



Quantemplate

Powered by machine learning
Built for insurance professionals

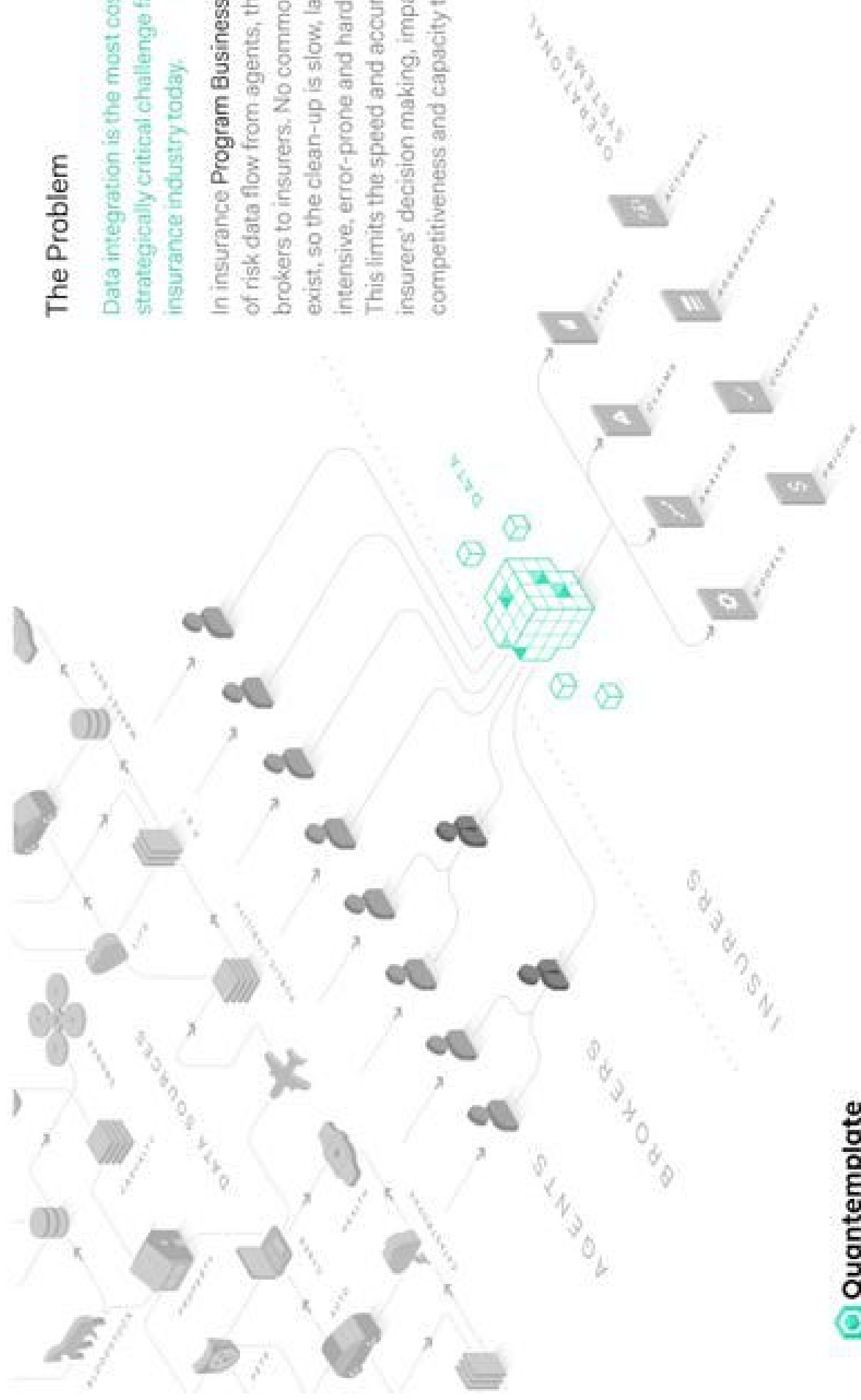
Quantemplate is a data integration and analysis solution enabling business users to take raw data sources, harmonize them with tools powered by machine learning, then perform analysis to develop competitive advantage.

Leading insurers use Quantemplate to grow their business, collapse their costs and enable digital transformation.

