

Reinventing Insurance with Trial based Solutions

### State of the Consumer 2024



**Digital-First Mindset** 

**Value Consciousness** 

**Brand Exploration** 

**Health and Wellness** 

Sustainability

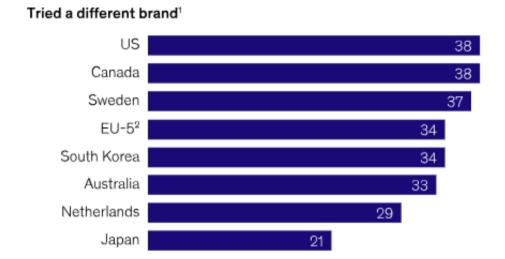
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**Omni Channel Shopping** 

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**Brand Loyalty Changes** 

Consumer loyalty changes in advanced economies, past 3 months, % of respondents





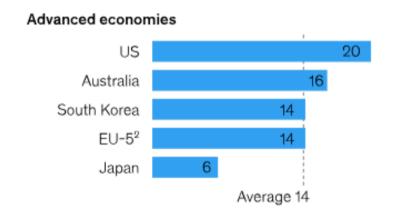


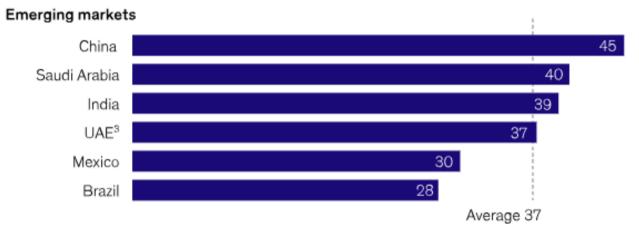


Simple but exciting

Consumers using social media to purchase online, past 3 months,<sup>1</sup> % of respondents

**Online Purchases** 





Source: McKinsey and other Survey Reports

## Where is Insurance Industry



**Limited Risk Awareness** 

**Low Desirability** 

**Information Gaps** 

**Missing Evaluation** 

**Purchase &** Cost

**Post Purchase** 

**Current Models** 

**High Severity - Low Frequency** 

Low Severity - Low Frequency

Policies are often bought with limited risk awareness, leading to poor alignment with actual needs

Insurance is often considered as complicated and difficult to understand which adds to information asymmetry creating further gaps

Missing Evaluation Funnel - Customer has no means to experience the features of the products unlike other products

Due to limited awareness and coverage gaps, products are typically perceived as Expensive and unrelatable. Cheaper options often lack relatability

Inexperienced customer struggles to utilize the product which results in negative experience for the few that actually utilize the Product

**Current Challanges** 

Infrastructure Creation

**Resource Allocation** 

Survey Response of more than 2,500 People & Businesses

Why should I buy, it doesn't pay!

Its complicated & boring

How do I know !? ? ? ? ? ?











