

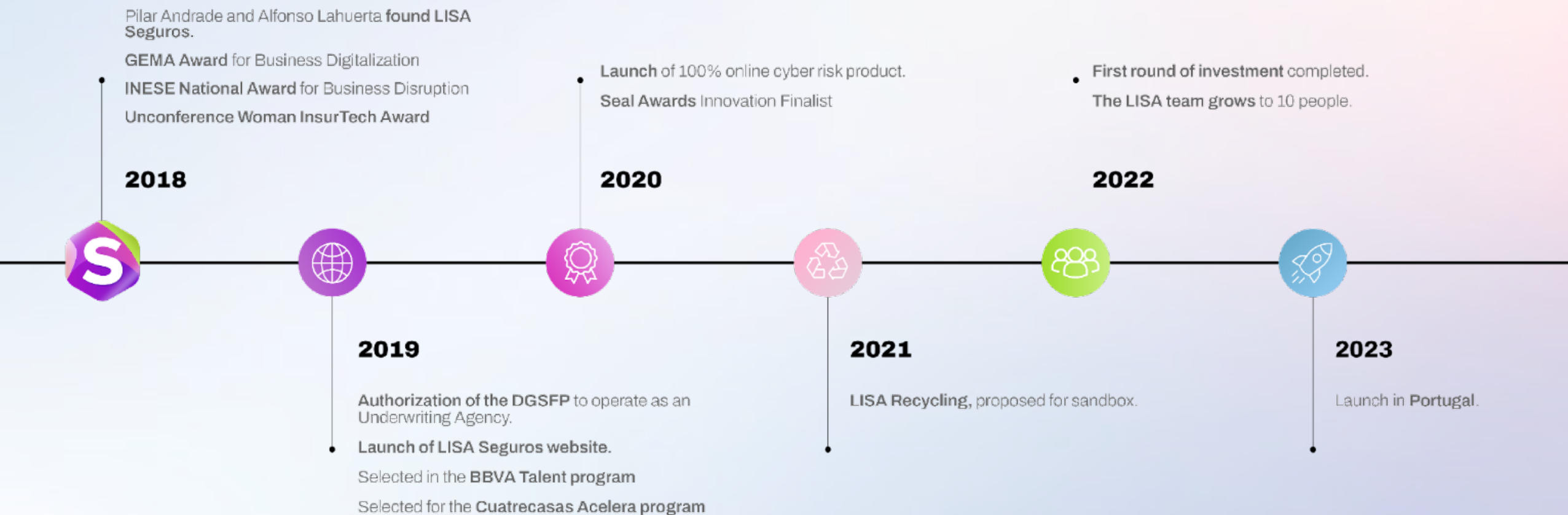


LISA
SEGUROS INTELIGENTES

Innovative insurance for the **new** economy

CORPORATE DECK
2023

LISA'S Journey



Products



Wedding
Insurance



Cyber-risk
Insurance



Mechanical Warranty
and **Breakdown**
Insurances



Invoice
Insurance



Human
Tecnology

CR

D&O

Cyber-security

Travel and pecuniary loss

Mechanical Warranty

Machinery breakdown

Environmental CR

Travel

Damage, Theft and Fire

Atypical Insurance

Automobile

Digital Health

Sustainability & Innovation



Carbon Footprint Stamp
Emissions Report 2021



Young Innovative
Company Seal
Young innovative
companies

Certified



B Corp Seal
Companies for an inclusive
and sustainable economy



EIBT Seal
Innovative
technology-based
company



Connected industry



Our platform

VideoPertization
Financial Report
IoT Devices
Weather Systems
GeoLocation

LISA
Reciclado

Cientes

Mi Perfil

Formación

Incidencias

Central Alarmas

Big Data (IoT)

