



# reinventing insurance at scale



# Three Conferences, One Mission: Empower the European Digital Ecosystem



**Connecting Israel's Startups  
with Large Corporates  
and Investors**

13-14 March 2018  
Haoman 17, Tel Aviv

**Mission**

**To promote Israel - European  
relationships and enable funding**



**Connecting European  
Champions  
and Challengers**

6-7 June 2018  
Tempodrom, Berlin

**Mission**

**To bring together future-shaping  
executives and investors active  
across segments driven  
by digital revolution**



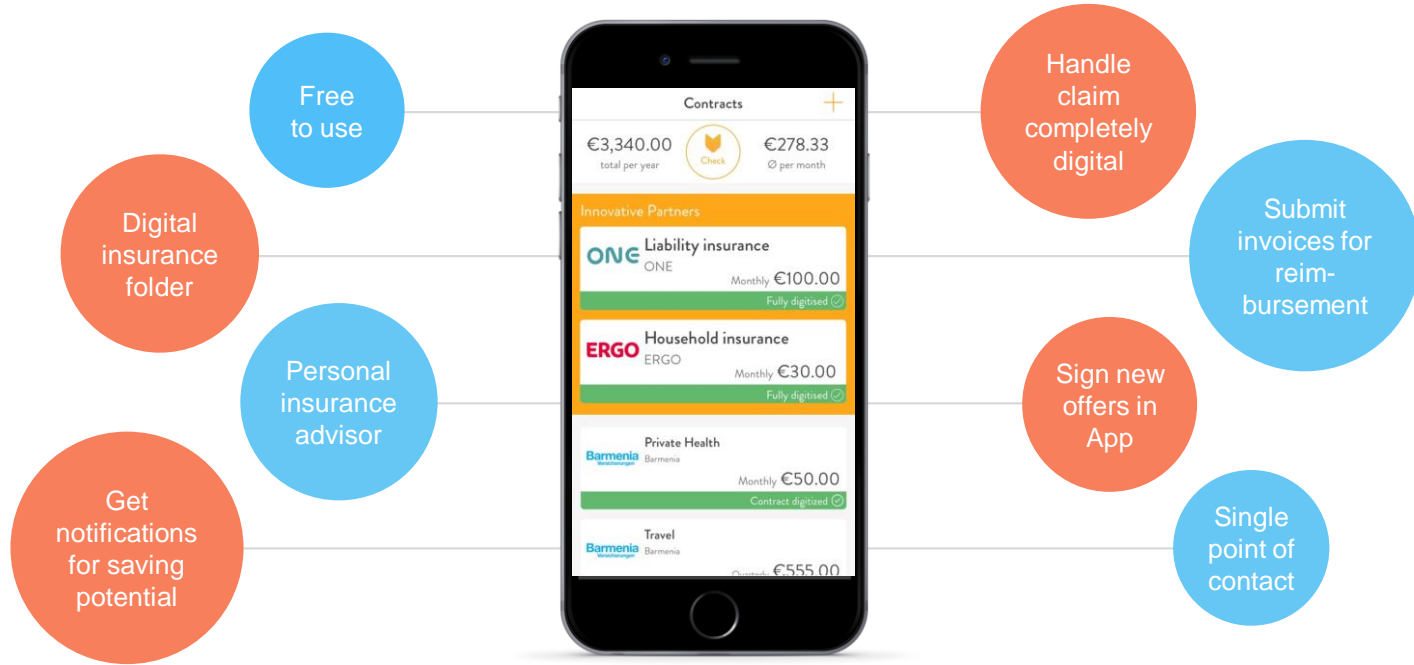
**Connecting  
Capital with  
Entrepreneurs**

