

# Insurance on tap

GET A QUOTE

Presented by  
Janthana Kaenprakhamroy

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



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

9-10 April 2019  
Hangar 11, Tel Aviv

**Mission**

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



**Connecting European  
Champions  
and Challengers**

13-14 June 2019  
STATION Berlin

**Mission**

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



**Connecting  
Capital with  
Entrepreneurs**

30-31 October 2019  
Old Billingsgate, London

**Mission**

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

Project  
manager  
£500 per day

IT Developer  
£350 per day

Designer  
£30 per hr

Marketing  
consultant  
£400 per day

Compliance  
consultant  
£650 per day

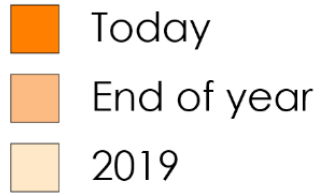
Content writer  
£50 per post

Public relations  
consultant  
£450 per day

Work patterns have changed - insurance hasn't



# GO TO MARKET PLAN



➤ 25.5m Freelancers  
➤ £8bn premium

➤ 4.5m in UK

**Global market of £400tn premium by 2025**

**Corporate insurers**

**Freelancer networks**



**Tech integration  
with marketplaces  
White-labelling**

**Intermediary  
Affinity partners  
Marketplaces**

**Automated underwriting  
Data gathering  
Risk analysis**

**Example:**  
A corporate partner  
recognises opportunity to  
create new relationships  
with emerging workforce

**Example:**  
Bob is a consultant  
working 3 months per  
year, needing insurance  
only for that time.

**Corporate insurers**

**Freelancer networks**

**Target**



**Target**

**Year 1 - 1 deal  
Year 2 - 5 deals  
Year 3 - 10-20 deals**

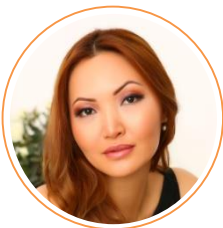
**Year 1 - £150k revenue  
Year 2 - £1.5m revenue  
Year 3 - £5m revenue**

**Year 1 - 3 platforms signed up  
Year 2 - 20 platforms  
Year 3 - 100 active platforms**

**Year 1 - 150 policies/£50k  
Year 2 - 4k policies/£1.4m  
Year 3 - 20k policies/£7m**



# MANAGEMENT TEAM



**Janthana Kaenprakhamroy**

***CEO***

Former investment banker with a passion for creating and growing companies

Executive



**Sam Hopkins**

***CTO***

Software developer/architect with expertise in building systems and teams

Non-exec



**Michael Ricks**

***Advisor***

Insurance heavyweight and non-exec specialist delivering hyper-growth



**Stephen Page**

***Board member***

Award-winning angel syndicate leader and successful entrepreneur



**Martin Giese**

***Advisor***

Over 17 years of leadership in telecommunication, scaling and running large teams



**Flavia Richardson**

***Board member***

Extensively networked VC portfolio manager

... plus 14 highly qualified team members

## Investors



## Insurers



## Partners





# ACHIEVEMENTS

Reached top 5 Insurtech at the **European Fintech Awards** and **FFiT** Insurtech 2018

Several award nominations e.g. **SME Business Leaders of the Year 2018** by The Telegraph Trade Awards and **Insurance Provider of the Year 2018** by British Small Business Awards

Coverholder of **Lloyd's**

Listed by **Forbes** as number 6 of the top 100 women founders to watch



## USE OF FUNDS

**30%** Operations

**25%** Marketing

**40%** Technology

**5%** European Launch

## ASK



Raising **£2m** to **£5m**



Janthana  
Kaenprakhamroy

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# 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
- ✓ 25+ 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



**Jan Brandes**  
Managing Director



**Nikhil Parmar**  
Director



**Olek Skwarczek**  
Analyst



**Lukas Schlund**  
Analyst

## Selected Completed NOAH Transactions

September 2018

Sale of 100% in



for €135m to



Financial Advisor to 10bis and its shareholders

July 2018

Sale of 100% in



to



Exclusive Financial Advisor to PromoFarma and its shareholders

August 2017

Acquisition of a Majority Stake in



by



at a valuation of \$200m

Financial Advisor to EMK Capital

December 2016

Investment in



by



Financial Advisor to Silver Lake

October 2016

Investment in



by



84% Ownership

Exclusive Financial Advisor to KäuferPortal and its Shareholders

December 2014

Sale of 100% of



for \$800m to



Exclusive Financial Advisor to Fotolia and the Selling Shareholders

October 2014

Sale of 100% of



for €80m to



Exclusive Financial Advisor to Trovit and its Shareholders

May 2014



sold 100% of



for \$228m to a joint venture between



Exclusive Financial Advisor to Yad2 and its Shareholders