

RE-IMAGINING INSURANCE WITH IOT

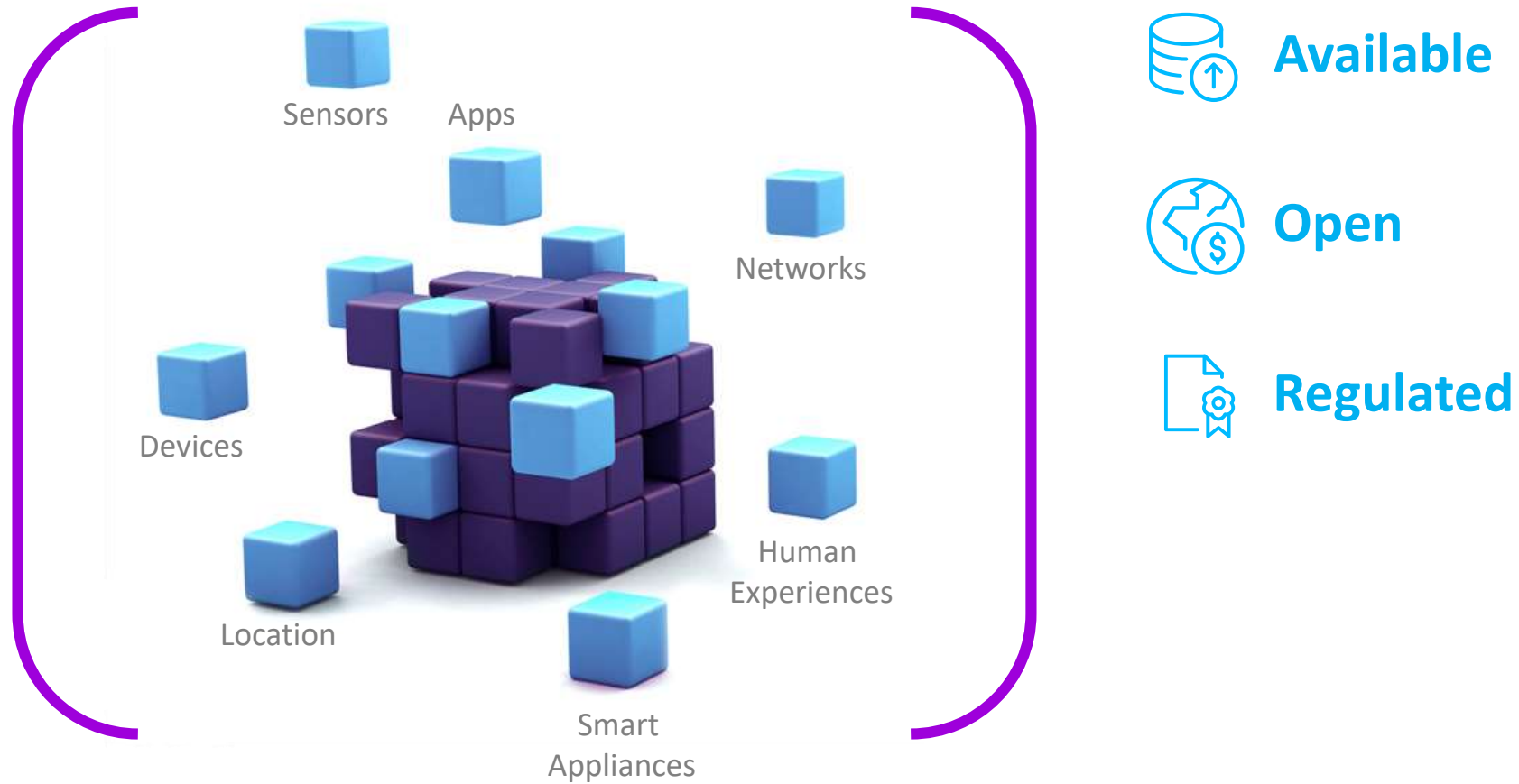
Yannis Antonakakis
Senior Manager

12.12.19 | InsurTECH


accenture

INDUSTRY 4.0

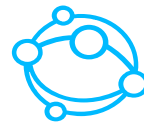
DATA IS THE 4TH INDUSTRIAL REVOLUTION



IOT IS ALL ABOUT... HUMAN EXPERIENCE & DATA MONETIZATION



Connected Data Sources



