



toucan

Freeing people from the fear of financial shocks

***Embedded financial services:
Using technology to enhance
distribution***

About Turaco



Turaco helps companies distribute affordable insurance.

We work through business partnerships to help partners sell or embed tailor made insurance products on their platforms that add real value to people's lives.

We've grown significantly since 2019:

- >500,000 customers covered
- Operations in Kenya (2019), Uganda (2019), and Nigeria (2022)

How We Work

We create amazing customer experiences for people to buy insurance through our partners services that they use every day.



Product

Simple, affordable insurance products such as HospiCash, Funeral Benefit, and more designed for partners and emerging consumers - \$2/month



Distribution

Sell insurance through distribution partnerships with the fintechs people use every day



UX

Tech-driven engagement with APIs for the insurance value chain and for digital, algorithmic claims processing

Turaco's thesis is that every fintech in Africa will want to add insurance to their offering in some way shape or form. We will be the preferred partner to enable them to do that.

Distribution Partners



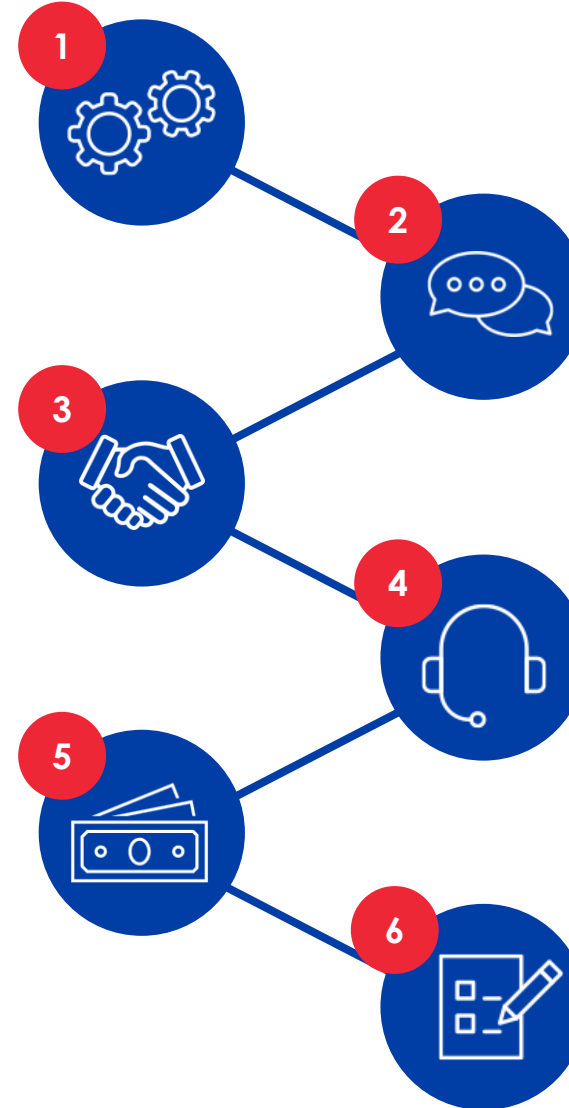
Insurer Partners



Tech-enabled Partner Journey

Product Design

Turaco inclusively designs products to address specific partner and customer needs



KYC & Policy Admin Integration

We integrate with partners so customers can opt-in for our tailored insurance products from a trusted source

Premium Collection

Our system consolidates protected consumers insurance details, generates a billing report and collects premiums

Awareness Building

Our technology builds awareness and drives customer education on product offerings through automated WhatsApp messages and IVR calls

Onboarding

Our call centre agents onboard customers who have opted-in, upsell or cross-sell premium products, and answer customer questions

Claims Processing

Our system uses advanced algorithms to detect fraudulent documents, validate claims, and pay-out directly to a customer's bank account or wallet

Case Study

B2B Lending platform in Nigeria

We launched a partnership earlier this year with a company that provides loans to small & medium enterprises in Nigeria.

The product is embedded and provides cover against loss of life, hospitalization, and all risk for business assets.

Product

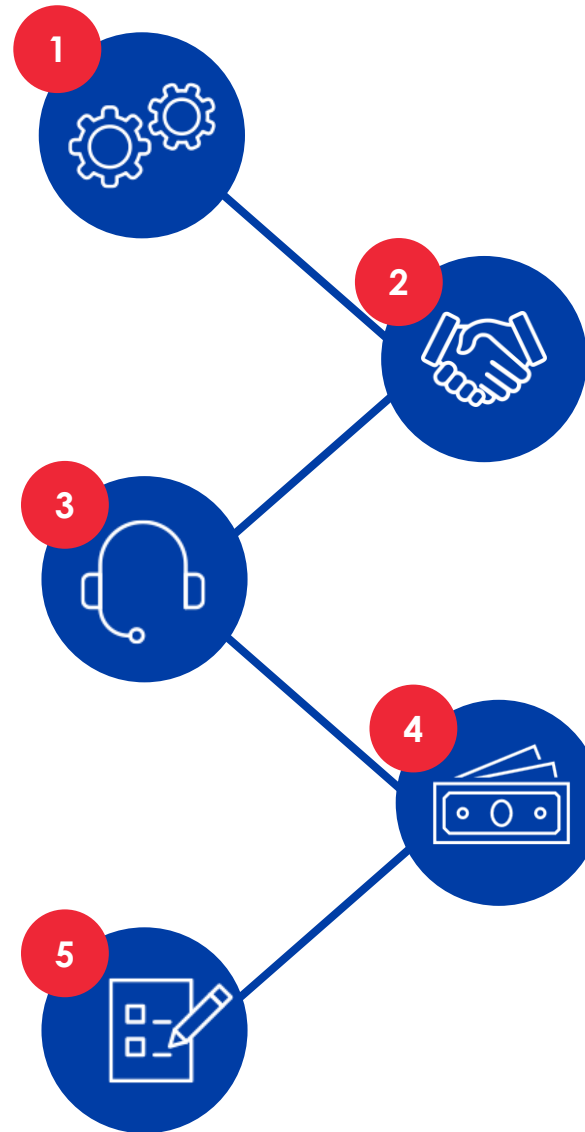
We designed a product that easily aligned with the loan product that the partner is distributing digitally

Onboarding

Customers are automatically sent an SMS with a link to product T&Cs and FAQs and receive a call from our contact centre

Claims

Claim documents are shared via WhatsApp which get automatically uploaded into the Turaco system. Payouts are disbursed via the partners payment platform and their system clears the loan balance (in full or partially depending on the type of claim)



KYC & Policy Admin Integration

Everytime a loan is disbursed by the partner, the customer's KYC details are automatically shared with Turaco's system & an insurance policy is created

Premium Collection

The premium is automatically added to the loan fees and remitted monthly to Turaco



Overall Impact

46% Conversion Rate
average within B2B2C partnerships

>500,000 Lives Covered

>46% Female Policyholders

\$767,174 Claims Paid cumulatively

<3 Day Average TAT

Future plans on tech

Thank you!

