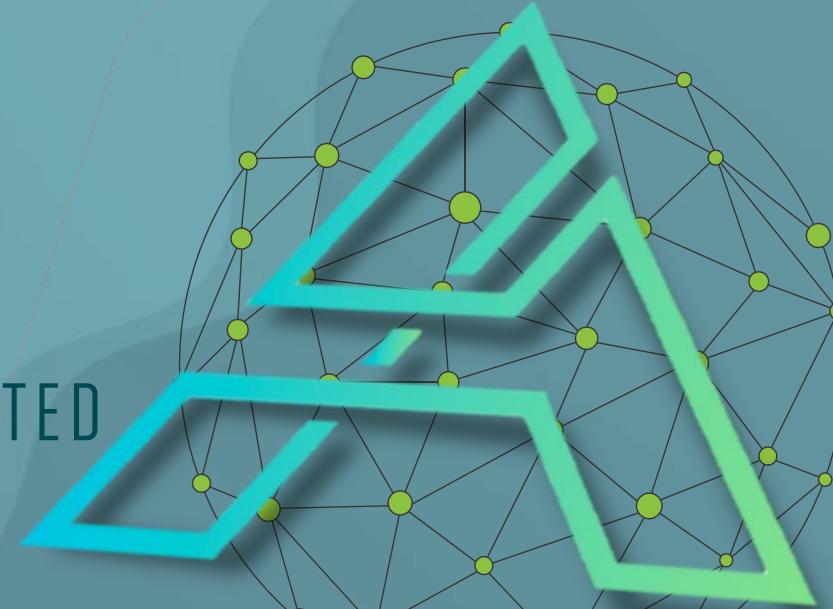




# ARCHIPELAGO ASSOCIATES LIMITED



**“InsureTech for Everyone”**

# DISCLAIMER

This Investor Presentation has been prepared by Archipelago Associates Limited ("AAL") for investors, solely for informational purposes.

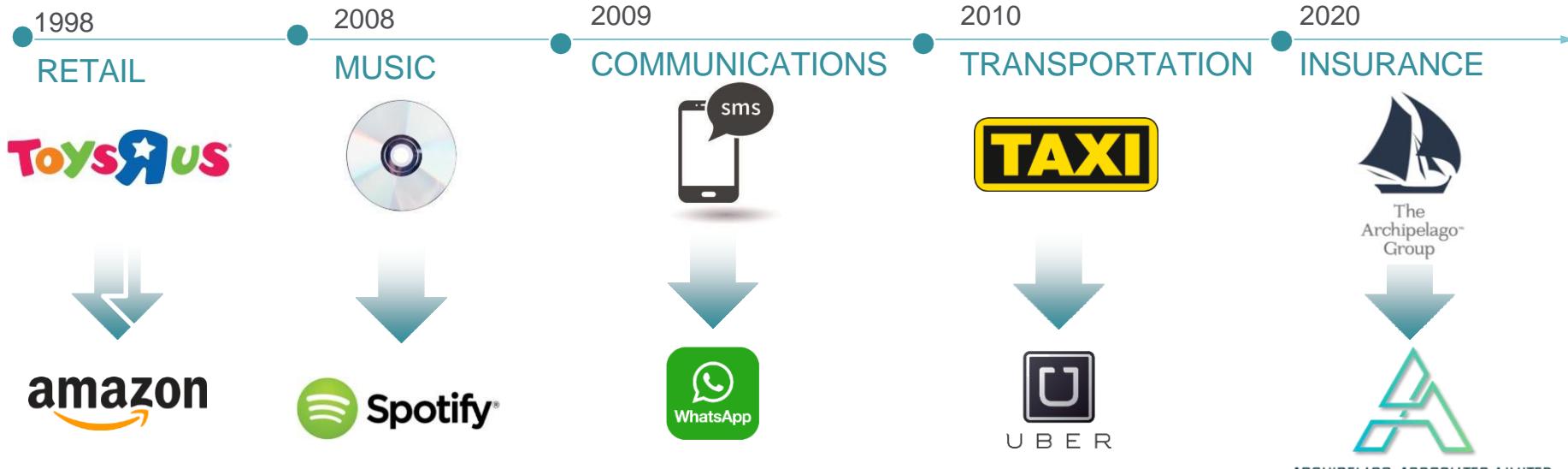
The information contained herein has been prepared to assist prospective investors in making their own evaluation of the Company and does not purport to be all-inclusive or to contain all of the information a prospective or existing investor may desire. In all cases, interested parties should conduct their own investigation and analysis of the Company and the data set forth in this information. AAL makes no representation or warranty as to the accuracy or completeness of this information and shall not have any liability for any representations (expressed or implied) regarding information contained in, or for any omissions from, this information or any other written or oral communications transmitted to the recipient in the course of its evaluation of the Company.

This Information includes certain statements and estimates provided by the Company with respect to the projected future performance of the Company. Such statements, estimates and projections reflect various assumptions by management concerning possible anticipated results, which assumptions may or may not be correct. No representations are made as to the accuracy of such statements, estimates or projections. Prospective investors will be expected to have conducted their own due diligence investigation regarding these and all other matters pertinent to investment in the Company.

This presentation may contain statements that are not historical facts, referred to as "forward looking statements." The corporation's actual future results may differ materially from those suggested by such statements, depending on various factors including those described in filings made with the SEC.

# Transformations of businesses

Product

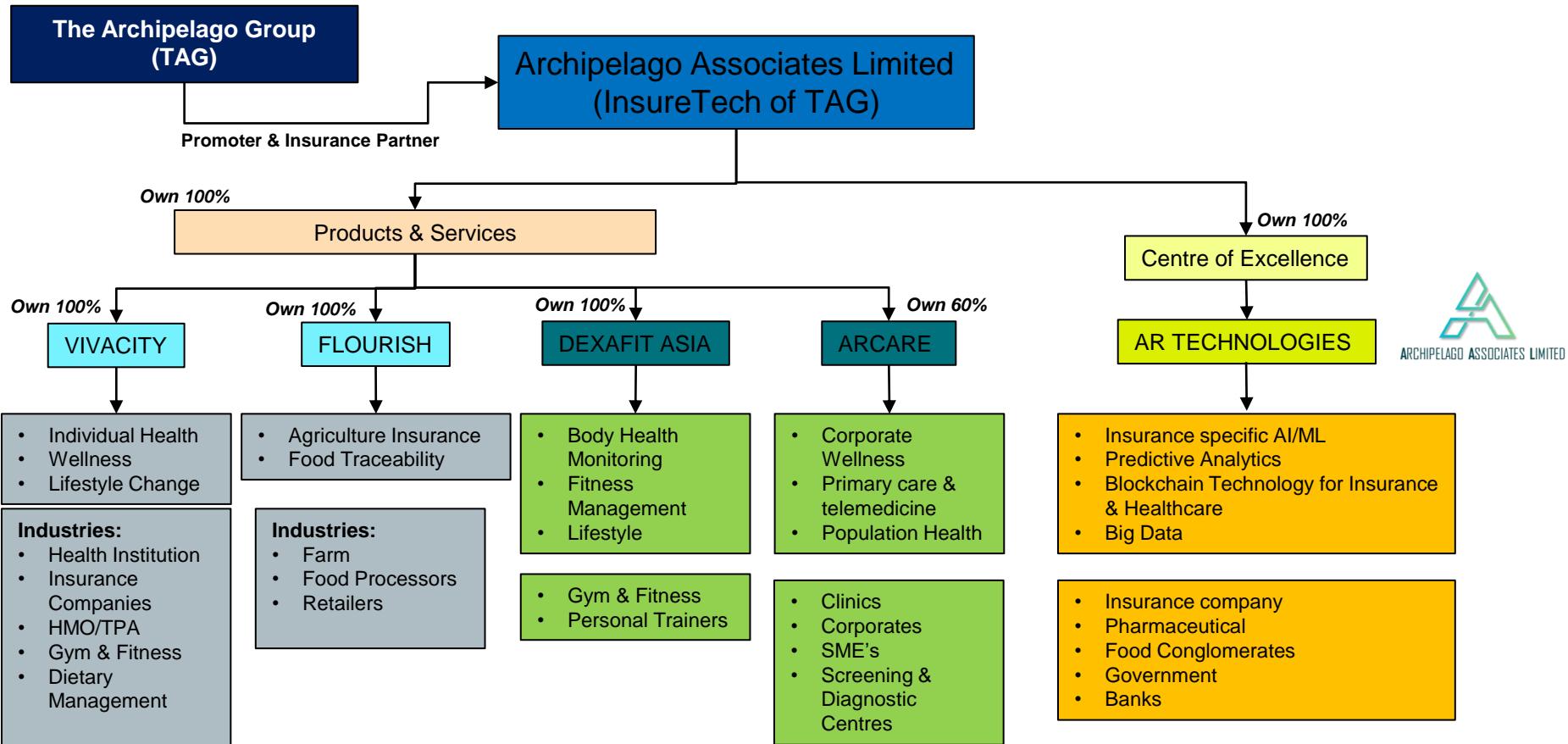


► Insurance industry in the midst of digital transformation

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Dexafit	14
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# Business Structure



