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REVOLUT DRIVES INSURANCE

A New Era for Car Insurance

Presented By:
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Josephine Leltz, Sarah Raubenheimer



**Mobile-first
private banking**

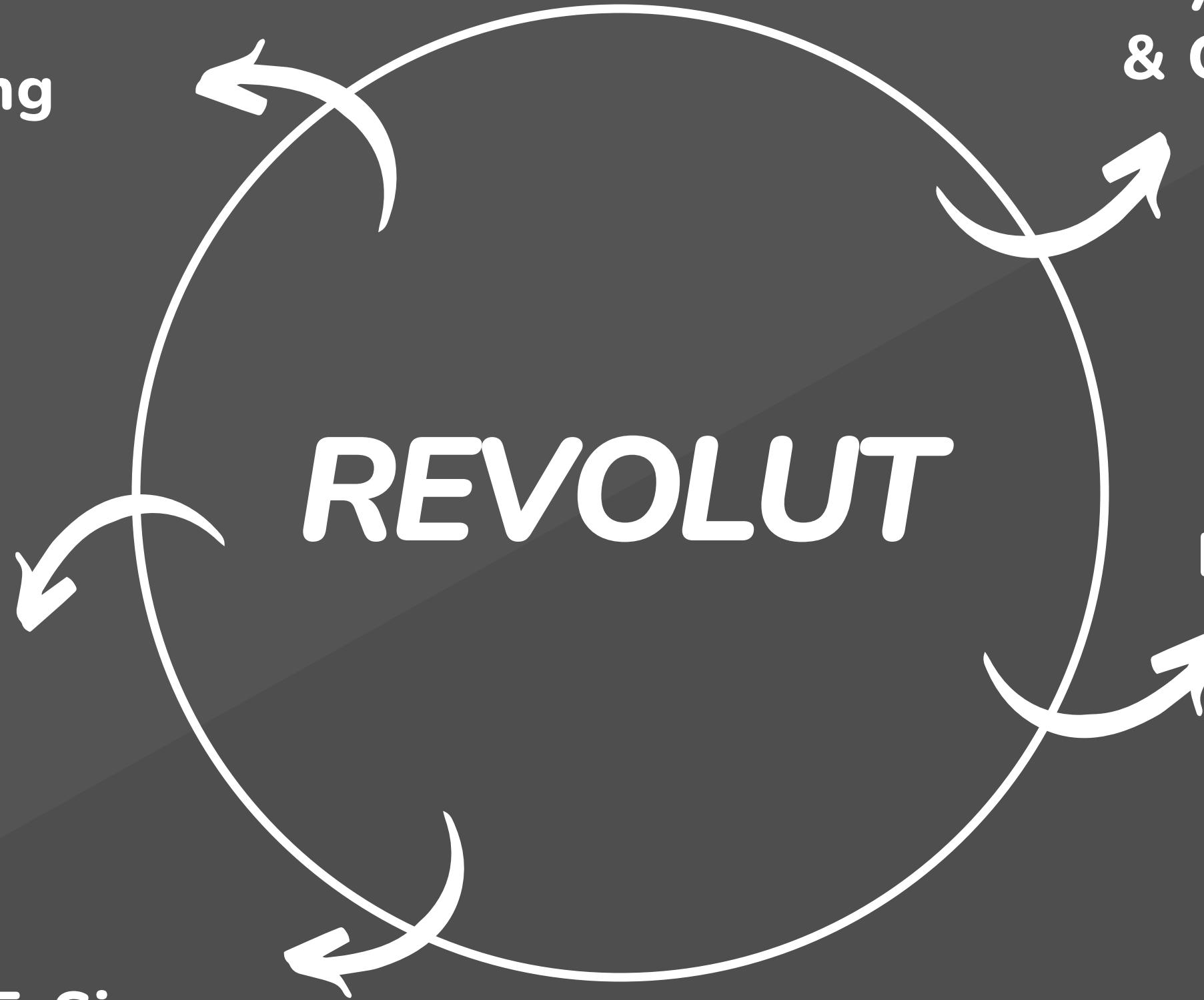
**Crypto, Trading
& Commodities**

Loans & Credits

Lifestyle

E-Sims

REVOLUT



Mobile-first
private banking

Crypto, Trading
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REVOLUT

Lifestyle

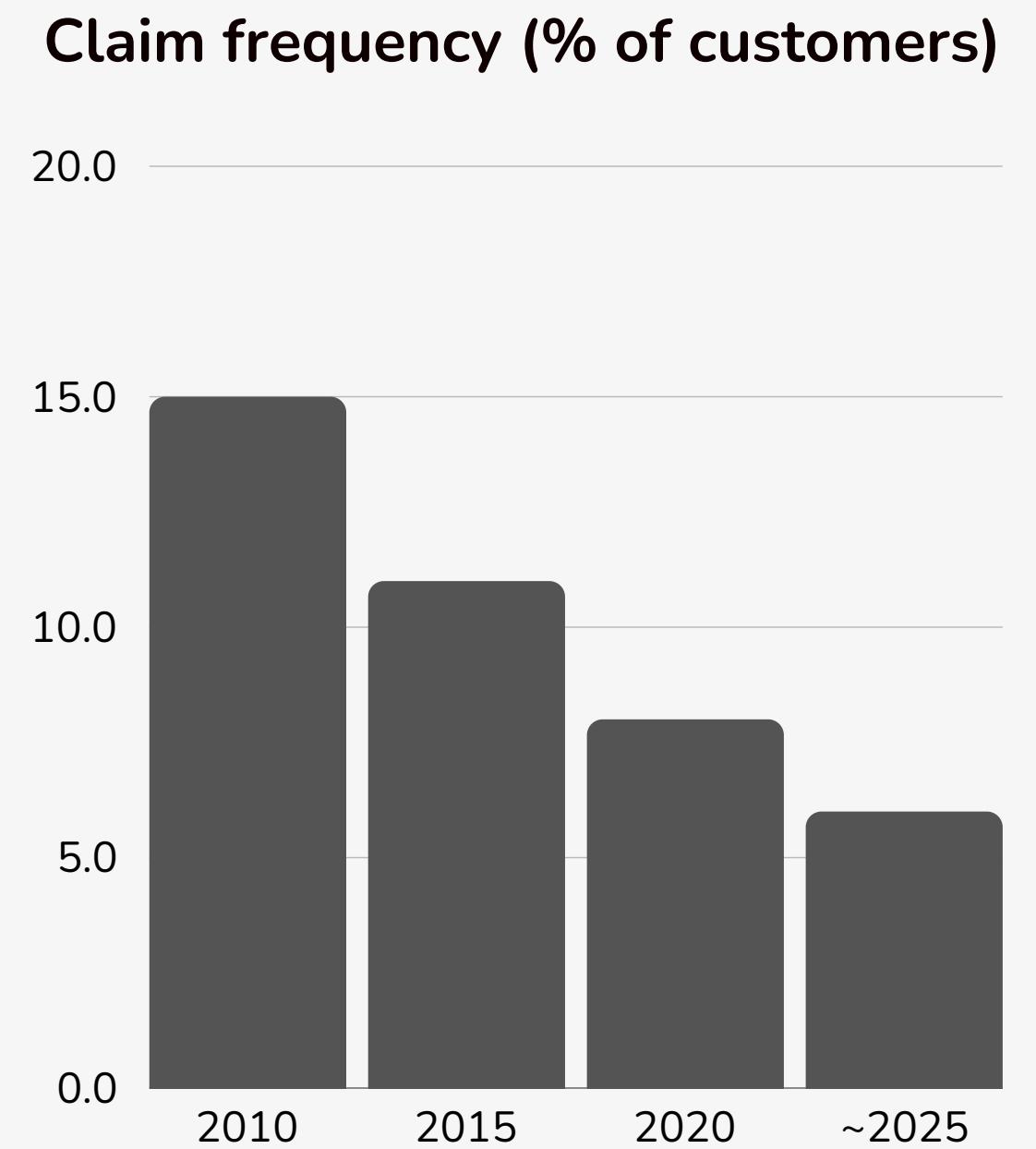
Loans & Credits

E-Sims

What's next?!

Car insurance in Ireland - a clear market gap

- Three main players in the market: AXA, Allianz & Aviva
- Car insurance premiums **increased by 28%**
- Average time for claim settlement: **+1.8 years**



