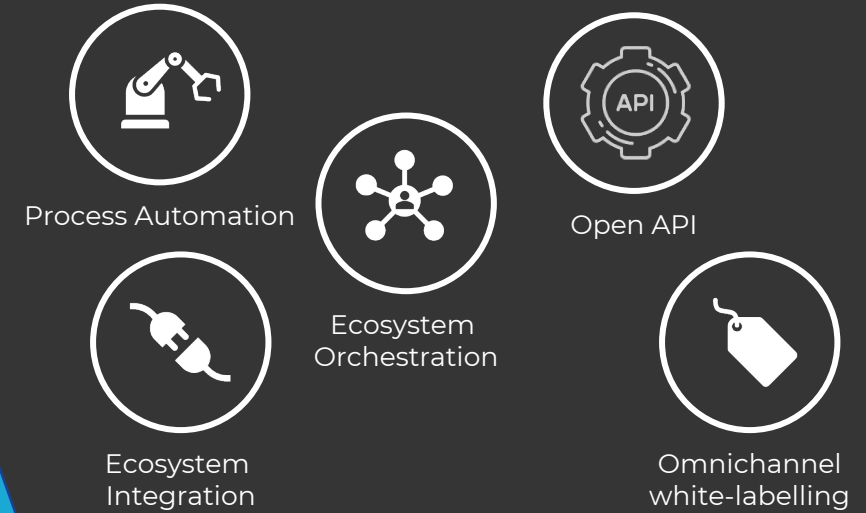
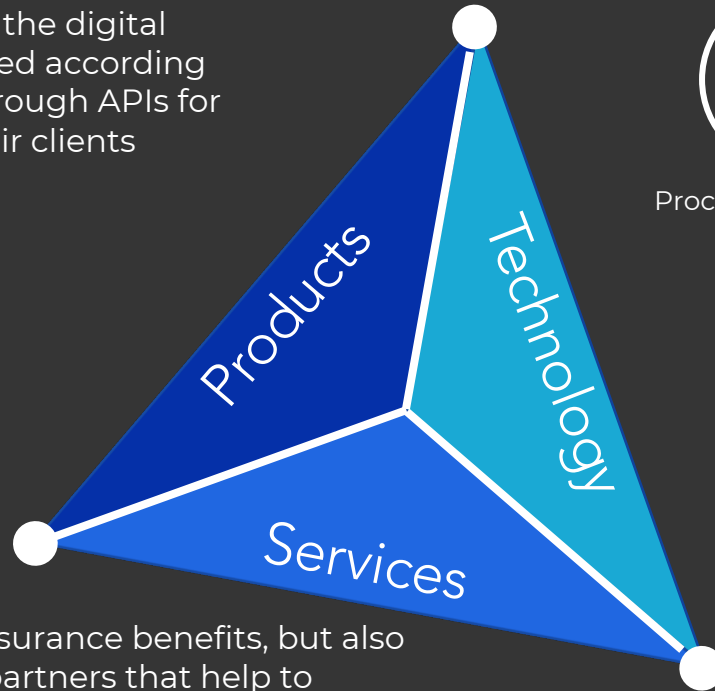




# We Bring Together Technology, Services and Products

Emerging and classic **protection products**, fit for the digital distribution and operations are granularly modelled according a FOR-WHY-PAY principle and made available through APIs for insurers, but also for distribution partners and their clients



Our **services** include not only insurance benefits, but also solutions, tools and ecosystem partners that help to

- Enhanced Risk Prevention
- Reduced underwriting and claims costs
- Seamless customer experience
- Achieve a better risk selection

A modern, scalable and flexible **Technology** stack, managed through configuration allows to expose our micro-services to partners via APIs and microsites





# Anticipating A Major Change In The Insurance Market

Insurers that want to remain relevant bring their products to the customers on the rising platform ecosystems.

## We build the digital and future protection experience

### THE PAST

The purchase of **insurance** for customers is **not sexy**

**Manual & complicated** processes

**Long negotiations** between **DP and insurers** to get the products and services defined

**Long** distribution partner **onboarding time**

Insurers operate at **high costs** (30-40%) and can not improve customer journey and satisfaction



### THE FUTURE

Insurance is **embedded** at the point of sale as a **one click purchase** where the need is realized

We provide **modular products** to enable **STP**

Predefined **service models** for distribution partners (Lego bricks) **connected** to **multiple insurers**

Fully Automated: **Plug and play** “**One Stop Shop**”

Our marketplace is a **product placement platform** for insurers, DPs manage the customer needs

## And get our partners ready for the next megatrend

The integrated **network economy** could represent a global revenue pool of

# \$60 trillion

in 2025 with a potential increase in total economy share from about

# 1-2%

today to approximately

# 30%

by 2025



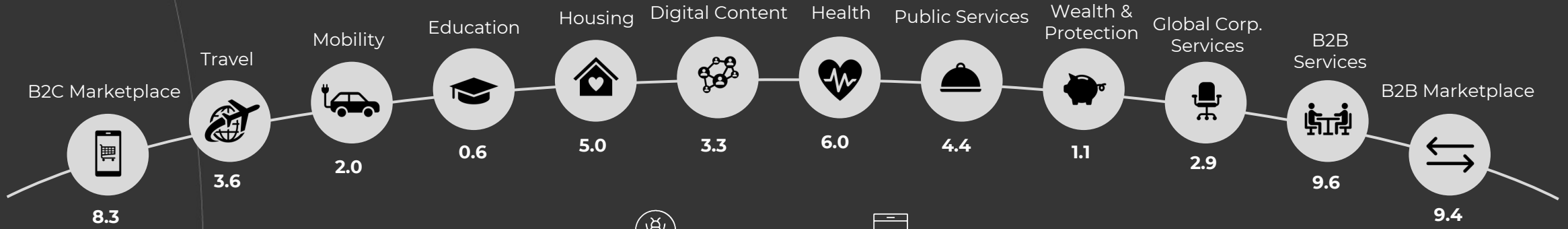
discovermarket  
CONNECT. DISTRIBUTE. PROTECT.

**We are the marketplace that enables our partners to be part of the network economy platform play**



# Our Marketplace Brings Protection Into Ecosystems

Ecosystem revenues in 2025 in trillions\*



## Ecosystem Partners



## Discovermarket platform