# Project Details – Phase 1 MVP

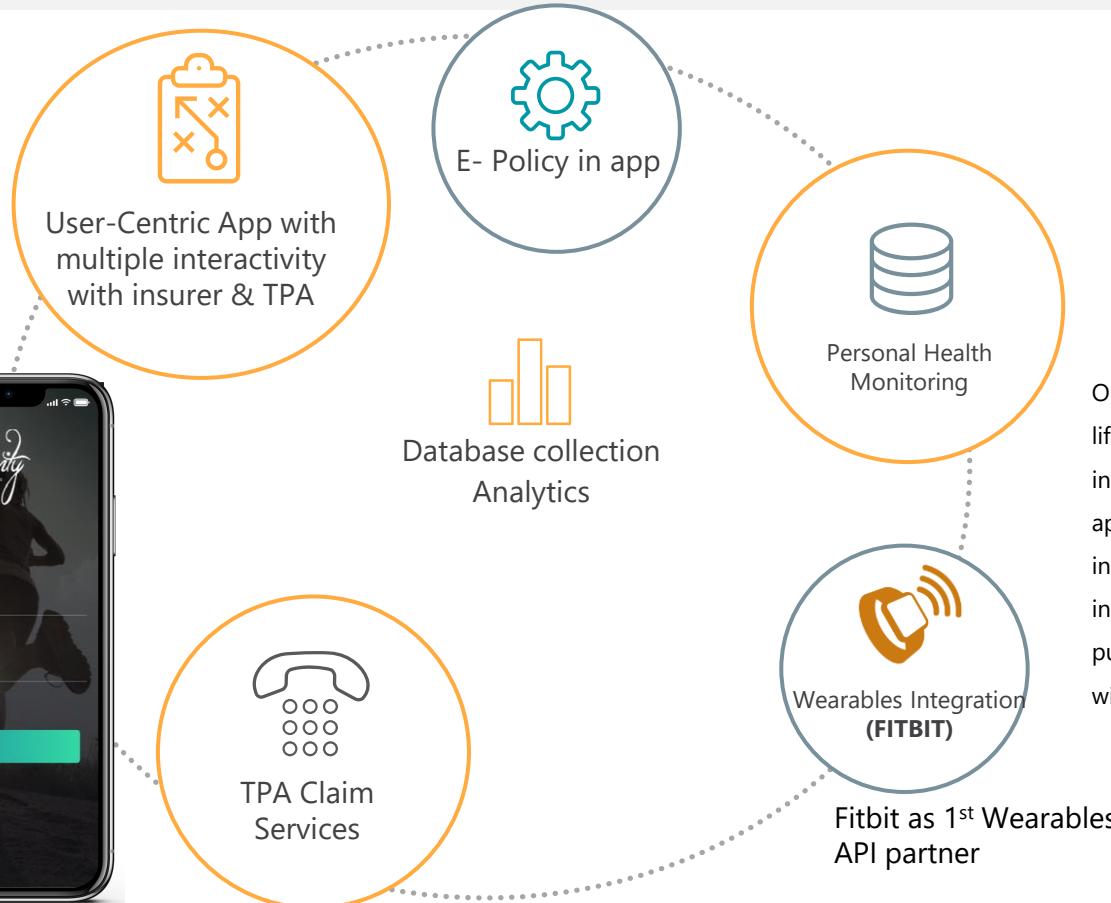
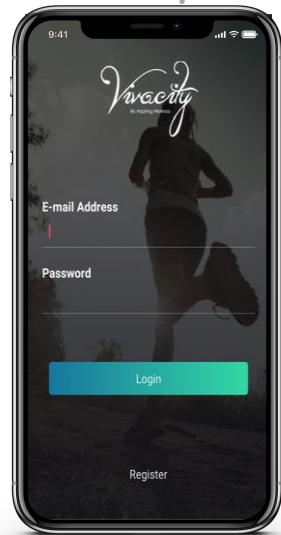
- ⌘ Vivacity
- ⌘ Flourish
- ⌘ Dexafit Asia
- ⌘ Arcare
- ⌘ AR Technologies





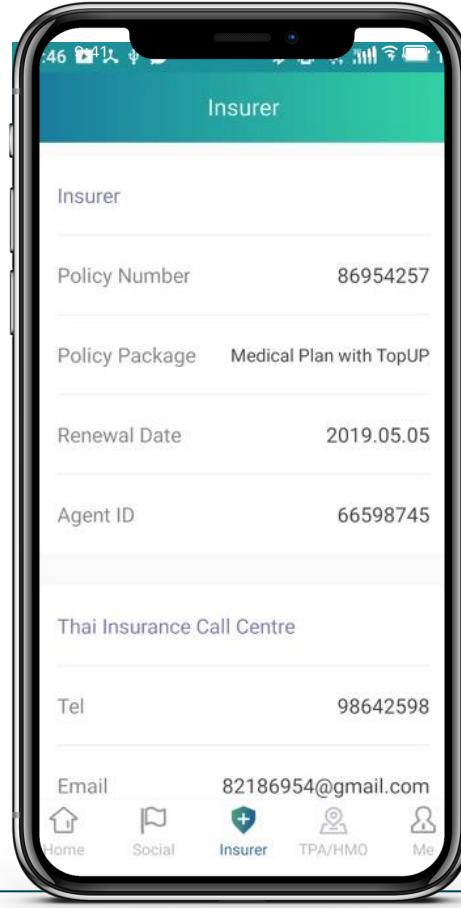
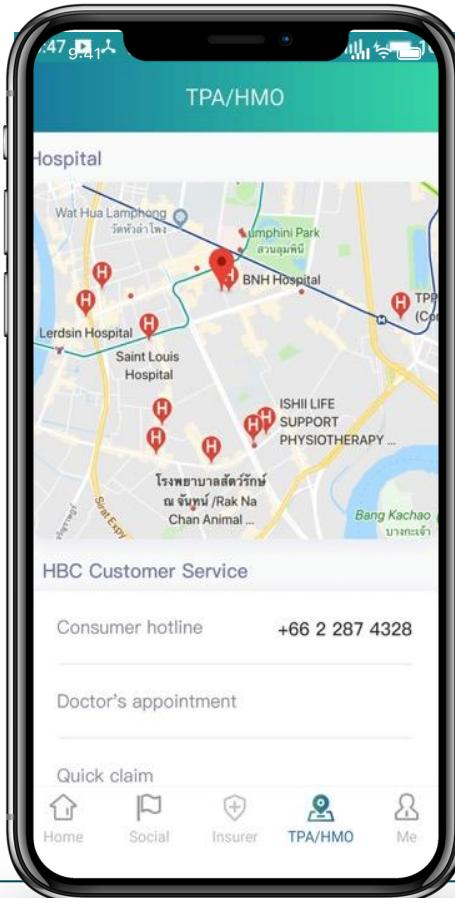
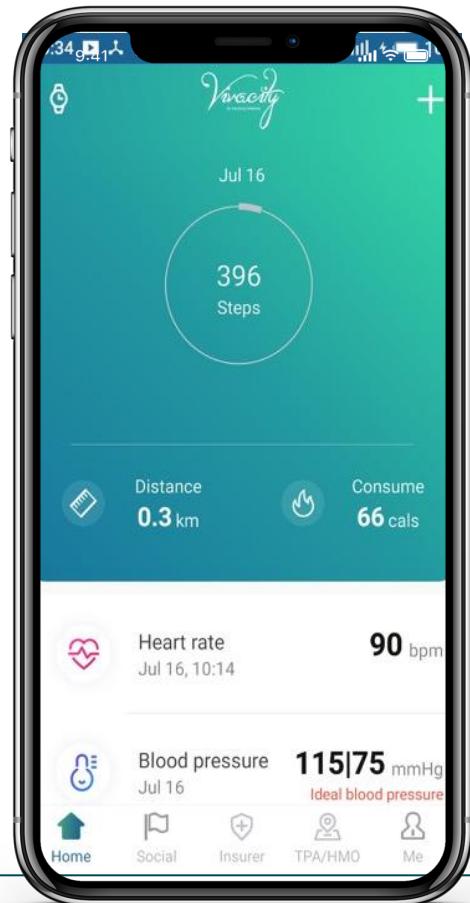
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# Vivacity – GPS of Health