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Introducing Revolut Go

The first *fair and convenient* car insurance at your fingertips

R
Go

Revolut Go at a glance

The first *fair and convenient* car insurance at your fingertips

All-in-one

End-to-end banking and car insurance in one app



Value for money

Fair and transparent premiums without hidden costs

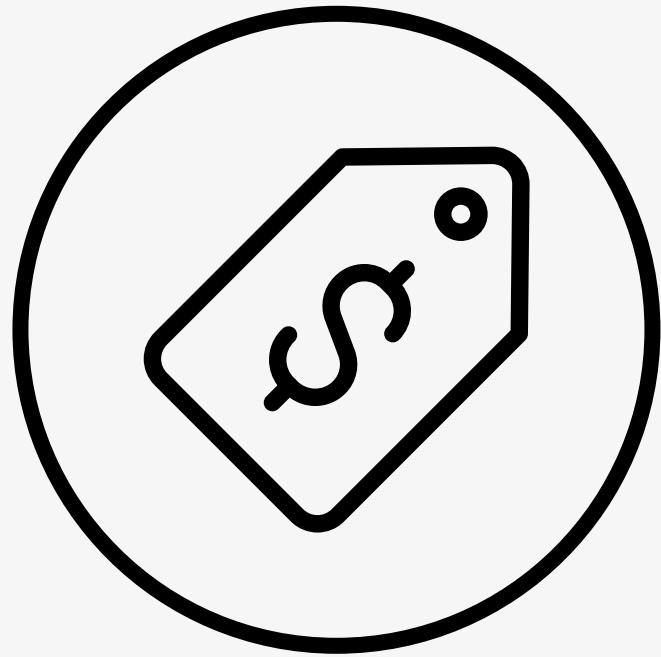


Digital & Smooth

Fast and convenient processes for a stellar UX

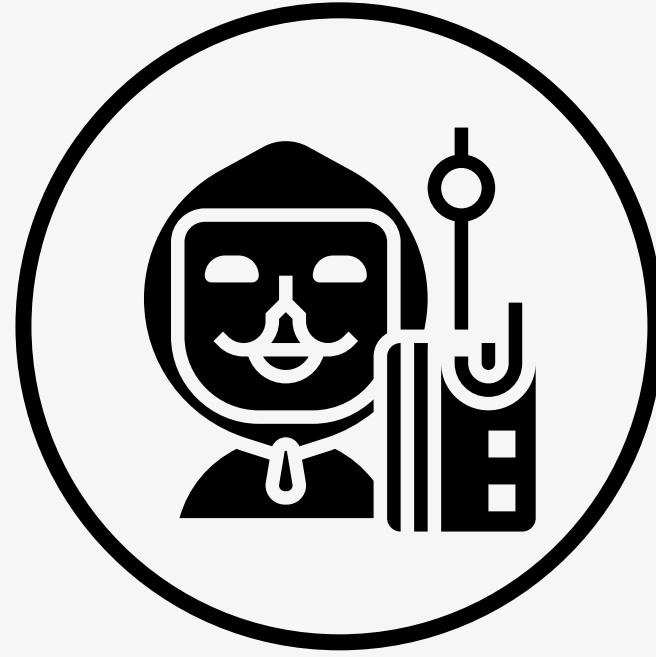


Car insurance - a risky business?!



Cost model

Being profitable while
charging low money



Fraud

Customers making
illegitimate claims



Target audience

Attracting risky high-
expense customers

Which customers are risky?

Lets look at some data!