30-31 October 2018  
Old Billingsgate, London

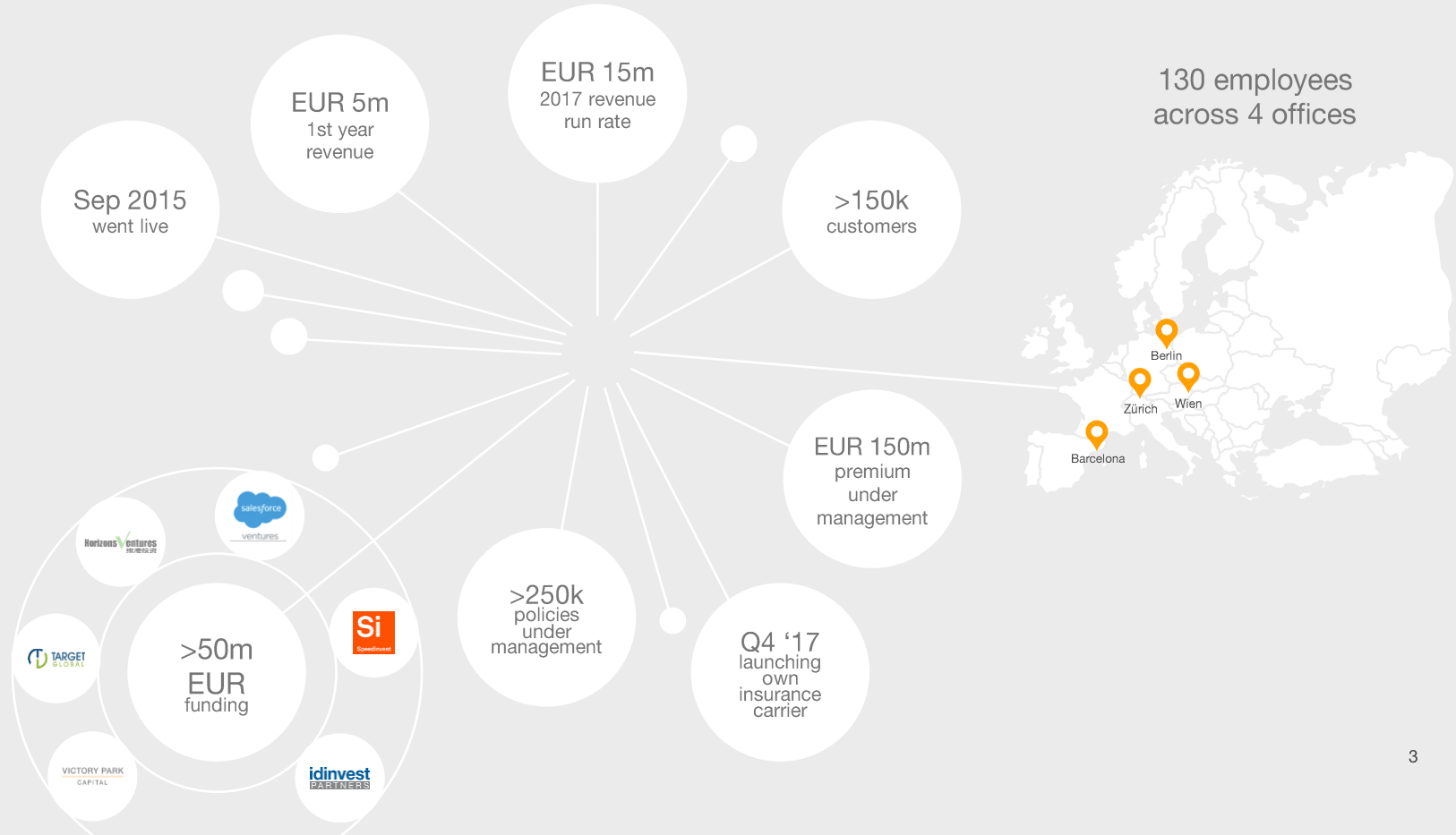
**Mission**

**To provide a physical marketplace  
that facilitates funding of  
digital European companies  
at all stages**

# Single point of contact for everything insurance related



# Largest insurtech in Europe

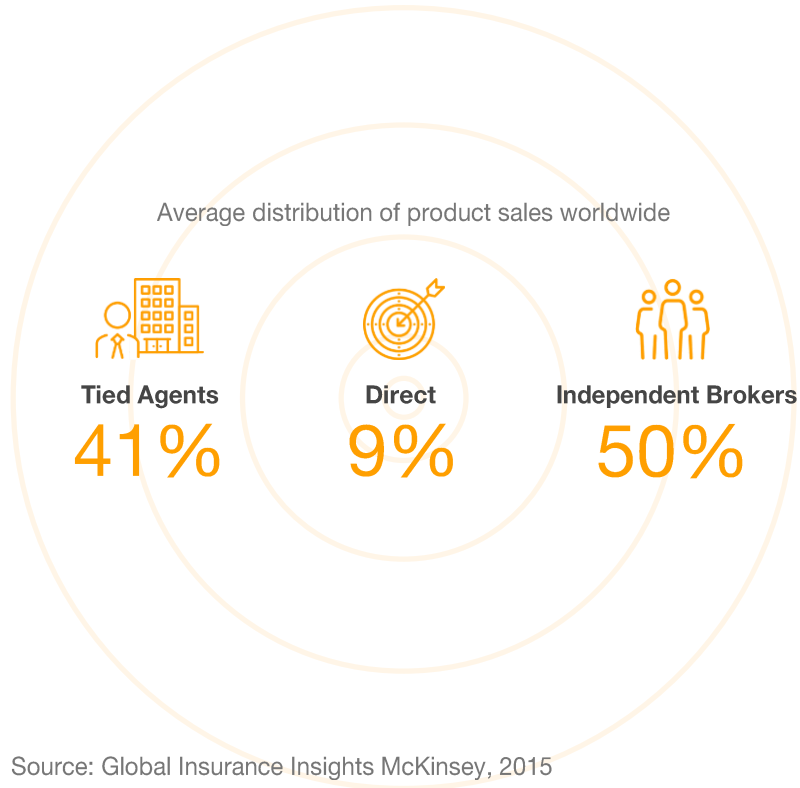