Purchase & Forget! Pays only for worst which is also not guranteed

80% of MSMEs are uninsured despite facing significant risks

> 31% of consumers believe that insurers prioritize their needs

# Women Business Owners/Working Mother



Long-Term Financial Goals



High Childcare Costs



**Business Growth Challanges** 



Maintaining Good Health



Juggling Responsibilities



Business Risks and Competition



Digital Literacy



## **Home Owners**









Property Maintenance Home Security

Financial Strain

Lack of Experience



Natural Disaster Risk



## **Small Business Owner**



Unstable Cash Flow



Scaling Difficulties



Talent Acquisition



Legal and Regulatory Challenges



Volatile Market



Evolving Business Threats

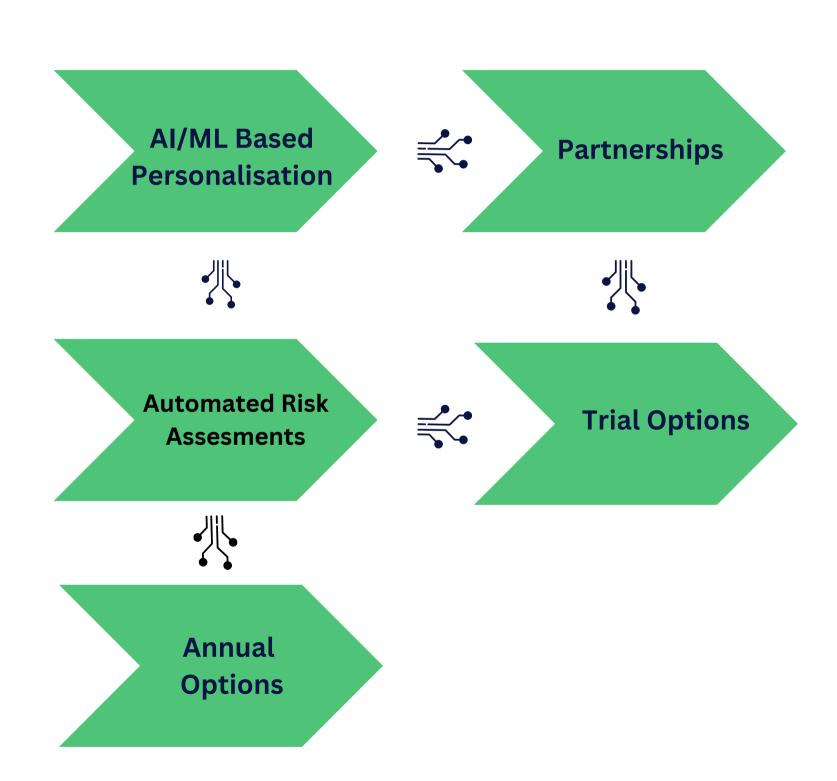




## Redefining Insurance Experience

A Plug & Play platform that allowes insurers and Distributors to offer trial based Insurance Products, enabling Customers to try before committing to an Annual Purchase

We make insurance products **tangible**, **relatable**, **and desirable**—fixing coverage gaps along the way





# **Approach**

Innovate Product Models Empower Insurance
Agents with special
focus on Women
Insurance Agents

## **Small Business Owner & Women Business Owners**



#### **Automated/Al driven Risk Assesments**

Easy-to-use risk assessments to raise awareness and generate leads for distributors.

#### **Business Health Check-Ups**

Personalized assessments to identify potential business vulnerabilities.

#### **Mentorship and Networking**

Community-driven peer support and access to experienced mentors.

#### **Deals on Digitization**

Ecosystem offers like digitization tools for managing employees, taxes, etc.

#### **Business & Risk Literacy Programs**

Educational content designed specifically for entrepreneurs & Homeprenaurs

#### **Business Continuity Playbooks**

Customizable strategies to ensure long-term business sustainability.