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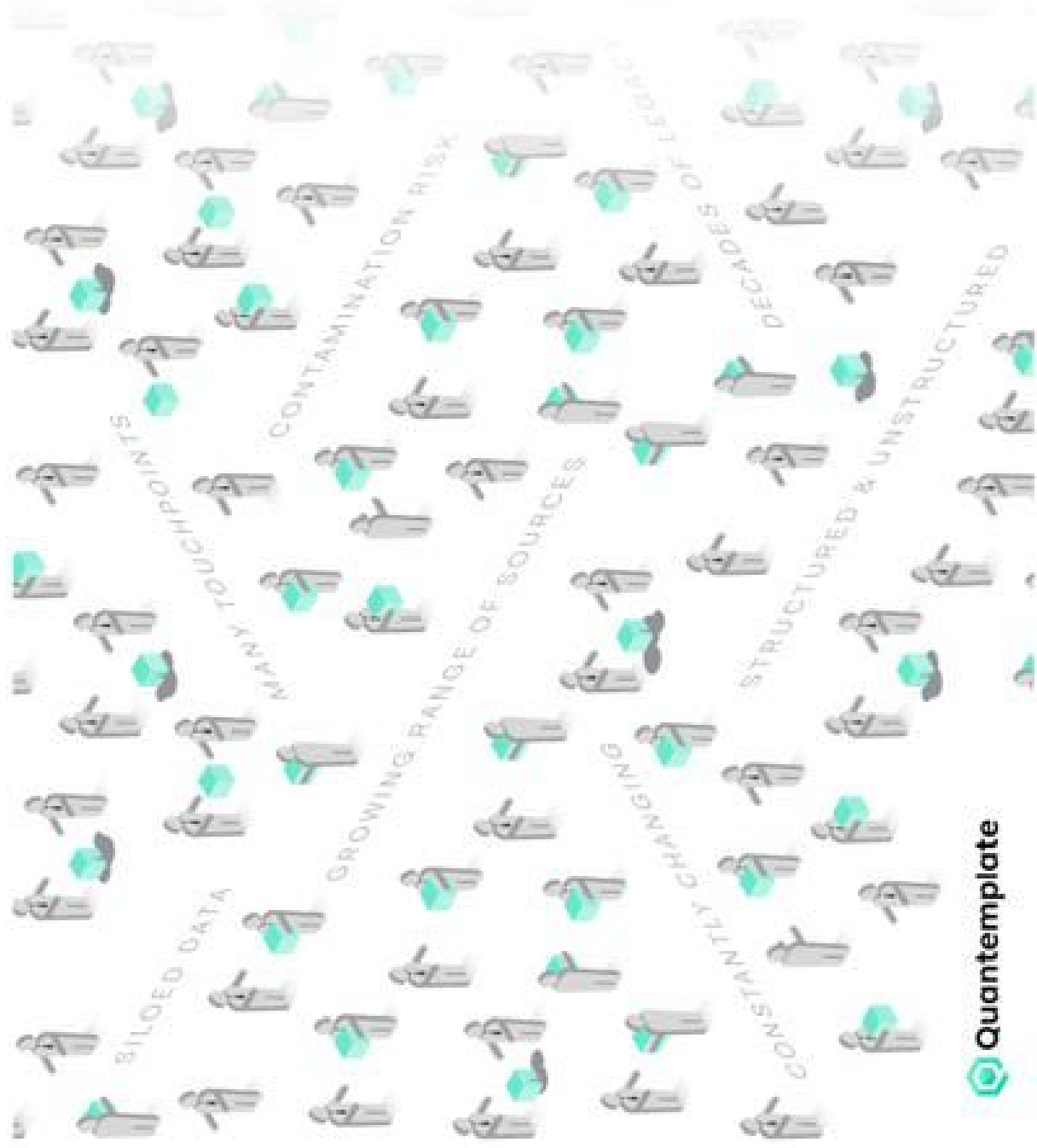
February 2019



The Problem

Data integration is the most costly and strategically critical challenge facing the insurance industry today.

In insurance **Program Business**, portfolios of risk data flow from agents, through brokers to insurers. No common standards exist, so the clean-up is slow, labor-intensive, error-prone and hard to scale. This limits the speed and accuracy of insurers' decision making, impacting their competitiveness and capacity to grow.



Scale of the Problem

\$366bn

**Size of Program Business
in US/UK/EMEA**

Insurance companies distribute 15% of their product through Program Business – that's \$366bn annually in the US and UK/Europe.

