ADIEU, FEAR.
HELLO, LIFE.

GETSAFE

OUR MISSION

WE BUILD THE RADICALLY BEST INSURANCE

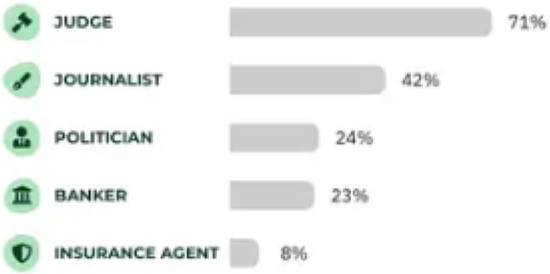
FOR DIGITAL-NATIVE INSURANCE BUYERS,

THEN GROW WITH THEM

TO BECOME THE “ALLIANZ” OF 2040.

INSURANCE IS A DEEPLY UNLOVED INDUSTRY

REPUTATION OF INDIVIDUAL PROFESSIONS IN GERMANY
2020



Sources: Forsa Institute, Google.

STILL, ON FEW OTHER SERVICES, PEOPLE SPEND SO MUCH MONEY

MONTHLY SPENDING PER CAPITA ACROSS SELECTED SECTORS
EU, EUR per Adult

Sources: Eurostat, Euromonitor

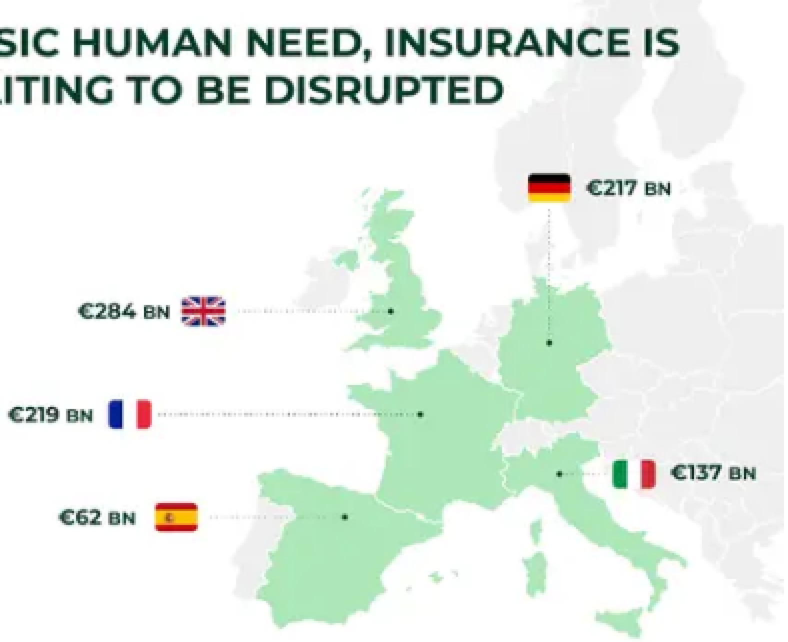
BEING CLOSE TO A BASIC HUMAN NEED, INSURANCE IS A HUGE INDUSTRY WAITING TO BE DISRUPTED

€1.2 T

Total annual gross written premium in Europe

~8%

Insurance industry's contribution to EU GDP



Data as of 2020. Sources: Business Monitor International.

HOWEVER, THE “TECH MONOPOLY OF INSURANCE” HAS NOT HAPPENED, EVEN THOUGH THE FRAMEWORK IS HERE

LARGEST INSURERS IN DOMESTIC MARKET

(% indicates market share)

REGULATORY FRAMEWORK

Sources: Eurostat, Insurance Europe, Mapfre Foundation.

