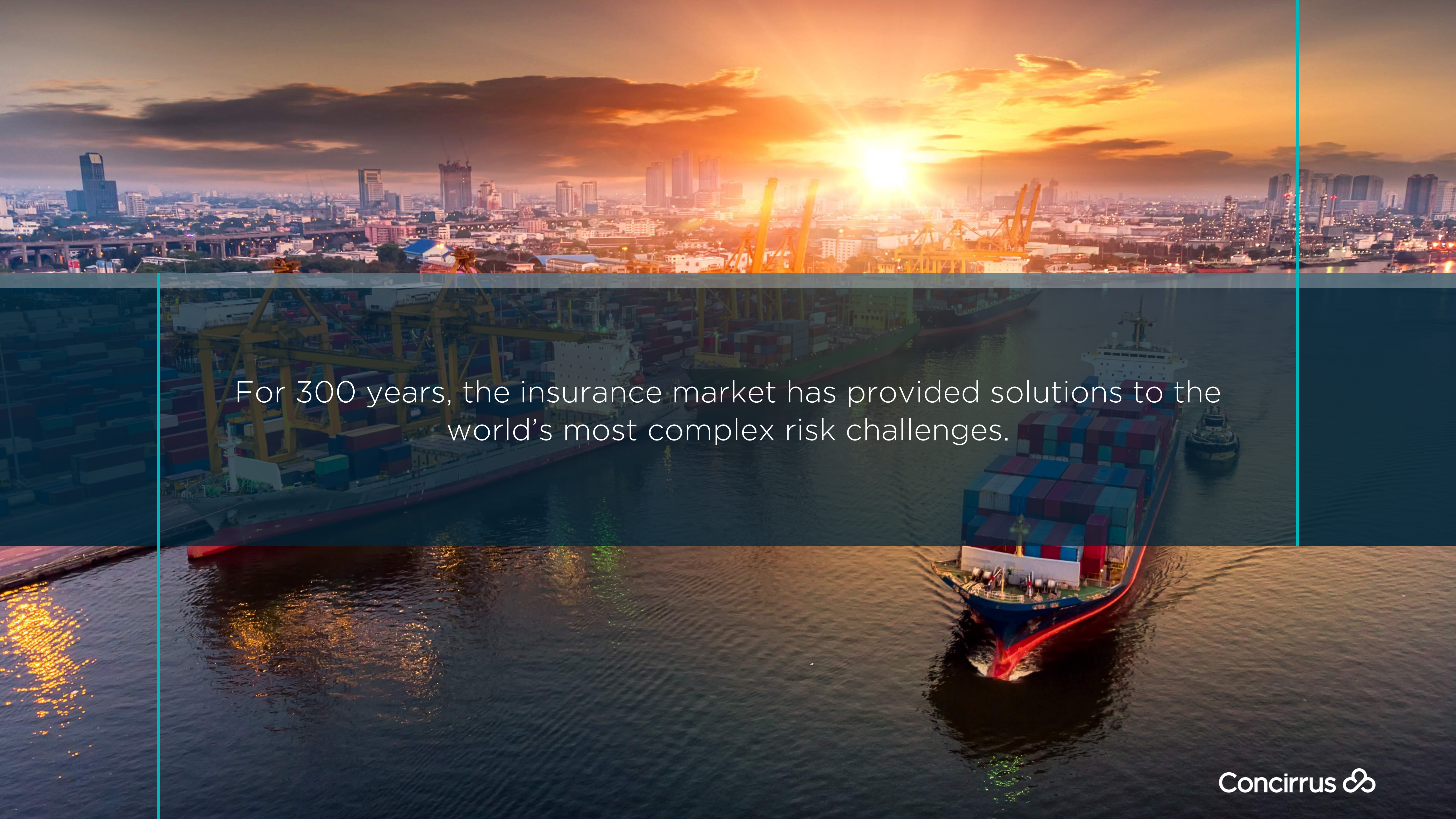




Zero to digital: the route to insurance resilience

Andrew Yeoman, CEO



For 300 years, the insurance market has provided solutions to the world's most complex risk challenges.