5.2m

Risk datasets circulated annually

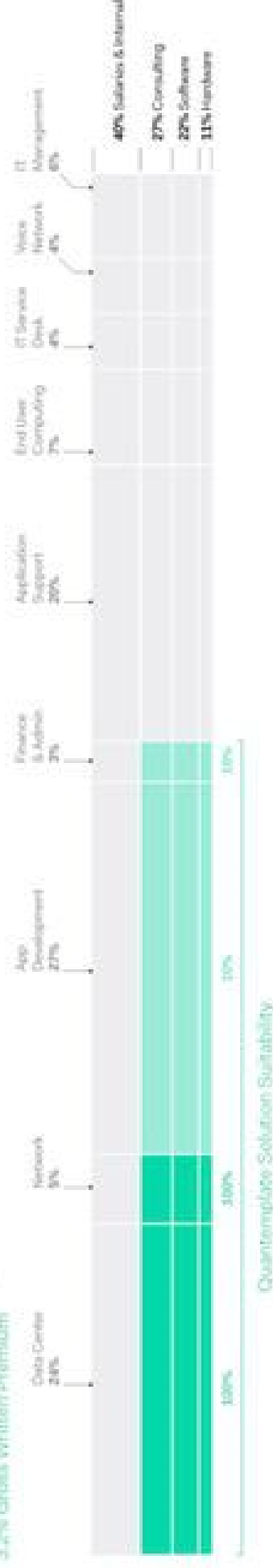
7,800 insurance carriers in the US/
UK/Europe transact an estimated
5.2m datasets across 144,000 trading
relationships

Market Size

Insurance industry alone holds significant market opportunity

Insurance Company annual IT spend*

\$ 2% Gross Written Premium



Total addressable market

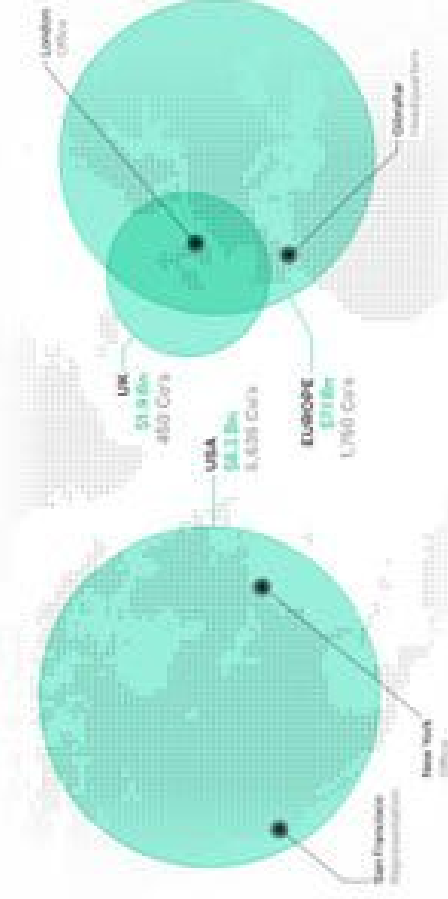
USD Billions

Region	2016 Gross Written Premium**	Annual IT spend	Proportion of IT spend addressed by Quantemplate
UK	304.2	9.7	\$1.9
US	1,352.3	43.3	\$8.3
Europe	1,165.8	37.3	\$7.1
Total	2,822.4	90.3	\$17.3Bn

*Clarifier: IT Key Metrics Data 2017 Insurance Analysis (ID G003M610)

