



Building a global insurance digital ecosystem

Antony Elliott | Chairman

Agenda

1. What is B3i?
2. How can blockchain enable transformation in Insurance?
3. What makes B3i different?
4. How can B3i work for the Brazilian market?

Accelerate the world's transition
to more relevant, accessible and
affordable insurance

B3i aims to solve Insurance industry problems by the market for the market



Oct 16

Dec 16

Oct 17

Jan 19

Consortium founded

Expanded to 15 members

Joined by 23 market testers

Evaluation Programme
CatXoL

Next
1.1.20 renewal



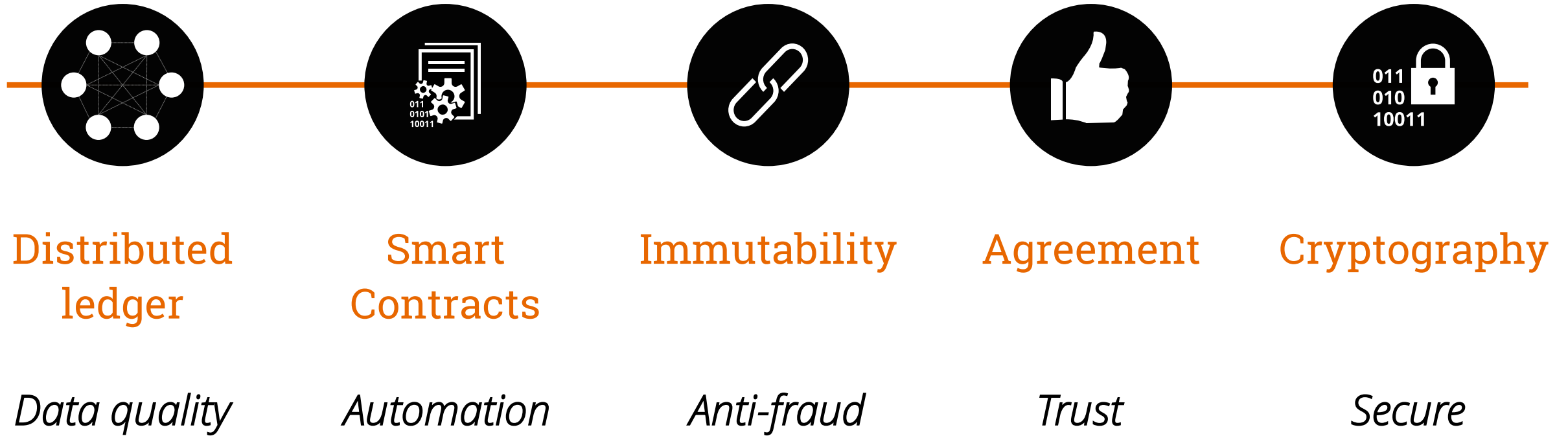
Opportunity to join



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Blockchain basics



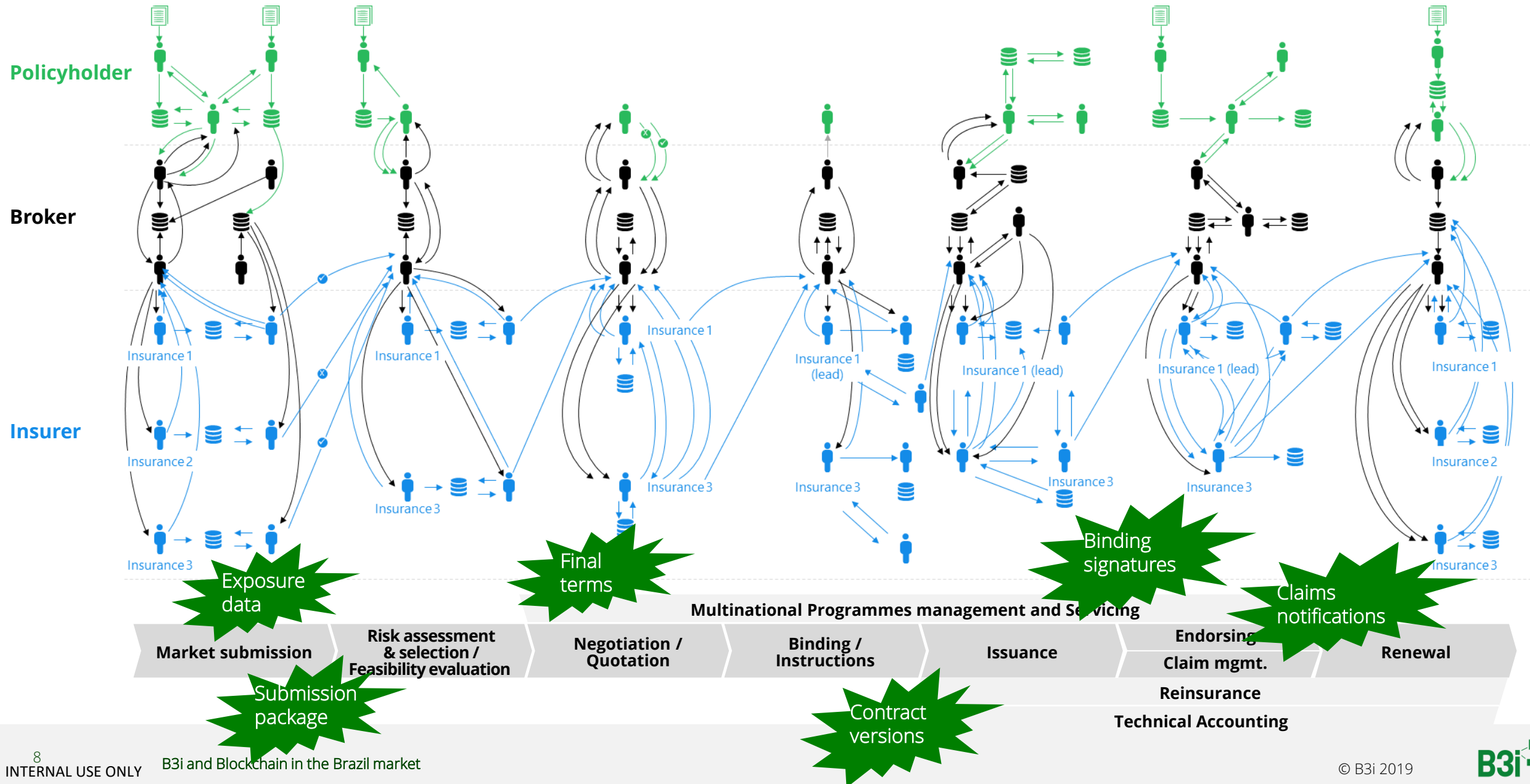
How can blockchain help transform Insurance?

Blockchain applications can drive:

- **Efficiency** – enabling real time processing reducing processing time and improving customer service; saves cost for the provider and can reduce premiums for the customer
- **Quality** – offers shared version of the ‘truth’; all parties see the same information; data quality improves and removes need for reconciliation; reduces regulatory compliance burden
- **Growth** – provides new ways of transferring risk or managing transactions by eliminating traditional steps; plays to the new generation that prefer digital models