Ayuda

Información Legal

IPID y Coberturas

Cerrar Sesión

LISA Reciclado - v1.48d

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Cientes

Buscar cliente

Todos

Pendientes

ACME Enterprises

pend Sign

LISA Ent 23

637216980

ACME Enterprises

VER MAPA

CLIENTE

PERITACIÓN

PÓLIZAS

RIESGOS

FINANZAS

SENSORES

METEO

DATOS DE SENSORES EN TIEMPO REAL

CO₂

Temperatura

Humedad

Presión

Movimiento

Luz

Cámaras

LISTADO DE SENSORES

Almacén

SN: 24e124120c063068

Status:

Campa1

SN: QhmQaeqVt3gMoTR

Status:

Comedor

SN: NUmso5gGIM6uI9

Status:

Exterior3

SN: RWR0TmaMgAv0itPT

Status:

Baño M.

SN: FfhpUT87IBJ77jn

Status:

Silos Campa

SN: plkp7OM2q2u0kQ3

Status:

Silos Reciclado

SN: dmk4zwknOSctJyLQ

Status:

Hall Puerta Almacén

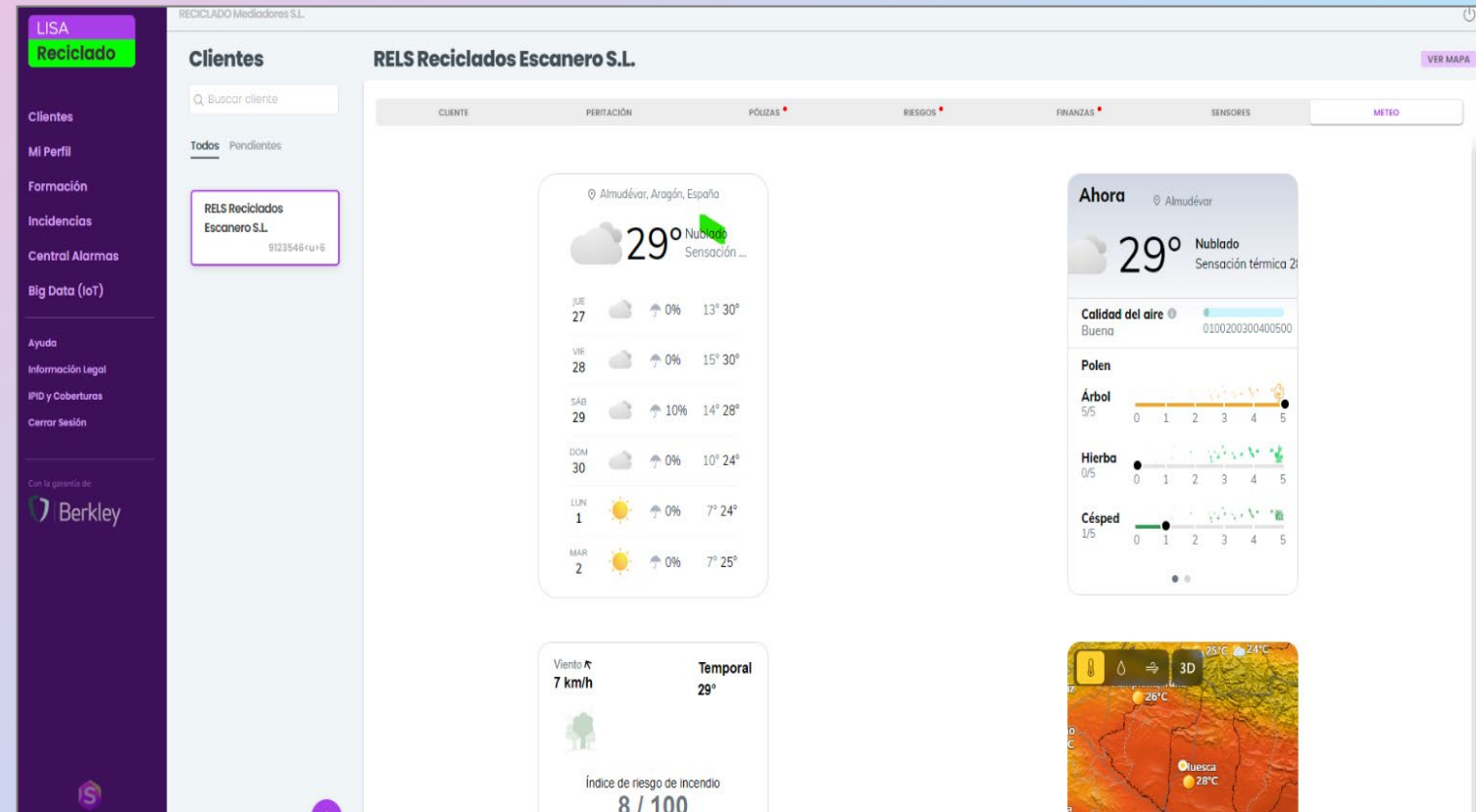
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Status:

