

boost|insurance

POWERING THE FUTURE OF INSURANCE



NATIONAL COUNCIL OF INSURANCE LEGISLATORS

Sound Public Policy In 50 States For 50 Years

CONFIDENTIAL

WHAT WE'RE DOING

Turning insurance into a B2B platform solution

Fast

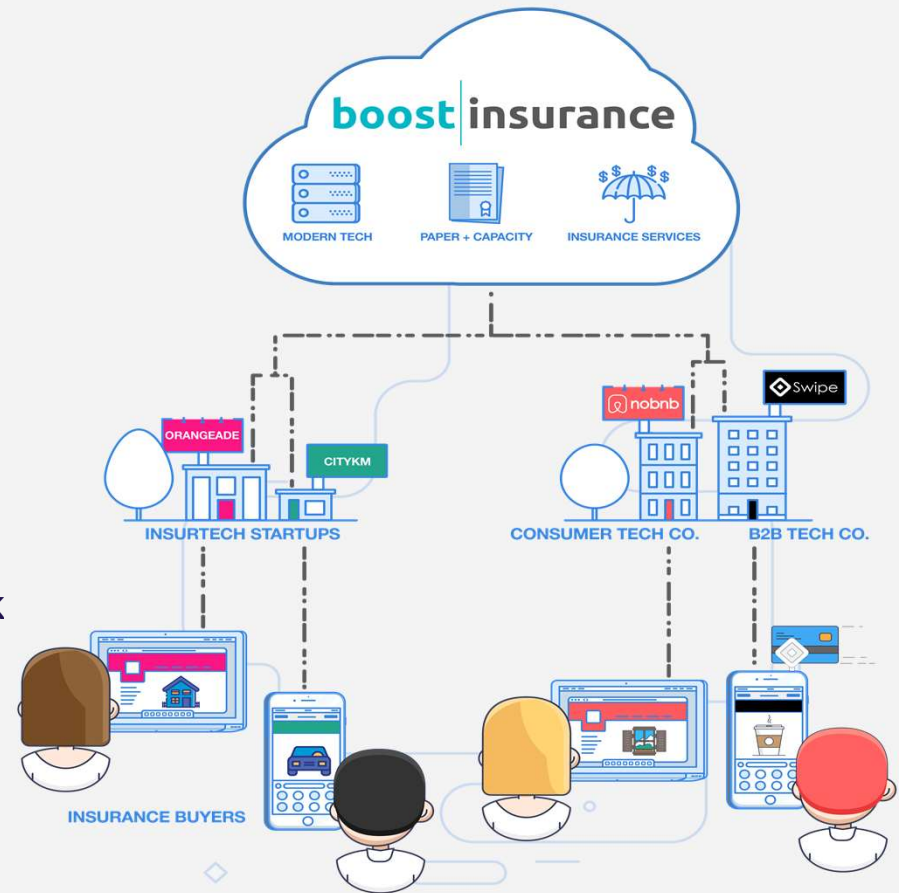
Launch insurance programs in a fraction of the time

Digital

Plug into our modern back end tech systems

Scalable

Build huge insurance programs with fewer headaches



WHY (AND HOW) WE'RE DOING THIS NOW

Modern insurance buyers...

...want **products** for **today's lifestyles**

...don't want to **engage** with insurers

...don't **'shop around'** for insurance

...see insurance as a **necessary evil**

...don't **trust** financial brands

...hate **paperwork & phone calls**

boost insurance

Develops **Bespoke Insurance Product** For Each Program

Puts The Insurance In The **Background**

Enables **Natural Points-of-Sale**, Digitally

Likes It Sold With **Complementary Products & Services**

Partners With **Leading Insurtech and Digital Brands**

Provides Seamless **API-Driven** Policy Issuing Capability

WHAT MODERN INSURANCE DISTRIBUTION LOOKS LIKE

- New **digital platforms** serving modern consumers better
- Incumbents have **golden handcuffs** of brokers & agents

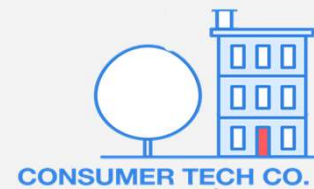
INSURTECH STARTUPS

FALADIN
Cyber

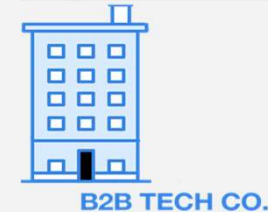


DIGITAL PLATFORMS

nobnb



Swipe



WHAT THE OPPORTUNITY IN FRONT OF US LOOKS LIKE

Massive industry decades behind...