Disaster drives change

1914



Titanic
Safety of Life at Sea
convention (SOLAS)

Torrey Canyon
Civil Liability Convention
(CLC)



1969

1990



Exxon Valdez
US Oil Pollution Act
(OPA)

Hurricane Andrew
Lloyd's mandates Insurers
know their exposure



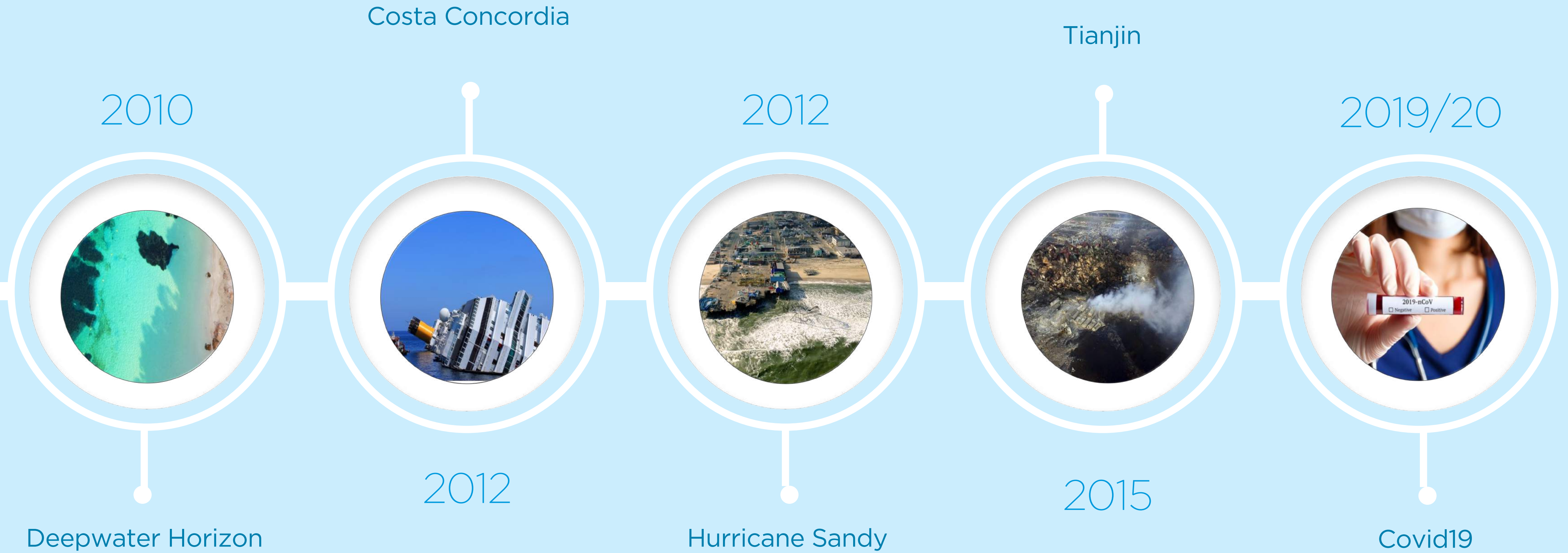
1992

2001



9/11
Aggregation and
adoption of RMS

Evolution of marine insurance



Images source; iStock (unless listed below)

Tianjin: smoke rising from the debris among shipping containers at Binhai new district in Tianjin Thomas Reuters in Business Insider, 2015

What do we mean by digitalization?

