

Partnering with InsurTech's

June 2019

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BackedSure







YALU



BROLINK

























Kindle



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Pineapple





CLEVVA

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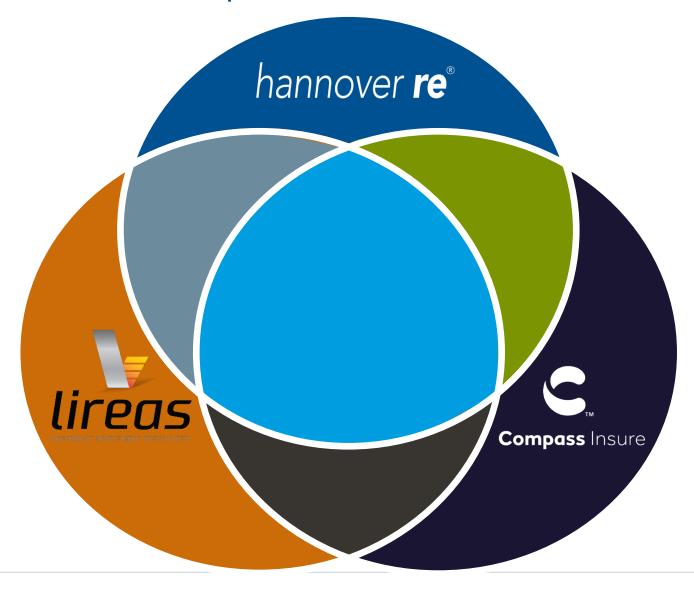






Hannover Re Africa has a unique structure

....to partner with Insurance Entrepreneurs



Hannover Re strategic investments

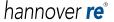
Celebrating 30 Years



Hannover Re strategic investments Celebrating 30 Years

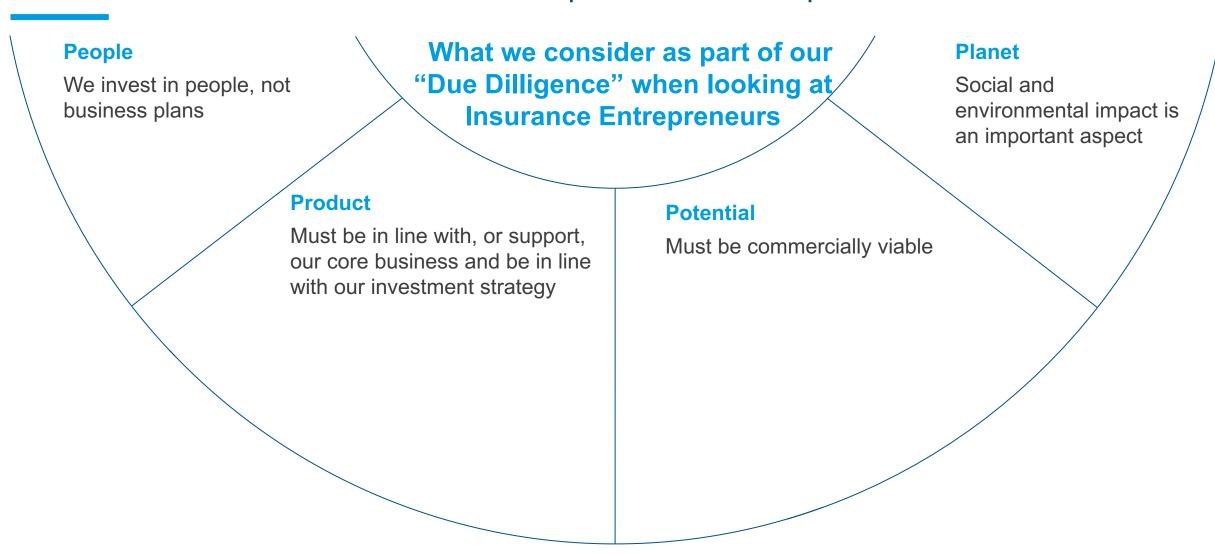
- 62 Investments in total
- 52 Investments co-founded
- 39 investments in Underwriting Managers
- 30 Underwriting Managers co-founded
- 7 Failed Underwriting Managers
 - 5 Investments in InsureTechs
 - 10 Risk Carriers used