Powerful Analytics



Intelligent Platforms



Powered by Technology

THERE IS... TREMENDOUS VALUE TO BE HARVESTED



€ 739 bil Market¹



Innovative Products & Services



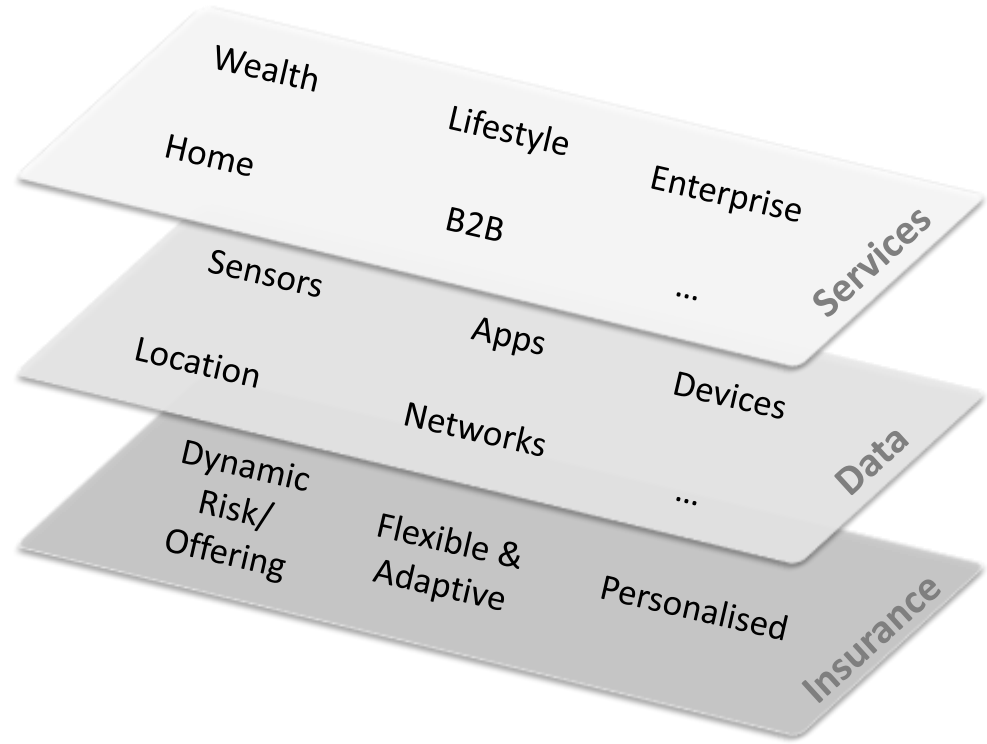
New Revenue Streams



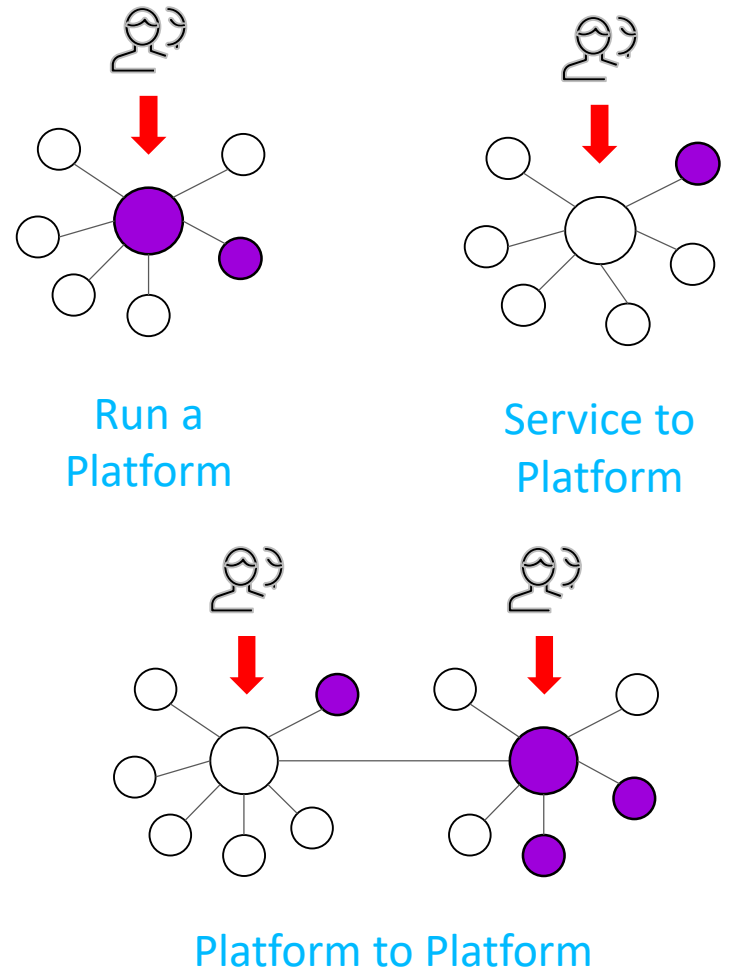
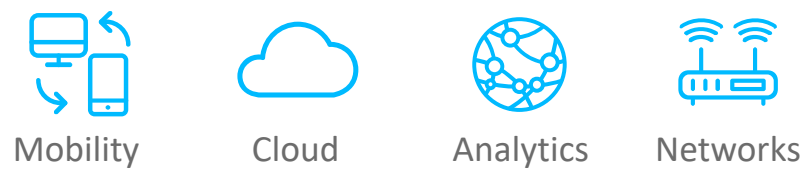
Lean IT and Operations