#### **Custom Women Insurance**

Loss of Business due to hospitalizations
Child Management support

#### **Personalised Insurance**

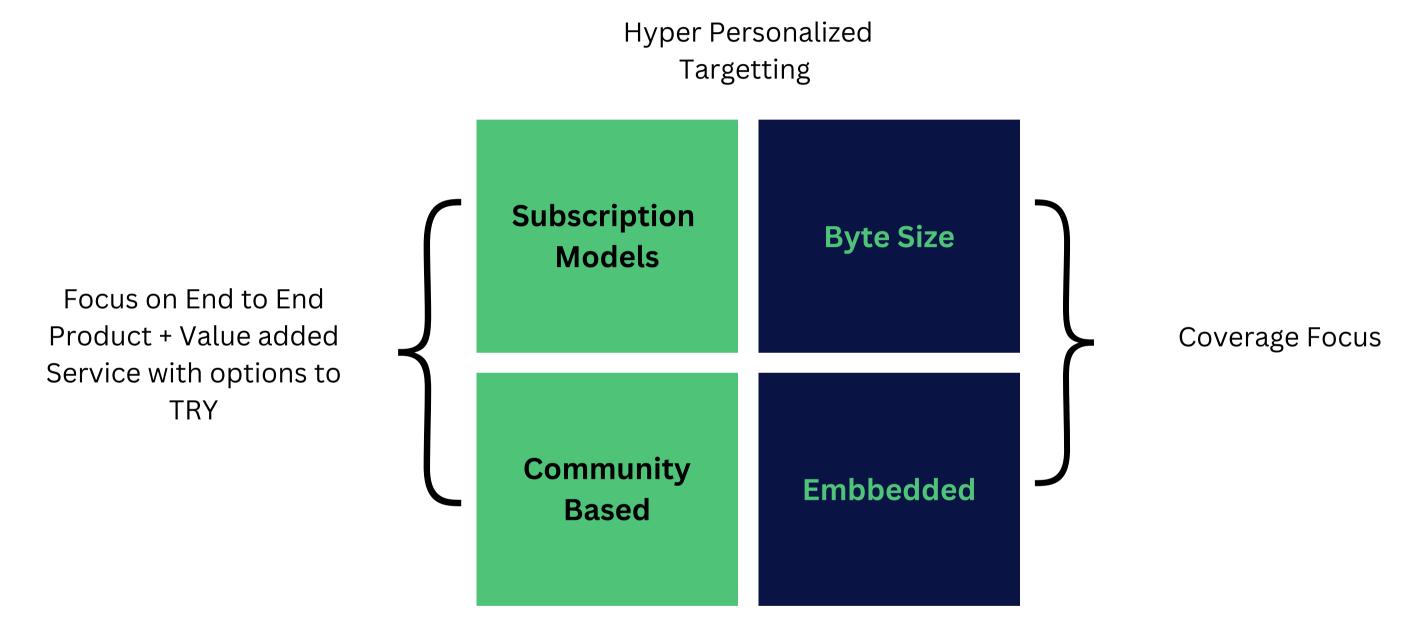
Al-driven, personalized insurance solutions tailored to individual needs and budgets.



