



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.

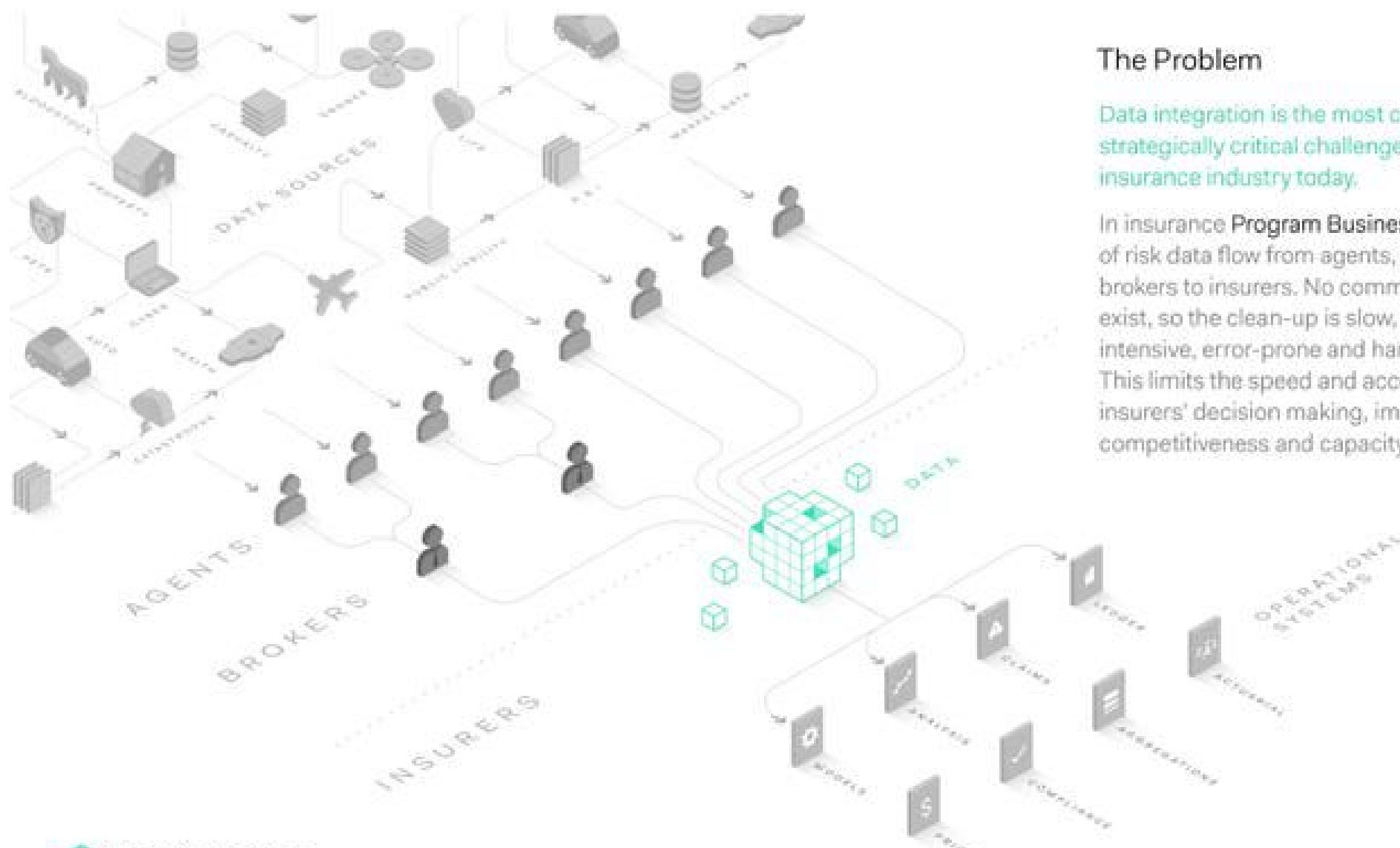
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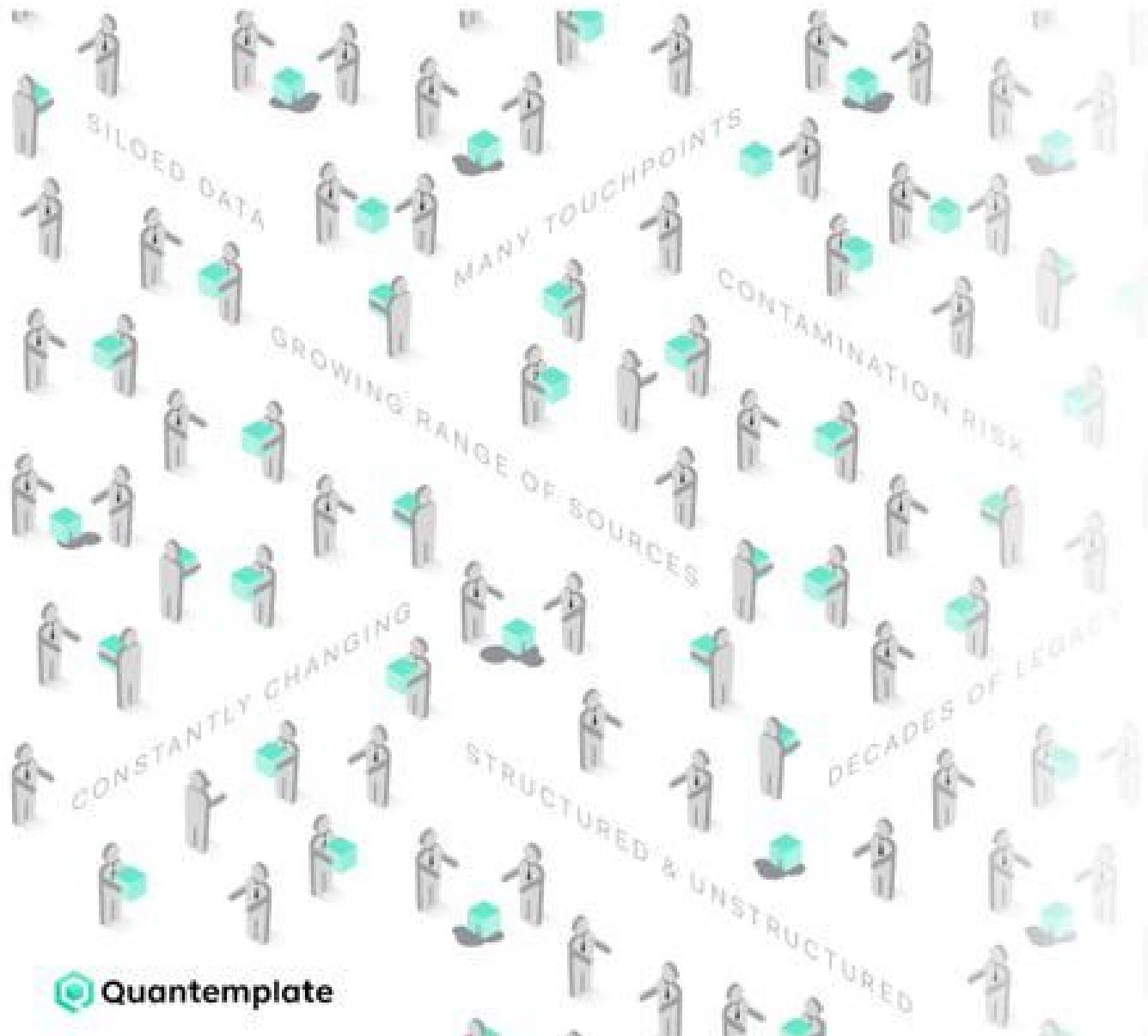
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The Problem