**Blockchain is an enabler
that can simplify and transform risk transfer
to create a frictionless marketplace**

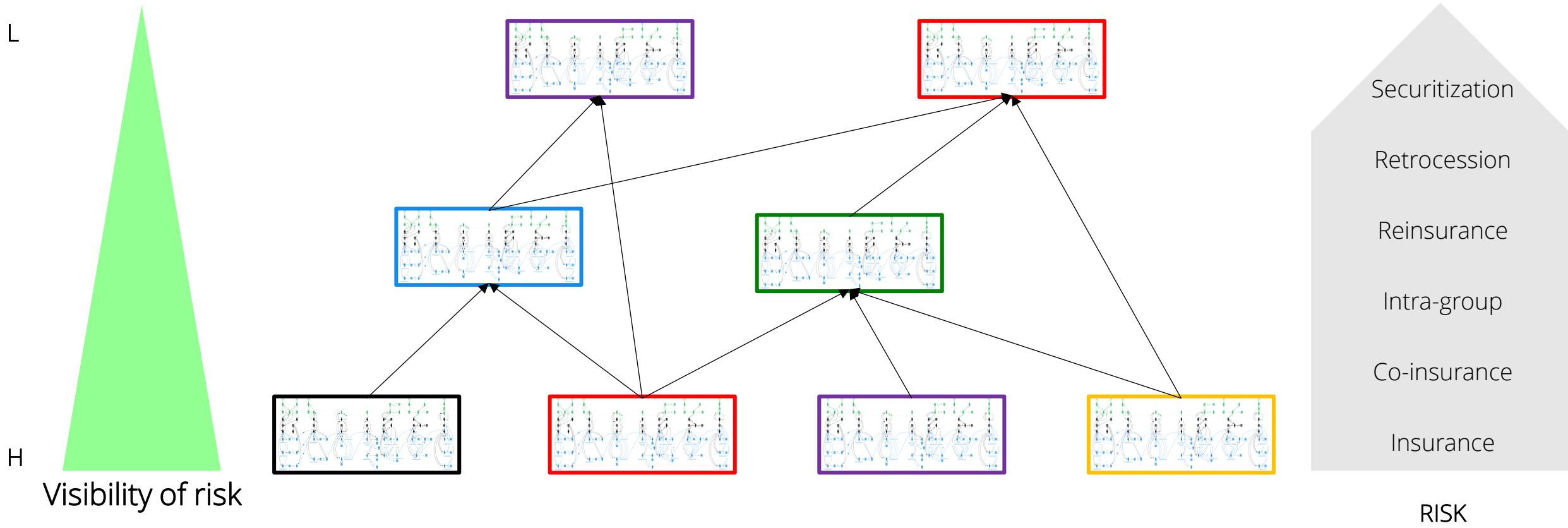
The insurance value chain today is not simple!



Multiple risk transfers add further risk accumulation and intransparency

A market place enabled by strong data model resolves this issue across the value chain

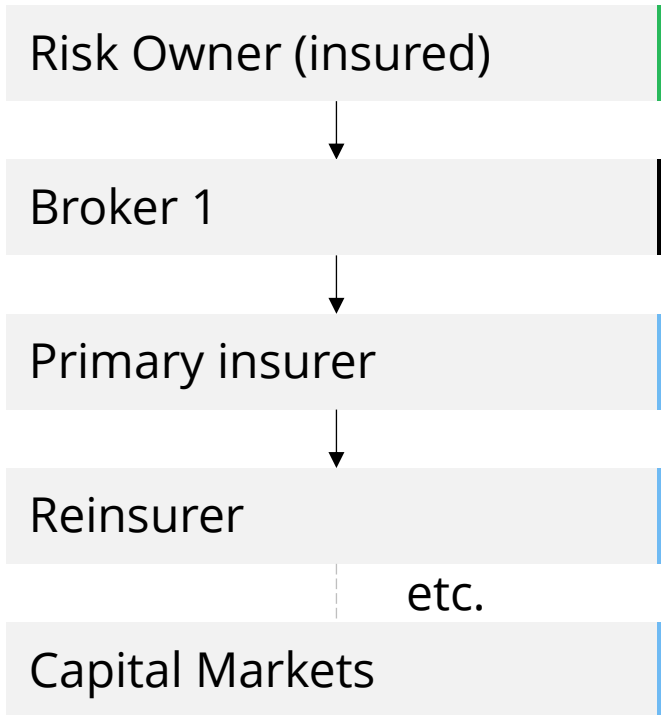
CAPITAL MARKETS



Increase visibility of risks, analytics and diversification as process gets simplified on the B3i network