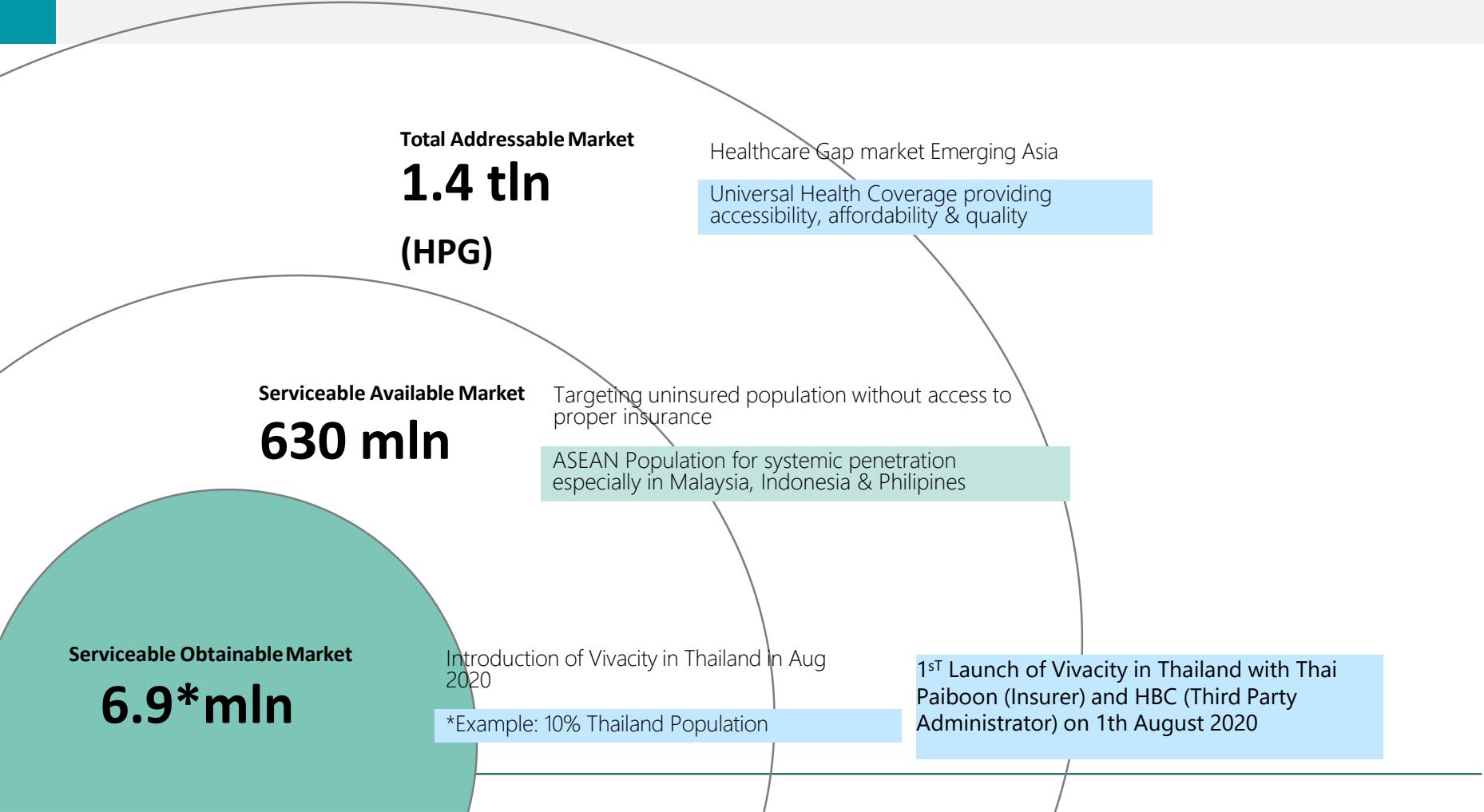


Our app is designed to promote a healthy lifestyle and better engagement with their insurer which gives us a broader customer appeal. Our technologist-designed, innovative app delivers user-centered information around health for free on each purchased policy and evolves frequently with trends.

# Minimum Viable Product (MVP) of Vivacity



# MARKET: TRANSACTION VOLUME FOR VIVACITY



# *Flourish*



Bringing growth, ingenuity, and experience to market

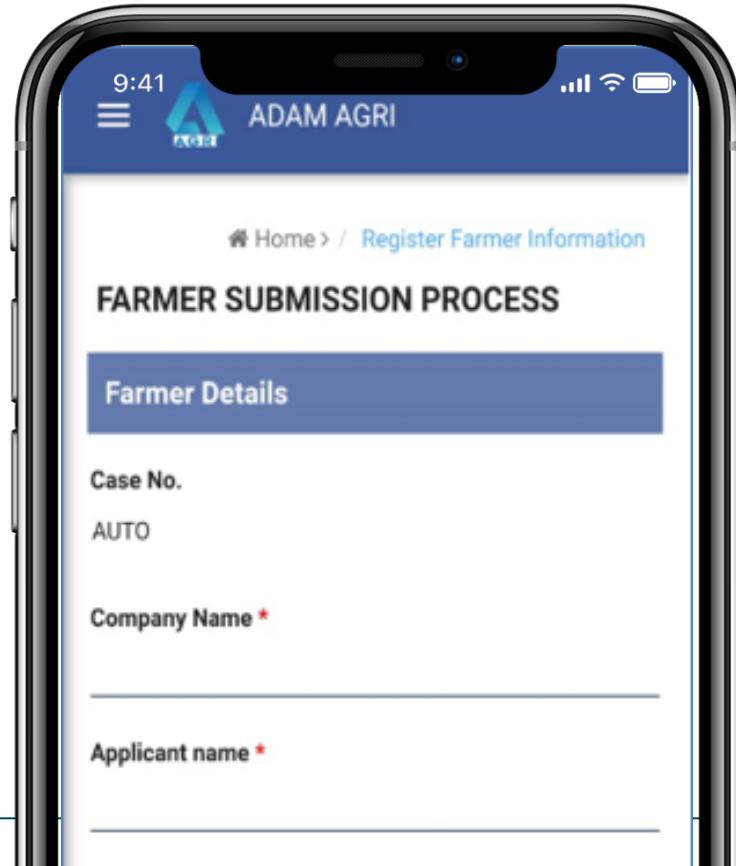
# Flourish Agriculture InsureTech



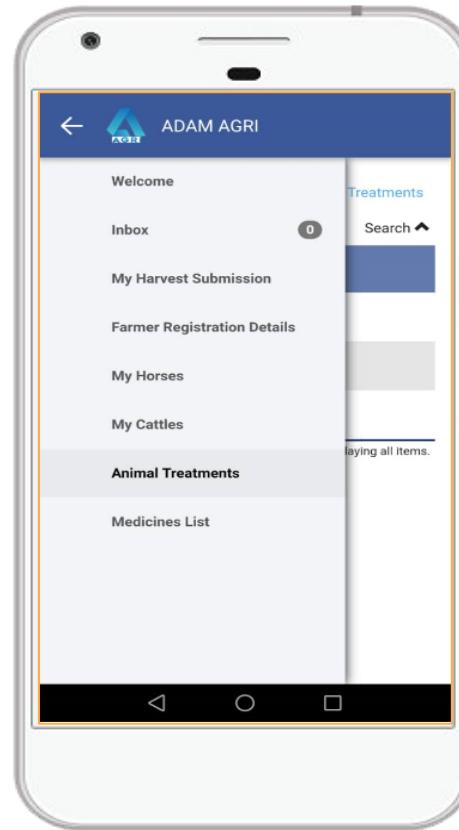
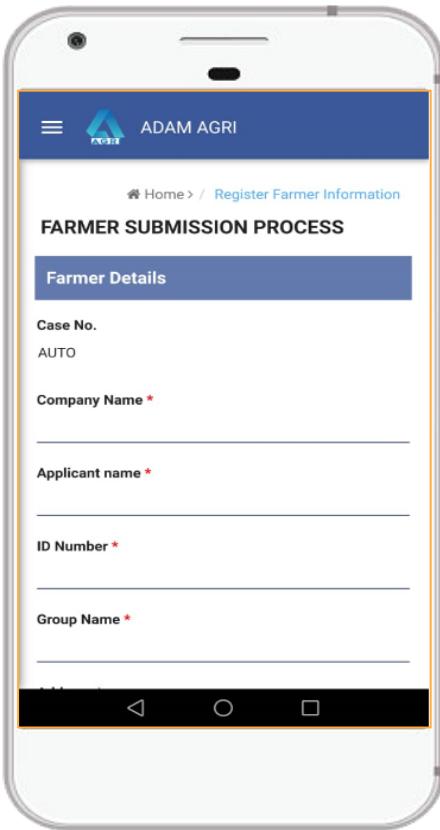
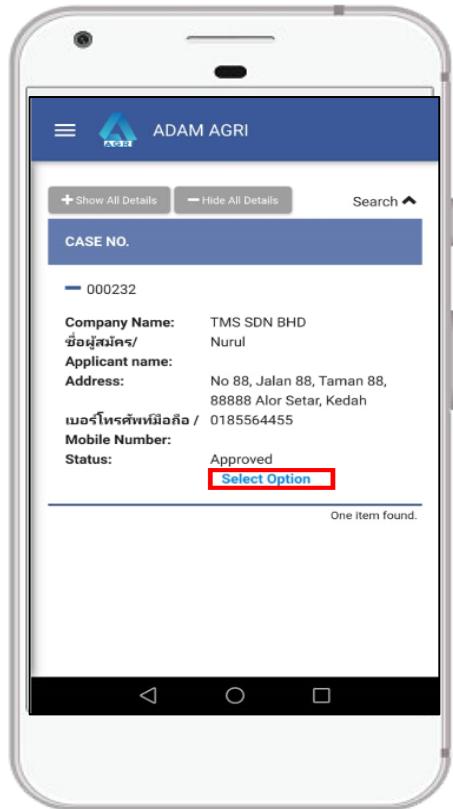
Flourish is a farmer's app with farm husbandry tracking & monitoring. Integration with insurers for claims notification and allows risk management & support claim adjudication. Empowering farmers with the power of technology to control and manage their farms input.

## Product Summary

- Data collection via mobile app on a regular basis builds up historical and trending data for deep insights ,where applicable, mandated or standard insurance assessments can be replaced or guided by data entry.
- Utilizing historical data and post loss-event data from the app collected data, the insurer calculates the precise extent of the damage and simplifies the policy renewable process.
- Farmers are able to report losses due to weather or other insured risk events.