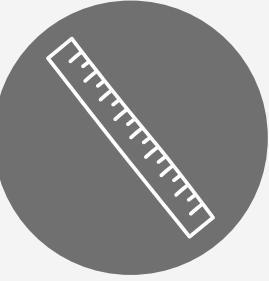


Three key indicators leading to claims

Factor 1:

Policy Tenure

Longer policy = more claims



Factor 2:

Age of Car

Older cars = more claims



Factor 3:

Age of Policyholder

Younger drivers = more claims



Key indicators taken from variable importance of best-fitted prediction model



Risk Mitigation Strategy

Customers

Revolut B2C

*Families & older
individuals*

Reduced Risk:
Age Policyholder
Policy Tenure

Partnerships

Revolut B2B

*Europcar, Sixt, Uber &
Bolt*

Reduced Risk:
Age of Car
Policy Tenure

Analytics

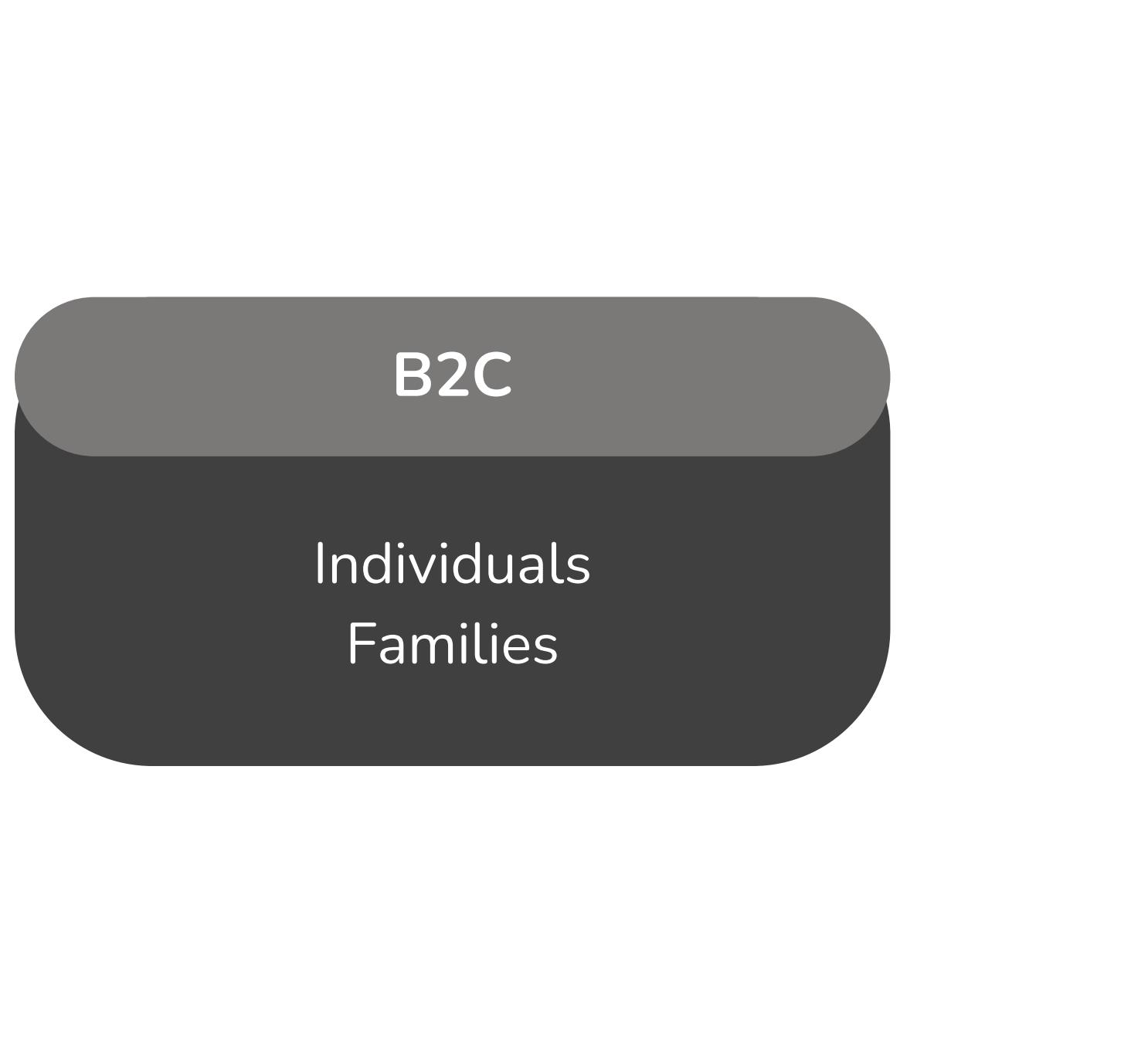
Data Mining

*Gradient Boosting,
Random Forest,
Linear Regression*

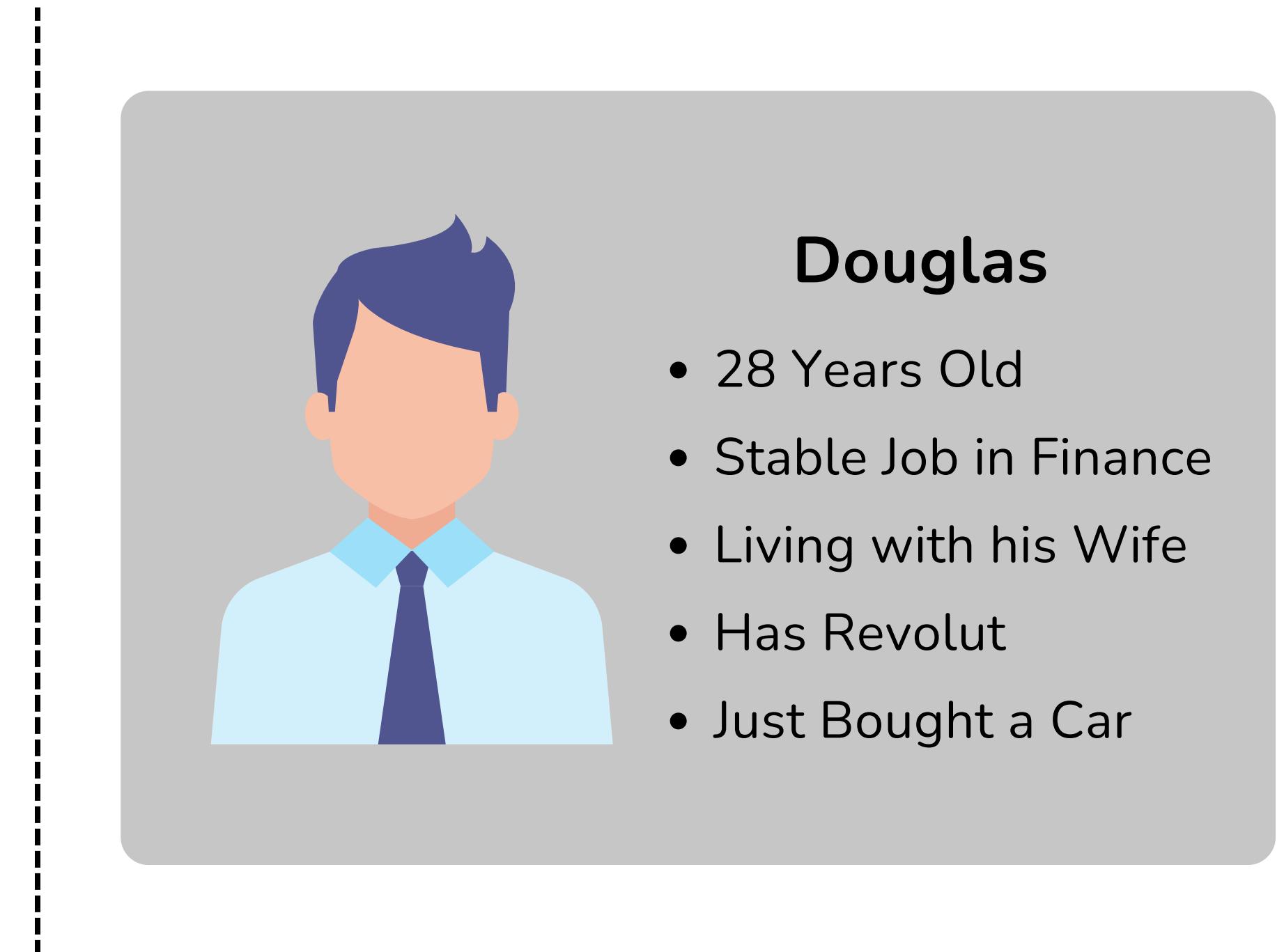
Reduced Risk:
Predicting Risk Indicators
of Customers



