and abuse (FWA) detection, provider data management, and payment integrity. Its main services include FWA detection, pre-payment FWA prevention, advanced provider analysis, rapid FWA recovery, and network improvement. 4L Data Intelligence was formerly known as APATICS. It was founded in 2017 and is based in San Ramon, California.
05/09/24	Sift Healthcare	20	41.96	<ul style="list-style-type: none"> Allos Ventures B Capital First Trust Capital Partners Gaingels IKS Health Jeff DeAngelis Paycheck Protection Program Plug and Play Cleveland Rock River Capital Rock River Capital Partners StartUp Health Undisclosed Investors Wind River Financial Winnebago Capital Partners 	<ul style="list-style-type: none"> Sift Healthcare offers a healthcare analytics platform. Its platform uses data sources, both structured and unstructured, to reduce claim denials, increase patient collection rates, and capture insights. It provides its services mainly in the healthcare sector. The company was formerly known as SiftMD. It was founded in 2017 and is based in Milwaukee, Wisconsin.
05/13/24	Monitaur	6	13.35	<ul style="list-style-type: none"> Cultivation Capital Defy Partners Hub Angels Investment Group MTech Capital Plug and Play Fintech Accelerator Plug and Play Silicon Valley summit Plug and Play Ventures Presidio Ventures Rockmont Capital Partners Rockmont Partners Studio VC SVB Financial Group Techstars Techstars Boston Accelerator Techstars Ventures Undisclosed Investors 	<ul style="list-style-type: none"> Monitaur specializes in governance software, focusing on ethical and responsible management across various industries. The company offers a comprehensive platform that guides and governs the entire lifecycle of artificial intelligence, providing solutions for risk management, documentation, monitoring, and auditing of artificial intelligence systems. Monitaur primarily serves sectors that require robust artificial intelligence governance, such as financial services, healthcare, and technology. It was founded in 2019 and is based in Duxbury, Massachusetts.
05/14/24	Chapter	50	109.12	<ul style="list-style-type: none"> Addition Core Innovation Capital Health2047 Capital Partners Maverick Ventures Narya Capital Susa Ventures Techstars Seattle Accelerator XYZ Ventures 	<ul style="list-style-type: none"> Chapter provides a Medicare advisory platform that specializes in simplifying and optimizing Medicare for individuals. It offers guidance on Medicare enrollment, plan comparison, and ongoing plan management to ensure clients receive the best value from their Medicare coverage. Chapter primarily serves the healthcare insurance industry by assisting customers in navigating Medicare plans and options. It was founded in 2020 and is based in New York, New York.

Note: [Blue](#) font denotes current round investors.

Q2 2024 InsurTech Transactions — L&H

Date	Company	Funding USD M		Investor(s)	Description
		Round	Total		
05/14/24	BimaPay	2	2	<ul style="list-style-type: none"> LC Nueva Investment Partners Undisclosed Investors 	<ul style="list-style-type: none"> BimaPay provides financial technology (fintech) solutions specializing in lending products tailored for the insurance industry. It offers a range of lending solutions designed to meet the specific needs of insurance-related use cases. Its products facilitate financial transactions and credit provision within the insurance sector. The company was founded in 2022 and is based in New Delhi, India.
05/15/24	Beam Benefits	29.8	238.39	<ul style="list-style-type: none"> Alumni Ventures Breakout Capital Drive Capital Georgian Kentucky Seed Capital Fund Kleiner Perkins Caufield & Byers Lewis & Clark Ventures Mercato Partners Nationwide Ventures Queen City Angels Rock Health Undisclosed Investors Yearling Fund 	<ul style="list-style-type: none"> Beam Benefits provides employee benefits with a focus on dental, vision, life, and disability insurance. The company offers a range of insurance products designed to meet the needs of modern workforces, including ancillary benefits like supplemental health insurance. Beam Benefits distinguishes itself with a digital-first approach, providing tools for plan management and a rewards program that incentivizes preventive care. Beam Benefits was formerly known as Beam Dental. It was founded in 2012 and is based in Columbus, Ohio.
05/15/24	Fay	20	25	<ul style="list-style-type: none"> 1984 Ventures Forerunner Ventures General Catalyst Undisclosed Angel Investors 	<ul style="list-style-type: none"> Fay offers access to affordable, inclusive nutrition counseling. It provides a platform to help users find dietitians and nutritionists nearby who accept their insurance. It also allows dietitians to apply, receive credentials with insurance, and start their private practices. The company was founded in 2022 and is based in San Francisco, California.
05/16/24	DAFFODIL	4.6	4.6	<ul style="list-style-type: none"> Conquest Accelerator Epic Ventures Maverick Ventures NSRCEL — Maruti Suzuki Mobility Incubation Program NSRCEL Indian Institute of Management Bangalore 	<ul style="list-style-type: none"> DAFFODIL focuses on transforming out-of-network claim processes in the healthcare sector using artificial intelligence and language model technologies. The company offers a software-as-a-service (SaaS) based claim repricing application that enables payors and third-party administrators (TPAs) to reprice healthcare claims in-house, using configurable rules and methodologies, and provides an LLM engine for explaining and justifying repricing to providers. Additionally, Daffodil develops a digital mental health platform for children with special needs, featuring a smart assistant to support parents. It was founded in 2020 and is based in Bangalore, India.
05/27/24	Spectrum.Life	18.5	27.42	<ul style="list-style-type: none"> ACT Venture Capital Undisclosed Investors 	<ul style="list-style-type: none"> Spectrum.Life specializes in mental health and wellbeing solutions, primarily serving the corporate, insurance, and university sectors. The company offers a range of services, including workplace wellbeing programs, employee assistance programs, mental health coaching, and digital mental health tools. Spectrum.Life provides these services to a variety of sectors, including the ecommerce industry, real estate tech industry, and cloud computing industry. It was founded in 2018 and is based in Dublin 2, Ireland.

Note: [Blue](#) font denotes current round investors.

Q2 2024 InsurTech Transactions — L&H

Date	Company	Funding USD M		Investor(s)	Description
		Round	Total		
05/27/24	Coversure	4	4	<ul style="list-style-type: none"> • Enam Holdings 	<ul style="list-style-type: none"> • Coversure serves as an AI-first insurtech company focused on redefining the insurance landscape. The company offers a platform that uses data-led customization for insurance products and user experiences. While the company primarily serves insurance holders in India, it does not limit its services to a specific sector of the economy. It was founded in 2023 and is based in Mumbai, India.
06/05/24	PorchSoftware	8	8	<ul style="list-style-type: none"> • Undisclosed Investors 	<ul style="list-style-type: none"> • PorchSoftware is a fintech company that operates in the life insurance sector. The company provides a platform that offers services such as digital life insurance application submission, client information gathering, and marketing tools for life insurance advisors. The primary customers of PorchSoftware are career advisors, independent agents, and insurance carriers. It is based in Sandy, Utah.
06/11/24	Quantiq	2.79	5.65	<ul style="list-style-type: none"> • Bpifrance • PariSante Campus • Undisclosed Angel Investors 	<ul style="list-style-type: none"> • Quantiq is a technology company focused on digital health and wellness solutions. They offer a software solution that transforms cameras on smartphones, tablets, and computers into medical devices for telehealth and health monitoring. The company primarily serves the healthcare, insurance, and industrial sectors with its interoperable health assessment tools. It was founded in 2020 and is based in Paris, France.
06/18/24	Alyve Health		6.4	<ul style="list-style-type: none"> • 1Crowd • Axilor Ventures • InHealth Ventures • Trifecta Capital • Undisclosed Investors 	<ul style="list-style-type: none"> • Alyve Health serves as a health-plan-tech platform focused on preventive healthcare and medical care support. The company offers a range of health plans that include preventive care, medical expertise, and support for a cashless healthcare experience. Alyve Health primarily serves individuals, employers, insurance companies, and other corporate entities with personalized healthcare experiences. It was founded in 2020 and is based in Mumbai, India.
06/19/24	Peak3	35	35	<ul style="list-style-type: none"> • Alpha JWC Ventures • EQT 	<ul style="list-style-type: none"> • Peak3 provides global insurance services specializing in digital solutions for the insurance industry. It offers a cloud-based platform that provides core system modernization, distribution channel solutions, and AI-driven analytics to insurers, MGAs, and insurance intermediaries. Its solutions cater to operational management, and accelerate product innovation and customer experiences. It was formerly known as ZA Tech and changed its name to Peak3 in June 2024. The company was founded in 2018 and is based in Singapore.

