

August 6, 2024

FT PARTNERS FINTECH INDUSTRY RESEARCH

InsurTech CEO Interview:



Sixfold



Alex Schmelkin
Founder & CEO

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San Francisco • New York • London

InsurTech CEO Interview: Sixfold

Sixfold Overview



Founder & CEO:	Alex Shmelkin
Headquarters:	New York, NY
Founded:	2023

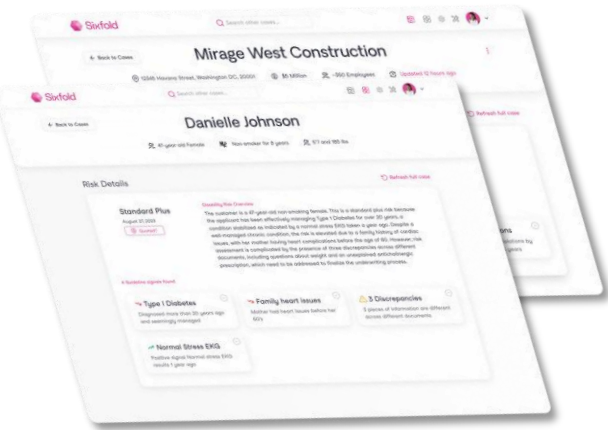
- Sixfold is a comprehensive risk assessment solution purpose-built for insurance underwriters
- Its proprietary AI solution automates manual tasks, enabling underwriters to focus on strategic risk decisions, enhancing efficiency, accuracy, and transparency
- By enabling underwriters to generate quicker and more accurate policy quotes, Sixfold boosts GWP per underwriter and shortens submission processing times
- Since launching last year, Sixfold has secured global insurance customers such as AXIS Capital, Zurich Insurance Group, and Generali

Selected Financing History

Announce Date	Selected Investors	Amount (\$ in mm)
06/05/24	Salesforce Ventures; Bessemer Venture Partners; Scale Venture Partners; Crystal Venture Partners	\$15.0
05/10/23	Bessemer Venture Partners; Crystal Venture Partners	6.5

Product Overview

Sixfold’s models are specifically tailored to match any distinct underwriting guidelines, providing personalized recommendations that align with any risk appetite by:



- 1) Analyzing risk preferences from various sources to create a sophisticated model that differentiates between positive, negative, and disqualifying risk factors
- 2) Gathering data from the insurance application, supplementary documents, and relevant third-party sources, when applicable
- 3) Generating semantic matches and summaries and providing underwriting recommendations that align with any specific risk appetite for each submission

Insurance Lines Served



Life & Disability



P&C Specialty



Life Reinsurance



P&C Reinsurance

Selected Management Team



Alex Shmelkin
Founder & CEO



Brain Moseley
CTO



Jane Tran
COO



Sixfold

Alex Schmelkin
Founder & CEO

Bio:

Alex Schmelkin is the Founder and Chief Executive Officer of Sixfold, a generative AI solution purpose-built for insurance underwriting. The platform aims to improve the underwriting experience by reducing manual workload, allowing underwriters to focus on making smart risk decisions.

Alex has over 25 years of experience in financial services and e-commerce, establishing his leadership in the technology industry. Prior to Sixfold, Alex was a founding member, Chief Marketing Officer, and Chief Revenue Officer at Unqork where he helped scale up one of the world's first enterprise no-code development platforms. Alex also served as founder and CEO of Cake & Arrow, an award-winning global customer experience design agency focused on retail and insurance.



Sixfold CEO Interview (cont.)

Tell us a bit about your background(s) and what inspired you to launch Sixfold.

With 25 years in financial services and e-commerce, entrepreneurship has been a constant in my career. Before joining Sixfold, I was a founding member of Unqork, a \$2 billion enterprise no-code company, and the founder of Cake & Arrow, a customer experience agency for insurance. I also served as an Entrepreneur-in-Residence for Bessemer Venture Partners.

The idea for Sixfold came from recognizing that, despite many InsurTechs entering the underwriting industry over the past decade, few have successfully addressed long-standing efficiency challenges. Many underwriters struggle to manage the influx of applications due to the burden of manual work. It seemed like the perfect challenge for a purpose-built AI solution to solve.

Having worked with Jane, Sixfold's Co-founder & COO, at Unqork, I knew she would be an ideal partner in this pursuit. Similarly, Brian, Sixfold's Co-founder & CTO, with his significant experience in building tech solutions for regulated industries, was a perfect fit for the founding team.