# Flourish App – Powered by Adam Agri





# By turning health data into answers.

## Fit by DexaFit: End-to-End Health Platform Leveraging DexaFit Data, AI and Healthcare IoT



### For Developers

To build the next generation of IoT health apps



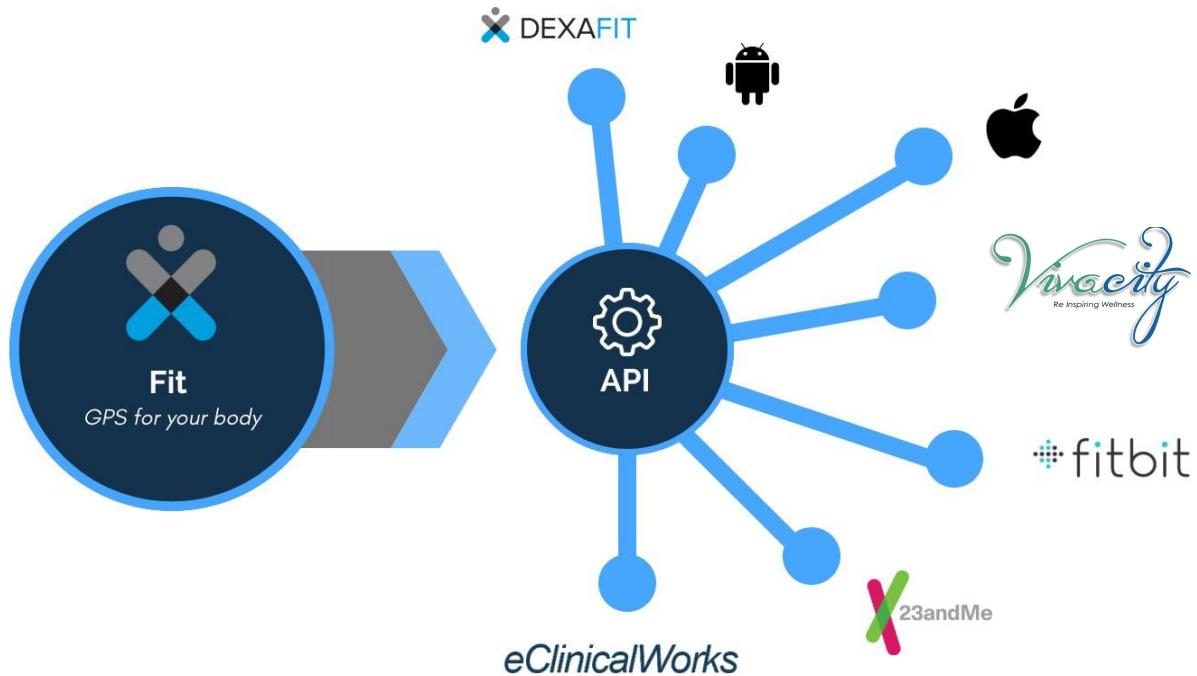
### For Partners

To leverage the IoT of health and make smarter decisions



### For Customers

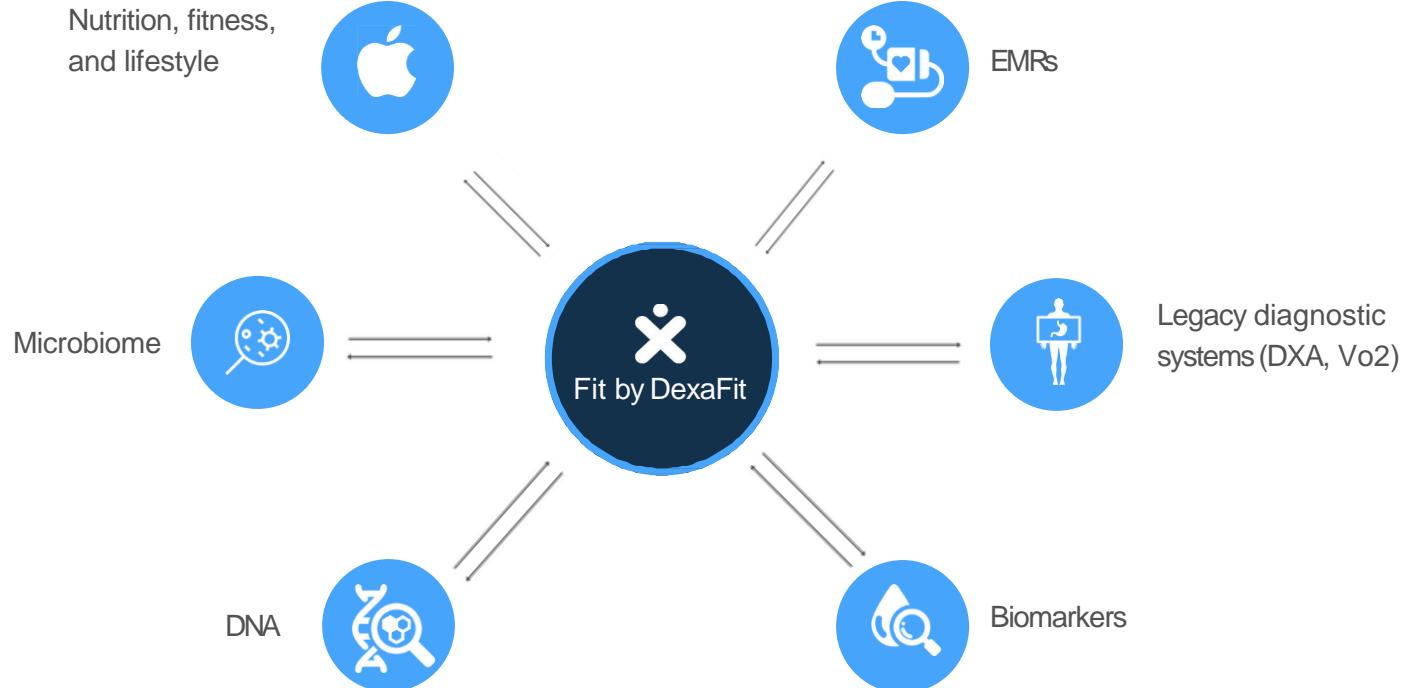
To optimize their health with DexaFit +AI powered insights



# Using the gold standard.



# The nerve center for healthdata.





# **ARCare**

POPULATION HEALTH SPECIALIST

DIGITAL HEALTH MANAGEMENT ORGANIZATION

## ARCARÉ THE DIGITAL HMO

Digitally connected Healthcare Platform

2020 MEDICAL PRESENTATION

## DIGITAL HMO ARCARÉ

DIGITALLY CONNECTED HEALTHCARE

ARCARÉ has pioneered connected care by putting in place the coordination necessary amongst health providers to manage all required patient care activities. ARCARÉ members and physicians benefit from a comprehensive, progressive, fully computerized health system that incorporates:

- Wellness & Lifestyle Management App
- Physician visits including diagnoses and treatments
- Medication prescriptions and consultation data in App
- Diagnostic procedures and results: laboratory, pathology, genetic lab etc.
- Insurance & non-insurance capabilities

ARCARÉ's success in adapting to ICT-based health delivery is based on stimulating and promoting collaboration with strategic partners both nationally and internationally, particularly in the areas of:

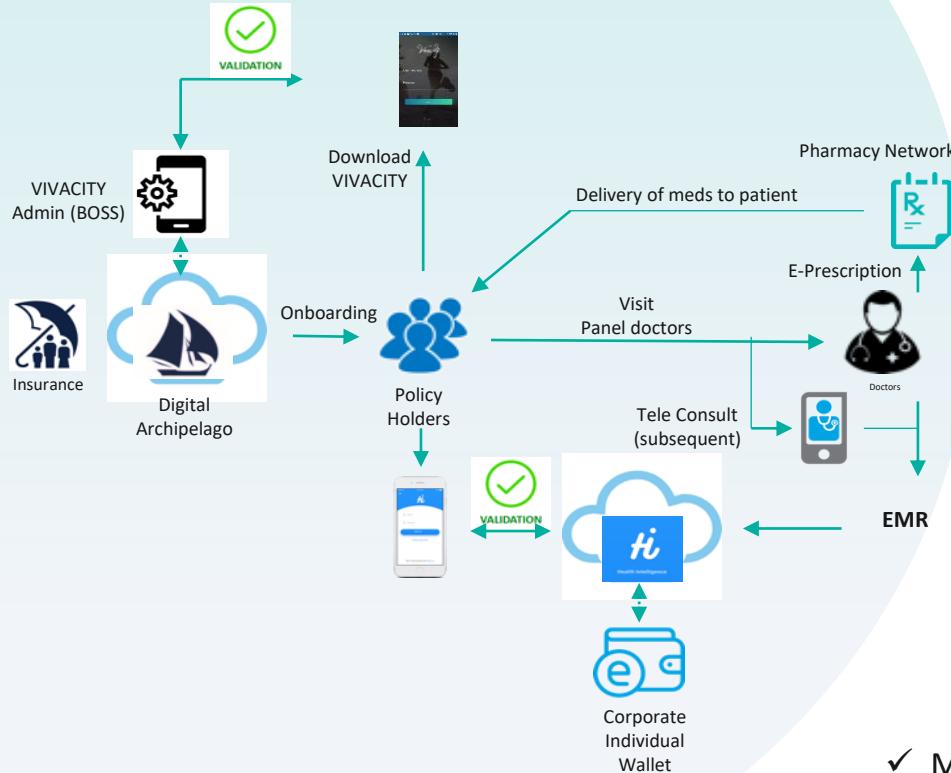
- ICT in healthcare
- Managing chronic disease and care of the employees
- Preventive and rejuvenation Primary Care services
- Telemedicine
- Mobile health



We help people to get more  
**Healthy Life**

Our service





# Our Vision

Digitally Connected Healthcare Partners

Mobile technologies can empower patients and provider by giving them more control over their health and manage their healthcare needs

- **Accessibility** – using digital platform as a connector to entire primary care services from reliable provider
- **Affordability** – by using the digital platform to reduce the cost of distribution, allow manageable primary healthcare expenses.
- **Quality** – Ensure trustworthy healthcare providers for the users, governance over primary healthcare services