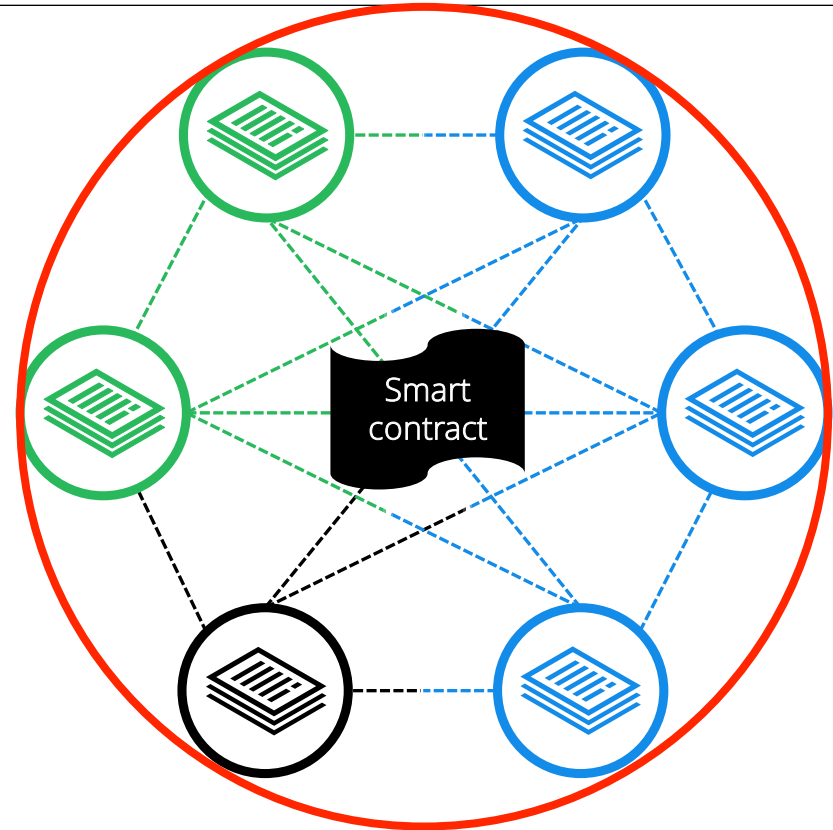
Enabling the industry to truly act as a network

Past: Insurance process



Asymmetry, duplication, redundancies

Future: B3i enabled future



Efficiency, transparency, privacy, speed, positive customer experience

And don't forget the regulator!