Sixfold is described as "Gen AI for insurance underwriters." Please share a bit more about the functionality you provide and use cases you are addressing.

Sixfold is the first generative AI solution purpose-built for insurance underwriting. By reducing manual tasks, Sixfold gives underwriters valuable time back to focus on smart risk decisions.

Acting as an underwriting brain, Sixfold provides a comprehensive end-to-end risk analysis solution for carriers, MGAs, and reinsurers. The platform utilizes proprietary AI technology to understand and apply insurer's unique underwriting guidelines, offering personalized recommendations that align with their risk appetite.

Underwriters use Sixfold to filter and triage incoming submissions, so that they can focus only on the risks that match their risk appetite. Sixfold then summarizes the most important risk information from underwriting submissions, supporting documents, and when relevant third-party sources, highlighting potential risk areas. This allows underwriters to deliver faster, more accurate policy quotes, boosting GWP per underwriter by at least 30% and cutting submission processing time by more than 50%.

"Sixfold is the first generative AI solution purpose-built for insurance underwriting...The platform utilizes proprietary AI technology to understand and apply insurer's unique underwriting guidelines, offering personalized recommendations that align with their risk appetite."



Sixfold CEO Interview (cont.)

Which lines of business are you focused on today, and why?

Sixfold's solution is tailored primarily for the Commercial P&C, Specialty, and Life & Health insurance sectors. Our focus on these lines stems from several reasons:

Complexity and Demand for Customization

- These sectors typically face more complex risk assessments and a greater need for tailored underwriting solutions. Our AI can handle this complexity by providing more precise and customized risk analysis.

High Impact on Efficiency

- These areas also benefit significantly from enhanced efficiency. Automation can drastically reduce the time spent on manual tasks, allowing underwriters to focus on more strategic aspects of their roles.

Market Opportunity

- There is a substantial market need and opportunity within these lines to improve accuracy, transparency, and efficiency in underwriting processes.

There is a lot of talk of ethical concerns with using AI in insurance, specifically within underwriting and pricing decisions. How are you navigating these potential risks and perceptions?

Navigating the ethical concerns surrounding AI in insurance has been a top priority for us since day one. We address these concerns through several key strategies.

First, we ensure transparency and explainability by providing clear, understandable explanations for our AI model decisions, listing sources down to the page number.

Our AI models undergo rigorous testing to identify and mitigate biases, and we continuously refine our algorithms to ensure fair and unbiased decision-making. We also implement robust data protection measures, adhering to SOC2 Type 2 and HIPAA standards to safeguard customer data. Collaboration with regulatory bodies ensures our AI solutions comply with all relevant laws. Our comprehensive Responsible AI framework, developed with the prominent AI law firm Debevoise & Plimpton, guides our customers in safely implementing our solution. This framework is updated annually to keep pace with industry developments, ensuring our commitment to responsible AI use.

From your position in the market, you must have a very unique view into how insurance carriers are approaching AI. Can you describe large insurers' current mentality towards AI? How do you see this evolving over the next 5 or 10 years?

It's clear that large insurers are approaching AI with cautious optimism. They see its transformative potential in underwriting, pricing, and claims processing but remain mindful of risks like regulatory compliance, data privacy, and ethical considerations.

Continued on next page

"Navigating the ethical concerns surrounding AI in insurance has been a top priority for us since day one...Our AI models undergo rigorous testing...and we continuously refine our algorithms to ensure fair and unbiased decision-making."



Sixfold CEO Interview (cont.)

Continued from prior page

We've fielded greater-than-expected interest from Europe, where the EU AI Act is a significant topic. From my perspective, a coherent regulatory framework is beneficial as it sets clear ground rules, enabling carriers to invest in new technologies confidently without the fear of needing a drastic pivot later on.

Many insurers are starting with pilot programs to test AI solutions in specific areas, evaluating their effectiveness before scaling up. Looking ahead over the next 5 to 10 years, I anticipate a significant increase in AI adoption and integration across all insurance functions. As AI technologies mature, insurers will incorporate them more broadly, leading to enhanced regulatory frameworks that ensure transparency, fairness, and compliance.

Earlier this year you announced a \$15 million Series A led by Salesforce Ventures with participation from several other elite VCs. What elements of Sixfold resonated most strongly with these investors?

I believe several elements of our strategy resonated strongly with investors. Our deep domain expertise and the robust team we've built were significant factors. We've been able to create an AI platform that addresses key pain points in underwriting.