# reinventing distribution with wefox



# Leveraging independent brokers

Largest sales channel has barely seen any innovation



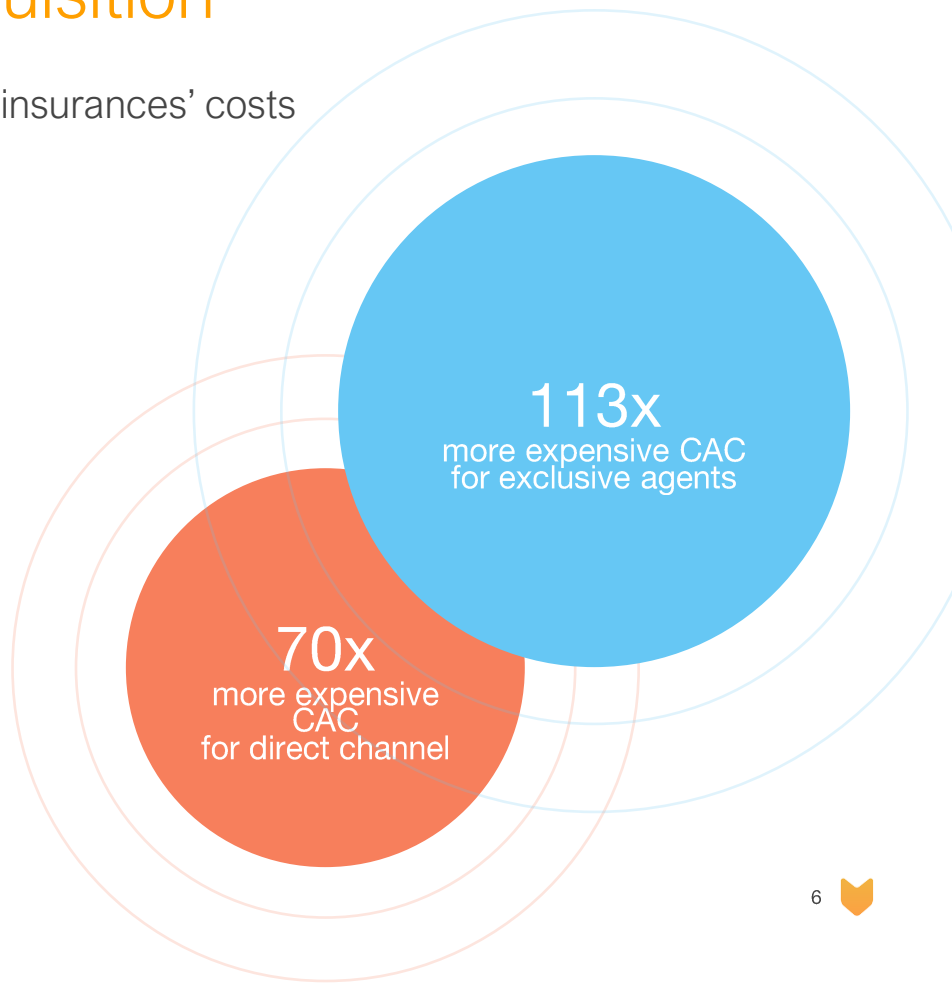
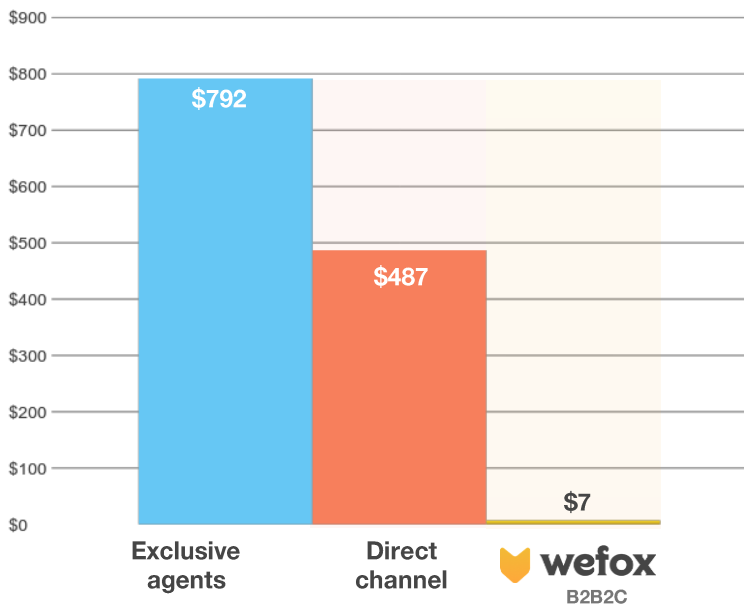
Source: Global Insurance Insights McKinsey, 2015