4 stages of digitalization

1. Digital interaction between individuals



2. Digital data and processes (claims data, policy admin, placement)



3. Analysis and pricing of risk



4. Dynamic portfolio management



Technology has facilitated new modes of interaction

zoom



Microsoft Teams

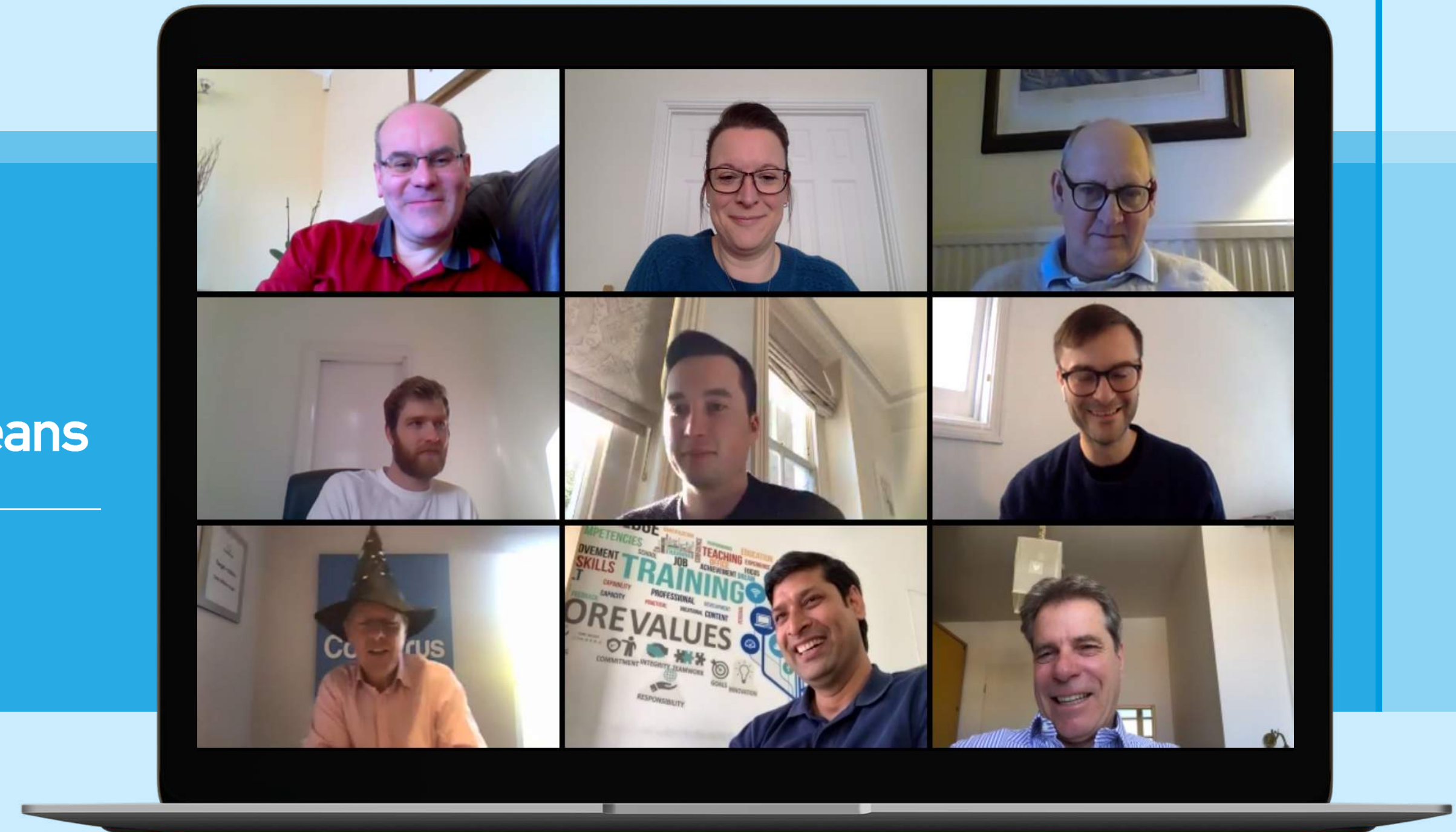


Skype for Business

BlueJeans

The Guardian:

Zoom 535% rise in traffic in March 2020



“The 1/4 renewal was successfully executed without interruption, no physical meetings, no access to offices and no international travel”