\$10's of billions of waste in cost structure

\$640b Annual P&C premium in the US alone ([Source](#))

20 Years since most core tech systems built

\$103b Alternative insurance risk capital market ([Source](#))

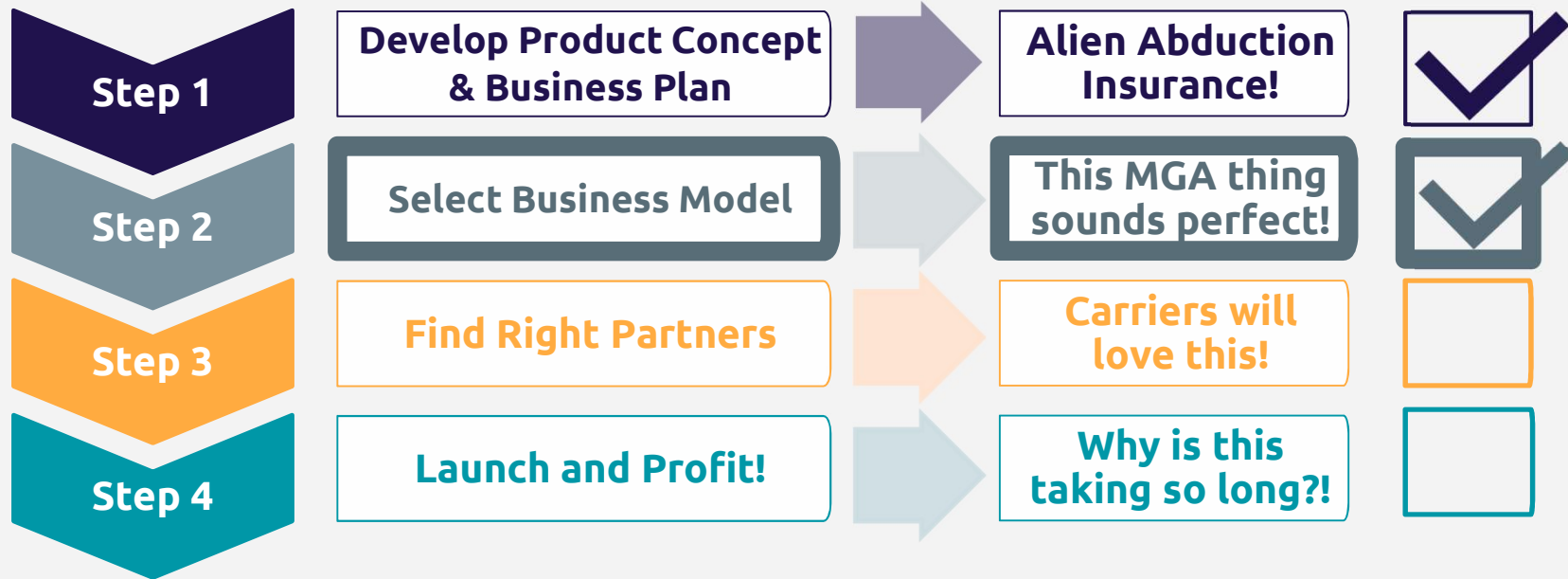
50+ Disparate regulatory authorities – deep moats

\$2.7b 2017 VC investment in insurtech ([Source](#))