Note: [Blue](#) font denotes current round investors.

Q2 2024 InsurTech Transactions — L&H

Date	Company	Funding USD M		Investor(s)	Description
		Round	Total		
06/19/24	Fiibo		3.63	<ul style="list-style-type: none"> Headline XP Venture Capital Wayra Brasil 	<ul style="list-style-type: none"> Fiibo operates as a multi-platform company focused on health and wellness. It offers a wide range of health and wellness products and services, providing customers with the freedom to choose the ones that best meet their needs, primarily selling to the health and wellness industry. The company was founded in 2022 and is based in Sao Paulo, Brazil.
06/21/24	Verituity	18.8	28.8	<ul style="list-style-type: none"> Ardent Capital Ardent Venture Partners BNY Mellon Accelerator Program ForgePoint Capital MTech Capital Sandbox Industries 	<ul style="list-style-type: none"> Verituity focuses on transforming business disbursements through its payout verification and payment choice solutions within the financial technology sector. The company offers a platform that enables banks and businesses to deliver verified digital payouts, enhance payment accuracy and choice, and reduce associated risks and costs. Verituity primarily serves sectors that require efficient, secure, and verified payment solutions, such as banking, insurance, and other financial services. It was founded in 2020 and is based in McLean, Virginia.
06/21/24	Avnear	0.32	0.32	<ul style="list-style-type: none"> Undisclosed Angel Investors 	<ul style="list-style-type: none"> Avnear specializes in online investment solutions with a focus on life insurance and retirement savings within the financial services industry. It offers online life insurance and retirement savings plans to manage investment security and manage financial risks. Its management detects market overvaluations before investing. The company was founded in 2023 and is based in Paris, France.
06/24/24	After	3	9.1	<ul style="list-style-type: none"> Aaron Skonnard Break Trail Ventures Chris North Matchstick Ventures Revolution Rise Of The Rest Seed Fund Sweater TEN13 Undisclosed Angel Investors Undisclosed Investors 	<ul style="list-style-type: none"> After specializes in online cremation arrangements and funeral pre-planning services within the funeral industry. It offers cremation services, as well as funeral insurance, with pricing and a focus on customer care. It primarily serves individuals seeking to pre-plan their funeral arrangements or arrange services for a loved one. The company was founded in 2020 and is based in Provo, Utah.

Note: Blue font denotes current round investors.

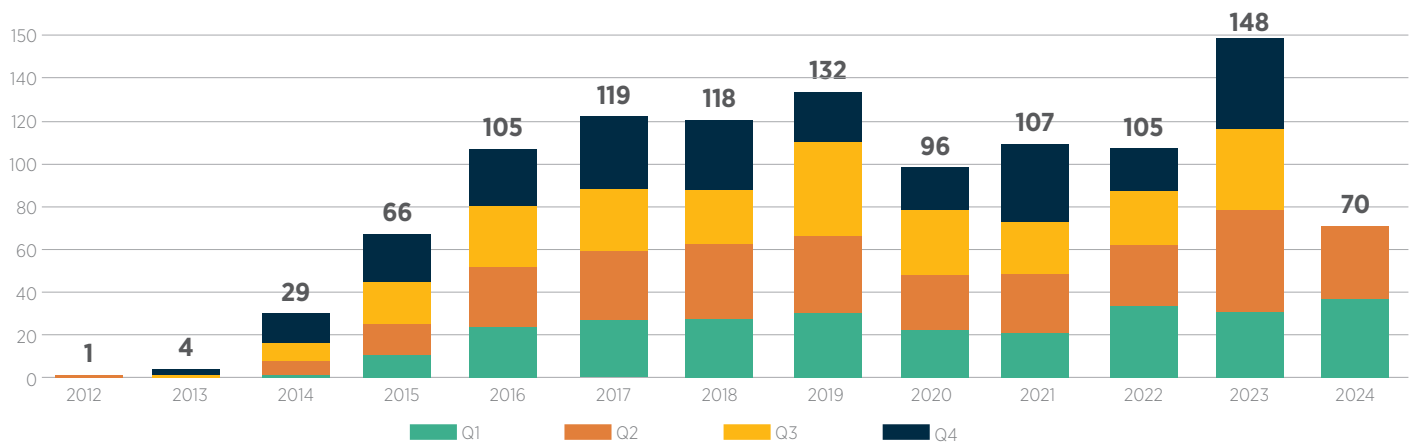
Q2 2024 InsurTech Transactions — L&H

Date	Company	Funding USD M		Investor(s)	Description
		Round	Total		
06/25/24	Micruity	5	14.24t	<ul style="list-style-type: none"> Allianz Life Alpine Meridian Altari Ventures Franklin Templeton Global Insurance Accelerator Great North Ventures MassChallenge OnRamp Insurance Accelerator Pacific Life Insurance Prudential SixThirty State Street Global Advisors TIAA Undisclosed Investors Western & Southern Financial Group 	<ul style="list-style-type: none"> Micruity specializes in creating financial infrastructure for retirement income products within the retirement planning sector. The company offers a platform that facilitates data sharing and communication between various stakeholders in the retirement savings ecosystem, such as insurers, record keepers, and plan sponsors. It was founded in 2017 and is based in Toronto, Canada.
06/26/24	Sidecar Health	165	328	<ul style="list-style-type: none"> Anne Wojcicki Bond Cathay Innovation Comcast Ventures Drive Capital Duke University Forecast Labs GreatPoint Ventures Kauffman Fellows Koch Disruptive Technologies Menlo Ventures Morpheus Capital Morpheus Ventures Tiger Global Management Whistler Capital Partners 	<ul style="list-style-type: none"> Sidecar Health operates as a provider of modern health insurance solutions in the healthcare sector. The company offers ACA-compliant major medical plans that empower consumers with cost control and the freedom to choose any doctor without network restrictions. It caters to both individuals seeking personal coverage and employers. It was founded in 2018 and is based in Covina, California.



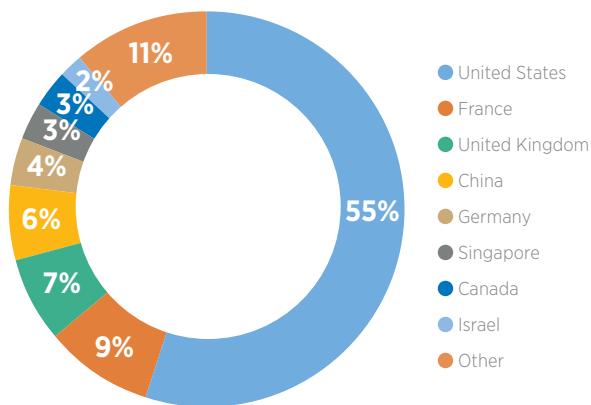
InsurTech by the Numbers

Private Technology Investments by (Re)Insurers



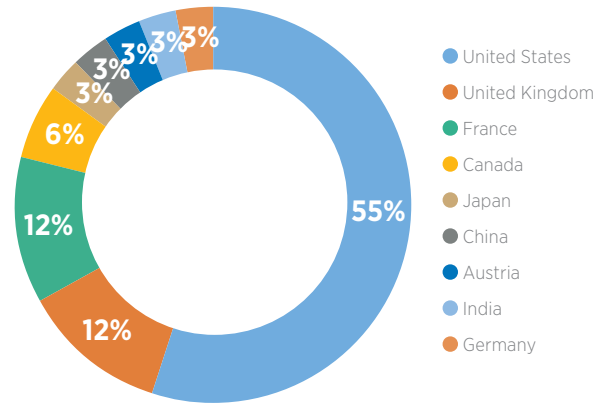
Private Technology Investments by (Re)Insurers by Target Country