Risk owner



Risk taker



Broker



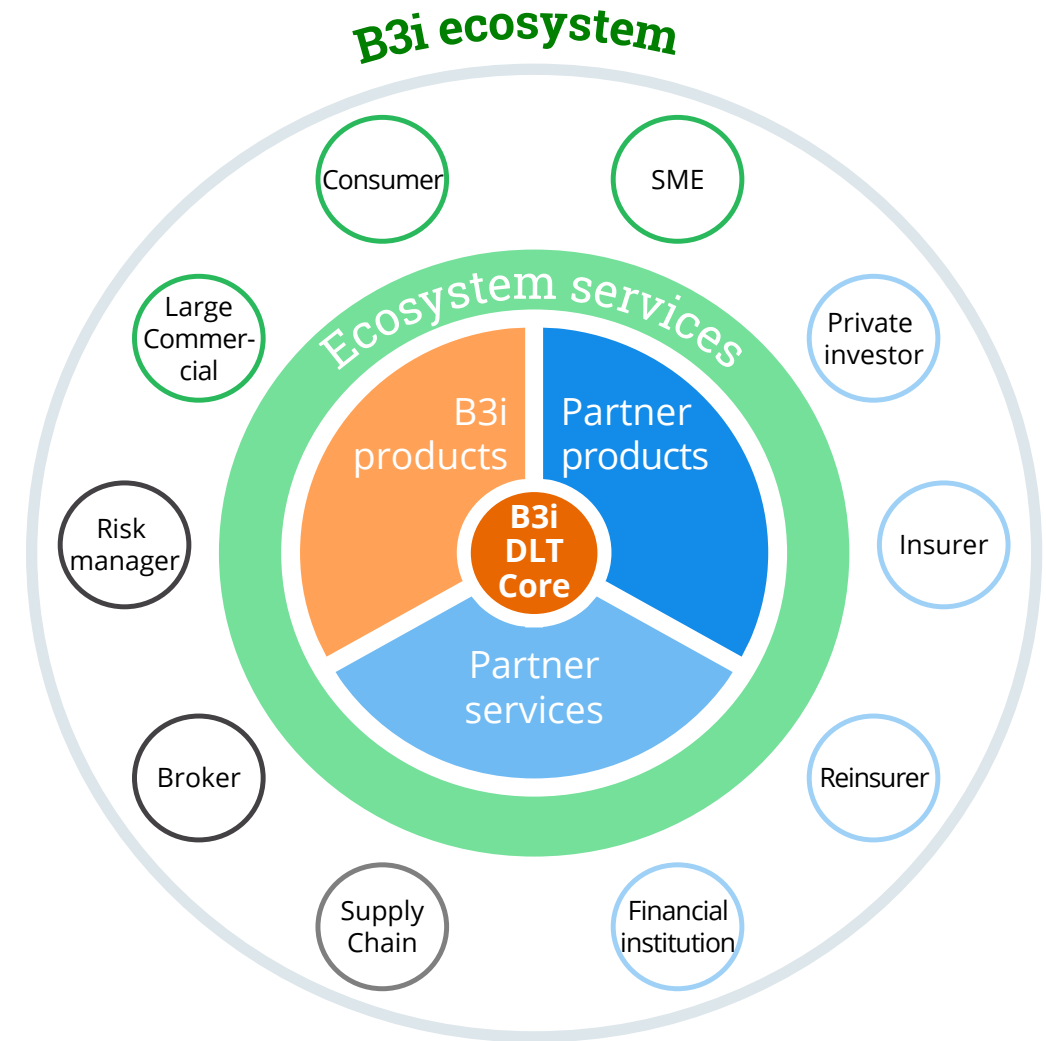
Direct peer to peer connection

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