0 Startups building backend from scratch

HOW GOOD IDEAS DIE IN THIS INDUSTRY

I have a cool **insurance idea!**



WHAT PROBLEMS WE'RE SOLVING

Getting an insurance program to market is brutal

65 Meetings to find the right capacity partners

6 Months to negotiate the reinsurance capacity deal

24 Months from idea to launch

3,152 Engineering hours to integrate with a carrier

103 Steps to find 'A' Rated paper

Infinite Barriers to new ideas and product innovation

WHAT THE OLD SCHOOL SOLUTION LOOKS LIKE

Do It Yourself "MGA" – A Frustrating Puzzle

18-24 Months

Go-to-Market Timeline

Burn Cash, Idea Gets Stale

Variable Costs

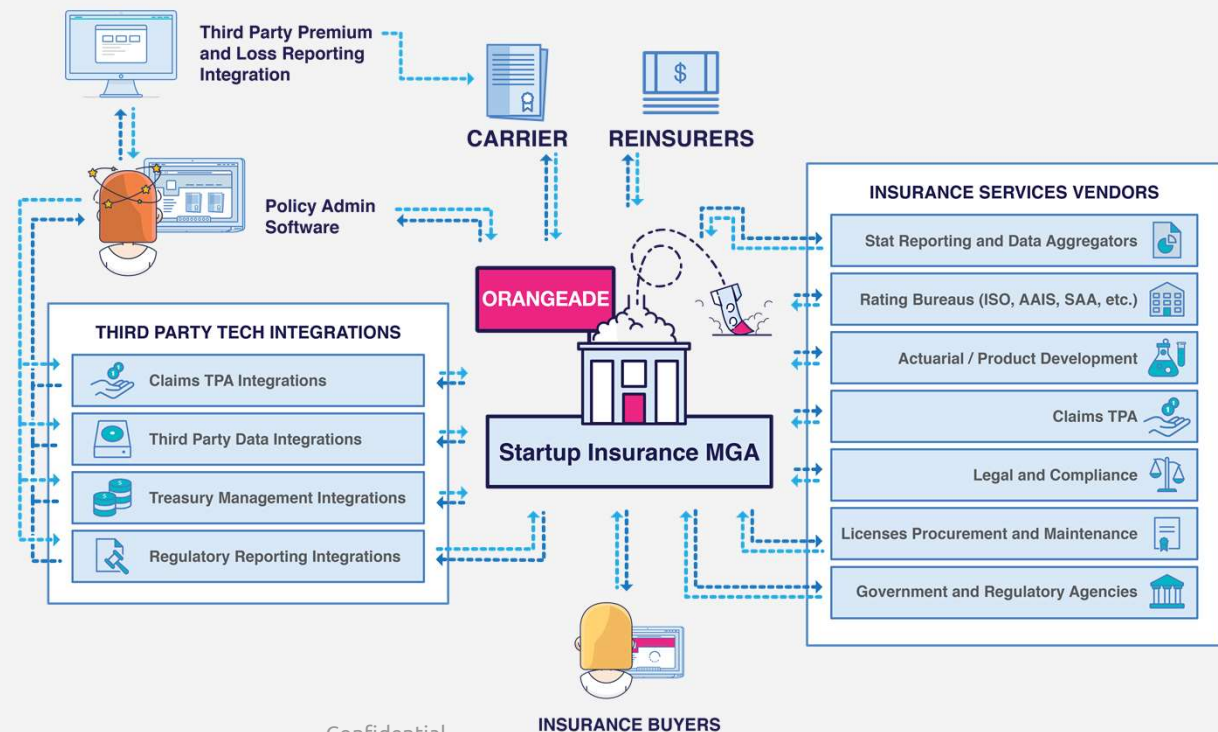
Pegged to Premium Volume

Low Gross Margins

High

Set-Up Costs & OPEX

Cost vs. Growth Spend



WHAT THE MODERN SOLUTION LOOKS LIKE

Do It With Boost – A Simple Platform Solution

3-9 Months

Go-to-Market Timeline

Prove Concept Faster

Fixed Costs