Revolut Go - Core Pillar

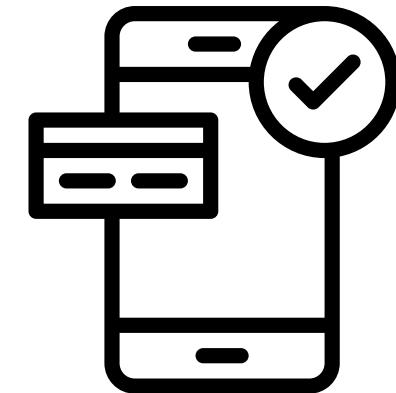


Revolut Go - Core Pillar



Customer User Interface

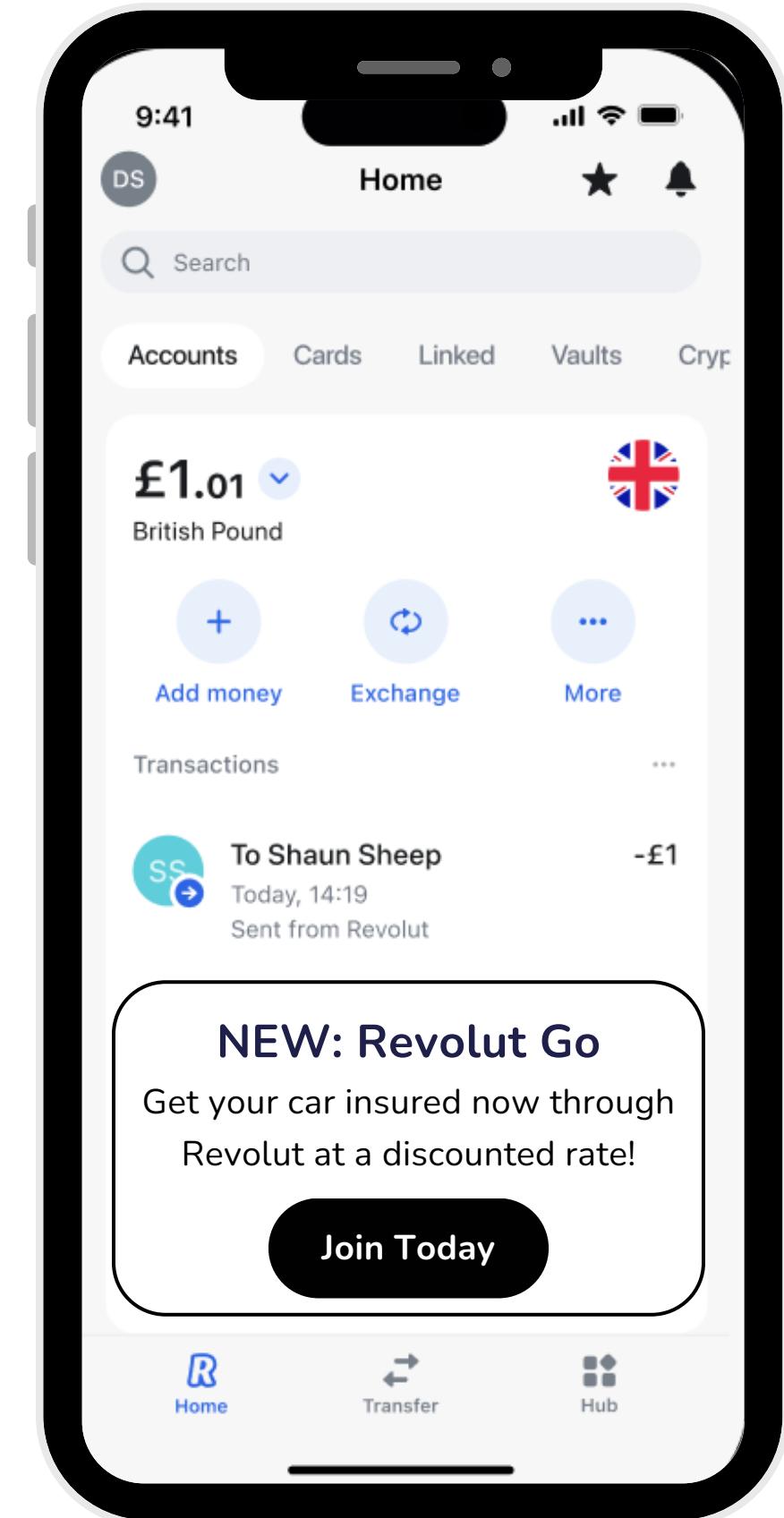
Car insurance included with premium subscription