- ✓ Medical Cost Management
- ✓ Lifestyle Management
- ✓ Telemedicine
- ✓ SickCare Management

# Total Addressable Market for Telehealth in Malaysia

Industry is <1% penetrated with opportunity for long-term, sustainable growth



One-third of visits or ~333K visits treatable via telehealth

Average USD 5 per telehealth visit

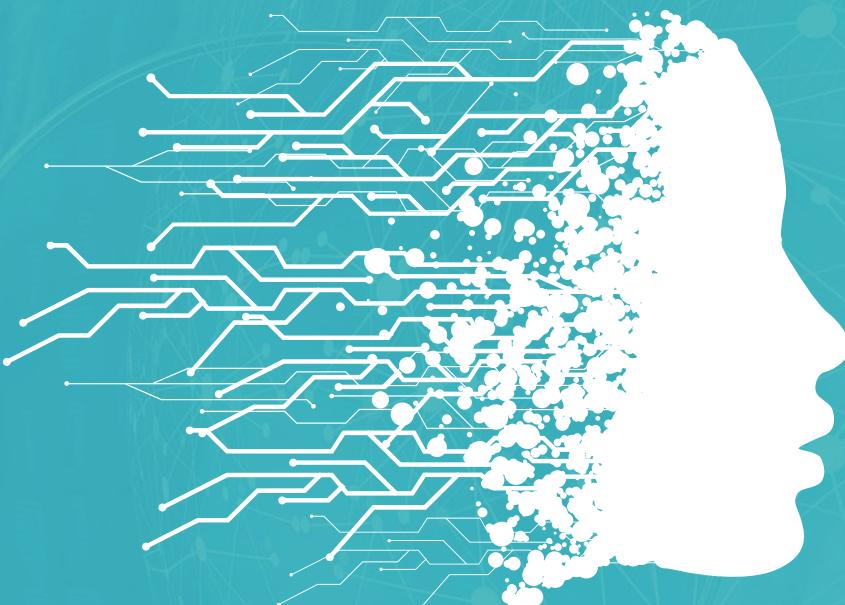
= USD1.5M+

50% of visits or ~250K visits treatable via telehealth

Average USD 4 per telehealth visit

= USD1.0M+

Total TAM  
USD 2.5M+



# AR ANALYTICS

AI-driven insurer powered by automated machine learning

Unifying health data,  
support changes, and  
rewards to optimize  
user health

The one health  
platform to  
engage, empower,  
and change  
behavior



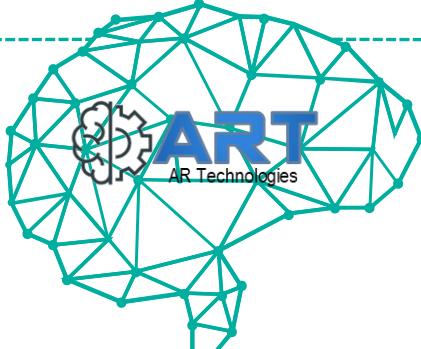
ARCHIPELAGO ASSOCIATES LIMITED

“InsureTech by ASEAN for ASEAN”

# INTRODUCTION

## VISION

Enabling insurers to become AI-driven enterprises powered by automated machine learning



## MISSION

Delivering AI , Machine Learning Based And Data analytics InsureTech solutions to Asian Insurance markets.

### VALUE 1

Moving from A demographic/age based underwriting to a more data analytic underwriting with block chain and AI and machine learning



### VALUE 2

A medium that empowers people and steers corporate wellness to take control of their lifestyle and become healthier using their data contribution and participation.

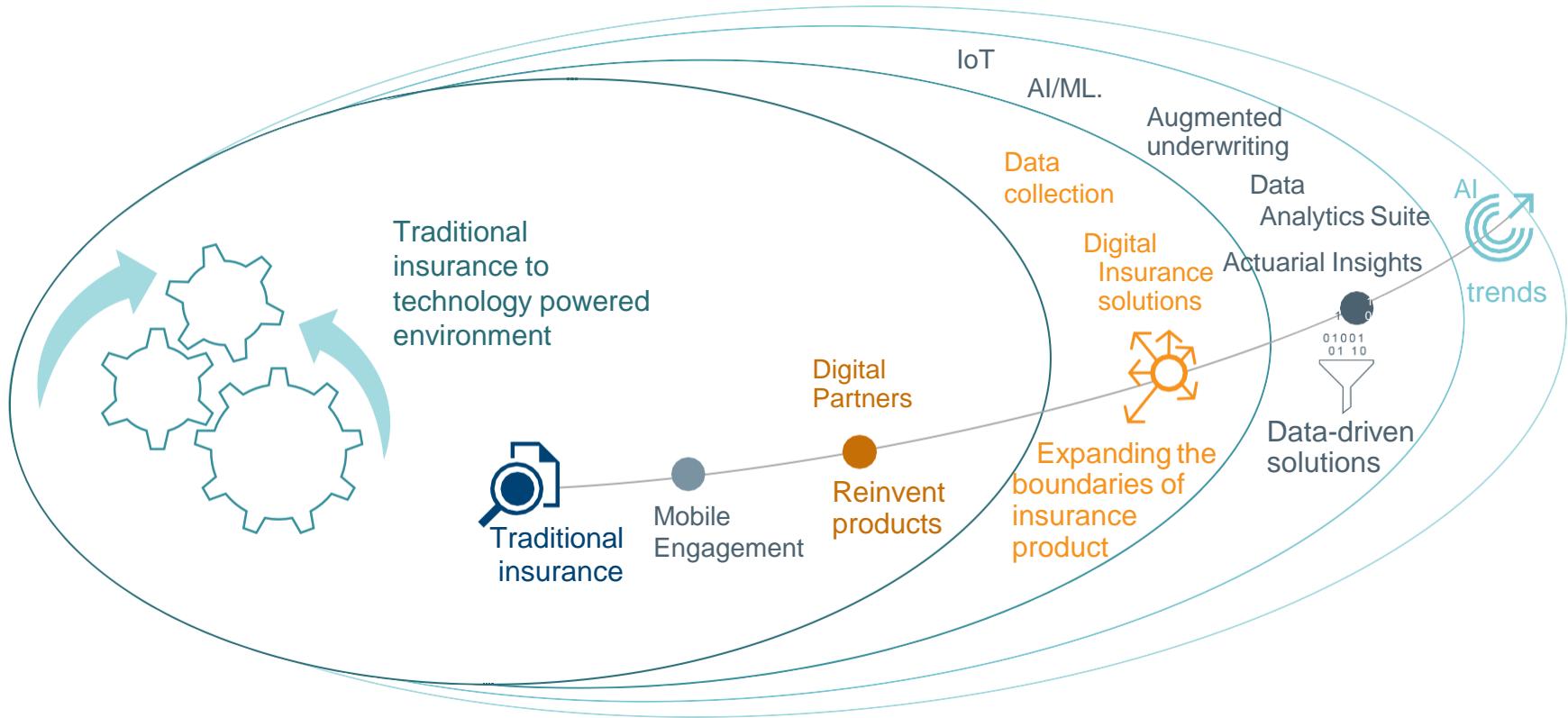


### VALUE 3

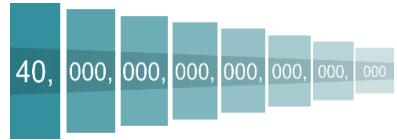
Maintain insurer's competitive edge, boost business operations and enhance customer satisfaction.



# Catapulting to InsureTech Solutions



# Data Analytics by AR Technologies



New developments help to use full power of technologies

Data volume is growing exponentially

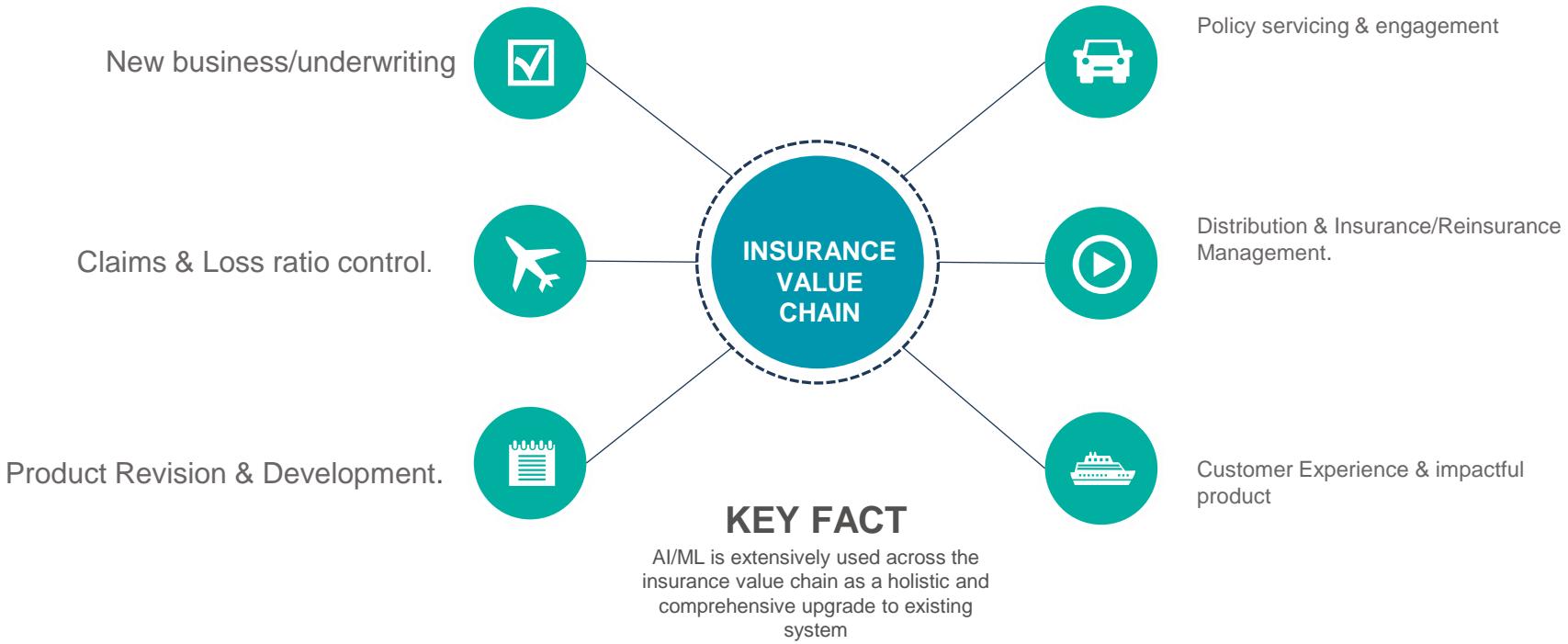


We enable our customers to use enriched data, advanced tools and state-of-the-art analytics