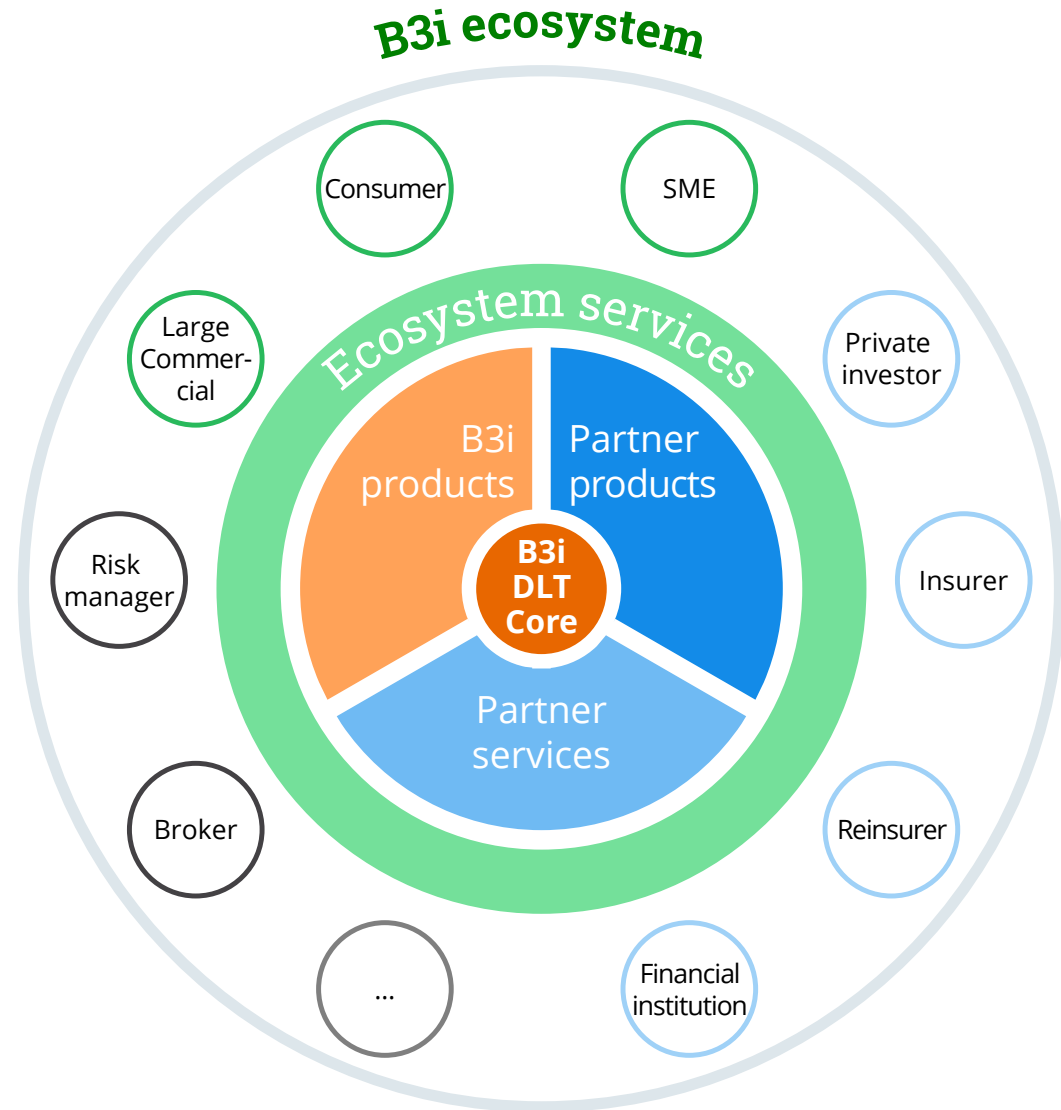
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What makes B3i different?