2012 — Q2 2024



2012 — Q2 2024 Transactions: 1100

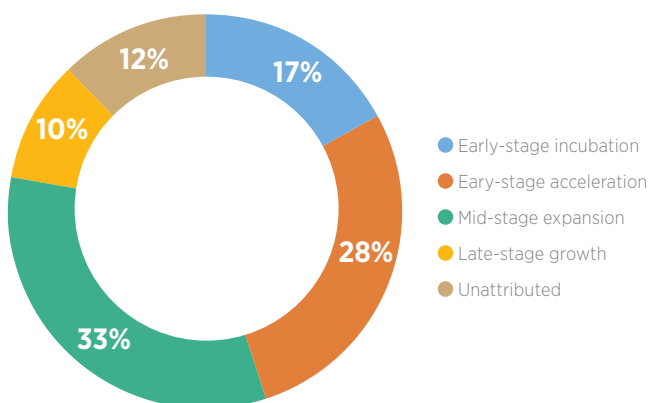
Q2 2024



Q2 2024 Transactions: 33

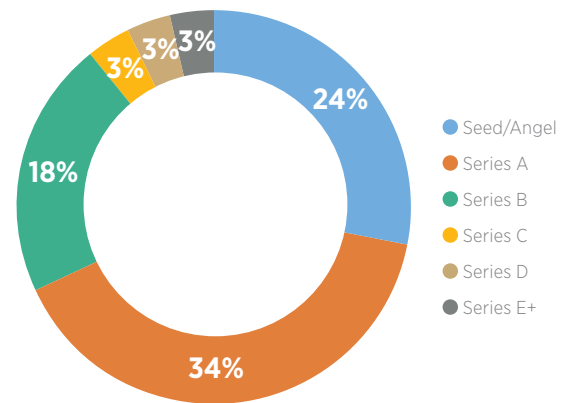
Private Technology Investments by (Re)Insurers by Investment Stage

2012 — Q2 2024



2012 — Q2 2024 Transactions: 1100

Q2 2024



Q2 2024 Transactions: 33

Q2 2024 Private Technology Investments by (Re)Insurers

Date	Company	Funding USD M		(Re)Insurer Investor(s)	Description
		Round	Total		
04/02/24	BurnBot	20	25	<ul style="list-style-type: none"> American Family Ventures 	<ul style="list-style-type: none"> BurnBot specializes in wildfire risk reduction solutions within the utilities and forestry sectors. It offers systematic fuel treatment services, including remote prescribed burning machines, to mitigate wildfire risks. BurnBot's technology is primarily utilized in areas where reducing vegetation and creating defensible space for community and infrastructure protection. The company was founded in 2022 and is based in San Francisco, California.
04/02/24	XUND	2.15	7.97	<ul style="list-style-type: none"> MassMutual Ventures 	<ul style="list-style-type: none"> XUND specializes in digital health solutions, focusing on connecting patients to appropriate care through API-first medical devices. The company offers a suite of products that facilitate the entire patient journey, from preventive health assessments to diagnosis, illness understanding, and ongoing monitoring. XUND primarily serves sectors such as healthcare providers, payers, pharmaceutical companies, and pharmacies. It was founded in 2018 and is based in Vienna, Austria.
04/03/24	Iceberg Data Lab	10.06	15.98	<ul style="list-style-type: none"> AXA Investment Managers MAIF Avenir 	<ul style="list-style-type: none"> Iceberg Data Lab specializes in providing environmental data solutions within the financial sector. The company develops tools and metrics for financial institutions to measure and manage their impact on climate and biodiversity, as well as to comply with environmental regulations. Iceberg Data Lab's offerings cater to a range of financial entities, including asset managers, insurance companies, and banks. It was founded in 2019 and is based in Paris, France.
04/04/24	MOBIKO			<ul style="list-style-type: none"> Baloise Group 	<ul style="list-style-type: none"> MOBIKO provides a platform that provides mobility benefits, including mobility budgets, public transportation subsidies, and business travel management. It primarily serves employers looking for employee mobility solutions and transportation companies seeking to expand their Mobility as a Service (MaaS) platforms. The company was founded in 2017 and is based in Munich, Germany.
04/09/24	Valera Health	9.12	76.32	<ul style="list-style-type: none"> AXA Venture Partners 	<ul style="list-style-type: none"> Valera Health operates as a tele-mental health service provider in the healthcare sector. The company offers therapy and psychiatry services, including individual and group therapy, medication management, and mental healthcare through an online platform. Valera Health primarily serves individuals seeking mental health services remotely. Valera Health was formerly known as Ethosmart Health. It was founded in 2015 and is based in Brooklyn, New York.

Q2 2024 Private Technology Investments by (Re)Insurers

Date	Company	Funding USD M		(Re)Insurer Investor(s)	Description
		Round	Total		
04/10/24	Lumeris	100	698	<ul style="list-style-type: none"> The Blue Venture Fund Sandbox Industries 	<ul style="list-style-type: none"> Lumeris focuses on value-based care strategies and managed services within the healthcare sector. It offers various services, such as population health management, physician alignment, care delivery optimization, network management, and value-based data analytics. It primarily serves health systems and providers looking for clinical and financial outcomes in value-based care arrangements. Lumeris was formerly known as Essence Group Holdings. The company was founded in 2000 and is based in Maryland Heights, Missouri.
04/11/24	Fairview			<ul style="list-style-type: none"> New York Life Insurance Company 	<ul style="list-style-type: none"> Fairview Capital specializes in fostering relationships within the private markets sector, focusing on institutional investors. The company offers services that provide access to venture capital, support for diverse and emerging managers, and co-investment opportunities. Fairview primarily caters to the financial services industry, with a particular emphasis on private market segments. It was founded in 1994 and is based in West Hartford, Connecticut.
04/12/24	Raptors			<ul style="list-style-type: none"> Mitsui Sumitomo Insurance Venture Capital 	<ul style="list-style-type: none"> Raptors offers event planning and management services. It offers unique production technologies to create engaging experiences, as well as providing consulting services to valuable solutions to clients. It serves sectors that require the integration of digital and physical elements in their events and promotions. It was founded in 2021 and is based in Tokyo, Japan.
04/16/24	Ledgebrook	24	32.8	<ul style="list-style-type: none"> American Family Ventures 	<ul style="list-style-type: none"> Ledgebrook is a tech-enabled company focusing on the insurance industry, specifically specialty insurance. The company offers a range of insurance products, including general liability, professional liability, and excess liability, all powered by innovative technology for fast and easy quoting experiences. Ledgebrook primarily serves the insurance industry, particularly wholesale brokers. It was founded in 2021 and is based in Boston, Massachusetts.
04/17/24	Found Energy	12	12.9	<ul style="list-style-type: none"> Munich Re Ventures 	<ul style="list-style-type: none"> Found Energy focuses on renewable energy transportation within the energy sector. The company's main service involves transforming aluminum scrap into carbon-free energy carriers, which are used to generate clean hydrogen and direct process heat. Found Energy primarily serves heavy industries, such as aluminum smelting, fertilizer production, and maritime shipping. It was founded in 2022 and is based in Boston, Massachusetts.

Q2 2024 Private Technology Investments by (Re)Insurers

Date	Company	Funding USD M		(Re)Insurer Investor(s)	Description
		Round	Total		
04/17/24	HealthKey	1.62	1.62	• Aviva Ventures	• HealthKey focuses on transforming how healthcare is accessed and paid for within the healthcare domain. The company facilitates connections between health insurers, employers, and digital health providers through application programming interface (API) integrations, enabling personalized, preventative, and proactive health services. It primarily serves the healthcare insurance industry and digital health sectors. The company was founded in 2022 and is based in London, United Kingdom.
04/17/24	Veesual AI	3.72	5.44	• AXA Venture Partners	• Veesual AI specializes in augmented shopping experiences for the fashion e-commerce sector. It offers virtual try-on solutions that use AI-based image generation to allow customers to see clothing on models of various sizes, ages, and skin tones. It was founded in 2020 and is based in Paris, France.
04/19/24	Wayspring	45	161.3	• The Blue Venture Fund	• Wayspring operates as a healthcare organization specializing in providing care for individuals with complex health needs. The company offers a range of services, including substance use disorder treatment, behavioral health care, primary care services, and access to social supports and community resources. Wayspring primarily serves members through health insurance plans. Wayspring was formerly known as axialHealthcare. It was founded in 2012 and is based in Nashville, Tennessee.
04/24/24	ATLAS SP Partners			• MassMutual	• ATLAS SP Partners is a global investment firm specializing in structured credit and asset-backed finance solutions within the financial services sector. The company offers a range of services, including principal investing, financing, capital markets, and portfolio solutions to optimize clients' capital structures and achieve their financial goals. It was founded in 2003 and is based in New York, New York.
04/24/24	Pyte	5	12.52	• Liberty Mutual Strategic Ventures	• Pyte develops a data utilization and sharing platform. It enables enterprises to leverage their data across different organizations. It was formerly known as CipherMode Labs. The company was founded in 2021 and is based in Los Angeles, California.
04/29/24	Urban Jungle	14.4	58.75	• Intact Ventures • Mundi Ventures	• Urban Jungle focuses on providing insurance services with an emphasis on simplicity, clarity, and fairness within the insurance industry. Its main offerings include crafting insurance policies that are designed to be straightforward and equitable, catering to the needs of a new generation. Urban Jungle primarily sells to individuals seeking reliable and understandable insurance products. It was founded in 2016 and is based in London, United Kingdom.