>USD 2 bn in Gross Premium

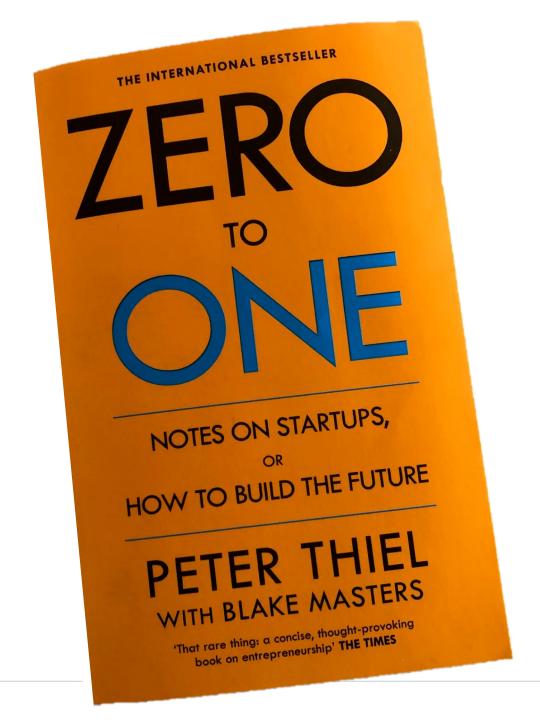


What's important?

When we decide which insurance entrepreneurs we will partner with

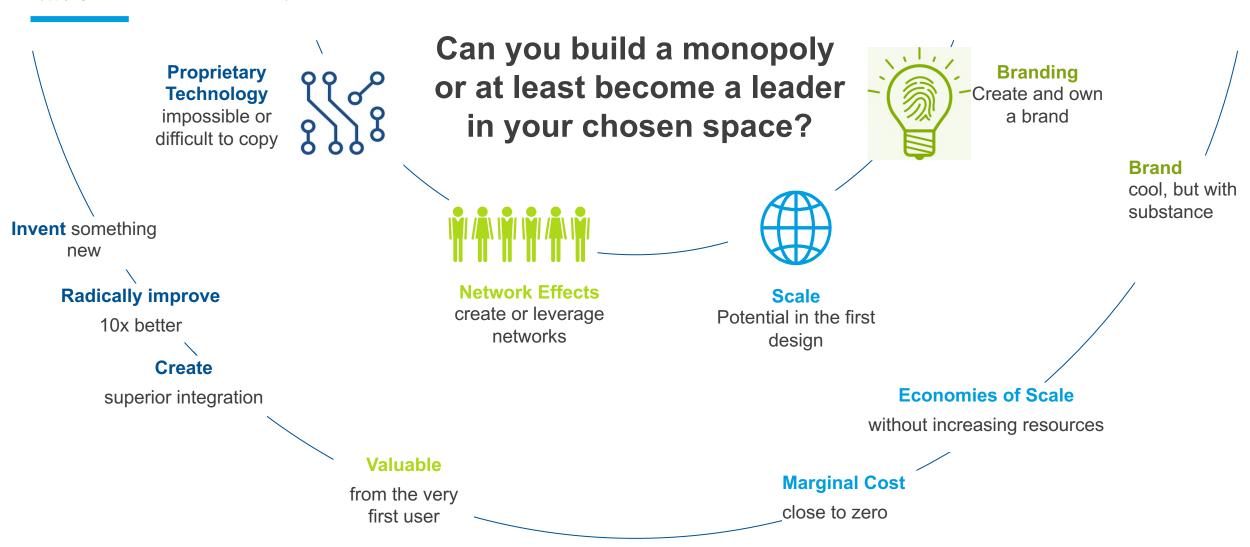


Zero to One (Peter Thiel)



What makes a great InsurTech: High success probability & great potential

(applying Peter Thiel "Zero to One" to InsurTech)