# Highly efficient customer acquisition

wefox acquires customers at a fraction of traditional insurances' costs

**Average acquisition cost per policy**



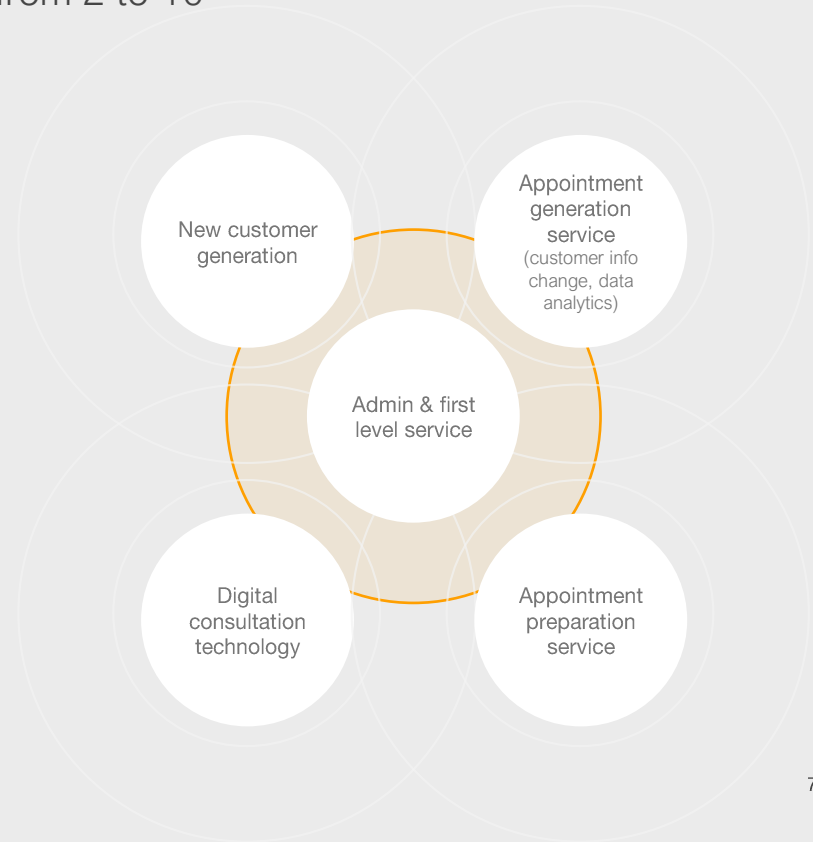
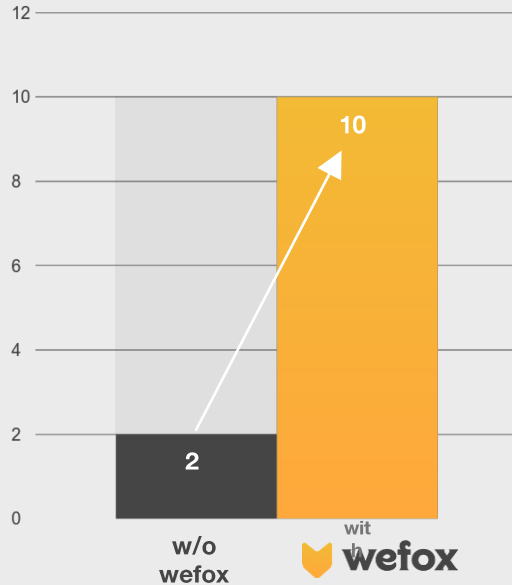
Source: Direct insurers paying less to attract customers, Chicago Tribune, 2015



