WHAT WE DO
OUR GLOBAL REACH

*SUCCESSFULLY LAUNCHED INSURTECH LOCATIONS
OUR GLOBAL REACH – SILICON VALLEY

PLUGANDPLAY

Silicon Valley

Founded: 2006
Location: Sunnyvale, CA
Size: 180,000 sq. ft.

700+ Investments since 2006

$4B Raised by startups

200+ VC partners

250+ Corporate partners

450 Startup tenants
ALL-IN-ONE STARTUP ECOSYSTEM
OUR CORPORATE ECOSYSTEM
OUR STARTUP ECOSYSTEM
SOURCING PROCESS

VC Partners
E.g. Canvas, Canaan, Norwest, Bessemer

Active Sourcing
E.g. News, websites, CB Insights, etc.

Government Partners
E.g. Oxigenio, Advantage Austria, Tecnologico de Monterrey

Universities
E.g. Harvard, MIT, Stanford, Berkeley

Inbound Applications
E.g. Through websites, cold outreach, etc.

Events & International
E.g. Axel Springer-Plug and Play, Money 20/20, Web Summit, CES

+15,000 Startups Sourced
CORPORATE ACCELERATOR – OUR SELECTION PROCESS

- PICK focus areas
- 1000 startups sourced
- 150 corporate votes
- 60 startups reviewed on Selection Day
- 35 Startups accepted
DEEP DIVE

InsurTech
 OUR (CURRENT) GLOBAL INSURTECH NETWORK

Anchor

Ecosystem Plus

Ecosystem
HOW WE BREAK DOWN OUR PROGRAM
HOW WE BREAK DOWN OUR PROGRAM

I. Product Innovation
   Digital transformation improving user experience and risk assessment.

II. New Sources of Risk
    E.g. Cyber security, epidemics, and other modern concerns.

III. Disruptive Ideas
     Industry changing business models like the shared economy that are transforming current markets.
HOW WE BREAK DOWN OUR PROGRAM

1. Product Innovation

**User Centricity:** Shifting the industry focus to the user, improving experience, better distribution.

**Underwriting:** Facilitating more data for better risk assessment.

**Mitigation of Risk:** Shifting the role of the industry from paying for the loss to preventing the loss.

**Cost Reduction:** Reducing claim cost, more efficient marketing, better operations, better investments.
TRENDS: INSURTECH

- A.I. & Chat Bots
- Automated Underwriting
- Blockchain
- Claim Efficiency
- Customer Loyalty
- Telematics
- Cyber Risk
BARRIERS OF ENTRY

- Brand
- Expertise
- Tech and Distribution
- Regulations
- Balance Sheet
SOON ENOUGH

- Becomes less relevant across industries
- AI and Machine Learning Will play a major role
- Social medias and other tech channels are emerging

Best bet. With new sources of capital, this will probably be different. Uber, Airbnb, etc. are examples of technologies that changed regulations.

With other factors solved, more banks, reinsurers, p2p pools, etc. will probably enter the markets. E.g. MGA based startups working with banks for the capital.
PLUG AND PLAY

Open innovation