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*

3.2% Gross Written Premium

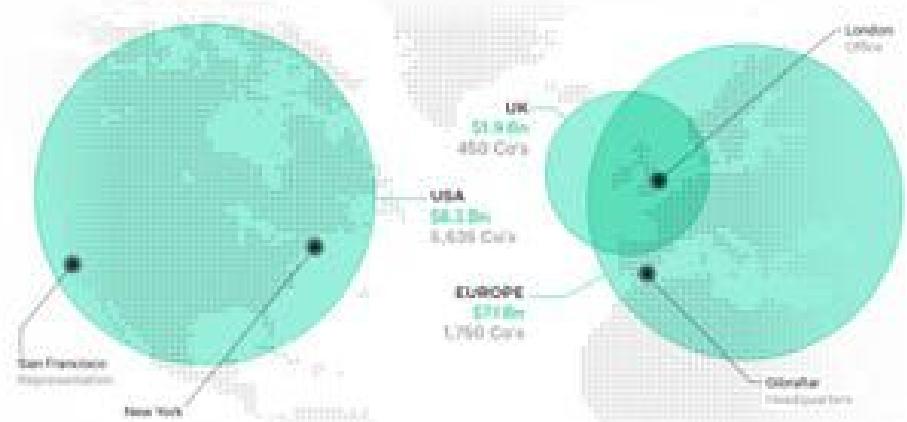


Total addressable market

USD-Billions

Region	2016 Gross Written Premium**	Annual IT spend	Proportion of IT spend addressed by Quantemplate
UK	\$04.2	\$0.7	\$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

Size of market by region



*Gartner, IT Key Metrics Data 2017: Insurance Analysis (ID G00336610)

**Based on Sigma 3/2017 World Insurance in 2016

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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