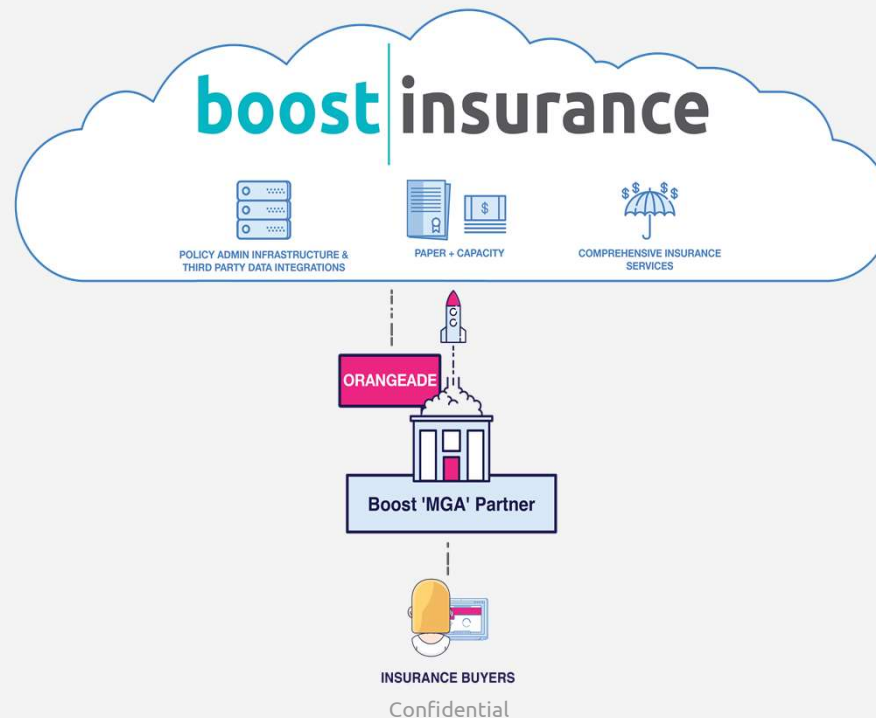
OPEX, Not COGS

High Gross Margins

Low

Ongoing Expenses

Growth, Not Admin



Paper/Capacity

Create Bespoke Products

You Own the Product

Claims

We Handle Nuts & Bolts

You Control the UX

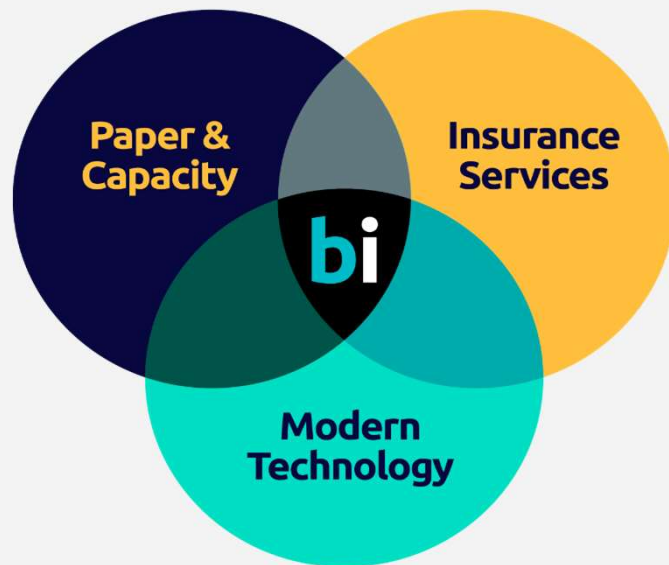
Policy Admin

Our Operating System

Your Analytics & UI

HOW WE'RE ATTACKING IT

“Insurance IaaS” (Infrastructure-as-a-Service)



Modern Attitude – Culture of Innovation

- Hybrid team of VC, tech, and insurance pros
- Streamlined processes for speed-to-market

Tech Power – PAS Built for Developers

- Proprietary API-Driven Policy Admin System
- Seamless integration & real time data transfer

Analog Power – MGA, Paper & Capacity

- P&C Managing General Agency (MGA) licensed in 50 states
- ‘A’ Rated Carrier Partner & Dedicated Reinsurance Facility

Navigation – Insurance-as-a-Service

- Bespoke Insurance Product Development
- Consultative Underwriting, Claims Admin, Compliance