6

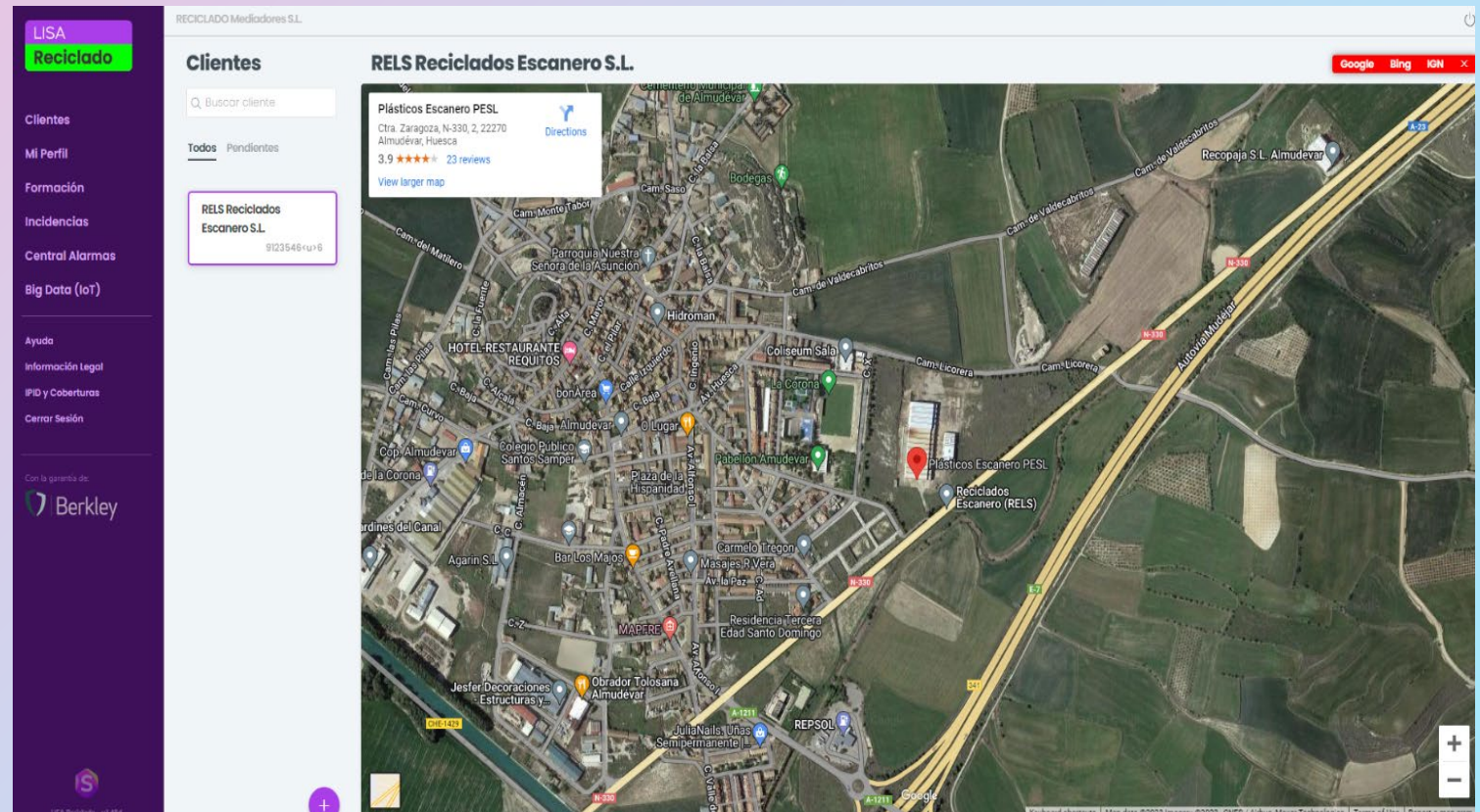
Our platform

VideoPertization
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Universe

We want to:

- Be different and create something disruptive in the insurance market
- Help industries lacking an insurance solution
- Use technology to manage industrial risks



Universe

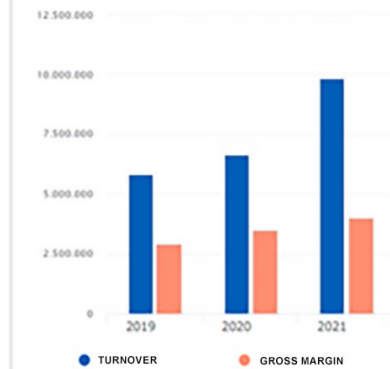
Waste collection, treatment and disposal