Revolut Go Integrated into
the Existing Revolut App

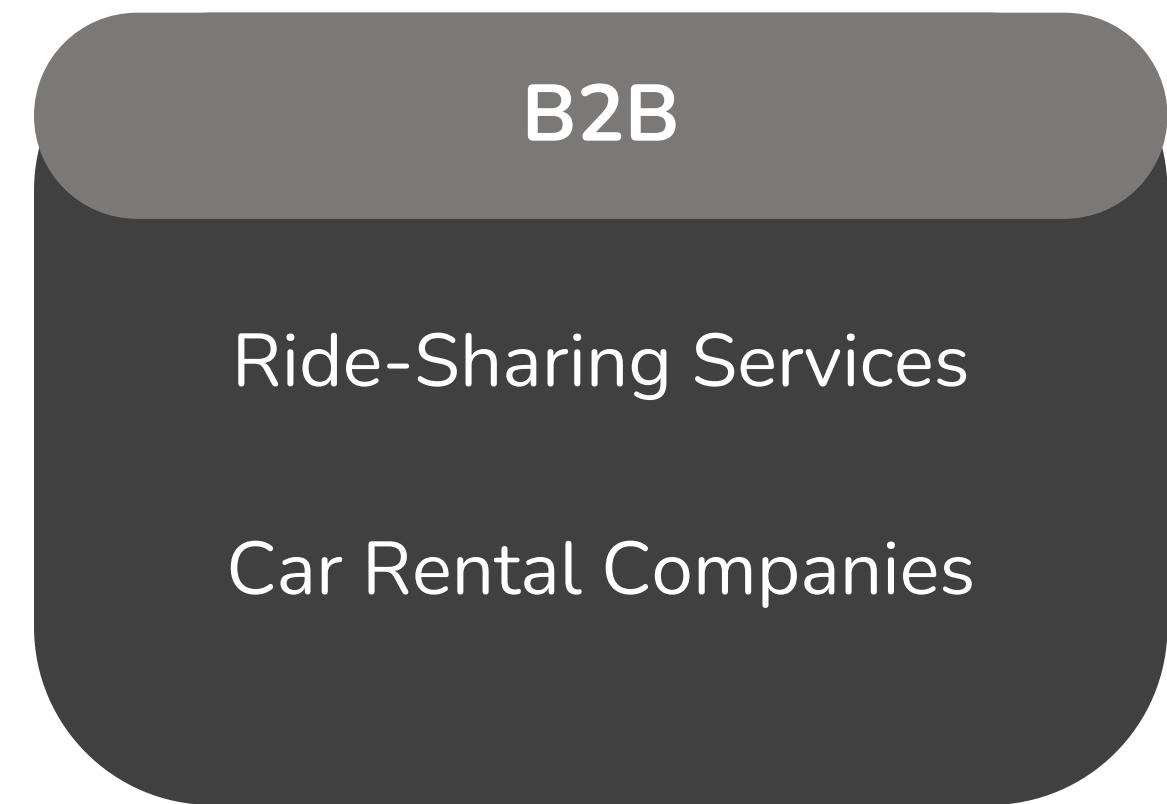


Package Deal
Discounted Rate

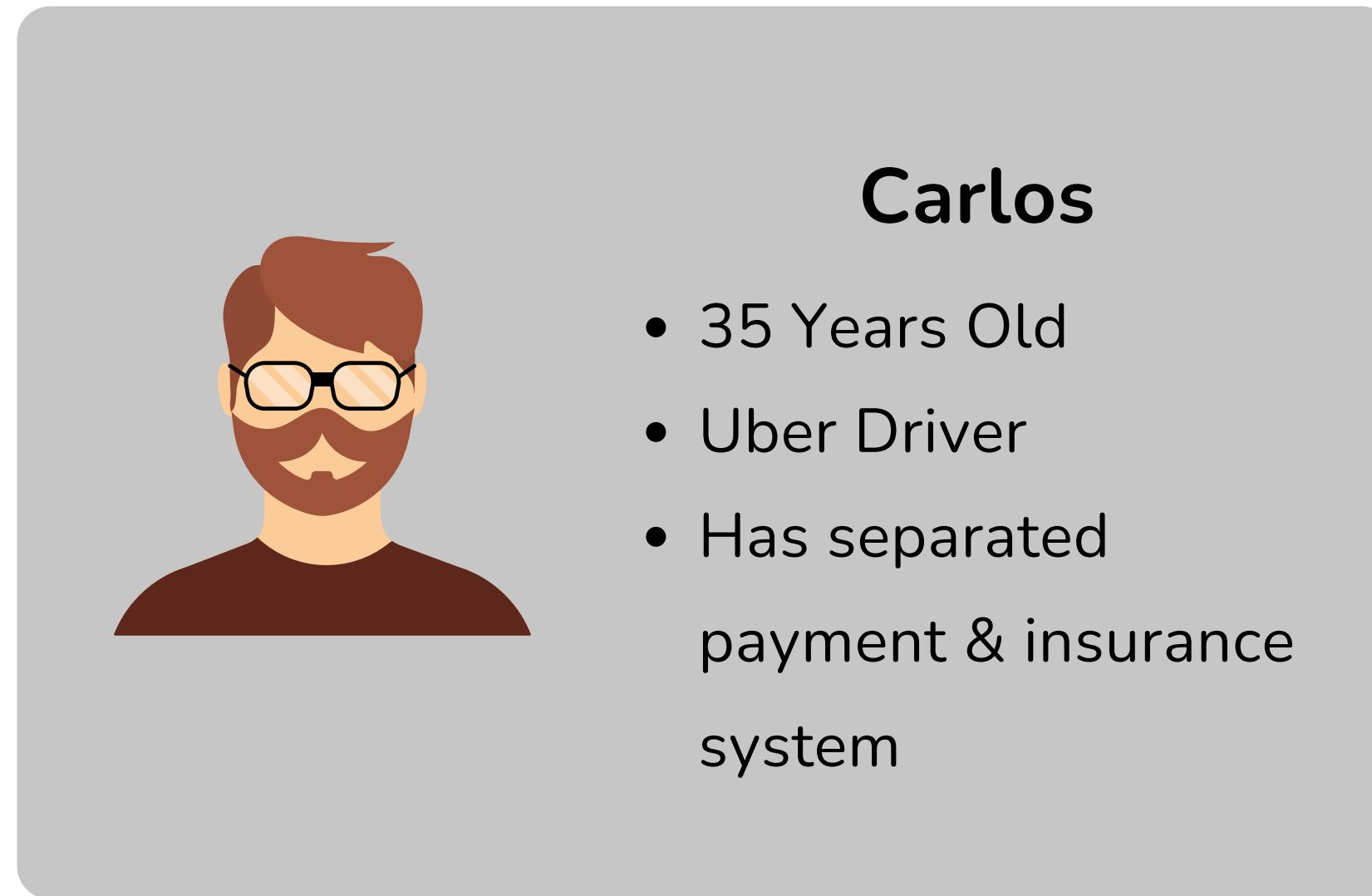


Revolut Go Subscription