ART with Archipelago will be leading in insurance-specific artificial intelligence (AI)

- ▶ Data scientists and business-function teams partner to deliver cognitive computing and artificial intelligence across the value chain

# AI USAGE OF AI/ML IN INSURANCE VALUE CHAIN



# Problem:

Insurance Industry Struggling to Meet Major Demands in the era of Digitalization

## **Value-Based Care**

- Behavior change is the key to lower claims
- Prevention-centric care
- Care coordination
- Fully empowered users
- Power of Big Data

## **Insurance Industry Forces**

## **Consumerism**

- Individuals lack knowledge and tools to be better health consumers in face of high-deductible plans/other factors
- Institutions must change in face of retail competition and shrinking consumer loyalty
- Less Insurers demonstrate strong consumer-centric performance

## **Population Health Management**

- Social determinants influence up to 80% of health
- Need ways to engage, inform, & motivate individuals

# A Our Viable Solution



## An easy-to-deploy, unified insurer-insured AI/ML platform

- Communication and Collaboration tools enabling connections between consumer and insurer via omni channel data collection points
- Funneling data to the BRAIN for processing and predictive and analytical study
- Incentives and Rewards to reward small steps, promote bigger change, and drive patient engagement on precalculated arrangement

The platform will deliver calculative & predictive analytics , intuitive engineering of insurance products, and suggestive rewards together to achieve lasting behavior change and preventive health

- Right care dynamic and offers value that promotes user usage
- Able to reduce claims ratio and promote intuitive premium pricing

# AI Key Factors Driving AI in Insurance



## SMART WORLD

Advanced machine learning to drive smart, automated applications in fields such as healthcare diagnosis, predictive maintenance, customer service, automated data centres, self-driving cars and smart homes.



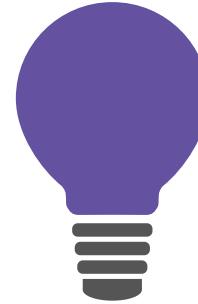
## BIG DATA

As data becomes omnipresent, open source protocols will emerge to ensure data is shared and used across.



## Internet of things (IoT)

Harnessing (IoT) data – The volume and velocity of data from IoT will drive the need to automate the generation of actionable insight using advanced machine learning tools.



## Responsive AI/ML

Natural-language processing algorithms are continuously advancing. AI is becoming proficient at understanding spoken language and at facial recognition, helping to make it more useful and intuitive.

# A Growth of AI Market

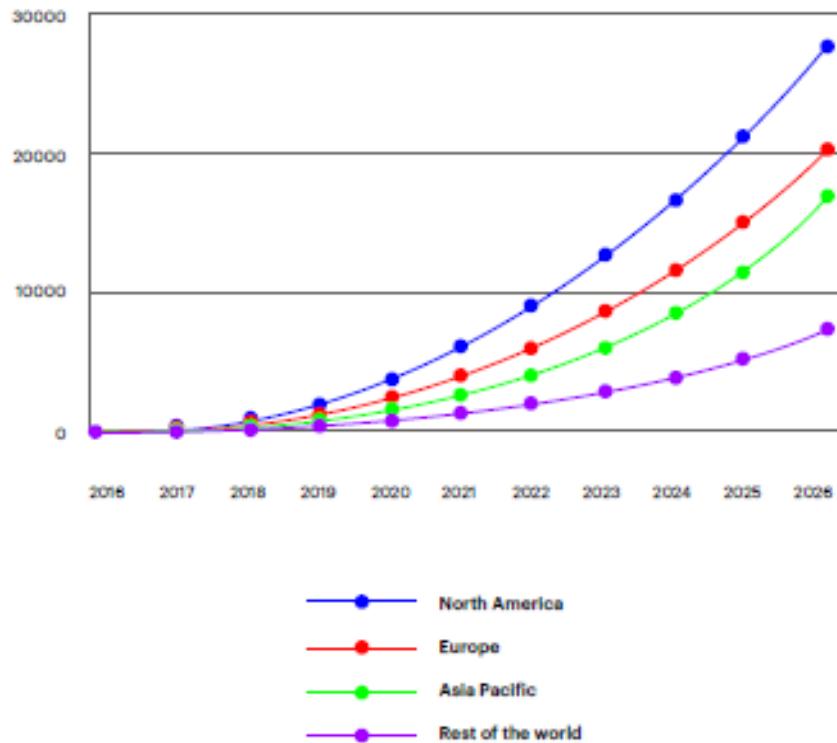


Figure 1 illustrates the growth of the AI/machine learning market in different geographical regions over 10 years. It shows the accelerating adoption of AI and the critical importance of this technology trend.

**Global AI market, by geography 2017–2024  
(in US\$ M)**

# USE CASES IN INSURANCE VALUE CHAIN



## Product Engagement

Managing the initial interaction to determine which cover a customer requires. Consumers are seeking personalized solutions—made possible by machine learning algorithms that review their profiles and recommend tailor-made products.



## Fraud Prevention

Identify potential fraudulent claims faster and more accurately, and flag them for investigation. Machine learning algorithms are superior to traditional predictive models for this application because they can tap into unstructured and semi-structured data such as claims notes and documents as well as structured data, to identify fraud.



## Claims Management

Improve operational efficiency, from claims registration to claims settlement. Many carriers have already started to automate their claims processes, thereby enhancing the customer experience while reducing the claims settlement time.



## Underwriting/Risk Management

Insurers use machine learning to predict premiums and losses for their policies. Detecting risks early in the process enables insurers to make better use of underwriters' time and gives them a huge competitive advantage.

# *Our unique range of capabilities*

Provide End to End AI/ML Offerings

Technology  
Agnostic

Business  
Value  
Focused

Positioned to  
scale

Diverse  
Ecosystem

User Centric  
Environment



# AI Our Approach

Technology Agnostic

Independently test technology components

- Develop integrated solutions that leverage best-of-breed products
- Design scalable, future-proof solutions

Business Value Focused

Strategy-led framework that focuses on driving business value

- Industry expertise to design optimised processes

Positioned to scale

- Resources and technology platforms available to prototype and scale
- Industrialized services and cloud capabilities optimized for delivery

Diverse Ecosystem

- Partnerships with academia to deliver thought leadership and innovative solutions
- Relationships with key technology partners and startups

User centric Environment

- Research and thought leadership dedicated to responsible AI
- Robust service design approach that puts humans at the center of the solution
- Change management expertise to ensure smooth adoption

# ART TIMELINE

**2020**

## Engineering System

Big data population from 4 core initiates under AAL. Structuring data to form the right algorithms



**2021**

## The Brain

Maturing the AI/ML system to provide most precise and accurate outcomes.



**2021**

## Development

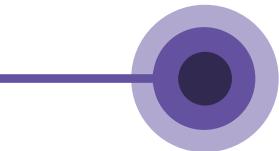
Building AI/ML system to support conversion of raw data into structured data



**2023**

## 1<sup>st</sup> Insurance AI/ML system

Fully functional AI/ML for insurance market.



**2022**

## Product Funneling

Insurance specific models for distribution and test period.



# Creation of Marketplace



# ONE MARKET PLACE VISION

- Mutual benefit exclusive for the users & partners.
- Regional and International Expansion Programme
- Branding Management



- Providers showcase their product and services in the platform
- Utility Point System as transaction currency to provide self-sustainable marketplace

# AAL ECOSYSTEM in PRIME

Health monitor app through wearable gadgets, smartphone sensors, smart locations and our branded wearable.



Flourish Food label - entrusting this blockchain system into digital format for creating food security standard.



Health and agriculture insurance products derived from the above Data insights



Food Quality control - A blockchain system that tracks every stage of food production, from farm to fork.