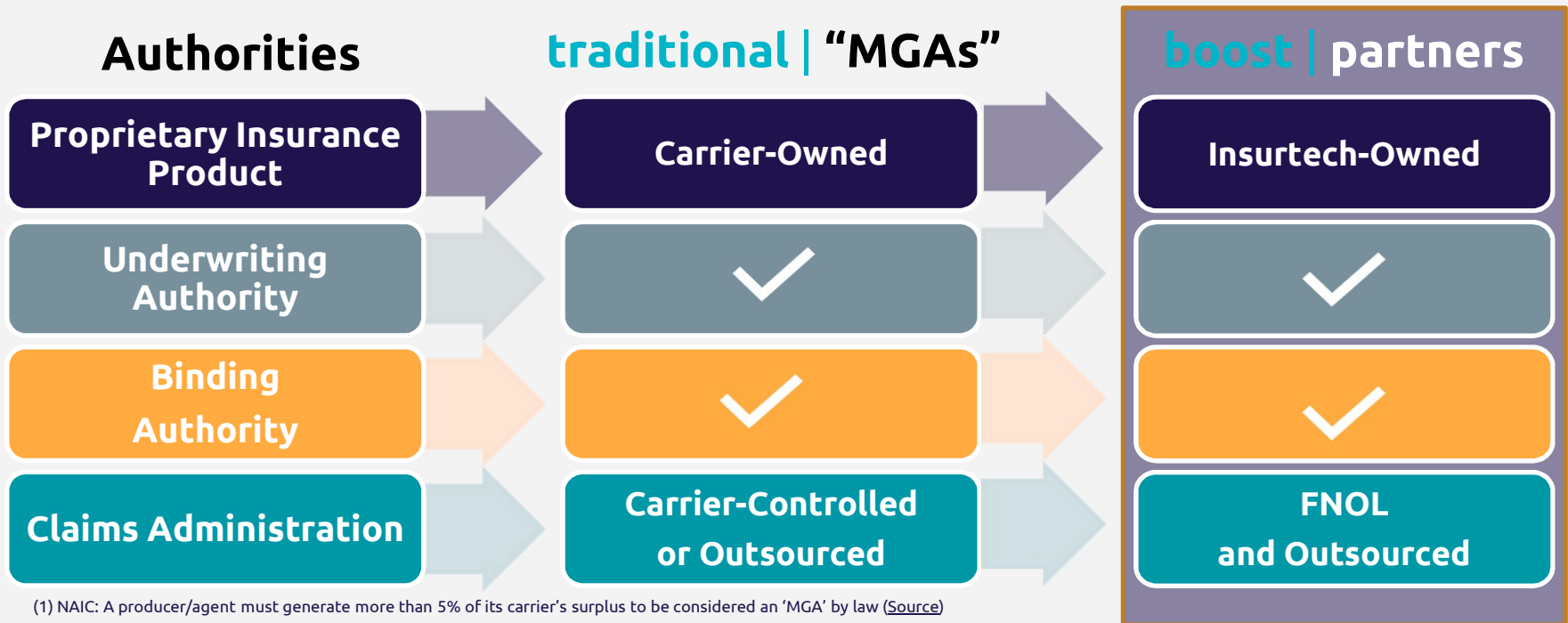
OUR COMPETITION

Nobody offers **everything** we do

	boost insurance	Reinsurers	(Re)brokers	Carriers	MGA
Offerings	"One Stop Shop"	"Call us when you have \$50M IN PREMIUM "	"Will introduce you to my friends so you can PAY ME 2% "	"Are you free for an intro call IN 2048? "	"Sure, you can sell our own products that DON'T SUIT YOUR NEEDS "
Paper	●			●	◐
Capacity	●	●	◐	●	◐
Modern Tech	●				
Custom Products	●	◐		◐	
Speed	●				
Freedom	●	◐			
Insurance-as-a-Service	●			●	◐

“MGA” VS. BOOST DISTRIBUTION PARTNER

All about **authority**⁽¹⁾ – MGA is a function, not a form



(1) NAIC: A producer/agent must generate more than 5% of its carrier's surplus to be considered an 'MGA' by law ([Source](#))

ANALOG POWER

We Have Dedicated Insurance Paper⁽¹⁾ & Risk Capacity⁽²⁾

- Boost is appointed as a **Managing General Agency (MGA)** by AM Best 'A'-Rated fronting carrier State National (non-exclusive) and P&C licensed in all 50 states
- Boost has joint binding authority over a three-year 100% quota share **dedicated reinsurance facility** (Closed in May 2018 – [Press Release](#))
- Boost has authority as program administrator to file and produce **any line of business within P&C**
- Boost appoints **insurtech startups, insurance product innovators** and **digital distribution partners** as its agents and delegates 'MGA' authorities to them



StateNational



RenaissanceRe

(1) "Paper" is an industry term referring to a fully-licensed insurance carrier's ability to file and issue insurance policies; i.e. the policies themselves are the "paper". **Boost has the authority to file, underwrite, bind, issue, and administer policies on behalf of State National.**

(2) "Risk Capacity" is an industry term referring to the capital available to pay claims on insurance policies. Boost has binding authority over its dedicated reinsurance facility which has capital commitments split equally by Nephila, Markel, and RenRe on all Boost insurance programs. The facility, ultimately-backed by the three reinsurers take 100% of the liability for insurance claims; **Boost bears NO insurance claims liability or risk and the Boost reinsurance facility is NOT an on-balance sheet capitalized vehicle.**

NAVIGATING REGULATORY CHALLENGES FOR INSURTECHS

SAME LAWS, *DIFFERENT* RULES

ARCHAIC PROCESSES DON'T FIT IN A *DIGITAL* WORLD

TECHNOLOGY AND THE *COMPLIANCE* RISK



MODERN ATTITUDE

We Speak Tech...and Insurance



Alex Maffeo, CEO and Founder

Got sick of seeing good insurtech ideas fail to launch, so decided to give them a Boost.

Formerly insurtech-focused VC from IA Capital Group



Julie Sherlock, Head of Insurance

Reformed incumbent who can underwrite anything and wants to help insurtech startups succeed.

Formerly SVP & Field Underwriting Officer at PURE Insurance



Chris Vitone, CTO

Suffers from PTSD from integrating with 15 different carriers.

Formerly VP of Engineering at insurtech startup Goji



Juan Arenas, Head of Growth

After trying to tackle the student loan crisis with a new insurance product, decided it was time to fix the real problem.

Formerly co-led strategy at Fusion Media Group + 4 years of VC experience.

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