Revolut Go - Secondary Pillar



Revolut Go - Secondary Pillar



Uber

Bolt

Driver User Interface

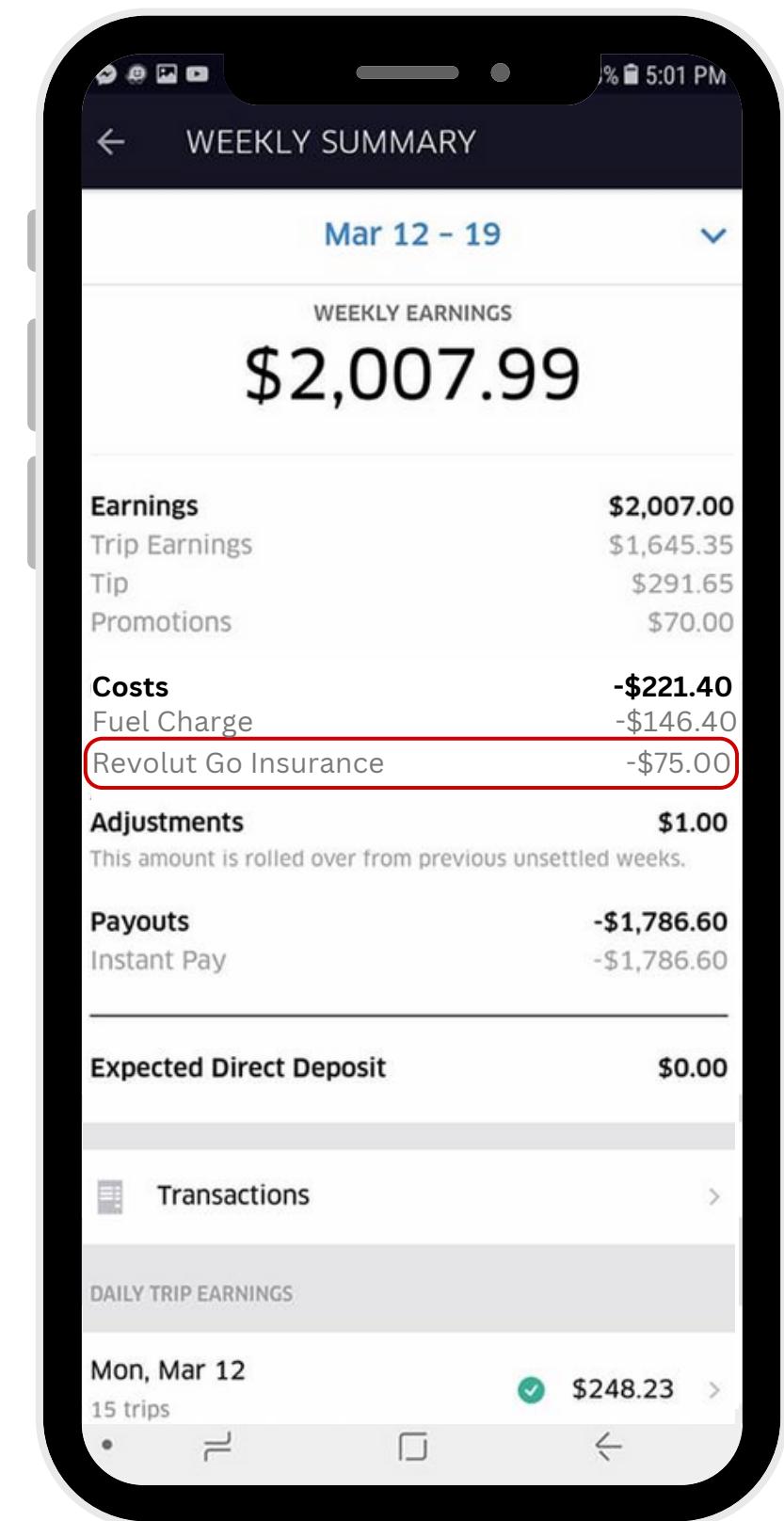
Combined payment and car insurance solution