Sources:
European Commission – European Data Market Study, EEAE, Insurance Europe

CREATE PLATFORMS TO... BUILD OWN ECOSYSTEMS OR PARTNER

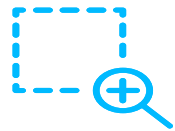


Enabled by **Technology**



IOT IN ACTION

GLOBAL INSURER VENTURE (2018)



FACT

1



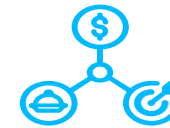
VISION

2



MARKET

3



VALUE

4



APPROACH

5

Top-10 Global Insurer, \$ 77,5 bil premium (2018)

Create a 'Data-Driven Service Company'

Targeting \$ 50 trn global value

Non-insurance services to clients and group

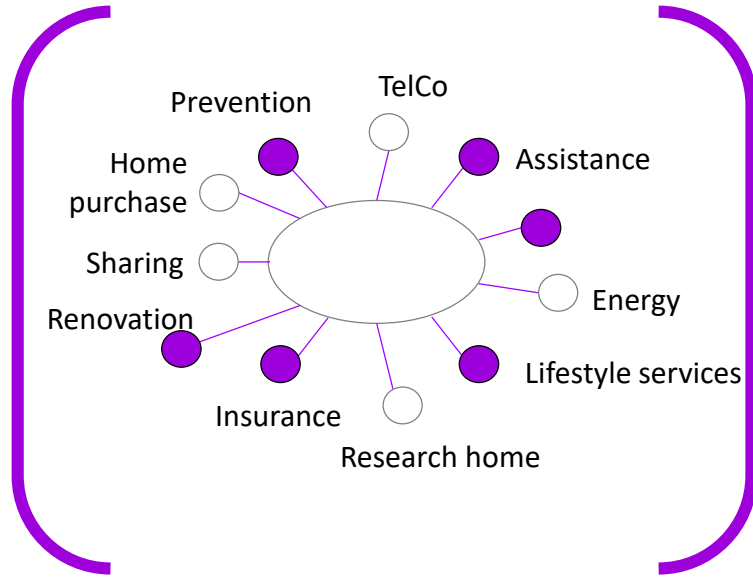
Lean, on demand IT and Operating Model

Build value from cross/up-selling

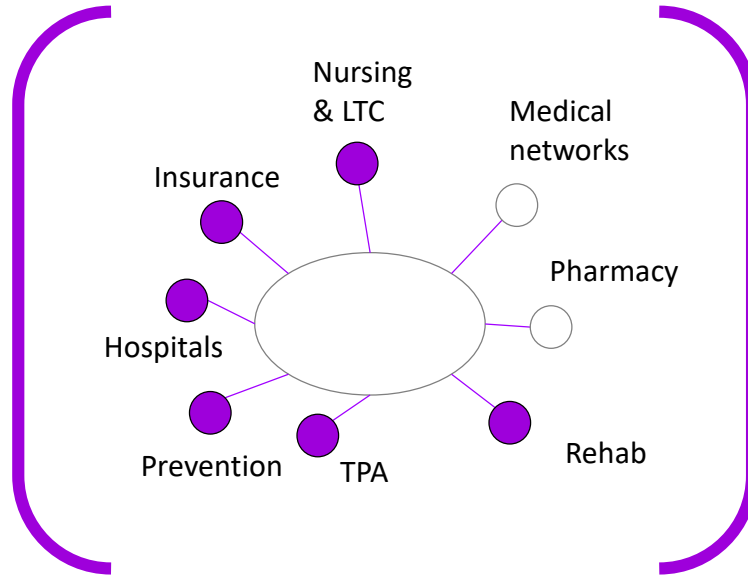
Partners with Accenture and diverse market players

IOT IN ACTION

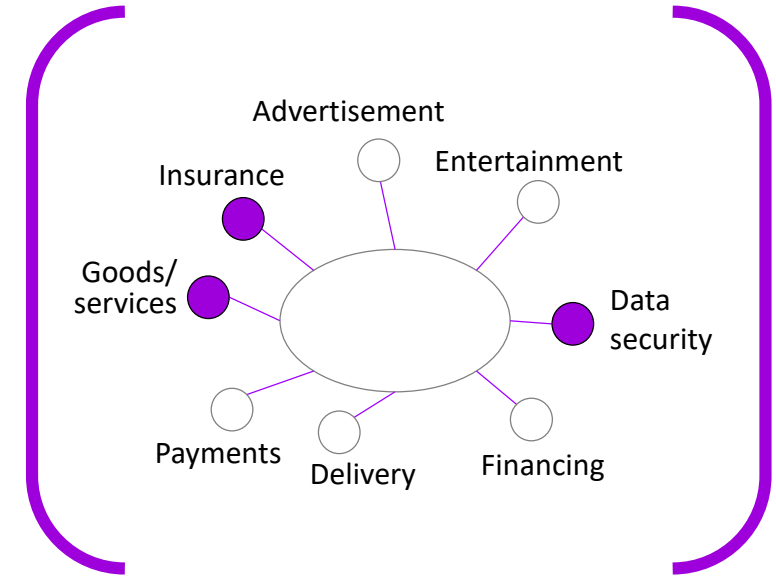
EXAMPLE ECOSYSTEMS DEVELOPED



Home and Living Services
 (\$ 4 trn)



Prevention & Wellness Services