- By the market for the market
 - Shareholder and community base
 - Solutions for the risk transfer market
- Engagement breadth
 - Market participants help to design, develop, test and deliver solutions
- Strong focus
 - Deliver of Cat XoL solution
 - Reusable components for future
- Partnerships
 - Partners can develop and deploy their own products
- Powerful network
 - Interoperability across insurance and other industries



The B3i solution: an ecosystem network



B3i built applications and products

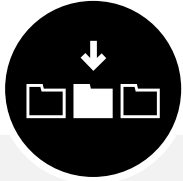


B3i distributed platform with partner solutions



Services made available to network

Target: three straightforward outcomes



Standardisation

Data consistency and quality



Integration

Interoperability and shared data and information



Automation

Reduced manual effort and errors

B3i brings you the value add of the industry working together

B3i will bring to the market

Deliverables



Established standards



Seamless integration



Automated & Digital



Advantages

Contract certainty

Frictionless real time transactions

Service reliability

Admin cost reduction

Increased throughput

Quality and efficiency improvement

Informed underwriting

Minimised operational risk capital

End to End transparency

Automatic cash allocation

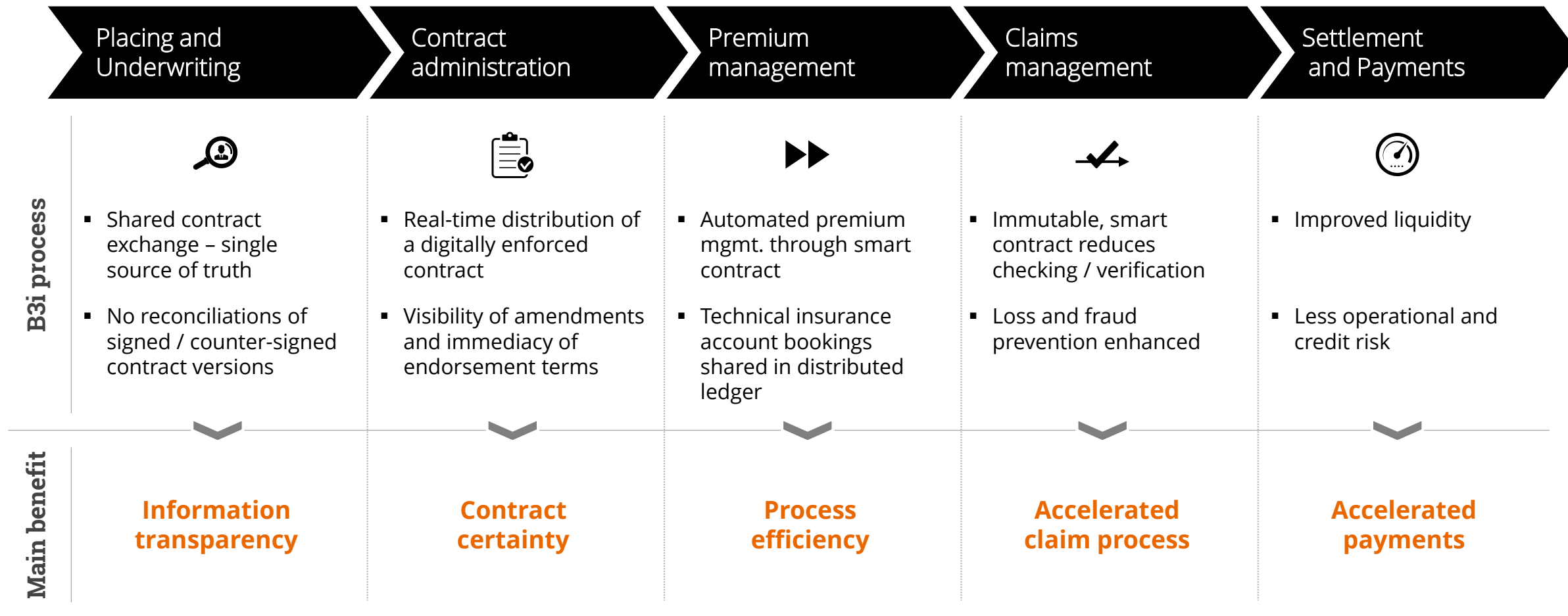
All stakeholders benefit from the quality, efficiency and growth potential of the new process

B3i's first product is build according to Lean Start-up principles

Property Catastrophic Excess of Loss (Cat XoL)

V1.0 Product- 30 Sept 2019

V2.0 Product- coming soon!