Meet some of our Insuretech's

We are invested in them



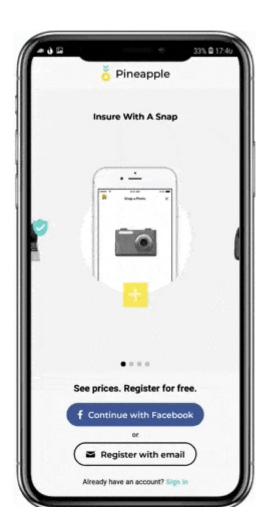




Pineapple

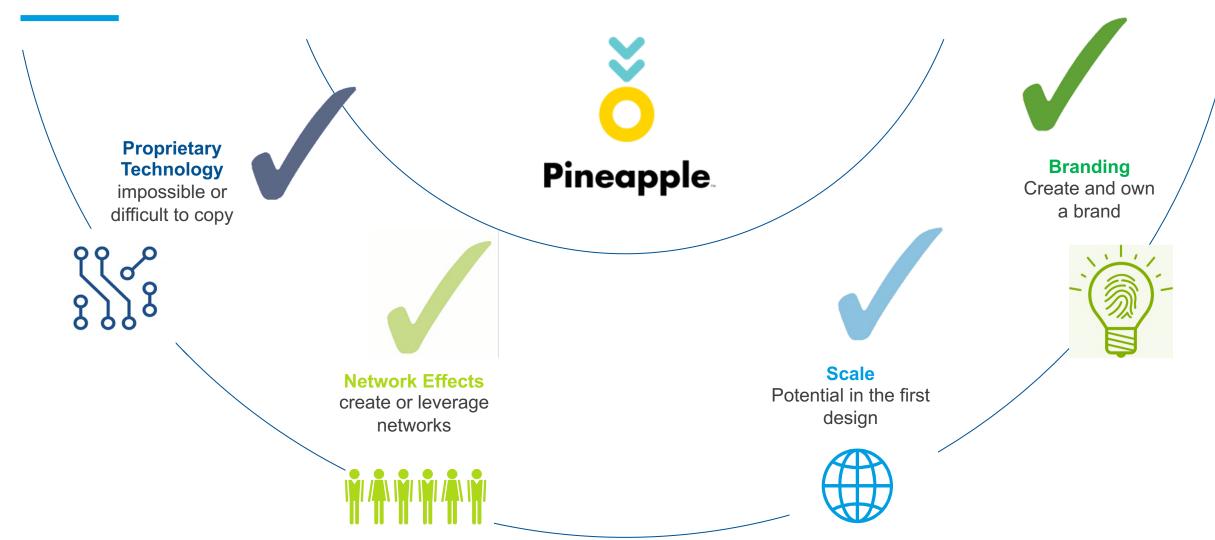
Create your own risk network, get leftover premiums back





How does Pineapple measure up?

(applying Peter Thiel "Zero to One" to InsurTech)



Lumkani Safer together





How does Lumkani measure up?

(applying Peter Thiel "Zero to One" to InsurTech) **LUMKANI Proprietary PROTECTING AGAINST FIRES Branding Technology** Create and own impossible or a brand difficult to copy Scale **Network Effects** Potential in the first create or leverage design networks



Investsure

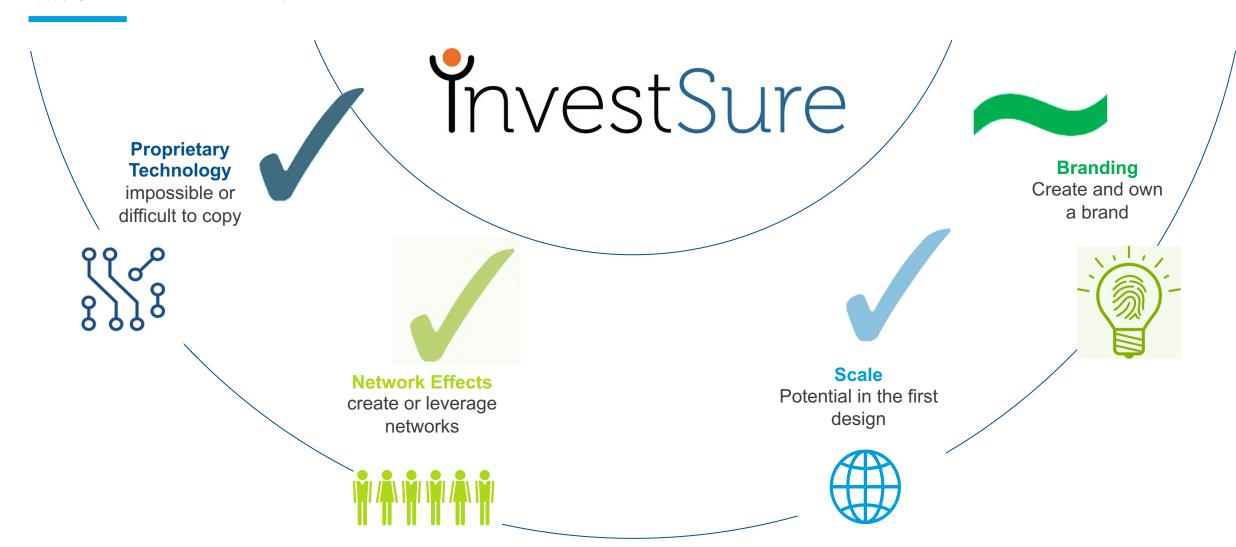
Don't lose your wealth to fraud

InvestSure



How does Investsure measure up?

(applying Peter Thiel "Zero to One" to InsurTech)



Investing in your InsurTech ecosystem

Zero to One

A small number of companies radically outperform all others.

Focus on a limited number of businesses (5 - 10), each of which could become a significant business based on its fundamentals

Every single company in your ecosystem must have the potential to succeed in a big way (scalability)

Find professional Co-Investors

Most InsurTech, FinTech or any startup businesses will not IPO or get acquired for big money, most will fail, usually soon after starting

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