**Source: PwC, Sigma 3/2017 World Insurance in 2016

Size of market by region



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The Quantemplate Solution

Machine learning data integration platform for insurance professionals



One technology platform

Harmonize and analyze data sources, all in a single SaaS solution



Fits with existing workflows

Quantemplate is highly flexible, fitting seamlessly into insurers' data flows



Smart automation

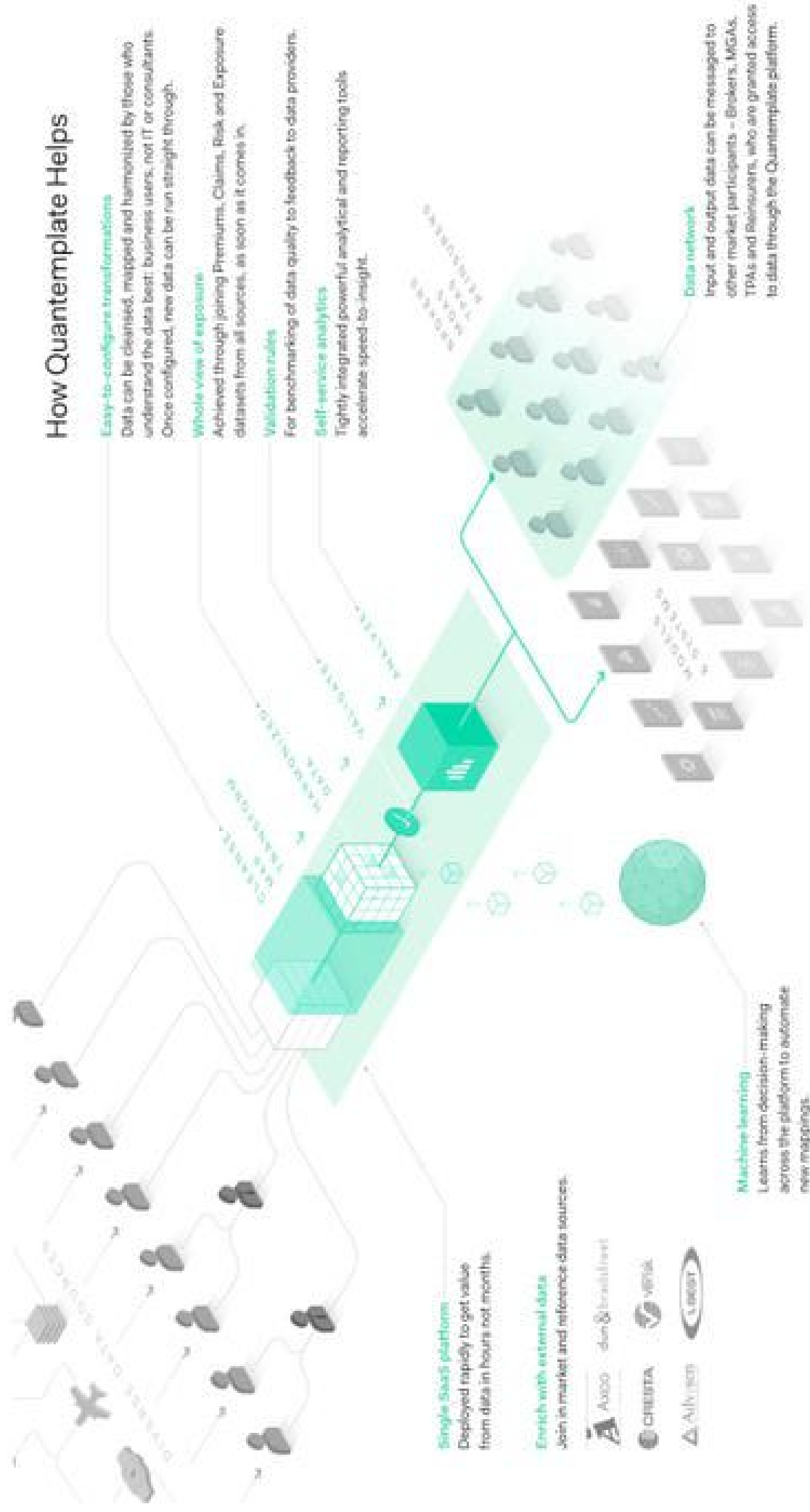
Quantemplate learns from data mappings and automates them



Built for insurance professionals

Fast to learn and easy to use, for the people who understand insurance data best

How Quantemplate Helps



Quantemplate

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Vision



Quantemplate is rapidly becoming the essential data network underpinning the insurance ecosystem

PHASE	OBJECTIVE	UNIQUE SELLING POINTS	TARGET MARKET	ADDRESSABLE MARKET
1 Exposure Data Quality Solution	Market validation to ensure offering is fully fit for purpose, creating happy, referenceable customers.	<ul style="list-style-type: none"> Increased speed to insight using Machine Learning Intuitive UI accessible to wider range of skill levels 	<ul style="list-style-type: none"> Mid-size commercial lines insurance Reinsurers >\$5bn GWP customer size 	<p>\$125m</p> <p>245 COMPANIES</p> <p>London Market, Europe, East Coast US</p>
2 Exposure Data Network	Increase customer base to rapidly establish secure scalable foothold for sustainable revenue growth.	<p>As above, plus:</p> <ul style="list-style-type: none"> Access to clean data from trading partners 	<ul style="list-style-type: none"> Large commercial lines insurance Reinsurers Mutuals Life insurance companies Brokers Underwriting agents >\$50m GWP customer size 	<p>\$3.75bn</p> <p>15,000 COMPANIES</p> <p>Whole US</p>
3 Exposure Data System of Record	Expand scope of solution to increase share of market and consequently operating margins.	<p>As above, plus:</p> <ul style="list-style-type: none"> Enhanced use of data through democratising collaboration tools 	<ul style="list-style-type: none"> All insurance companies and agents Other industries > \$50m GWP insurance > \$1m Revenue non-insurance 	<p>\$15bn</p> <p>15,000 COMPANIES</p>
4 Enterprise Data System of Record	Widen application to serve larger audience and access larger addressable market. Continue to grow revenue without hitting a saturation ceiling.	<p>As above, plus:</p> <ul style="list-style-type: none"> Lower cost and faster implementation than traditional DMSA solutions 	<ul style="list-style-type: none"> All insurance companies and agents Other industries > \$50m GWP insurance > \$1m Revenue non-insurance 	<p>\$50bn+</p> <p>50,000 COMPANIES</p> <p>Asia, Latin, Mid East, South Africa, Australia</p>

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