B3i's first product – Snapshot



Portfolios Overview

Name	Cedent	Broker
SR238798.1	Creative Cedit	Brilliant Broker
SR238798.1	Creative Cedit	Brilliant Broker, Benevolent Broker 2
SR238798.1	Creative Cedit	Benevolent Broker
SR238798.1	Creative Cedit	Brilliant Broker
SR238798.1	Clever Cedit	Brilliant Broker
SR238798.1	Creative Cedit	Brilliant Broker
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SR238798.1	Creative Cedit	Brilliant Broker
SR238798.1	Creative Cedit	Benevolent Broker
SR238798.1	Creative Cedit	Brilliant Broker

Portfolio ZV3940.45

Contract draft: Creative Cedit

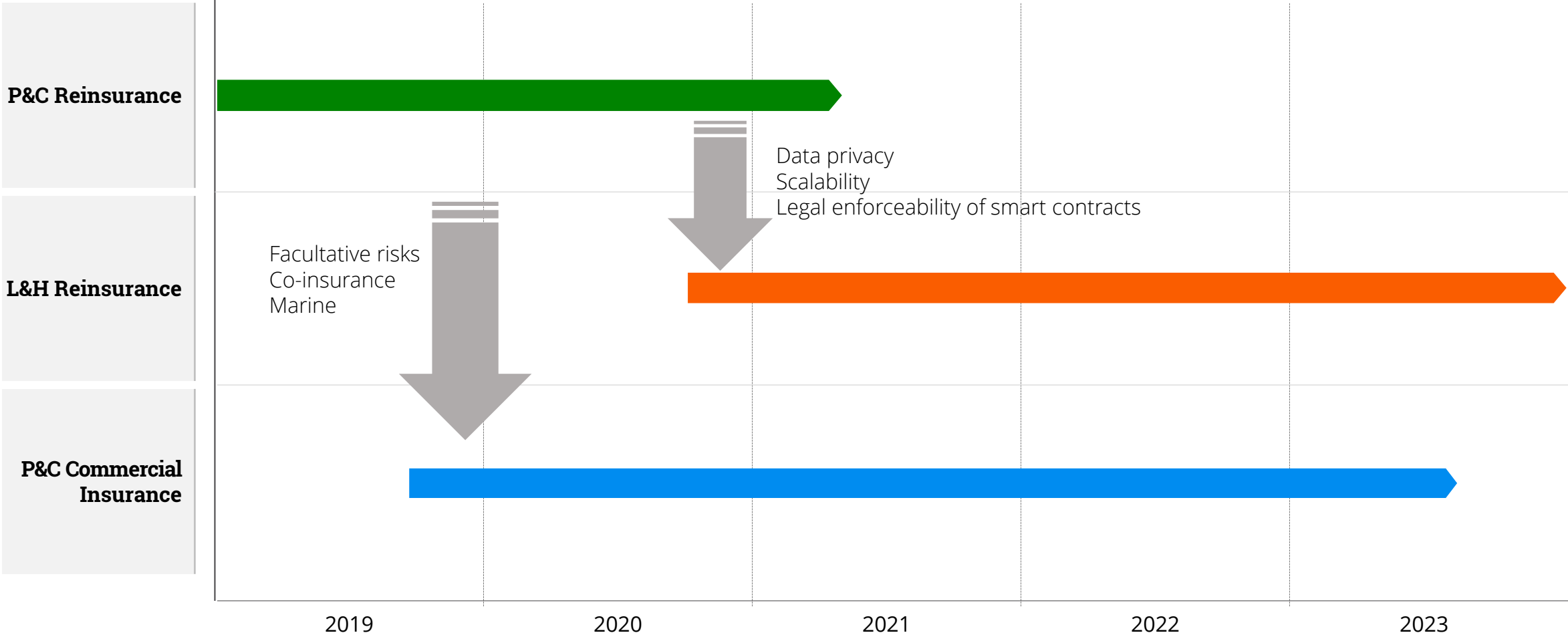
Layer	Limit	Deductible	Deposit Premium
400 XS 200	USD	USD	USD
500 XS 600			