The platform's industry-grade security, compliance features, and clear ROI potential were particularly compelling. Additionally, our early ARR traction with global carriers and recognition in programs like Lloyd's Lab's Accelerator demonstrated our market potential.

Just over a year into building Sixfold and you are already talking about global expansion. How are you able to do this so quickly, and why is that an important step?

We expanded globally so quickly due to a combination of strategic partnerships, a scalable technology infrastructure, and a deep understanding of local market needs. Collaborations with programs like Lloyd's Lab and Zurich's Innovation Championship gave us immediate credibility and market access.

Global expansion is crucial because the challenges we address — efficiency, accuracy, and transparency in underwriting — are universal across the insurance industry. Since our launch last year, we've received interest from carriers all over the world that are all tackling similar efficiency challenges.

By expanding globally, we can help more carriers improve their processes and achieve better outcomes. Besides, a global presence allows us to continuously learn from diverse markets, enhancing our platform and maintaining a competitive edge.

"From my perspective, a coherent [AI] regulatory framework is beneficial as it sets clear ground rules, enabling carriers to invest in new technologies confidently...Looking ahead over the next 5 to 10 years, I anticipate a significant increase in AI adoption and integration across all insurance functions."



Sixfold CEO Interview (cont.)

What other vectors of growth can we expect Sixfold to pursue in the future?

We will explore new markets with high growth potential, adapting our solutions to meet local regulatory and market needs. We will also integrate our platform with other insurance solutions to create a seamless, interoperable ecosystem, maximizing value for our customers. Additionally, we will continue our extensive R&D efforts to enhance efficiency and add new capabilities, focusing on P&C and Life insurance solutions while expanding our offerings tailored to Reinsurance.

Can you share some key metrics that indicate current scale and momentum in the business?

Since launching in mid-2023, Sixfold has seen impressive customer growth, attracting numerous global carriers such as AXIS Capital, Zurich Insurance Group, Generali, and Mosaic Insurance. Our customers report a remarkable reduction in submission processing time by up to half and a boost in Gross Written Premium (GWP) per underwriter by at least 30%.

The adoption rate of our platform among underwriters has been exceptional, with users experiencing significant improvements in efficiency and confidence in decision-making and highlighting the ease of getting started and user-friendliness of the platform.

What advice do you have for other entrepreneurs building InsurTech and/or AI-focused businesses in this current market environment?

Just being an AI solution is not enough. Pick one (really, ONLY ONE) problem the industry is facing and work tirelessly to improve that. Continuously invest in R&D to enhance your solution to that one problem and you'll earn the right to add new features that meet other market demands. Additionally, prioritize compliance in the heavily regulated insurance industry. Ensure your solutions adhere to all relevant laws and regulations by building strong relationships with regulatory bodies and staying updated on regulatory changes.

"Our customers report a remarkable reduction in submission processing time by up to half and a boost in Gross Written Premium (GWP) per underwriter by at least 30%...The adoption rate of our platform among underwriters has been exceptional, with users experiencing significant improvements in efficiency and confidence in decision-making."

FT Partners – Focused Exclusively on FinTech

Selected FT Partners InsurTech Transactions

Modern Insurance Brokerage

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as exclusive strategic and financial advisor to

Newfront

on its financing led by
Goldman Sachs and **B Capital Group**
for a total amount of
\$200,000,000
at a valuation of
\$2,200,000,000

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Lenders Protection / Default Insurance

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as exclusive strategic and financial advisor to

OpenLending
on its merger with
Nebula Acquisition Corporation
(NASDAQ: NEBU)
sponsored by
TRUE WIND
for total consideration of up to approximately
\$1,700,000,000

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Consumer Protection Plans

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as exclusive strategic and financial advisor to

square trade
in its sale to
Allstate
for total consideration of
\$1,400,000,000

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Digital Commercial Risk Exchange

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as exclusive strategic and financial advisor to

ACCELERANT
on its financing led by
ELDRIDGE
for a total amount of
\$193,000,000

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Small Business Insurance

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as exclusive strategic and financial advisor to

NEXT INSURANCE
on its Series C financing from
Munich RE
for total consideration of
\$250,000,000

FINANCIAL TECHNOLOGY PARTNERS

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Digital Auto Insurer

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as exclusive strategic and financial advisor to

clearcover
on its Series D financing led by
ELDRIDGE
for a total amount of
\$200,000,000

