

Presseinformation

Nr. 4 / 2021 / April 23, 2021, Cologne

1,200 participants from 30 countries, 150 speakers and 80 exhibitors: Successful premiere of insureNXT digital

Cologne, April 23, 2021 - "What we are currently seeing in the insurance industry is just the beginning. Things are just getting started," says Frank Thelen, who also invests in InsurTechs with his company Freigeist Capital. Beate Heinisch, Chief Customer Officer at Axa, also sees the great need for transformation in the industry: "The insurance of the future must be simple, digital and very close to the customer." Also because a new generation of customers has different expectations. "These include fast delivery, digital and sustainable services, and individual offers that fit current needs," said Heinisch in her opening keynote at insureNXT digital 2021.

In addition to Frank Thelen and Beate Heinisch, a total of 150 top speakers presented innovations and their ideas about the future of the insurance industry on the digital event platform of insureNXT 2021. 1,200 unique users from 30 countries as well as more than 80 partners and sponsors were at the premiere on a total of five virtual stages. Among other things, successful cross-industry and start-up cooperations with smart digital services were presented. Volvo and Generali, for example, showed how insurers and carmakers are jointly developing a full-service leasing service that allows claims of up to €3,000 to be settled directly at the local Volvo dealership. Florian Sallmann, Head of Alternative Channels & Partnerships at Generali Germany, summed up: "We already generate a significant share of sales through partnerships. But much more important are the innovations we get through the partnerships."

Roland insurance, together with eBot-7, provided insight into a pilot project in which cyclists received acute roadside assistance via chatbot in the event of a breakdown. And Dr. Gregor Wiest, Head of Innovation & Digital Transformation at ERGO Group AG, also presented a mobility case study for cyclists. His conclusion: "45 percent of our e-bike insurance customers save on premiums because they purchase digital technologies in advance, such as a bike alarm system, a GPS tracker for theft protection, or a helmet with fall detection and an automatic reporting chain."

Not only the topic of mobility, but also the Internet of Things is becoming a crucial issue for the insurance industry. Julian Teicke, CEO of Wefox, predicted: "The IoT data revolution will shake insurance companies to their foundations. But not only that. We believe we can use IoT data to proactively protect people from harm."

Numerous innovations were also presented for the healthcare sector at insureNXT: For example, Peter Bauer, Chief Information Officer at the digital health insurance company ottonova, and Holger Teske, CEO of the payment and scanning expert gini, showed a solution in which not only the doctor's bill is submitted to the health insurance company by the privately insured via photo and app. The payment data is also automatically transferred to the customer's banking app from the photo so that the bill can be transferred seamlessly.

For Gil Arazi, Managing Partner at FinTLV Ventures, the insurance industry in general is facing upheaval: "19 percent of European consumers would also buy insurance directly from InsurTechs or technology companies. This is a big issue for the industry. Everyone in the industry knows that disruption is coming with force."

Monika Schulze, Member of the Executive Team at Zurich, confirmed that traditional insurers are facing major challenges in this area: "Our problem is that we don't talk to customers often enough and don't really have a relationship with them. But until I have opt-ins from my customers, I don't really need to think about digital services at all."

The design of ecosystems, the concrete use of artificial intelligence and new business models were further central topics of the first insureNXT digital.

All presentations will (shortly) be available to participants in a video library at <https://home.insurenxt.com/> - and will be for the next four months beyond the premiere, so that the digital event platform generates further benefits for participants and exhibitors. insureNXT 2022 will take place on May 18 and 19, 2022.

"With insureNXT, the trade fair and insurance location Cologne is well on its way to establishing another top event. The successful premiere of the digital version has shown that convincing concepts find their place even in times of pandemic. We are looking forward to the next edition of insureNXT in May 2022 and will then also provide the global insurance industry with a big stage on site in Cologne," says Gerald Böse, CEO of Koelnmesse.

"At the premiere of insureNXT digital, we impressively demonstrated how broad the topic of InsurTech already is. And it became abundantly clear what role innovation will play for the insurance industry of the future. With insureNXT, we will continue to offer a new stage and a new platform designed for growth. Together, we are creating the leading European trade fair for innovation and InsurTech topics in the

insurance industry," adds Sebastian Pitzler, Managing Director of co-organizer InsurLab Germany e.V..

Seite
3/4

Quotes from exhibitors and partners on insureNXT digital 2021

Gil Arazi, Founder and Managing Partner FinTLV Ventures

"I am so happy to see the great success of the insureNXT conference! Again, InsurLab Germany did it - and have built a leading GLOBAL insurance and insurtech event that would be the light house of insurance in Europe. I am proud in taking an active part in the event and can't wait for next years' event - Live and NOT remote."

Dr. Patrick Dahmen, CEO HDI Lebensversicherung AG

"A strong event with many interesting and engaging speakers. The digital trade show was perfectly organized, technically flawless and versatile. I was most impressed by Donald Lacey's presentation on PingAn - one figure in particular: 40 percent of new customers for PingAn's core products come from ecosystems PingAn has developed, such as Good Doctor. Further evidence of the need for insurers to engage more actively with their customers' needs and expectations. The digitization of the insurance industry remains the key challenge for the industry. That is why we are breaking new ground at HDI. For example, through the acquisition of Community Life. Together with the founders, we are developing new products at eye level - simply digital and personal. Like insureNXT, we stand for partnership and cooperation and also offer the platform to ecosystem partners as a white label solution."

Frank Feist, Managing Director PropertyExpert

"The two days will remain in my memory very well. On the one hand, because a purely digital trade fair works against expectations and, on the other hand, I am positively surprised by the large number of successful cross-industry solutions. My personal highlights were certainly the moderation of the Trendzone and the professional organization by Insurlab Germany and Koelnmesse."

Laura Kauther, Chief Commercial Officer SDA SE Open Industry Solutions

"The insureNXT offered such an excellent program, top-speakers and easy interaction opportunities that the day went by faster than you can say General Insurance Conditions. Keep up the good work!"

Patrick Niessen, Managing Director Digital Company /RheinLand Versicherungsgruppe

"Cool format, mega speaker and networking made easy. It was fun to be a part of."

Ralf Pispers, CEO Personal Business Machine AG (PBM)

Seite

4/4

"The insureNXT 2021 fascinated us as a digital trade show event. The virtualization of lectures, networking and exhibition stands worked very well together - both from the processes and technically. My best experience was the pre-recorded presentation in the demo arena. Seeing yourself in the presentation and being able to chat with trade show visitors at the same time is a real highlight that will only exist digitally."

Udo Wilcsek, Board member Alte Leipziger - Hallesche Konzern

"I was very much looking forward to the event in advance and was not disappointed. I was particularly impressed by the diversity of the topics and the energy with which they were communicated. I am sure that insureNXT sent good and sustainable impulses to many companies and I am already looking forward to next year."