INSURERS, FOUNDED IN THE 19TH CENTURY, ARE CAUGHT IN THEIR PAST WHEN THE WORLD WAS VERY DIFFERENT

STRUCTURAL DECLINE

- ✗ **Cost-cutting** dominates
- ✗ Forward-looking **innovation** and **reinvention** close to **impossible** due to ...
- ✗ **Outdated,** but influential distribution **channels** (brokers / tied agents)
- ✗ **Legacy IT systems**, patched over decades
- ✗ Management & culture trained to **preserve**, **stabilise**, **not for innovation**

Est. 1816

Est. 1890

Est. 1831

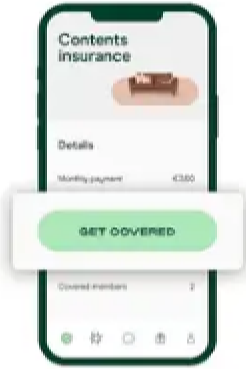
Est. 1696

Source: Trustpilot (12 Feb 2021)

DRIVEN BY CONSUMER DEMAND, THE INSURANCE LAND-SCAPE IS CHANGING AFTER DECADES OF STAGNATION

INCUMBENTS	INCUMBENTS GROWN NEO INSURERS	NEO INSURERS	PRODUCT EXPERTS	NEO BROKERS
AVIVA, Allianz, AXA, Generali	Allianz Direct, FRI:DAY, Adam Riese	Lemonade, GETSAFE, Hedvig	luko, prima, BOUGHT BY MANY	wefox, CLARK
Competing for clients on traditional distribution channels, and investing significantly in digital customer experience	Incumbent insurance companies establish greenfield purely digital insurers and integrate them into their offering	Tech-led players owning the full value chain and growing with customers across multiple product lines, differentiating through overall experience	Focussing on one distinct insurance product and event, leveraging local niches/economic sweet spots	Sales & distribution focussed players selling incumbent's products and managing existing insurance portfolios

WE PROVIDE A SEAMLESS CUSTOMER EXPERIENCE



BUY INSURANCE WITH A TAP

EXTEND COVERAGE IN SECONDS

HANDLE CLAIMS QUICKLY

THE #1 CONSUMER-RATED INSURANCE IN EUROPE

4.8 / 5.0

Average Rating

FINTECH GERMANY AWARD

InsurTech 2020

GERMAN DESIGN AWARD WINNER 2021

CHECK24

BEST-RATED INSURANCE

Liability, Contents, Legal

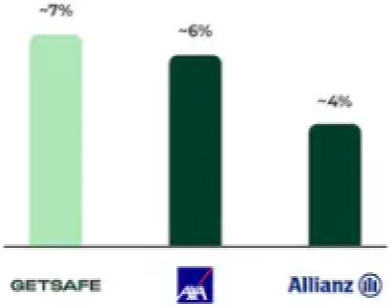
Confused.com

BEST-RATED INSURANCE

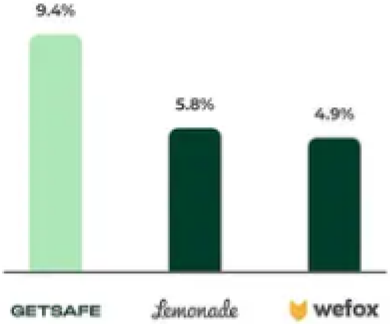
Contents

STRONG BRAND AWARENESS IN GERMANY BUILT IN JUST A FEW YEARS

MARKET SHARE AMONG FIRST-TIME INSURANCE BUYERS[1]



BRAND AWARENESS – INSURTECHS IN GERMANY[2]



1. Getsafe's share of new business in Germany with 20-35 y/o customers for typical P&C entry product (liability insurance); Sources: GDV, Statista, Bafin, Getsafe analysis. 2. Source: appinio.com survey among N=1029 participants from Germany, 25-39 y.o., per April 27 2021

CAPTURING FIRST-TIME BUYERS OPENS POTENTIAL TO GROW PREMIUM BY 20X AND KEEP IT FOR DECADES

GROW WITH CUSTOMER OVER LIFETIME AS NEED FOR INSURANCE MULTIPLIES

Country flags indicate live markets.