FINANCIAL TECHNOLOGY PARTNERS

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Insurance Comparison Site

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as exclusive strategic and financial advisor to

THE zebra
on its Series D financing,
led by a new undisclosed investor, with
participation from other new and existing investors
for a total amount of
\$150,000,000
at a valuation of
>\$1,000,000,000

FINANCIAL TECHNOLOGY PARTNERS

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Life Insurance

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as exclusive strategic and financial advisor to

Ladder
on its Series D financing led by
THOMVEST
OMERS Growth Equity
for a total amount of
\$100,000,000

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Digital Insurance Solutions

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as exclusive strategic and financial advisor to

SURE
on its Series C financing led by
DECLARATION and **KINNEVIK**
for a total amount of
\$100,000,000

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Claims Management Software

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as exclusive strategic and financial advisor to

snapsheet
on its Series E2 financing led by new
investors
PINGAN and **PIVOT**
with participation from existing investors
for a total amount of
\$30,000,000

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Small Business Insurance

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as exclusive strategic and financial advisor to

Thimble
on its sale to
Arch

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Small Business Insurance

Financial Technology Partners LP
FTP Securities LLC

is pleased to announce its role as exclusive strategic and financial advisor to

coverwallet
on its sale
AON

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Telematics

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is pleased to announce its role as exclusive strategic and financial advisor to

TrueMotion
on its sale to
CAMBRIDGE MOBILE TELEMATICS

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Largest Commercial Insurance Exchange

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BOLD PENGUIN
on its landmark strategic sale to
AMERICAN FAMILY INSURANCE

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FT Partners Advises Newfront on its \$200 million Financing

Overview of Transaction

- On April 12, 2022, Newfront announced that it had closed on \$200 million in funding at a \$2.2 billion valuation led by Goldman Sachs Asset Management and B Capital
- Additional participation in the round came from existing investors Founders Fund, Meritech Capital, Y Combinator, Index Ventures, XYZ, Susa Ventures, Bloomberg Beta, PruVen Capital, Propel, Altai, and new investors including Tony Xu CEO of DoorDash and Vetamer
- Newfront is transforming the delivery of risk management, employee experience, insurance, and retirement solutions by building the modern insurance platform
 - Transparent data delivered in real-time translates into a lower total cost of risk and greater insights

Significance of Transaction

- Newfront plans to grow its technology teams and focus in particular on harnessing data-driven insights for clients
- The Company also plans to invest in specialized client resources and experts across a wide variety of industries and expand across the US
- With this new round of funding, Newfront will also begin to explore building bespoke insurance products to meet the needs of its clients

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Newfront
- This transaction highlights FT Partners' industry-leading expertise within InsurTech, as well as its successful track record of generating highly favorable outcomes for high-growth FinTech companies globally

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*is pleased to announce its role as
exclusive strategic and financial advisor to*

Newfront

on its financing led by

**Goldman
Sachs**

**B
Capital
Group**

for a total amount of

\$200,000,000

at a valuation of

\$2,200,000,000

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FT Partners Advises The Zebra on its \$150 million Series D Financing

Overview of Transaction

- On April 12, 2021, The Zebra announced the completion of its Series D fundraise totaling \$150 million, valuing the Company at more than \$1 billion
- The fundraise comes at a time of sustained growth, with investment from new and former investors including Weatherford Capital and Accel
- Headquartered in Austin, Texas, The Zebra is the nation's leading, independent insurance comparison site; The Zebra has sought to bring transparency and simplicity to insurance shopping since 2012 — it's "insurance in black and white"
- With its dynamic, real-time quote comparison tool, consumers can identify insurance companies with the coverage, service level, and pricing to suit their unique needs
- The Zebra compares multiple insurance companies and provides agent support and educational resources to ensure consumers are equipped to make the most informed decisions about their home and auto insurance

Significance of Transaction

- This investment will be used to expand The Zebra's team and accelerate the Company's efforts to help educate, empower and advise consumers to find the best policies for their unique needs, no matter where they are in their lives

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to The Zebra
- This transaction highlights FT Partners' deep domain expertise within InsurTech, as well as our successful track record generating highly favorable outcomes for high-growth FinTech companies globally

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*is pleased to announce its role as
exclusive strategic and financial advisor to*

**THE
zebra**

*on its Series D financing,
led by a new undisclosed investor, with participation
from other new and existing investors*

for a total amount of

\$150,000,000

at a valuation of

>\$1,000,000,000

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FT Partners Advises Accelerant on its \$193 million Financing