Q2 2024 Private Technology Investments by (Re)Insurers

Date	Company	Funding USD M		(Re)Insurer Investor(s)	Description
		Round	Total		
05/06/24	Power Sustainable			• Great-West Lifeco	• Power Sustainable serves as a sustainable alternative asset manager focusing on financing solutions that contribute to decarbonization and sustainability across various industries. The company offers investment opportunities in agri-food private equity, global infrastructure credit, and energy infrastructure equity, targeting both competitive financial returns and positive sustainability outcomes. Power Sustainable primarily serves institutional investors looking to invest in alternative assets that support sustainable development. It was founded in 2019 and is based in Montreal, Canada.
05/06/24	Zanskar	30	45	• Munich Re Ventures	• Zanskar specializes in geothermal energy development and mineral exploration. The company leverages machine learning and big data to discover geothermal energy prospects, aiming to reduce the risk and cost associated with geothermal development. Zanskar's approach primarily serves the renewable energy sector. It was founded in 2021 and is based in Salt Lake City, Utah.
05/08/24	TaiDoc Health	127.33	127.33	• China Pacific Insurance	• TaiDoc Health develops a medical service platform for remote diagnosis and treatment services. The platform provides online consultation, Internet medical care, family doctors, breast disease centers, and other medical services. The company was founded in 2020 and is based in Xuhui, China.
05/10/24	Niro	4.3	18.8	• Mitsui Sumitomo Insurance Venture Capital	• Niro specializes in embedding personalized credit products into consumer internet platforms within the fintech sector. The company offers a suite of financial services that include the creation of competitive, flexible, and personalized credit products designed to integrate seamlessly with client applications. Niro primarily serves consumer internet platforms looking to add financial services to their offerings. It was founded in 2021 and is based in Bengaluru, India.
05/14/24	Watershed Health	13.6	24.52	• MassMutual Ventures	• Watershed Health focuses on improving healthcare outcomes through communication and collaboration among healthcare providers and plans. It offers a platform that facilitates communication, information sharing, and community-wide data sharing to support coordinated care. The platform serves as a virtual workspace for providers to collaborate on patient care and drive coordination with quality metrics. It was founded in 2013 and is based in New Orleans, Louisiana.

Q2 2024 Private Technology Investments by (Re)Insurers

Date	Company	Funding USD M		(Re)Insurer Investor(s)	Description
		Round	Total		
05/21/24	Tuesday Health	60	60	<ul style="list-style-type: none"> • Mass General Brigham Ventures • The Blue Venture Fund 	<ul style="list-style-type: none"> • Tuesday Health focuses on providing supportive care for individuals with serious illnesses within the healthcare sector. The company offers a range of services aimed at easing symptoms, managing stress, and improving the quality of life for patients and their caregivers through in-home, telephone, or video assistance. Tuesday Health collaborates with a network of providers to deliver personalized care plans and support for navigating the healthcare system. It was founded in 2023 and is based in Nashville, Tennessee.
05/30/24	Frich	2.8	2.8	<ul style="list-style-type: none"> • TruStage Ventures 	<ul style="list-style-type: none"> • Frich focuses on providing social finance insights. The company offers a service that allows users to anonymously compare their financial habits, such as spending and income, with peers in similar demographics. It primarily serves individuals seeking financial transparency and peer benchmarks. The company was founded in 2021 and is based in New York, New York.
06/05/24	Testsigma	8.2	13.4	<ul style="list-style-type: none"> • MassMutual Ventures 	<ul style="list-style-type: none"> • Testsigma provides an open-source test automation software for website and mobile applications to achieve continuous testing with a shift-left approach. Its product has built-in natural language processing (NLP) grammar, which can automate user actions in simple English or generate airtight test scripts with the test recorder, along with built-in visual testing. It also has features such as a test lab on the cloud, which provides suggestions for quick root cause analysis (RCA) on test failure. The company was founded in 2019 and is based in San Francisco, California.
06/11/24	YesWeHack	27.96	51.34	<ul style="list-style-type: none"> • Open CNP 	<ul style="list-style-type: none"> • YesWeHack offers services such as crowdsourcing vulnerability discovery, managing vulnerability disclosure policies, pentest report management, attack surface management, and ethical hacking training. YesWeHack primarily serves sectors that require cybersecurity measures, including technology companies, telecommunications, and government agencies. It was founded in 2015 and is based in Paris, France.
06/12/24	Posh		27.8	<ul style="list-style-type: none"> • TruStage Ventures 	<ul style="list-style-type: none"> • Posh is a company specializing in conversational AI solutions for the banking sector. It offers products such as voice and digital assistants to automate customer service and enhance employee efficiency, as well as a knowledge assistant for information management. Posh's AI platform is designed to integrate seamlessly with existing banking processes, providing secure and efficient AI management. It was founded in 2018 and is based in Boston, Massachusetts.

Q2 2024 Private Technology Investments by (Re)Insurers

Date	Company	Funding USD M		(Re)Insurer Investor(s)	Description
		Round	Total		
06/13/24	Rendesco	7.7	7.7	<ul style="list-style-type: none"> Aviva Ventures 	<ul style="list-style-type: none"> Rendesco is a company focused on clean energy technology within the renewable energy industry. The company's main offerings include the development, construction, and operation of geothermal networks and ground source heat pump technology, which are used to provide low-carbon heating, hot water, and cooling solutions. Rendesco primarily serves the housing development sector, providing sustainable heating solutions for both commercial and residential developments. It was founded in 2012 and is based in Cheltenham, United Kingdom.
06/17/24	FINBOURNE Technology	69.71	127.77	<ul style="list-style-type: none"> AXA Venture Partners 	<ul style="list-style-type: none"> FINBOURNE Technology specializes in financial data management within the FinTech sector. The company offers a suite of products designed to control, consolidate, and understand financial data for investment operations, including operational data stores, investment book of records, and portfolio management systems. FINBOURNE primarily serves asset managers, alternative asset managers, asset owners, asset servicers, and the banking and capital markets sectors. It was founded in 2016 and is based in London, United Kingdom.
06/20/24	Humata Health	25	25	<ul style="list-style-type: none"> Optum Ventures The Blue Venture Fund 	<ul style="list-style-type: none"> Humata Health specializes in transforming prior authorizations through artificial intelligence and automation within the healthcare sector. The company offers a platform that streamlines the end-to-end prior authorization process for healthcare providers, enhancing efficiency and accuracy. Humata's solutions are designed to serve the healthcare industry, particularly in high-volume service lines such as imaging, cardiology, neurology, orthopedics, sleep studies, and surgery. It was founded in 2023 and is based in Winter Park, Florida.
06/20/24	Kinetic Automation	21	31	<ul style="list-style-type: none"> Liberty Mutual Strategic Ventures 	<ul style="list-style-type: none"> Kinetic Automation focuses on the automotive industry, specifically in the domain of modern vehicle maintenance. The company offers services for maintaining and servicing modern vehicles, particularly electric and autonomous vehicles, using advanced technologies such as robotics, proprietary AI, and in-house expertise. It primarily serves sectors such as dealerships, independent repair shops, national repair chains, autonomous fleets, rental fleets. It was founded in 2021 and is based in Santa Ana, California.
06/21/24	Pinpo	1.6	1.6	<ul style="list-style-type: none"> Open CNP 	<ul style="list-style-type: none"> Pinpo specializes in AI conversational technology for the sales and marketing sectors, offering a qualification platform. The company provides solutions that engage leads through SMS and WhatsApp to qualify projects and schedule appointments, as well as revive dormant leads to uncover new sales opportunities. Pinpo's services cater to various industries, including real estate, financial services, automotive, home improvement, and energy. It was founded in 2018 and is based in Paris, France.