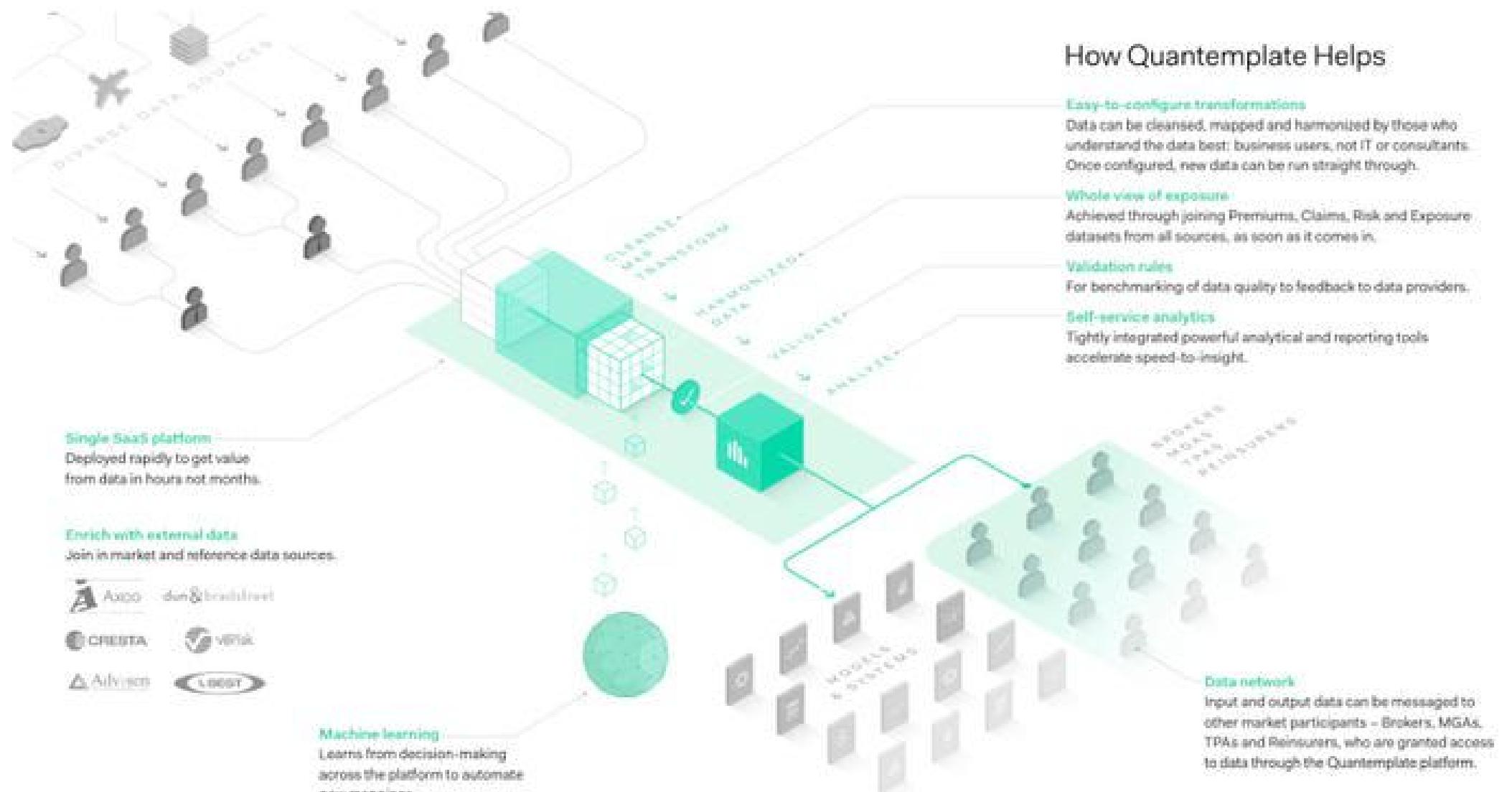
Fits with existing workflows
Quantemplate is highly flexible, fitting
seamlessly into insurers' data flows



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



Vision

Quemplate 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  London Market, Europe, East Coast US	 \$125m 250 COMPANIES
2 Exposure Data Network	Increase customer base to rapidly establish secure scalable foothold for sustainable revenue growth.	<ul style="list-style-type: none"> As above, plus: ● 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  Whole US	 \$3.75bn 15,000 COMPANIES
3 Exposure Data System of Record	Expand scope of solution to increase share of wallet and consequently operating margins.	<ul style="list-style-type: none"> As above, plus: ● 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  Asia, LatAm, MEA, South Africa, Australia	 \$15bn 15,000 COMPANIES
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.	<ul style="list-style-type: none"> As above, plus: ● 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  Asia, LatAm, MEA, South Africa, Australia	 \$50bn+ 50,000 COMPANIES

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