Random Re: Contract

Contract	Lead	Contract	Follower
Radical Re		Random Re	
Layer	RdL	Signed	
400 XS 200	5%	50%	
500 XS 600	3%	50%	

Product demo: <https://youtu.be/rVhHhnX0nS0>

Longer term roadmap overview



↓ Synergies and maturity development

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What are the potential benefits for the Brazilian market?

A blockchain platform like B3i can bring benefits to the market:

- Lower transaction costs and higher efficiency (30% saving on admin costs*)
- Improved fluidity for transferring information and risks between counterparties
- Better quality of information and less need for data wrangling & reconciliation
- Automation in claims through smart contracts
- Improved transparency for the participants and and compliance for regulations

B3i can facilitate and advise on creating a blockchain insurance market hub in Brazil

- B3i has valuable experience in building a **coalition of market insurers, reinsurers and brokers** to tackle common industry wide issues
- **B3i can facilitate and advise** on creating a blockchain insurance market hub in Brazil
- A **blockchain insurance hub in Brazil** could improve the local market and extend to create a South American risk trading exchange where:

A blockchain platform ensures a standardisation for risk data

Messaging and transactions can happen in real time removing uncertainty in creating contracts







The B3i platform can be easily applied to Brazilian and other regional markets

B3i is built upon the Corda Business Network enables links to other networks further improving efficiency

Community membership programme

Join a network to learn more about blockchain and collaborate on common topics





Contact ken.marke@b3i.tech for more information!

Offering	Description
 B3i Member	<ul style="list-style-type: none">▪ Member of the B3i community and participate in the leading insurance blockchain initiative▪ Access to the extensive DLT knowledge and innovation power of the network
 Conferences	<ul style="list-style-type: none">▪ 1 – 3 conferences per year in different regions (APAC, EMEA, Americas) over (usually) two days▪ Participation for member included (depending on membership level)▪ Non-members may be invited / participate for a conference fee
 B3i think tank participation	<ul style="list-style-type: none">▪ B3i think tank will comprise of selected experts from the B3i network▪ Regular meetings will be held mainly during conferences▪ Results will be published in concept papers and articles within and outside the community
 Feedback group	<ul style="list-style-type: none">▪ Opportunity to offer to comment on new initiatives and functionality▪ Webinars serve as a forum to exchange information on product and technical development▪ Enable members to be part of working group to define common standards (e.g. data, clauses,...)
 Technical library	<ul style="list-style-type: none">▪ Library of technical content for the use of B3i and DLT solutions overall▪ B3i internal (and external) experts will provide / share the content▪ From mid-2019
 Community facilitation	<ul style="list-style-type: none">▪ Chat community (Slack) on which members can discuss, pose questions, circulate information, etc.▪ Includes member directory for quick access to direct contacts within the B3i community

Join our evaluation program

Contact sylvain.decrom@b3i.tech for more information!

Phase 1 – Evaluation, Feedback and Adoption

-  Learn how to install a cloud or on-site node
-  Gain experience using a blockchain application
-  Collaborate with other network users business partners on actual contracts
-  Work with B3i by evaluating and giving feedback on useability

Phase 2 – Live contract trading

-  Contracts (policy) on a production environment (legally binding) from end of 2019

Gain experience with B3i applications, network and blockchain technology
Establish your position on the global, digital insurance marketplace

Summary

- Brazil has an insurance market that is **opening up and expanding** inwards reinsurance contracts (+29.8% 2017>2018)
- There is an opportunity to enhance these changes in the market with more **efficient mechanisms for trading risks**
- Enabling the Brazilian market to adopt the **B3i platform** in the near future would be very timely and contribute significantly to the development of the re/insurance industry
- B3i Market studies indicate that **30% of administration expenses** can be saved through the industry leveraging such a platform
- Creating a reinsurance market in Brazil and the region based on a blockchain hub is very timely, offers **material efficiencies and provides growth opportunities**