Q2 2024 Private Technology Investments by (Re)Insurers

Date	Company	Funding USD M		(Re)Insurer Investor(s)	Description
		Round	Total		
06/25/24	Micruity	5	14.24	• Pacific Life Insurance	• Micruity specializes in creating financial infrastructure for retirement income products within the retirement planning sector. The company offers a platform that facilitates data sharing and communication between various stakeholders in the retirement savings ecosystem, such as insurers, record keepers, and plan sponsors. It was founded in 2017 and is based in Toronto, Canada.
06/25/24	Norm Ai	27	38.1	• New York Life Ventures	• Norm Ai focuses on revolutionizing regulatory compliance through the use of Artificial Intelligence (AI) in the legal and compliance industry. The company's main service involves the use of AI agents to streamline and enhance regulatory compliance processes. It was founded in 2023 and is based in Brooklyn, New York.



Q2 2024 Strategic (Re)Insurer Partnerships

Date	Company	(Re)Insurer Investor(s)	Description
04/01/24	Wioba	<ul style="list-style-type: none"> 123Seguro 	<ul style="list-style-type: none"> Colombian fintech Wioba closed a partnership to integrate 123Seguro's car insurance policies into its wealth management platform, allowing its 51k users to choose the most suitable policy for their vehicle type, usage, and budget.
04/02/24	Risk Cooperative Dataprise	<ul style="list-style-type: none"> Converge 	<ul style="list-style-type: none"> Dataprise, a distinguished Managed Service Provider and Managed Security Service Provider (MSSP), announced a strategic partnership with Converge Insurance and Risk Cooperative to provide enhanced cybersecurity and cybersecurity insurance solutions to businesses nationwide. This partnership enables organizations with Dataprise's Managed Cybersecurity Premier to gain a robust cyber insurance program with streamlined underwriting, enhanced pricing, and comprehensive coverage to support true cyber resilience and protect against the ever-evolving cyber threat landscape.
04/02/24	MoneyHero Group	<ul style="list-style-type: none"> FWD Group 	<ul style="list-style-type: none"> Moneymax, the Philippines' largest personal finance marketplace for financial products and a subsidiary of MoneyHero Limited (NASDAQ: MNY), announced its strategic partnership with FWD Life Insurance (FWD Philippines) to give Filipinos access to life insurance and help them make better financial decisions for their protection needs and financial future.
04/03/24	Talkiatry	<ul style="list-style-type: none"> Cigna Healthcare 	<ul style="list-style-type: none"> Talkiatry, a leading provider of high-quality, in-network psychiatric care, announced a referral collaboration with physician clinics and urgent care centers owned by HCA Healthcare. Primary and urgent care providers that are part of HCA Healthcare's network can now easily refer patients to one of Talkiatry's 300+ full-time, board-certified psychiatrists when HCA Healthcare or community resources do not have capacity.
04/03/24	PhonePe	<ul style="list-style-type: none"> Star Health & Allied Insurance Company 	<ul style="list-style-type: none"> Star Health and Allied Insurance Company Ltd. (Star Health Insurance), India's largest retail health insurance company, announced that it has entered into a strategic partnership with PhonePe. Under the partnership, Star Health's Comprehensive Health Insurance Policy will be available with a monthly and annual payment option exclusively on the PhonePe app.
04/04/24	Accelerant	<ul style="list-style-type: none"> Conifer Holdings 	<ul style="list-style-type: none"> Conifer Holdings, Inc. (Nasdaq: CNFR) ("Conifer") announced commencement of a capacity relationship with Accelerant, a data-driven risk exchange, connecting underwriters of specialty insurance risk with risk capital providers. By leveraging Accelerant's Risk Exchange, including its analytics platform, Conifer aims to improve risk assessment, thereby enhancing its underwriting process to deliver tailored specialty insurance products to its niche commercial clients.
04/04/24	Tokopedia	<ul style="list-style-type: none"> Igloo 	<ul style="list-style-type: none"> Singapore-based InsurTech firm Igloo announced its partnership with one of Indonesia's unicorns and leading e-commerce companies, Tokopedia, to make purchase protection products more accessible and convenient for consumers. Through this collaboration, Tokopedia and Igloo will make insurance protection accessible to individuals in 99 percent of districts across Indonesia and to more than 14 million micro, small, and medium enterprises (MSMEs), which form the backbone of the Indonesian economy, Igloo said in a statement.
04/05/24	PremFina	<ul style="list-style-type: none"> MyFirst 	<ul style="list-style-type: none"> Car insurance broker MyFirst has entered an alliance with premium finance provider PremFina to offer enhanced insurance services to young drivers. As part of its collaboration with PremFina, MyFirst will utilize PremFina's technology platform to ensure a seamless premium finance experience for the insurance broker's customers.
04/08/24	CyberCube	<ul style="list-style-type: none"> Meijers Assurantiën 	<ul style="list-style-type: none"> Meijers Assurantiën, a Dutch insurance broker and Worldwide Broker Network member, has become CyberCube's first client in the Netherlands, marking the leading cyber risk modeler's continued international expansion. The partnership will provide the Meijers team with the cyber data and education needed to effectively communicate cyber risks to clients in the Netherlands and abroad.
04/09/24	ReliaQuest	<ul style="list-style-type: none"> Aon 	<ul style="list-style-type: none"> Cybersecurity company ReliaQuest is formally announcing its collaboration with Aon to help organizations around the world to better uncover and quantify cyber risks, protect their critical assets, and recover from cyber incidents. The partnership gives Aon the ability to connect clients who may need proactive detection, investigation, and response with ReliaQuest.