**Paid Trial** 

**Annual Purchase** 

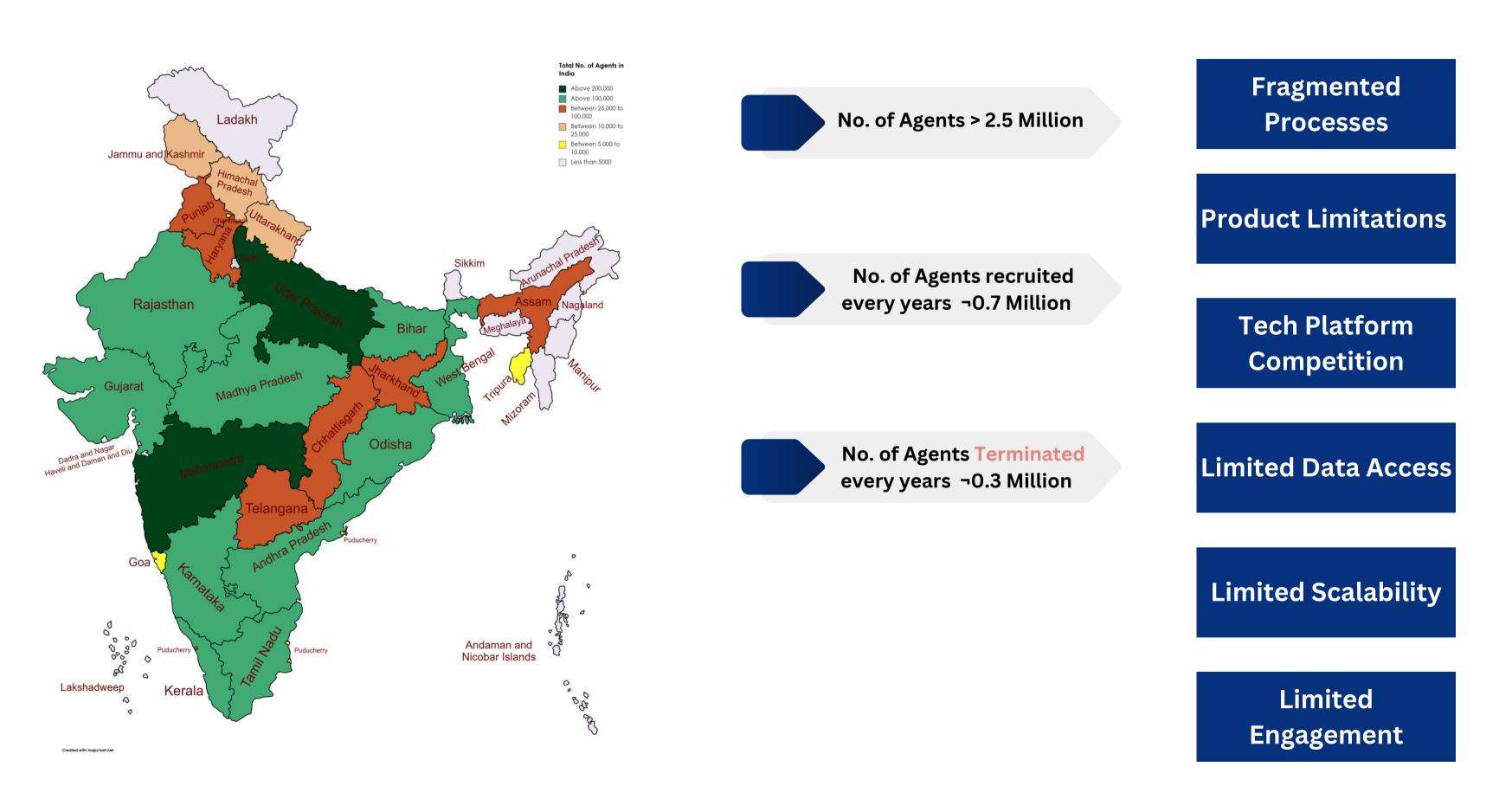
## **Structures**



Personal Connect Driven

# Financial inclusion and Empowerment for Agents





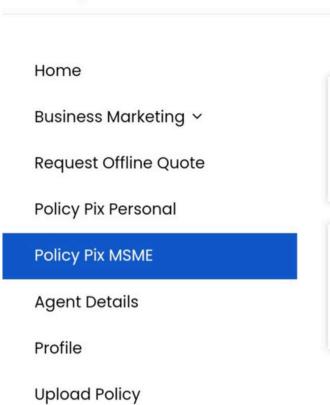


+ Upgrade

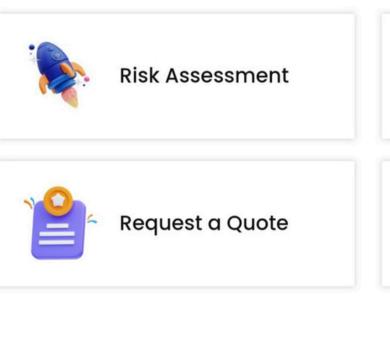


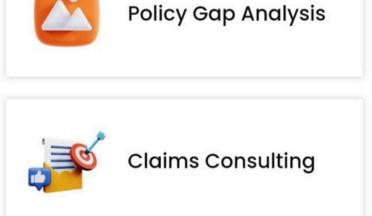
#### SaaS platform specificially made for Insurance Agents & POS

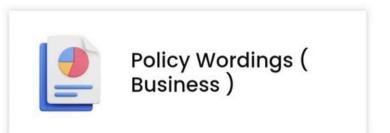
- More than 500
   Insurance Agents
   on Portal
- Reduced lead closure time by 75%
- Generated 5X leads from the Marketing Support
- 70% of agents entered new business segment with in 3 months



Agen T:X









## **Expected Impact - Insurers and Partners**



**Product Development** 

Underwriting

Business

**Partners** 

Reduced Product
Development cost by
50% to 60%

**Underwriting Preview** 

Increased Penetrations & Revenue

**Higher Reach** 

Reduced Over Heads: Ex-Provider APIs, Tie ups, legalities etc.

**Lower Anti-Selection** 

Incentives on Trial AND annual Policies

**Higher Revenue** 

**Faster Go to Market** 

**Lower Claims Cost** 

Reduced lead closure time by 50% through Trial engagement

# PR®TECTOR iQ Join the Re-evolution!

**Partner** 

Invest

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