Overview of Transaction

- On January 12, 2022, Accelerant announced that it has closed on \$193 million in funding at a ~\$2 billion valuation led by Eldridge Industries
- Additional participation in the round came from Deer Park, Marshall Wace, MS&AD Ventures, and existing investor Altamont Capital Partners
- Founded by Jeff Radke and Chris Lee-Smith in 2018, Accelerant is a modern, digital commercial insurance risk exchange. Leveraging its data analytics platform InSightFull™, Accelerant is purpose-built to serve its growing network of high-quality managing general underwriters (“MGUs”), whom it terms its Members, and connect them with risk capital
 - Together, Accelerant works with its Members to drive market-leading profitable growth in the SME insurance space by helping its Members better understand risk, benefit from insights, and handle operational and regulatory complexity
 - In 2021, Accelerant roughly doubled total GWP to more than \$500m
- As part of the transaction, Todd Boehly, chairman and CEO of Eldridge, will join Accelerant’s Board of Directors

Significance of Transaction

- The proceeds of this financing round will fuel Accelerant’s continued growth, while also funding the business’s regulatory capital requirements as the company’s Member network expands both in the US and globally
- The new funds will also allow the company to further invest in expanding the capabilities of its differentiating tech platform InSightFull™

FT Partners’ Role

- FT Partners served as exclusive financial and strategic advisor to Accelerant
- This transaction highlights FT Partners’ industry-leading expertise within InsurTech, as well as its successful track record of generating highly favorable outcomes for high-growth FinTech companies globally

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ACCELERANT 

on its financing led by



ELDRIDGE

for a total amount of

\$193,000,000

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FT Partners Advises Sure on its \$100 million Series C Financing

Overview of Transaction

- On October 5, 2021, Sure announced that it has closed on \$100 million in Series C funding at a \$550 million valuation co-led by Declaration Partners and Kinnevik with participation from new investors WndrCo, FTAC Ventures, Expanding Capital, and Bullpen Capital
- Additional participation in the round came from existing investors including W. R. Berkley and Menlo Ventures
- Founded by Wayne Slavin in 2015, Sure is an insurance technology company that unlocks the potential of insurance on the internet. Global brands and world-renowned carriers build sophisticated embedded insurance products on the company's SaaS infrastructure to distribute, service, and scale digital insurance. Its platform enables accelerated market growth and increased revenue streams while delivering unparalleled customer experiences
 - In the last 12 months, Sure has more than doubled its revenue and the size of its team
 - Its cohesive ecosystem of APIs enable faster speed to market and minimize the enormous cost and complexity associated with new insurance product launches

Significance of Transaction

- This growth round will accelerate Sure's global expansion, expedite new product launches, and streamline embedded insurance customer experiences
- Sure's Series C financing will fuel its expansion, enabling it to help the insurance industry reach its full potential in an online era

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Sure
- This transaction highlights FT Partners' industry-leading expertise within the burgeoning embedded insurance space, as well as its successful track record of generating highly favorable outcomes for high-growth FinTech companies globally

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on its Series C financing led by



K I N N E V I K

for a total amount of

\$100,000,000



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FT Partners Advises Ladder on its \$100 million Series D Financing

Overview of Transaction

- On October 4, 2021, Ladder, a leading InsurTech company that offers flexible life insurance in minutes, announced that it has raised \$100 million in Series D financing led by Thomvest Ventures and OMERS Growth Equity
- Founded in 2015, Ladder combines the power of innovative technology with world-class financial and insurance expertise to make it easy for anyone to access life insurance
- Offering flexible term coverage in minutes that can save policyholders up to 40%, Ladder uses an all-digital architecture and real-time underwriting to make life insurance as accessible and affordable as it should be
 - The Company also announced that it has become the first fully digital life insurance company in operation, after issuing its first policies through Ladder Life Insurance Company
 - Ladder offers coverage up to \$8 million in all 50 states

Significance of Transaction

- The financing will be used to invest in further product innovation, and to grow the Ladder team, which has plans to more than double in the next year
- The transaction follows strong growth from Ladder, which more than quadrupled its revenue last year and plans to issue \$30 billion in LadderLife coverage by year end

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to Ladder
- This transaction underscores FT Partners' deep domain expertise and transactional experience in InsurTech, as well as its successful track record generating highly favorable outcomes for high-growth FinTech companies globally