Q2 2024 Strategic (Re)Insurer Partnerships

Date	Company	(Re)Insurer Investor(s)	Description
04/09/24	Amazon Web Services	<ul style="list-style-type: none"> AXA 	<ul style="list-style-type: none"> AXA has announced a partnership with Amazon Web Services to develop a “business-to-business (B2B) global risk management and prevention platform”. The platform, known as the AXA Digital Commercial Platform (DCP), and all associated software services, will be jointly developed by the two companies over the next two years.
04/09/24	Lemonade	<ul style="list-style-type: none"> BNP Paribas - Cardif Seguros and Cardif Servicios 	<ul style="list-style-type: none"> Lemonade, the New York-based InsurTech, announced the launch of homeowners insurance in France in partnership with BNP Paribas Cardif. Millions of occupying homeowners can now purchase extensive coverage for their home and belongings. Risks are covered by both BNP Paribas Cardif and Lemonade Insurance N.V., which act as co-insurers for this offer.
04/09/24	Wellth	<ul style="list-style-type: none"> Health New England 	<ul style="list-style-type: none"> Health New England, the regional not-for-profit health plan serving western Massachusetts with commercial, Medicare and Medicaid plan, announced a partnership with Wellth, the leading science-backed behavioral change solution that empowers members to prioritize their health and manage chronic conditions. The collaboration will help BeHealthy Partnership (Health New England's Medicaid ACO) plan members build lasting healthy habits, strengthen treatment plan adherence, and reduce unnecessary health care costs.
04/09/24	PolicyBazaar	<ul style="list-style-type: none"> ICICI Lombard General Insurance 	<ul style="list-style-type: none"> CICI Lombard and Policybazaar announced a partnership to bring together the comprehensive product portfolio of the general insurer and the reach of the insurance platform. The partnership encompasses access to nearly 10 million customers with a wide range of insurance products, including motor insurance, health insurance, travel insurance, and business insurance, according to a joint statement.
04/09/24	Genomics	<ul style="list-style-type: none"> MassMutual 	<ul style="list-style-type: none"> Genomics plc, a healthcare company transforming health through the power of genomics, and MassMutual, a leading mutual life insurance company in the United States, announced the next phase of their innovative partnership, enabling more eligible MassMutual policyowners to gain knowledge about their health in order to make informed, proactive decisions that may help them lead longer, healthier lives. The program offers a genetic risk assessment service to these individuals, providing insight into their personalized risk for eight major diseases.
04/09/24	EnforcerOne	<ul style="list-style-type: none"> Nationwide Mutual Insurance Company 	<ul style="list-style-type: none"> With an estimated 20,000 agricultural fires each year, the need for fire safety awareness and planning has never been greater. Nationwide, the country's leading protector of farms and ranches, is helping its agriculture customers take a proactive approach to fire defense through a new partnership with EnforcerOne that will provide discounts on its industry-leading Enforcer® fire suppression systems and FIREBULL® firefighting concentrate.
04/10/24	Slice Labs	<ul style="list-style-type: none"> Philadelphia Insurance Companies 	<ul style="list-style-type: none"> Slice Labs Inc., the New York-based InsurTech that operates an on-demand insurance platform, has expanded into seven additional states and the District of Columbia with its contractors general liability insurance product for small businesses. Coverage purchased on Slice's platform is provided through a partnership with Philadelphia Insurance.
04/15/24	Silent Eight	<ul style="list-style-type: none"> AIA Group 	<ul style="list-style-type: none"> Pan-Asian life and health insurer AIA has partnered with regtech firm Silent Eight, which specializes in AI-driven compliance solutions. This collaboration will involve the deployment of Silent Eight's AI platform, Iris, to enhance AIA's financial crime compliance screening processes across multiple jurisdictions.
04/15/24	Accelerant	<ul style="list-style-type: none"> Rokstone 	<ul style="list-style-type: none"> Rokstone Agriculture underwrites livestock insurance, targeting farm-related and commercial risks anywhere from poultry to working dogs, with most business being in cattle and swine. Rokstone's agricultural branch relies on Accelerant as its primary capacity both for admitted and non-admitted business. Getting their admitted program off the ground was a particularly complicated and involved process, so Rokstone turned to Accelerant for their leadership in handling the filing. With Accelerant, the process went smoothly and quickly.
04/16/24	Oracle	<ul style="list-style-type: none"> Great Eastern 	<ul style="list-style-type: none"> Great Eastern, the largest and most established life insurance group in Singapore and Malaysia, has migrated over 200 terabytes of data from 300 on-premises Oracle databases to Oracle Autonomous Database on Oracle Exadata Cloud@Customer in their data centers. By moving its databases, including financial product management systems, distributed commission management systems and rewards systems, onto a single integrated cloud platform, Great Eastern has automated its workloads and improved operational efficiency.

Q2 2024 Strategic (Re)Insurer Partnerships

Date	Company	(Re)Insurer Investor(s)	Description
04/23/24	ClearSpeed	<ul style="list-style-type: none"> Allianz 	<ul style="list-style-type: none"> As part of its fraud investment, Allianz is announcing a new partnership with voice analytics tool ClearSpeed, to detect more fraud and help accelerate the processing of genuine customer claims. ClearSpeed provides a unique technology that not only helps identify potential fraudsters that were previously undetected, but also provides insight to help make better decisions and prioritize resources to boost efficiency and support a better customer experience.
04/23/24	Zesty AI	<ul style="list-style-type: none"> Florida Peninsula Insurance 	<ul style="list-style-type: none"> ZestyAI, a leading provider of climate and property risk analytics solutions powered by artificial intelligence (AI), announced an agreement with Florida Peninsula Insurance Company. This partnership will leverage ZestyAI's advanced property analytics solutions to provide Florida Peninsula with a deeper understanding of property-level risk in their homeowners book in Florida.
04/23/24	RMS	<ul style="list-style-type: none"> MS Amlin 	<ul style="list-style-type: none"> MS Amlin has formed a partnership with catastrophe risk modeling firm Moody's RMS to enhance its exposure management and modeling capabilities. A news release from the global reinsurer said the partnership intends to aid with integrating and upgrading analytical functions within its underwriting division.
04/23/24	Akur8	<ul style="list-style-type: none"> Tokio Marine HCC 	<ul style="list-style-type: none"> Akur8, the next generation insurance pricing solution powered by transparent machine learning, is thrilled to announce that Tokio Marine HCC has selected Akur8's Core Platform solution to fuel innovation by building high-performing pricing models, producing analytics, and reporting with ease for powerful insights, and facilitating knowledge sharing across entities.
04/24/24	ZaloPay	<ul style="list-style-type: none"> Igloo 	<ul style="list-style-type: none"> Singapore-headquartered regional InsurTech Igloo has partnered with Vietnam-based finance solutions Zalopay, Lotte Finance, FE Credit, and digital insurer OPES to expand insurance coverage to broader underinsured communities in Vietnam.
04/25/24	Aureus Analytics	<ul style="list-style-type: none"> SecureRisk 	<ul style="list-style-type: none"> DONNA, an artificial intelligence-powered data analytics platform for Independent Agents and Brokers, announced that it has partnered with SecureRisk to provide agents with a comprehensive suite of analytics tools to assist them in making data-driven decisions and improving the efficiency of their agency operations.
04/26/24	OPES	<ul style="list-style-type: none"> Igloo 	<ul style="list-style-type: none"> Regional InsurTech Igloo has announced partnerships with finance solutions Zalopay, Lotte Finance, FE Credit, and the digital insurer OPES, aiming to expand insurance coverage to broader underinsured communities in Vietnam. These partnerships offer popular insurance products and introduce a new range of products tailored to safeguard the distinctive needs of modern, tech-savvy Vietnamese individuals.
04/26/24	ICEYE	<ul style="list-style-type: none"> Juniper Re 	<ul style="list-style-type: none"> ICEYE has entered into a data collaboration agreement with Juniper Re, a subsidiary of BRP Group, to enable Juniper Re to utilize ICEYE's flood and wildfire insights data, enhancing their service offering to carrier clients by providing near real-time data on significant events. Juniper Re explains that this initiative is part of the company's commitment to integrating solutions to bolster client support.
04/29/24	Riskconnect	<ul style="list-style-type: none"> WTW 	<ul style="list-style-type: none"> WTW announced a partnership with Riskconnect, a risk management software solution provider, to pilot an analytical delivery tool which connects claims and exposure data through its new WTW Risk IQ API. The collaboration between Riskconnect and WTW offers clients of both organizations the opportunity to better evaluate their claims data to identify, assess and quantify inefficiencies as well as reduce errors and anomalies by eliminating the labor-intensive manual processes involving in uploading complicated risk and claims data into the models.
04/30/24	Delos Insurance Solutions	<ul style="list-style-type: none"> Lloyd's 	<ul style="list-style-type: none"> Delos Insurance Solutions, which uses wildfire science and satellite imagery expertise to solve homeowners' wildfire insurance availability issues, announced it will offer wildfire insurance to more California policyholders with vacant properties. Delos is expanding its coverage availability through a new partnership with certain underwriters at Lloyd's of London.