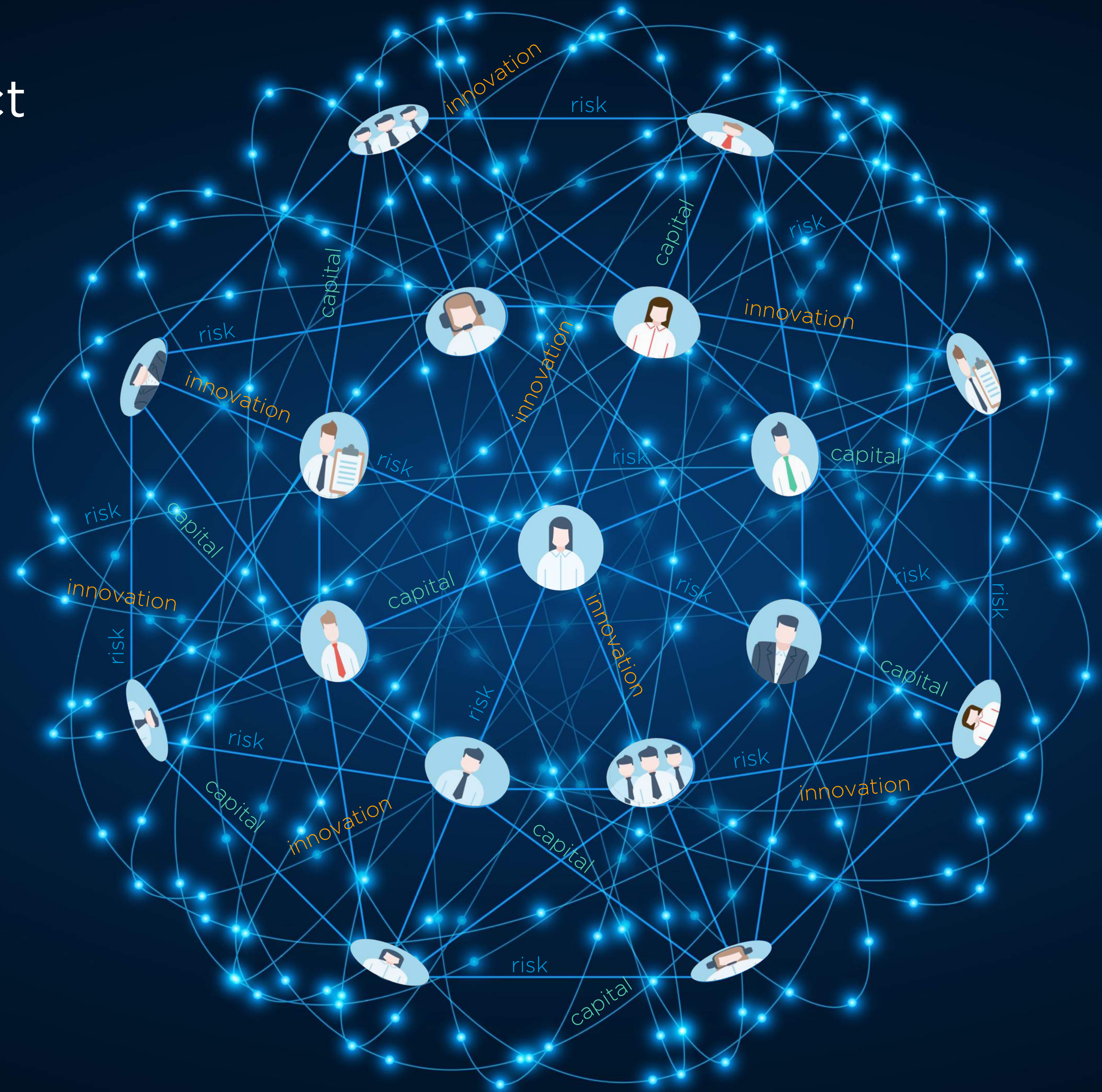
The Insurer

Digital data and processes

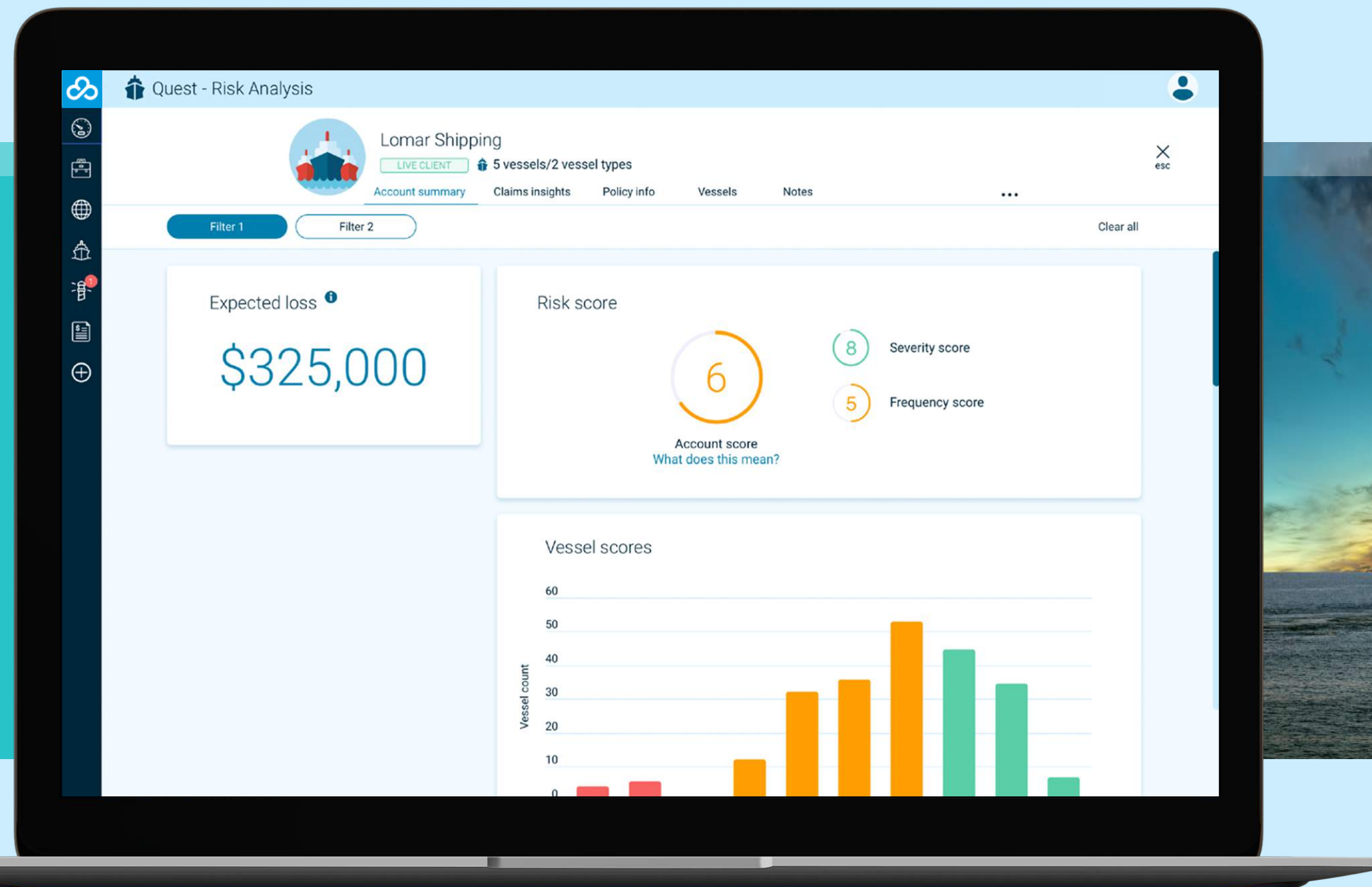
*“70% of Q1 Business in Lloyd’s successfully placed electronically...
(and that’s on a system that’s widely acknowledged not to be particularly user friendly)”*

Matthew Wilson, CEO, Brit Insurance

Network effect



Analysis, pricing and portfolio management



- Provide one view of risk for the team
- Codify the organizational experience
- Consistent 'customer' experience

A close-up photograph of a man's torso. He is wearing a brown, textured jacket that is being pulled open by his hands. Underneath, a blue t-shirt is visible, featuring a large, stylized Superman logo in red, yellow, and green. The background is dark, and the lighting is dramatic, highlighting the textures of the clothing and the man's hands.

3 superpowers delivered by digital



Thank you

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