CNAE 3832

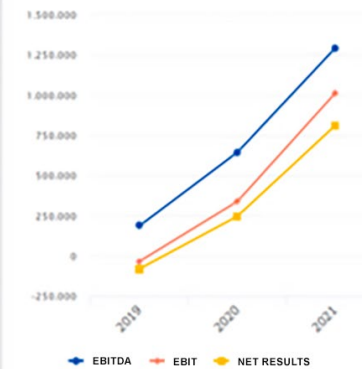
2019 ➔ 2021

Average evolution of the sector

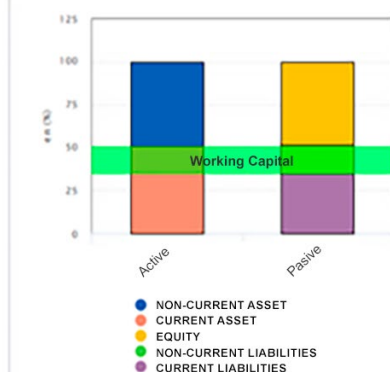
TURNOVER AND GROSS MARGIN EVOLUTION



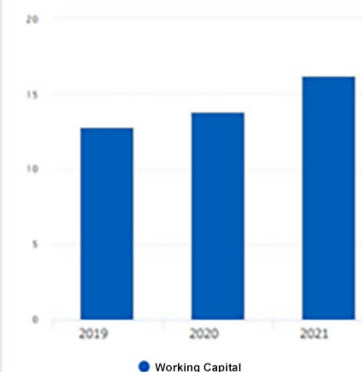
EBITDA, EBIT & NET RESULTS EVOLUTION



FINANCIAL ASSETS AND LIABILITIES



WORKING CAPITAL EVOLUTION



Net sales **+69%**

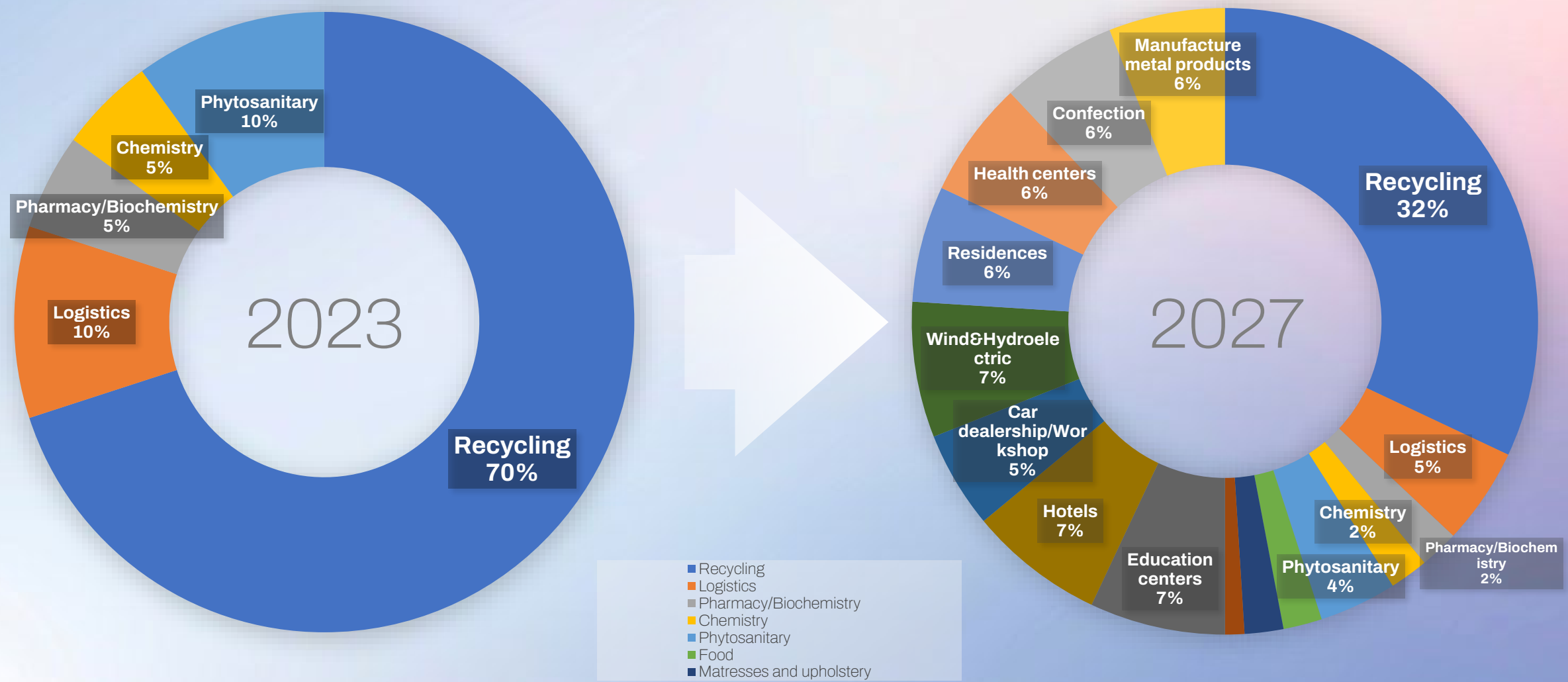
Profitability **+2.260%**

Net Income **+1.104%**



Universe

Risk portfolio evolution





Universe

Lessons from the past - Problems to avoid:

- ✓ Filter risks to insure and opportunists
- ✓ Establish barriers to entry
- ✓ Subsequent monitoring of risks
- ✓ Involvement of the company in the process (self-insurance)

Current advantage: the lack of insurance in these sectors for several years has forced companies to greatly increase investments in security measures.



Value chain - Technical margin focused model





LISA
SEGUROS INTELIGENTES

We don't just create
insurance...
We make you feel **safe**

✉ soluciones@lisa-seguros.com

☎ +34 911 438 385

📍 Ramón y Cajal 5, Alcobendas
28100 Madrid

www.lisa-seguros.com