Data from the ecosystem, managed by AI and ML to generate insights that can help our partners and clients





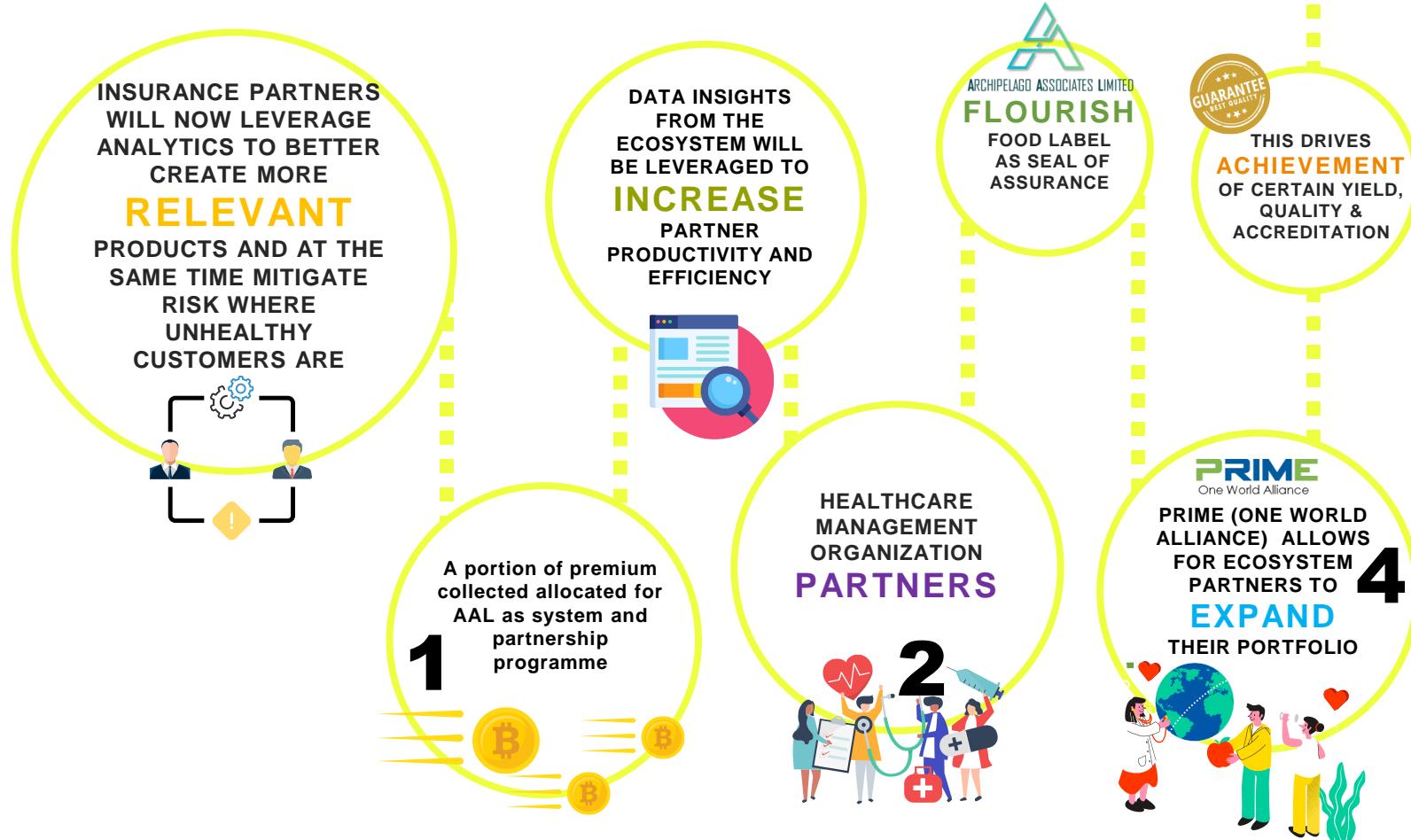
# Revenue Model



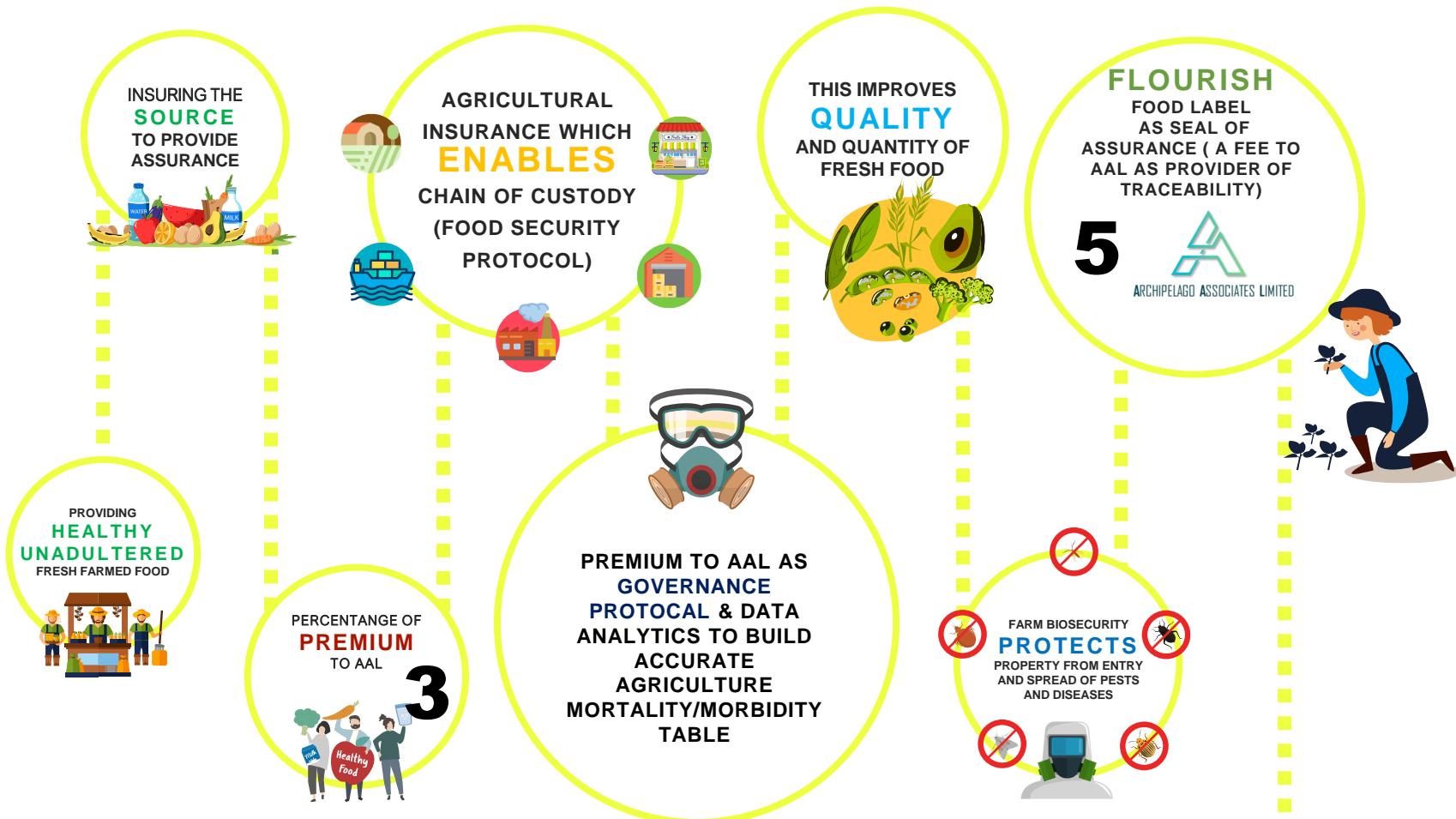
# BUSINESS MODELS



# THE HEALTH REVENUE MODEL



# THE AGRI REVENUE MODEL





# Strength & Opportunity



# FOUNDING TEAM



## Ian Lim Teck Soon

Co-Founder & Executive Chairman  
Barrister at Law(Inner Temple) | Chartered Insurance Practitioner | Associate of the Chartered Insurance Institute

- Ian is the founder, Group Managing Director and major shareholder of The Archipelago Group of Companies ("TAG"). TAG which is Labuan FSA registered.
- Ian has over 25 years of experience in the insurance industry and is also a regular lecturer for the last two decades at the Singapore College of Insurance.



## Vincent Kwo

Co-Founder & Chief Executive Officer  
1<sup>st</sup> Class Honours in BSc Actuarial Science from City, University of London | MBA (Finance) from CASS Business School, London

He had held CEO, CFO and Chief Actuary position for Prudential Financial, MAA, Axa, Allianz, Aetna and AIA in Malaysia, Singapore, Thailand and Indonesia.

President of the Life Insurance Association of Malaysia (LIAM), President of Malaysia Financial Planning Council (MFPC), President of Actuarial Society of Malaysia (ASM), Chairman of ASEAN Insurance Council (AIC), and President of East Asia Insurance Congress (EAIC). ce (MII).