 (\$ 5 trn)



B2B Marketplace Services
 (\$ 8 trn)

AFTER 1,5 YEARS OPERATING THE RESULTS ARE PROMISING

+30M€

2019 TURNOVER (F)

+25-30%

2019 EBITDA MARGIN (F)

LIVE

FROM July 2018

+450.000

RETAIL CONNECTED CUSTOMERS AS OF
SEPT 2019 (+1M by end of April 2020)

~30.000

SMARTPHONE GEOLOCALIZED IN
PLATFORM

+2.000

CONNECTED HOME DEVICES INSTALLED

4

HIGH VALUE PARTNERSHIPS



+500

CONNECTED CARS (DRIVENOW) WITHIN
THE NEW CAR SHARING PRODUCT

+2M

KM of TRIP WITHIN THE NEW CAR
SHARING PRODUCT

+1.000

CONNECTED PET DEVICES INSTALLED

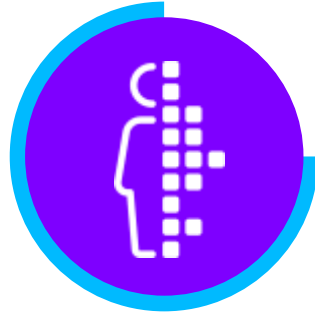


FIVE TAKEAWAYS FOR IOT ADOPTION



Target New Opportunities

Target core and disruptive growth initiatives to fuel responsive innovation.



Design for Customers

Design products and services as hyper-relevant platforms.



Build Engagement

Build intelligent marketing and sales experiences.