Revolut Go Integrated
into the Existing Apps
such as Uber and Bolt

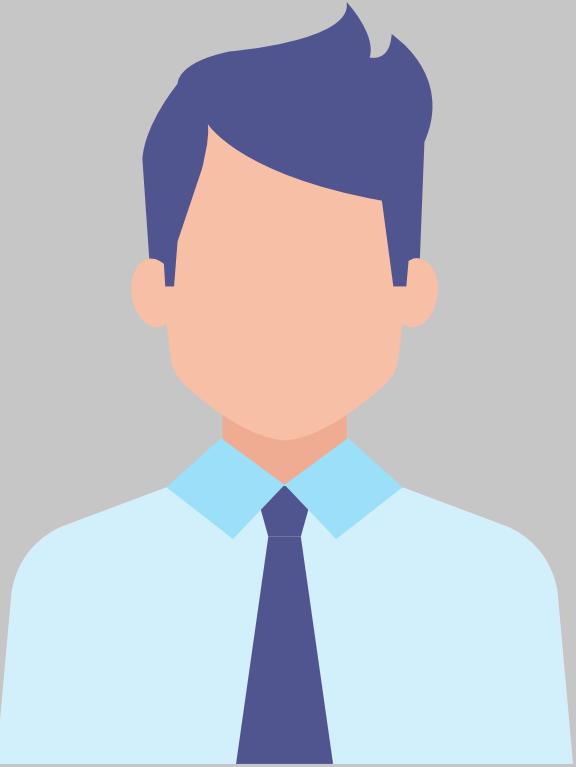


Revolut Payment System
Sell All-in-One Package to
these Companies



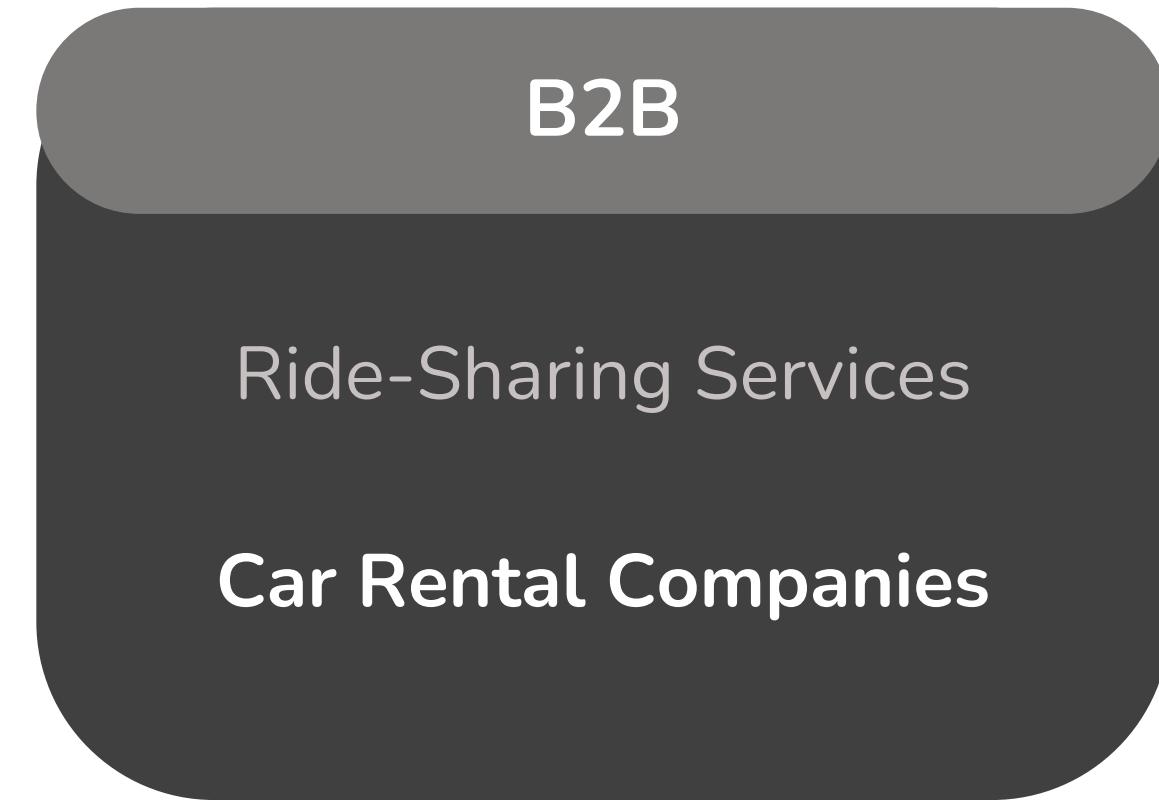
Uber Driver Insurance

Revolut Go - Secondary Pillar

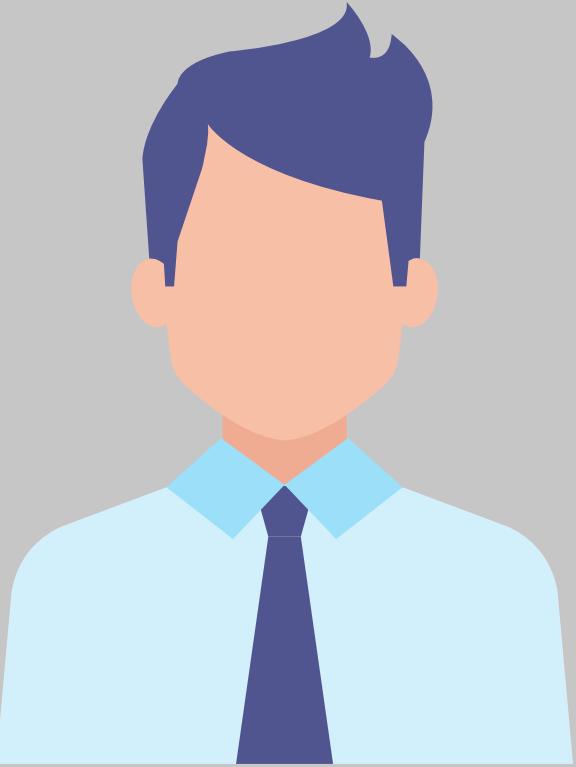


Douglas

- 28 Years Old
- Stable Job in Finance
- Has Revolut
- On Holiday
- Wants to Rent a Car

