



IUMI 2018

HOW BIG DATA AND BLOCKCHAIN TECHNOLOGY WILL
DRIVE CHANGES IN PRICING POLICIES AND
PLACEMENT

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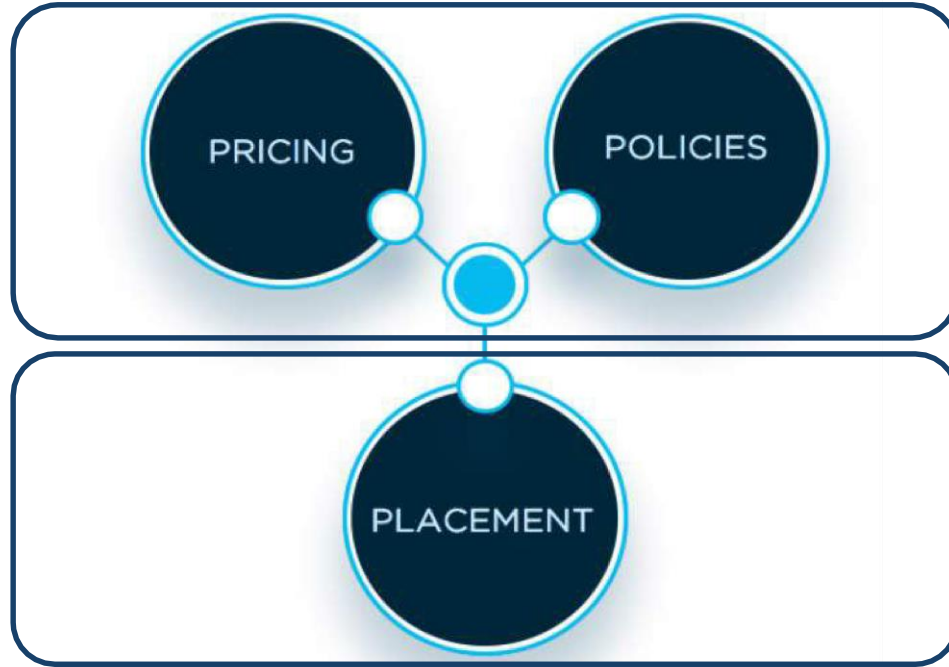
MARINE INSURANCE IS AN ESSENTIAL INDUSTRY



WE'RE ENTERING A PHASE OF INVESTMENT IN
MARINE INSURANCE THAT WILL TRANSFORM US
INTO TECHNOLOGY LEADERS.



\$10BN OF INVESTMENT IS DRIVING THIS CHANGE



EVERYONE WINS

1. MORE PREMIUM AND NEW TARGET MARKETS
 2. IMPROVED LOSS RATIOS AND BETTER RISK
 3. ACTIVE RISK MANAGEMENT & REINSURANCE IN REAL TIME
 4. NEW ELASTIC POLICIES WITH CONTINUOUS COVERAGE
- = MORE PROFIT

“We always **over-estimate** the change that will occur in the next two years and **under-estimate** the change that will occur in the next ten.

Don't let yourself be lulled into inaction.”

- BILL GATES





WE NEED TO WORK TOGETHER...



THANK YOU

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