Q2 2024 Strategic (Re)Insurer Partnerships

Date	Company	(Re)Insurer Investor(s)	Description
05/01/24	RiskEye	• Aviva	• Aviva, a leading insurance provider, and RiskEye, a digital risk management specialist, have joined forces to enhance Aviva's cyber insurance offering. The partnership aims to address the growing need for online risk and reputation support in the face of cyberattacks and malicious online content, according to Insurance Business Mag.
05/07/24	EZLynx	• Citizens Property Insurance	• EZLynx has entered into an agreement with Citizens Property Insurance Corporation to utilize the EZLynx Rating Engine across its network of over 7,000 Florida insurance agents. The technology aims to streamline the process of eligibility determination against the private market at both the point of sale and renewal phases, enabling agents to more efficiently assess coverage options from Citizens and other carriers in the state.
05/07/24	Snapshot	• Hippo	• Snapshot, a pioneer in cloud-based claims management software and virtual appraisals, announced it is partnering with Hippo, the home insurance group focused on proactive home protection, to enhance the claims experience for homeowners. The partnership between Snapshot and Hippo signifies a commitment to leveraging technology to deliver a seamless and efficient claims process for homeowners.
05/07/24	Wildfire Defense Systems	• Intact Financial	• Intact Financial Corporation (TSX: IFC) is pleased to announce it has engaged with Wildfire Defense Systems (WDS) to launch a pilot project providing eligible customers in Alberta and British Columbia wildfire loss prevention and suppression services for their homes when threatened by active wildfires. As part of this pilot, Intact has contracted with WDS to deploy loss prevention and suppression services to customers when their property is threatened by a wildfire that is less than 5 kilometers away.
05/08/24	Adyen	• Cover Genius	• Adyen, the global financial technology platform of choice for many of the world's leading companies, announced its partnership with Cover Genius, the global InsurTech for embedded protection. Through the partnership, Adyen is now one of the insurtech's payment processing partners, offering local payment methods in the Americas, Europe, and Asia-Pacific, to help the InsurTech increase its authorization rates for online payments.
05/09/24	Allvue Systems	• Manulife	• Allvue Systems, LLC, a leading alternative investment technology solutions provider, announced that Manulife's General Account Investment Group has selected Allvue to supply Portfolio Management and Research Management solutions for their public and private credit portfolios. KPMG will support the new engagement by overseeing project delivery and implementation.
05/14/24	Yuno	• ComparaOnline	• Payment orchestration platform Yuno has partnered with insurance and credit marketplace ComparaOnline to enhance the latter's transaction processes and approval rates. As per the information detailed in the press release, the integration of Yuno's technology allows ComparaOnline to accept payment methods in three additional countries, thus working towards enhancing the transaction process and payment approval rate.
05/14/24	Charlee.ai	• Illinois Casualty Company	• Charlee.ai, a leading provider of artificial intelligence for the property and casualty insurance industry, announced that Illinois Casualty Company (ICC) selected the Charlee.ai platform for P&C claims. ICC will use Charlee.ai to reduce litigation and severity and improve customer service from insights Charlee.ai produces from unstructured and structured data.
05/15/24	LankaPay	• PhonePe	• LankaPay is delighted to collaborate with PhonePe to revolutionize the cross-border payments between Sri Lanka and India. This partnership is bound to provide greater convenience to Indian Tourists and Business Travelers in making seamless UPI payments at all LankaQR merchant points in Sri Lanka via PhonePe app.
05/15/24	cortical.io	• Swiss Re	• Cortical.io, an Austrian company offering document processing solutions, announced a strategic alliance with Swiss Re to facilitate the adoption of intelligent document processing among group insurance carriers. Cortical.io's IDP solution, SemanticPro, which has been in production at major insurance carriers for several years, will be offered to Swiss Re's clients to accelerate the intake process and improve the quality and efficiency of quote preparation and policy comparison.

Q2 2024 Strategic (Re)Insurer Partnerships

Date	Company	(Re)Insurer Investor(s)	Description
05/16/24	Ada	<ul style="list-style-type: none"> Clearcover 	<ul style="list-style-type: none"> Car insurance company Clearcover, in collaboration with AI-native customer service automation company Ada, has rolled out a new GenAI customer service solution. Ada's AI Agent is designed to assist Clearcover's Customer Advocates by automating responses and streamlining workflows, ensuring customers receive timely and accurate support.
05/17/24	Kalepa	<ul style="list-style-type: none"> Munich Re 	<ul style="list-style-type: none"> InsurTech leader Kalepa is set to leverage its award-winning Copilot underwriting platform to enhance risk analysis, critical submission management capabilities, and document ingestion for Munich Re Specialty — North America. The deployment of Copilot by Munich Re Specialty — North America reflects the company's strategic focus on leveraging state-of-the-art technology to drive operational efficiency and enhance underwriting insights.
05/22/24	Five Sigma	<ul style="list-style-type: none"> Indemnity National Insurance 	<ul style="list-style-type: none"> Indemnity National Insurance Company, a leading provider of commercial excess liability insurance, has partnered with Five Sigma to overhaul its claims management system. INIC uses Five Sigma's robust, AI-Native claims platform to streamline complex claims processes, enhance operational efficiency, and improve customer satisfaction.
05/22/24	QuoteWell	<ul style="list-style-type: none"> Independent Insurance Agents of Texas 	<ul style="list-style-type: none"> QuoteWell, a tech-driven insurance wholesale broker, has partnered with industry trade association the Independent Insurance Agents of Texas (IIAT) to help deliver a responsive and transparent wholesale brokerage experience to IIAT's 9,000+ agency members. By leveraging QuoteWell's advanced AI-driven platform, IIAT members will gain access to a more efficient submission process, real-time status updates, and comprehensive support from experienced underwriters.
05/23/24	Nayya	<ul style="list-style-type: none"> Aflac 	<ul style="list-style-type: none"> Nayya, a company specializing in personalized digital benefits guidance, announced a strategic partnership with supplemental health insurance provider Aflac Incorporated. This collaboration aims to enhance the claims experience for Aflac's customers by integrating Nayya's technology with Aflac's supplemental health plans.
05/23/24	Percipience	<ul style="list-style-type: none"> Falcon Insurance Group 	<ul style="list-style-type: none"> Falcon, based in Oak Brook, Illinois, writes high-risk, personal auto coverages in seven states and utilizes the Diamond suite from Percipience partner, Insuresoft, for policy, billing, and claims administration. Data Magnifier is inherently core system agnostic and designed to integrate seamlessly with any data source, and Percipience's relationship with Insuresoft accelerates an already best-in-class delivery schedule.
05/29/24	CAIS	<ul style="list-style-type: none"> MassMutual 	<ul style="list-style-type: none"> In an effort to expand access to more alternative offerings and make investment processes even more robust and streamlined, the CAIS alternative investment platform is now available to financial advisers affiliated with MML Investors Services, a leading independent broker-dealer and investment adviser subsidiary of MassMutual. The CAIS platform provides an end-to-end technology solution across the pre-trade, trade, and post-trade phases of alternative investing.
05/29/24	Duck Creek Technologies	<ul style="list-style-type: none"> Mutual Benefit Group 	<ul style="list-style-type: none"> MBG was looking to improve its claim process to be more personalized and proactive with its policyholders by keeping them informed at every point of the journey. MBG leveraged the Duck Creek and SPLICE partnership and integration to elevate the claims experience. This allowed MBG to utilize an innovative claims solution while ensuring their clients are kept well informed with the right data at the right time.
05/30/24	<ul style="list-style-type: none"> Mylo 	<ul style="list-style-type: none"> Safeco 	<ul style="list-style-type: none"> Mylo, an InsurTech platform for individuals and businesses compare and purchase insurance, has announced that it will now offer pet insurance in its suite of insurance products as a natural extension of its mission to provide the right coverage at the best value for every stage of business and life. Known for delivering coverage from leading carriers for business, auto, home, life, and more, Mylo partnered with Safeco (Seattle) to provide a reliable, affordable pet insurance solution.
06/04/24	Indico Data	<ul style="list-style-type: none"> Convex 	<ul style="list-style-type: none"> Indico Data, a leading provider of intelligent intake solutions, is proud to announce its partnership with Convex Insurance, a forward-thinking specialty insurance and reinsurance carrier, committed to innovation and excellence in underwriting. This strategic collaboration aims to further transform Convex's submissions intake processes, leveraging Indico Data's cutting-edge AI technology to achieve unparalleled efficiency, accuracy, and decision-making in underwriting practices.