# Leveraging independent brokers

Increasing amount of customer interactions per day from 2 to 10

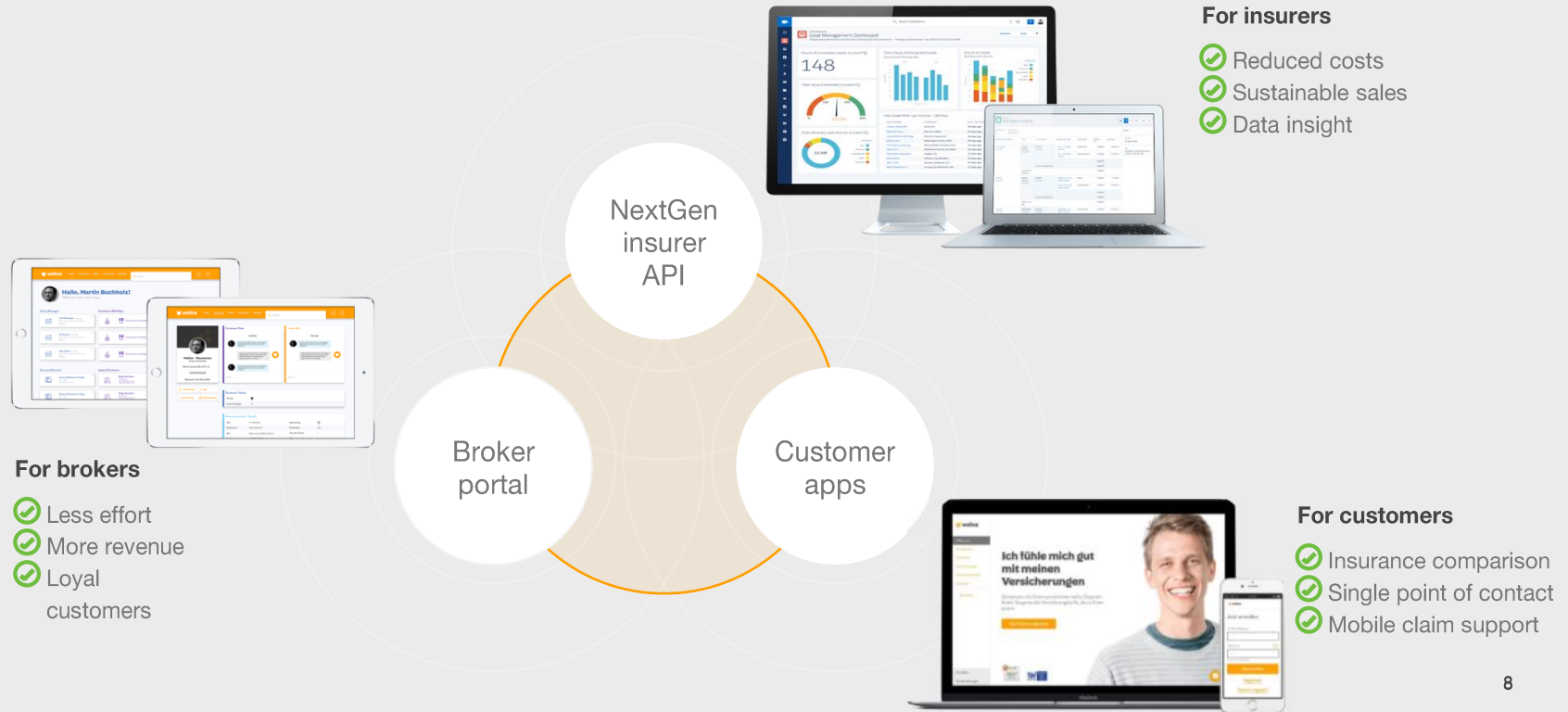
Customer interactions per day





# The wefox platform

The next innovation with impact in insurance after price comparison





# wefox & ONE in a symbiotic relationship

wefox supports ONE, ONE supports wefox



# reinventing insurance at scale



# EUROPE'S LEADING INTERNET CORPORATE FINANCE BOUTIQUE

## Unique Industry Know-How

- ✓ Focus on Leading European Internet companies
  - Covering over 400 companies across 25 online verticals, a broad range of over 500 investors as well as 100+ online-focused corporates
- ✓ Deep understanding of industry dynamics
- ✓ Ability to add value beyond banking advice
  - Facilitates overall process and minimizes management distraction

## Unmatched Network and Relationships

- ✓ NOAH Advisors is globally well connected and has direct access to virtually all key players in the industry
  - Knowledge of and strong relationships with potential buyers' key decision makers
  - Proactively finds and unlocks attractive investment opportunities for leading investors
- ✓ Annual NOAH Conference in its 8th year

## Strong Investment Banking Competence

- ✓ Over 40 years of combined relevant M&A experience
  - Routine execution of M&A and financing transactions with sizes of several billion euros
- ✓ 30 successfully completed NOAH Advisors transactions underline successful transfer of M&A competencies to the Internet sector

## Full Commitment - We Are Entrepreneurs!

- ✓ Entrepreneurial mind-set, focused on growing the business and establishing a reputation for excellence
- ✓ Ability to deliver top results in short time frames
- ✓ Highly success-based compensation structures align interests of clients and NOAH Advisors, and demonstrate conviction to deliver top results