Scale with Partners

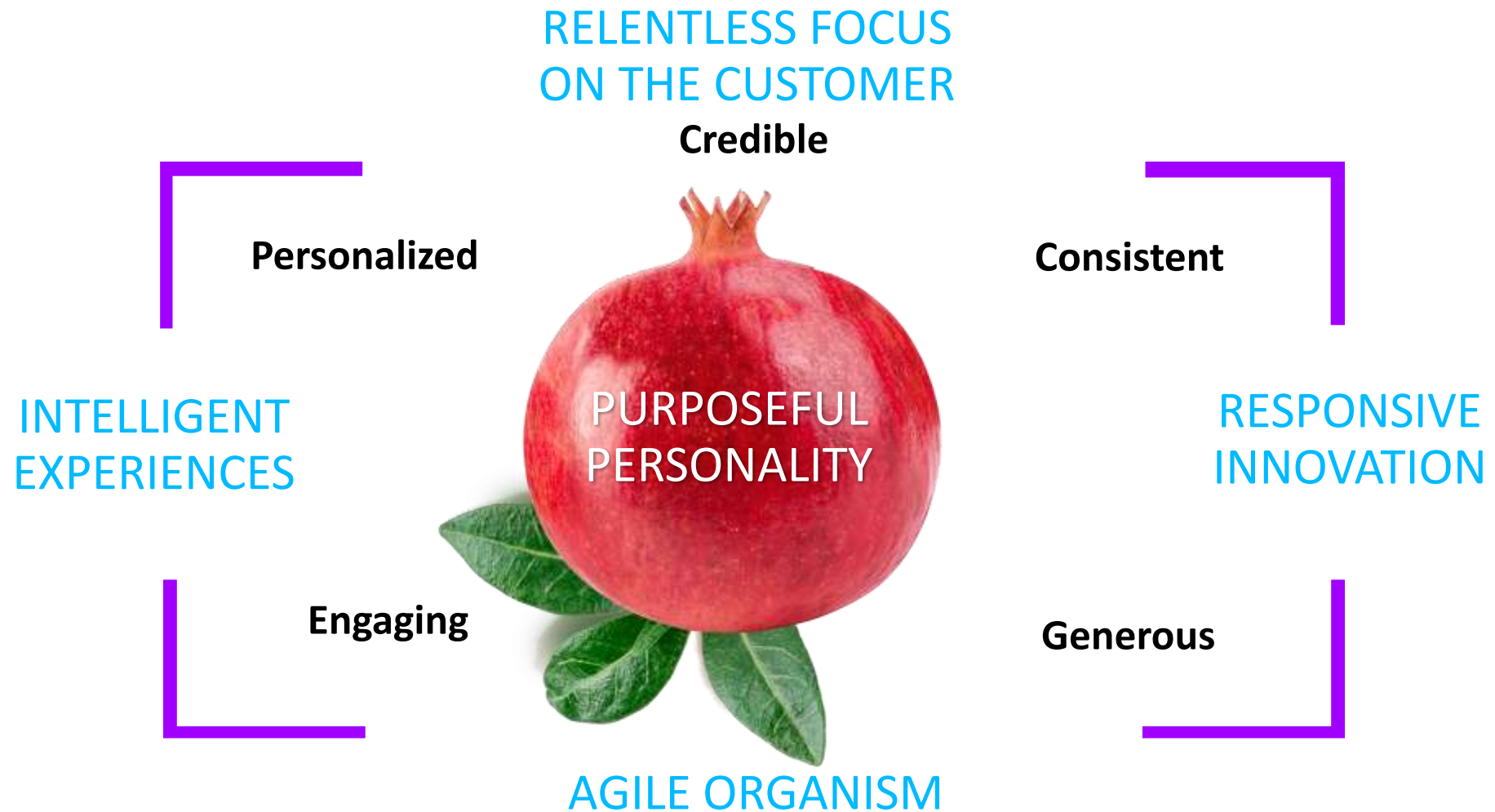
Scale with a broad and new set of ecosystem alliances.



Rewire Culture

Rewire your workforce with a customer-first mindset.

ACCENTURE'S VISION INSURANCE AS A LIVING BUSINESS



THANK YOU

accenture[>]strategy

accenture[>]consulting

accenture[>]digital

accenture[>]technology

accenture[>]operations

accenture[>]security