Q2 2024 Strategic (Re)Insurer Partnerships

Date	Company	(Re)Insurer Investor(s)	Description
06/04/24	Appian	<ul style="list-style-type: none"> Swiss Re 	<ul style="list-style-type: none"> Following the launch of Connected Underwriting Life Workbench in North America last year, Appian, a software company that automates business processes, in partnership with Swiss Re, has made the solution available in select countries in Asia Pacific, Europe, Middle East and Africa (EMEA). Integrated with Swiss Re's automated life insurance underwriting solution, Magnum, the Appian Connected Underwriting Life Workbench accelerates the life insurance underwriting process while improving underwriters' productivity and experience on one system.
06/05/24	Goodpath	<ul style="list-style-type: none"> Sun Life 	<ul style="list-style-type: none"> Sun Life U.S. has expanded its partnership with Goodpath to offer employer clients virtual whole-person care, a new employee benefit that provides care for physical conditions and mental health, including unlimited therapy sessions.
06/05/24	Guidewire Software	<ul style="list-style-type: none"> WTW 	<ul style="list-style-type: none"> WTW, a global advisory, broking, and solutions company, has announced a new partnership with Guidewire, a provider of software solutions for the insurance industry. This collaboration will enable carriers to quickly integrate WTW and Guidewire's cloud platforms, enhancing the sophistication and speed-to-market of pricing, rating, and underwriting.
06/06/24	CoverGo	<ul style="list-style-type: none"> AXA Hong Kong 	<ul style="list-style-type: none"> AXA Hong Kong and Macau, announced its collaboration with CoverGo, the leading global no-code insurance SaaS core platform for health, life, and P&C, to improve AXA's general insurance ecosystem in Hong Kong. With the advanced technology supported by CoverGo, AXA will use the insurtech's platform for general insurance related products to increase its speed to market and improve customer experience, achieving optimal efficiency.
06/06/24	PICKME	<ul style="list-style-type: none"> PhonePe 	<ul style="list-style-type: none"> Fintech giant PhonePe announced a partnership with Sri Lanka-based ride-hailing platform PickMe to offer UPI payments for Indian travelers in the country. The partnership will enable PhonePe to bolster its international presence and cater to the growing number of Indian tourists traveling to Sri Lanka. It will also help the fintech major shore up its transaction volumes and retain users.
06/12/24	Privacy Lock	<ul style="list-style-type: none"> Anzen 	<ul style="list-style-type: none"> Privacy Lock and Anzen Specialty have joined forces to help businesses reduce the risks associated with data breach and new privacy regulations. At a time when data breaches are increasingly prevalent, regulators have enacted a bevy of new state and federal data breach and data privacy laws aimed at increasing protections for consumers.
06/12/24	Clearwater Analytics	<ul style="list-style-type: none"> AXA XL 	<ul style="list-style-type: none"> Clearwater Analytics, a leading worldwide provider of SaaS-based investment management, accounting, reporting, and analytics solutions, announced that AXA XL's alternative capital team has selected Clearwater to provide strategic support for a portion of its investment portfolio. After carefully reviewing the investment management reporting solutions in the market, the AXA XL alternative capital team chose Clearwater for its proven reliability, accuracy, and comprehensive ability to meet their complex accounting book of record and regulatory requirements, including customized general ledger entries.
06/12/24	Counterpart	<ul style="list-style-type: none"> Westfield 	<ul style="list-style-type: none"> Counterpart, a US-based InsurTech company specializing in management and professional liability, has collaborated with Westfield Specialty to launch an admitted management liability insurance product. This new offering targets small businesses and, for the first time, non-profit organizations through Counterpart's broker network.
06/18/24	Majesco	<ul style="list-style-type: none"> OpenRoad Insurance 	<ul style="list-style-type: none"> Majesco, a global leader of cloud insurance platform software for insurance business transformation, has announced OpenRoad Insurance selected and implemented Majesco's P&C Intelligent Core Suite, Digital Customer360 and Digital Agent360 to power the launch of the new business and accelerate growth with a cutting-edge digital experience for their clients and agent partners.
06/18/24	Agentero	<ul style="list-style-type: none"> Rainbow 	<ul style="list-style-type: none"> Rainbow, a leading provider of insurance solutions for restaurants, is thrilled to officially announce the launch of a partnership with Agentero, the digital insurance network. Rainbow's broad, admitted appetite and tech-enabled, human underwriting expertise provides an important step forward in Agentero's commitment to supporting independent agents, who in turn support small business owners in the food service community.

Q2 2024 Strategic (Re)Insurer Partnerships

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06/20/24	Fusion	<ul style="list-style-type: none"> HDI Global 	<ul style="list-style-type: none"> Fusion Specialty is proud to announce the expansion of its global partnership with leading specialty insurer HDI Global Specialty SE to the Americas, adding further capacity for its R&W, Tax, and Contingent insurance business. In a market where securing new capacity is increasingly challenging, the expansion of this partnership further strengthens Fusion's M&A insurance capabilities and presence in the region, exemplifying the company's strategic vision for global growth.
06/20/24	Netchex	<ul style="list-style-type: none"> Next Insurance 	<ul style="list-style-type: none"> Netchex, a leading provider of payroll and HR software solutions is excited to announce its latest partnership with NEXT Insurance, a leading digital insurer transforming small business insurance, to provide simplified access to workers' compensation policies directly within the Netchex platform. By leveraging NEXT's digital insurance solutions and Netchex's innovative platform, this integration will help streamline the process of managing payroll, human resources, and workers' compensation insurance, for improved efficiency, accuracy, and compliance.
06/21/24	PIKL	<ul style="list-style-type: none"> Aviva Prestige Underwriting 	<ul style="list-style-type: none"> Pikl has a range of products designed for individual homeowners and property managers, which cover the risk of property damage and liability when a property is being used as a vacation rental or let out flexibly on a short-term basis. It is designed to work in conjunction with customers' existing home insurance policies, providing cover for their properties when they are occupied by paying guests. The partnership with Aviva and Prestige Underwriting will help Pikl to take on a greater volume of business, as well as enable the company to cover a broader selection of non-standard cases.
06/21/24	Micruity	<ul style="list-style-type: none"> MetLife 	<ul style="list-style-type: none"> MetLife, a US-based insurer, has announced a collaboration with Micruity, a retirement technology solution provider, to enhance access to retirement income solutions. This partnership focuses on the development of MetLife's Universal Digital Retirement platform, designed to simplify the process of education, planning, and annuity purchasing for retirement.
06/24/24	Luma	<ul style="list-style-type: none"> Gradient Financial Group 	<ul style="list-style-type: none"> Luma Financial Technologies, an independent, multi-issuer, structured products, and annuities platform, is pleased to announce their latest partnership with Gradient Insurance Brokerage, LLC, an independent marketing organization specializing in fixed annuities and life insurance. This collaboration is poised to empower Gradient's proprietary KonnexME platform, equipping financial services professionals in the annuity sector with exclusive access to Luma's extensive suite of educational resources, state of the art analytics, advanced suitability tools, and comprehensive product lifecycle capabilities.
06/24/24	WINT	<ul style="list-style-type: none"> Hartford Steam Boiler Inspection and Insurance 	<ul style="list-style-type: none"> WINT Water Intelligence, a leader in cutting-edge water management and leak-prevention solutions, announces it has signed a partnership with HSB (Hartford Steam Boiler), a multi-line specialty insurer. The partnership combines WINT's industry-leading AI-based water management solutions with HSB's unique expertise in IoT technology and OEM uptime warranty solutions to provide businesses with an ultimate solution to protect from water leak damage.
06/24/24	WINT	<ul style="list-style-type: none"> Munich Re 	<ul style="list-style-type: none"> HSB, a multi-line specialty insurer and part of reinsurance giant Munich Re, and WINT Water Intelligence, a provider of water management and leak-prevention solutions, have entered into a partnership to deliver holistic water protection. The partnership between the two firms combines WINT's AI-based water management solutions with HSB's expertise in internet of things (IoT) technology and OEM uptime warranty solutions to provide businesses with a solution to protect from water leak damage.
06/25/24	Flock	<ul style="list-style-type: none"> Admiral 	<ul style="list-style-type: none"> Flock, the London-based InsurTech scaleup, has entered into a new partnership with Admiral Pioneer, Admiral Group's venture building business. This collaboration aims to transform UK fleet insurance with advanced technology and real-time risk management solutions.

Gallagher Re Global InsurTech Report

Additional Information

This report is a collaboration between Gallagher Re, Gallagher, and CB Insights.

Production is led by the following individuals:



Dr. Andrew Johnston

Global Head of InsurTech
Gallagher Re



Irina Heckmeier

Global InsurTech Report Data Director
Gallagher Re



Freddie Scarratt

Deputy Global Head, InsurTech
Gallagher Re



Brea White

Global InsurTech Report Content
Coordinator Gallagher Re

Gallagher Re's InsurTech Practice

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