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on its Series D financing led by



for a total amount of

\$100,000,000

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FT Partners Advises Bold Penguin on its Sale

Overview of Transaction

- On January 14, 2021, American Family Insurance, the nation's 13th largest property / casualty insurance group, announced it has entered into a definitive agreement to acquire Bold Penguin, a rapidly growing commercial insurance technology provider based in Columbus, Ohio
- Founded in 2016, Bold Penguin is an InsurTech innovator that rapidly increases speed-to-bind for commercial insurance, operating the largest commercial insurance exchange powering over 100,000 quote starts every month

Significance of Transaction

- By leveraging technologies such as machine learning and data-based insurance intelligence capabilities, Bold Penguin has improved the process of shopping for insurance for small businesses, the brokers they rely on and the carriers that service them
- The acquisition continues American Family's transformation into a national, multi-line insurer, created in part through multiple acquisitions and a merger, and also reflects the Company's involvement with adjacency companies that complement its insurance operations

FT Partners' Role

- FT Partners served as exclusive financial and strategic advisor to Bold Penguin in this transaction
- FT Partners previously advised Bold Penguin on its [acquisition of RiskGenius](#)
- This transaction highlights the long-term nature of many of FT Partners' client relationships, as well as our deep domain expertise and transaction experience across the InsurTech sector

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**BOLD
PENGUIN**

on its landmark strategic sale to

**AMERICAN FAMILY
INSURANCE®**

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FT Partners Advises CoverWallet on its Sale to Aon

Overview of Transaction

- On November 20, 2019, Aon (NYSE:AON) announced that it has signed a definitive agreement to acquire CoverWallet
- Launched in 2015, CoverWallet is a leading technology company reinventing the multi-billion dollar commercial insurance market for small businesses
- Powered by deep analytics, thoughtful design, and state-of-the-art technology, the Company provides an easy way to understand, buy, and manage business insurance online
- CoverWallet offers a wide variety of commercial coverages to small businesses with numerous carrier partners nationwide
- The transaction is expected to close during the first quarter of 2020, after which the CoverWallet organization will go to market as CoverWallet, an Aon company

Significance of Transaction

- CoverWallet will add large and rapidly growing direct-to-consumer and business-to-business channels to Aon's small commercial insurance businesses, significantly expanding the total addressable market of both companies
- The acquisition provides Aon with additional access to the fast-growing, \$200+ billion premium digital insurance market for small and medium-sized businesses, as well as the opportunity to leverage CoverWallet's platform and digital, design, technology and data science capabilities already deployed at scale
- Additionally, CoverWallet provides Aon with an experienced team and deep expertise in productizing technology in financial services

FT Partners' Role

- FT Partners served as exclusive strategic and financial advisor to CoverWallet and its board of directors
- This transaction highlights FT Partners' deep domain expertise in the InsurTech space, and its successful track record generating highly favorable outcomes for high growth FinTech companies globally

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*is pleased to announce its role as
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coverwallet

on its sale to

AON

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Award-Winning Investment Bank Focused on Client Results

AvidXchange

“We hired FT Partners back in 2009, and our Board feels that hiring FT Partners **was one of the most strategic decisions we could have made along this journey**. They have been tremendous partners for us, and we are delighted with them on every level.”

Michael Praeger, CEO, AvidXchange



Truebill

“From the time we began having external conversations right up to the moment we signed a definitive deal, FT Partners were invaluable partners. They brought **not only strategic advice but also worked tirelessly helping execute all the way to closing**. I can’t imagine trying to navigate this process without them.”

Haroon Mokhtarzada, Co-Founder and CEO



QED Investors

“Wherever a board or a management team has steered away from hiring FT Partners it always seems to end up in tears. **Here’s to you and everything you do.**”

Nigel Morris, Managing Partner



Consistent Recognition Through the Years

Bloomberg

Bloomberg
FT Partners’ Steve McLaughlin was featured on Bloomberg
View the [full article](#) and watch the live [TV interview](#)



M&A Advisor Awards
Over 10 awards including Tech Deal of the Year (2019) and Investment Banking Firm of the Year (2016)



Silicon Valley’s Most Popular Dealmakers
Ranked #2 Tech Investment Banker in 2016



LendIt FinTech Industry Awards
Top Investment Bank in FinTech in 2018



The FinTech Finance 40
Steve McLaughlin ranked #1 in 2017 and 2018



The M&A Atlas Awards
2020 Large SPAC Deal of the Year
2020 Corporate M&A Deal of the Year

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