OUR CUSTOMERS ENGAGE WITH US ON A MONTHLY BASIS, 12x MORE THAN WITH INCUMBENTS

~33%

of customers
use our app every month

DISTRIBUTION OF IN-APP INSURANCE ACTIVITIES

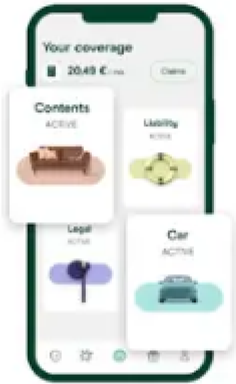
% of total in-app insurance activities, last 3 months[1]

1. February–April 2021; Germany

WE MAKE IT EASY TO ADOPT COVERAGE AS PEOPLE GO THROUGH PREDICTABLE LIFECYCLE EVENTS

EXTEND COVERAGE

BUY ADDITIONAL PRODUCTS



IMPROVING CUSTOMER EXPERIENCE AND PRODUCT RANGE DRIVE ADDITIONAL INSURANCE PURCHASES

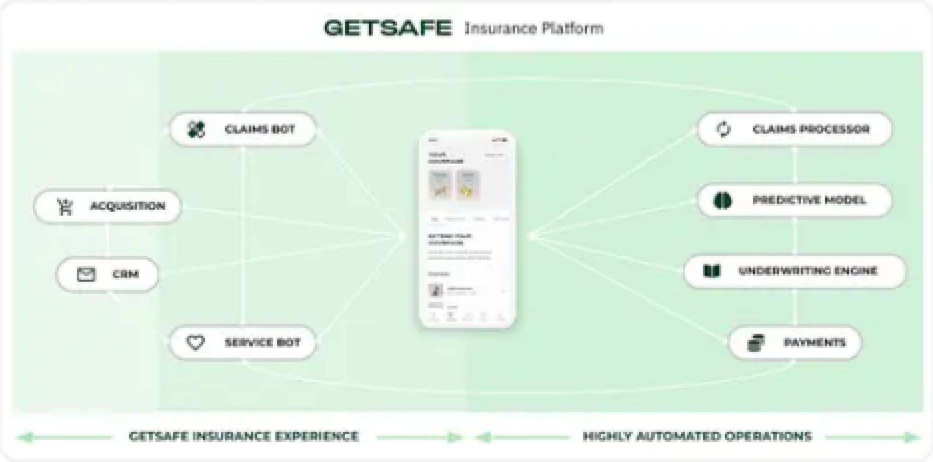
% OF CUSTOMERS CROSS-SELLING WITHIN 1 YEAR AFTER ACQUISITION[1]

1 IN 4

customers buys additional insurance products within first year

1. Germany.

OUR SECRET SAUCE: A PLATFORM BUILT FROM SCRATCH FOR FREE DATA FLOW & RAPID ITERATION CYCLES



25+

improvements shipped per day

OUR PLATFORM IS SET UP TO COLLECT DATA THAT IS OUT OF REACH FOR OTHER PLAYERS

1. Planned.

WE INTEGRATE UNIQUE DATA SOURCES TO PREDICT THE FULL OUTCOME OF DIFFERENT PRICING MODELS

INPUT DATA

Historic claims/ risk data

Near-time market data

Economic potential prediction

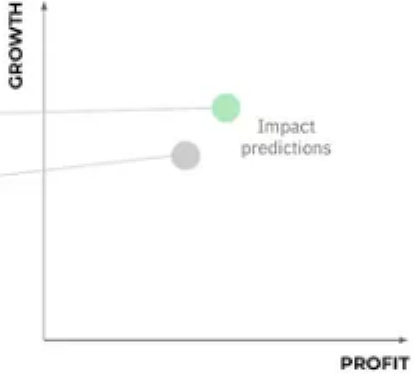
App behavioural data

MODEL(S)

Getsafe pricing models

Hyper-dimensional pricing and underwriting models with flexible target margins

OUTCOME (PREDICTIVE)



WE DEVELOP INSURANCE WITH A GLOBAL MINDSET TO REPLICATE OUR LEARNINGS AND SCALE

INSURANCE PLATFORM ALLOWS TO SCALE MARKETS AND PRODUCTS LIKE AMAZON INVENTORY