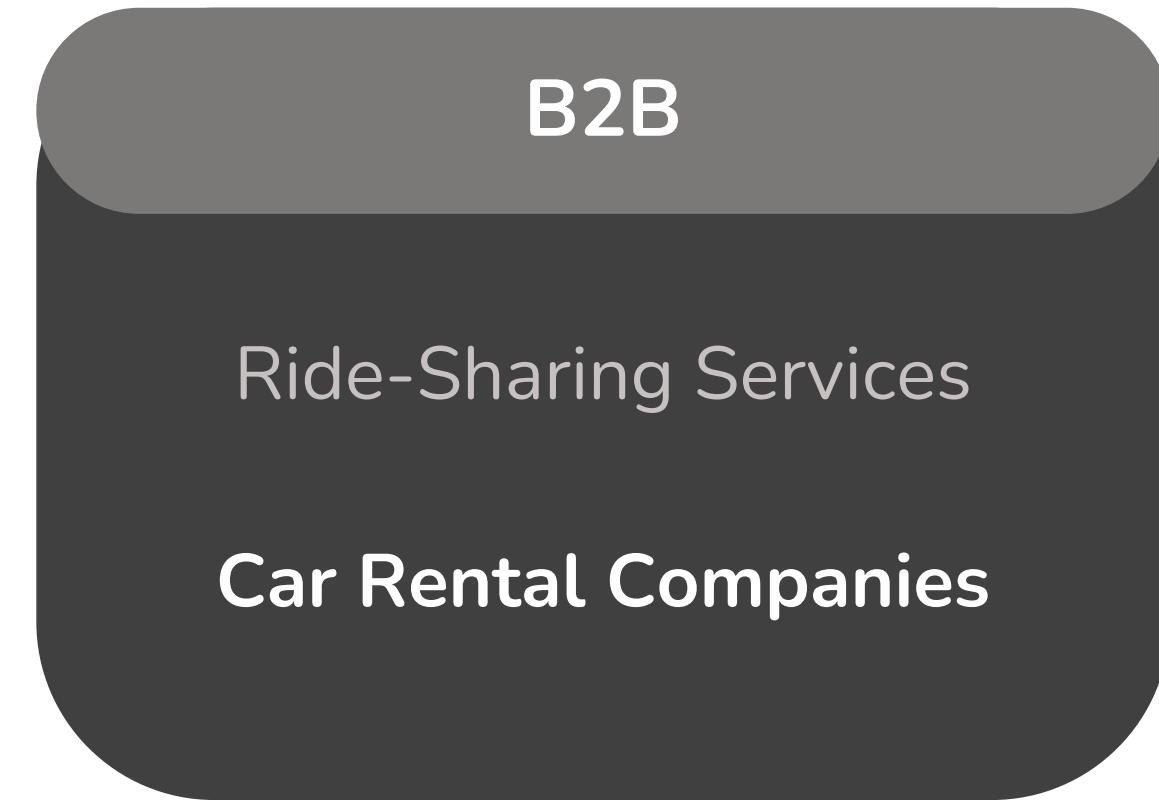


Revolut Go - Secondary Pillar



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Rentals User Interface

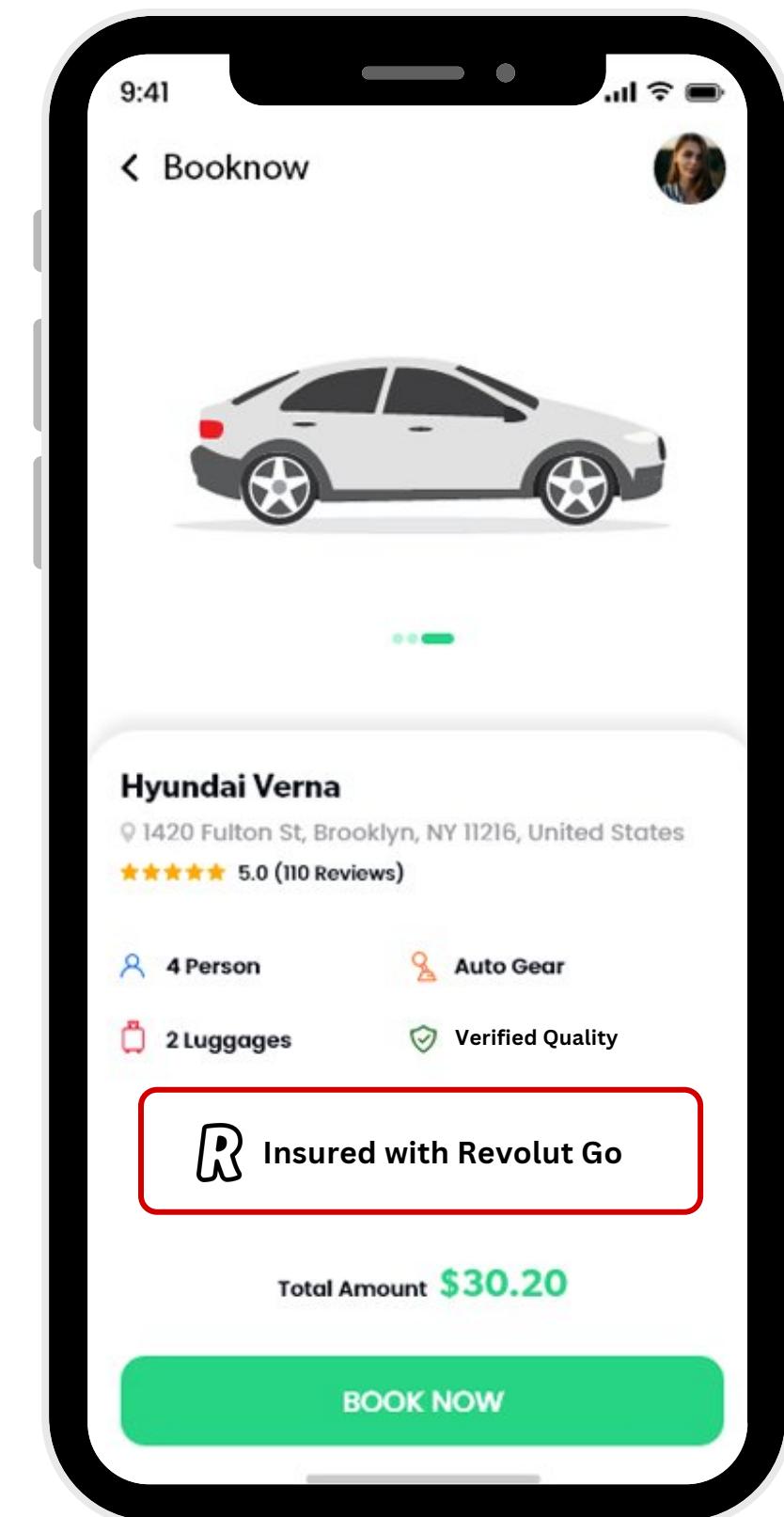
Combined payment and car insurance solution



Revolut Go offered as car
insurance on car rental
websites



Car Insured through
Revolut Go
Revolut Payment System



Europcar Website



VALUE PROPOSITION

Differentiated Product Offerings
Larger Customer Base
Higher Revenue

MARKETING

Referral Marketing is key!
Early Adopter Benefits
Giveaways



Insights &

Recommendations

GO TO MARKET

Target Revolut users first
Establish Partnerships

Continuous Feedback & Improvement



A New Era for Car Insurance

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