# OUR VETERAN TEAM



**Ian Lim Teck Soon**  
Co-Founder & Executive Chairman



**Vincent Kwo**  
Co-Founder & Chief Executive Officer



**Kanes Naidu Athinaidu**  
Deputy Chief Executive Officer



**Adrian Tay**  
Chief Strategy & Compliance Officer



**Dr. Ryan Roshan**  
Chief Operations Officer



**Ahmed Farouk Aripen**  
Chief Financial Officer



**Melanie Seah**  
Chief HR Officer



**Isaac (Zac) Ng**  
Head of Underwriting,  
Life & Medicine Solutions



**Andi Jusuf Tjendana**  
Head of Partnership  
Indonesia



**Desmond Lim Swee Chong**  
Head of Partnership  
Thailand & Indochina



**Gilbert E. Dungca**  
Head of Partnership  
Philippines

# ARCHIPELAGO - THE FOUNDATION



# FINANCIALS AT A GLANCE

## Financial Highlights of The Archipelago Group

USD in millions

As at 30<sup>th</sup> June 2019

Gross Underwritten Premium	USD 49,521
Total Comprehensive Income	USD 5,673
Total Assets	USD 65,072
Total Liabilities	USD 53,604
Shareholder's Equity	USD 11,436

# Strong Partners & Supporters

Strategic in selecting partnerships to leverage joint value creation potential

## HealthCare



FULLERTON  
HEALTH



## Technology



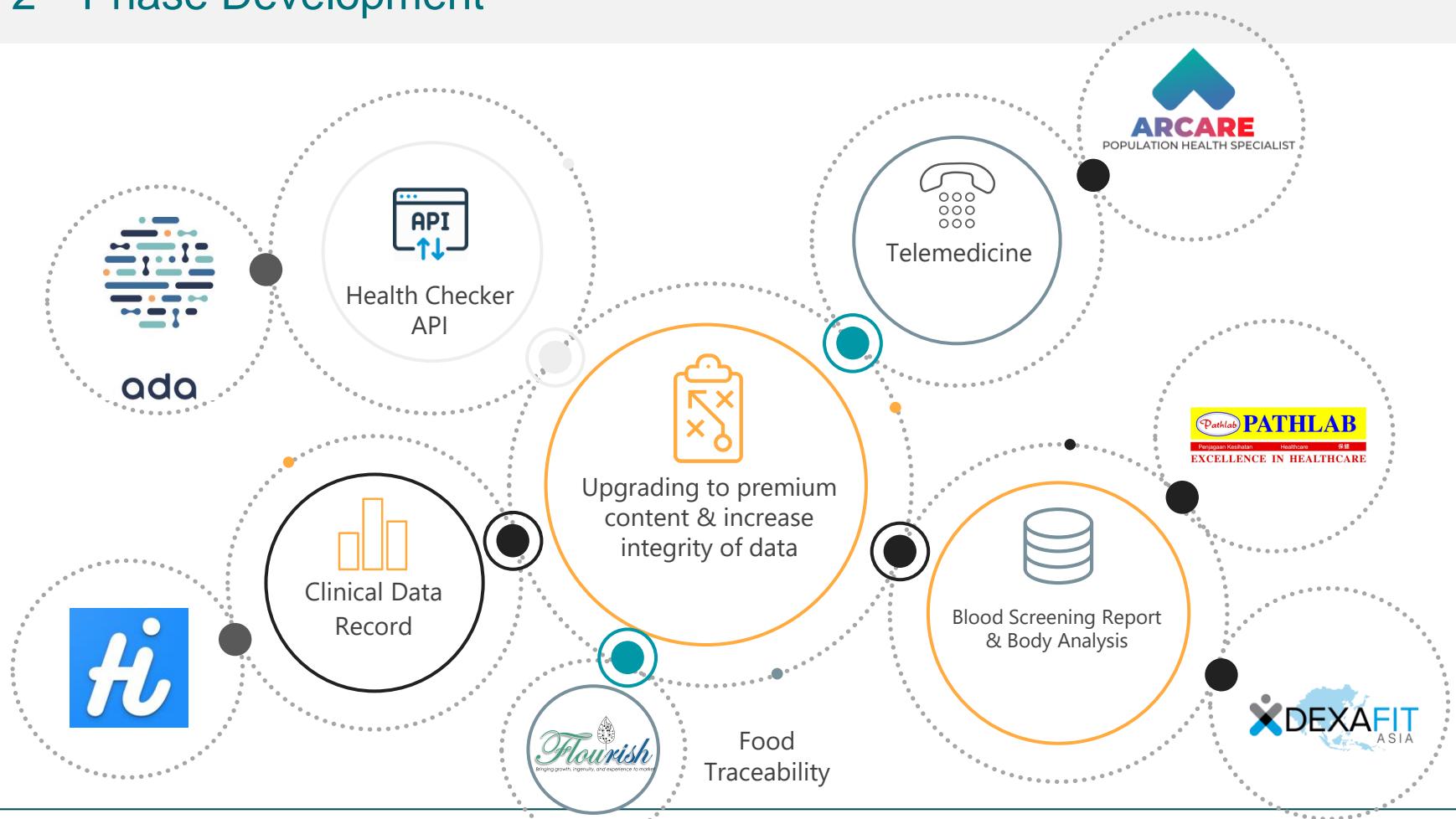
## Reinsurance



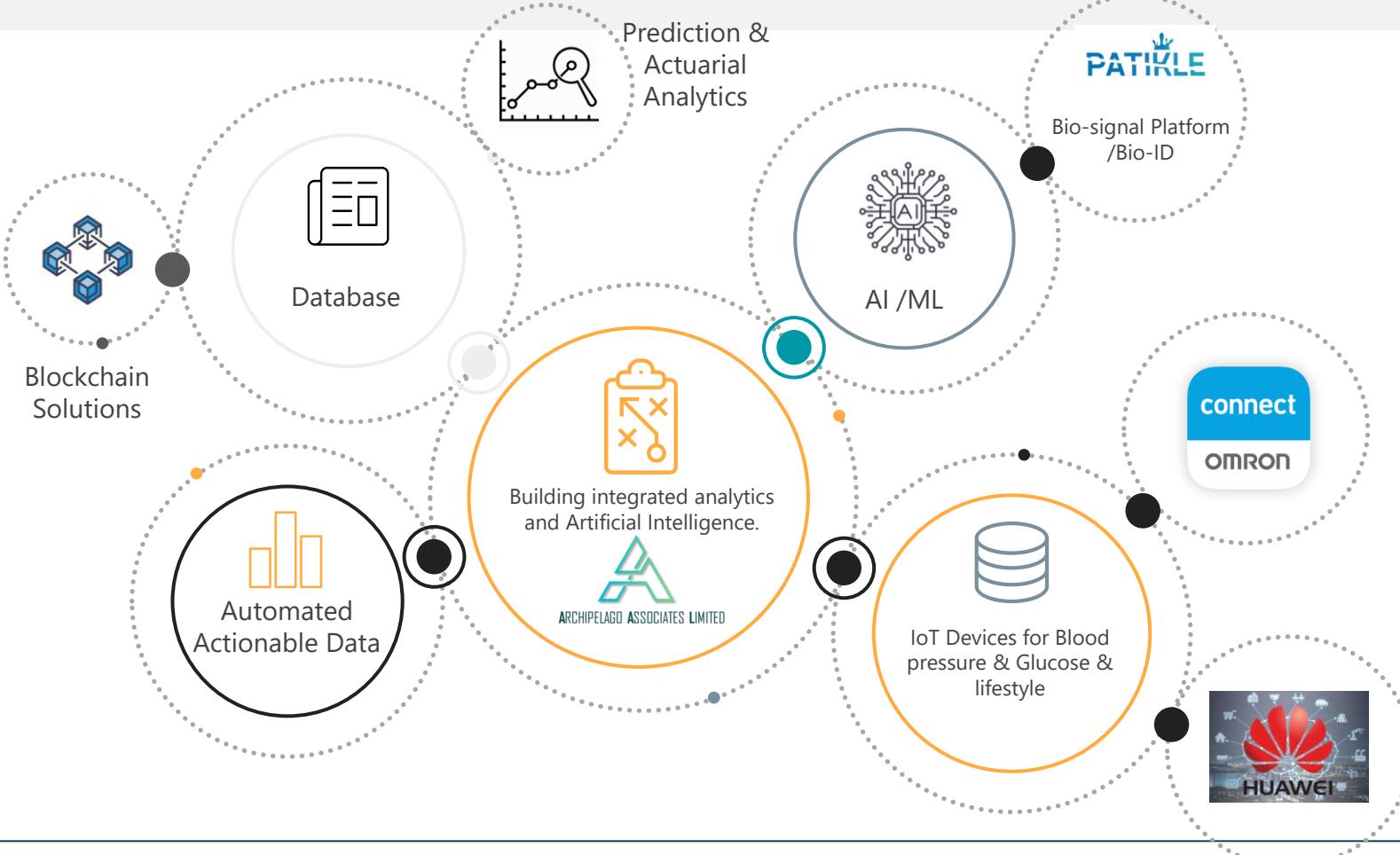
# ::: Phase Roadmap



## 2<sup>nd</sup> Phase Development



## 3<sup>rd</sup> Phase on Y3 onwards





# Market Visibility & Awareness



## IN THE MEDIA

A photograph of three men in business attire standing behind a large display board. The board features various United Nations Sustainable Development Goal (SDG) icons, including ones for poverty, health, education, and environment. The men appear to be presenting or participating in a media event.

# Bamboo Brings Innovation to Healthcare Insurance Through Blockchain at UNGA SDG Media Zone



## UN Assembly Discusses How to Boost Healthcare Using Blockchain



# Firm Leveraging on Blockchain Tech to Achieve UN SDG Goals



TAG signing MOU  
with Huawei  
during Huawei  
Asia Pacific  
Finance Day in  
Thailand





**2.4** By 2030, ensure sustainable food production systems and implement resilient agricultural practices that increase productivity and production, that help maintain ecosystems, that strengthen capacity for adaptation to climate change, extreme weather, drought, flooding and other disasters and that progressively improve land and soil quality.

**3.8** Achieve universal health coverage, including financial risk protection, access to quality essential health-care services and access to safe, effective, quality and affordable essential medicines and vaccines for all.

**9.5** Enhance scientific research, upgrade the technological capabilities of industrial sectors in all countries, in particular developing countries, including, by 2030, encouraging innovation and substantially increasing the number of research and development workers per 1 million people and public and private research and development spending



ARCHIPELAGO ASSOCIATES LIMITED

**THANK YOU!**