- ✓ Creative deal solutions

## The NOAH Advisors Core Banking Team



**Marco Rodzynek**  
Managing Director & Founder

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**Justus Lumpe**  
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**Jan Brandes**  
Managing Director

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**Nikhil Parmar**  
Director

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## Selected Completed NOAH Transactions

August 2017  
Acquisition of a Majority Stake in  
**Luminati**  
by  
**EMK Capital**  
Enterprise Management Knowledge  
at a valuation of \$200m

Financial Advisor to EMK Capital

December 2016  
Investment in  
**FLIXBUS**  
by  
**SILVERLAKE**

Financial Advisor to Silver Lake

October 2016  
Investment in  
**KäuferPortal**  
by  
**ProSiebenSat.1 Media SE** and **GENERAL ATLANTIC**  
84% Ownership

Exclusive Financial Advisor to KäuferPortal and its Shareholders

September 2016  
Acquisition of a Majority Stake in  
**PARSHIP ELITE Group**  
by  
**ProSiebenSat.1 Media SE**  
from  
**OAKLEY CAPITAL**  
at a valuation of €300m

Financial Advisor to Oakley Capital

December 2014  
Sale of 100% of  
**fotolia**  
for \$800m to  
**Adobe**

Exclusive Financial Advisor to Fotolia and the Selling Shareholders

October 2014  
Sale of 100% of  
**trovit**  
for €80m to  
**NEXT Co., Ltd.**

Exclusive Financial Advisor to Trovit and its Shareholders

September 2014  
Sale of controlling stake in  
**facile.it**  
to  
**OAKLEY CAPITAL**

Exclusive Financial Advisor to Facile.it and its Shareholders

May 2014  
**bezeq wallao**  
www.wallao.co.il  
sold 100% of  
**yad2.co.il**  
for \$228m to a joint venture between  
**axel springer** and **GENERAL ATLANTIC**

Exclusive Financial Advisor to Yad2 and its Shareholders