



**ilmio**broker  
assicurativo.it<sup>®</sup>

Smart insurance, **without stress**

**Broker 3.0 for PMI and Freelance**  
**revolutionizing insurance management**

**Insurtech Startup** registered at RUI (Registro Unico degli Intermediari).

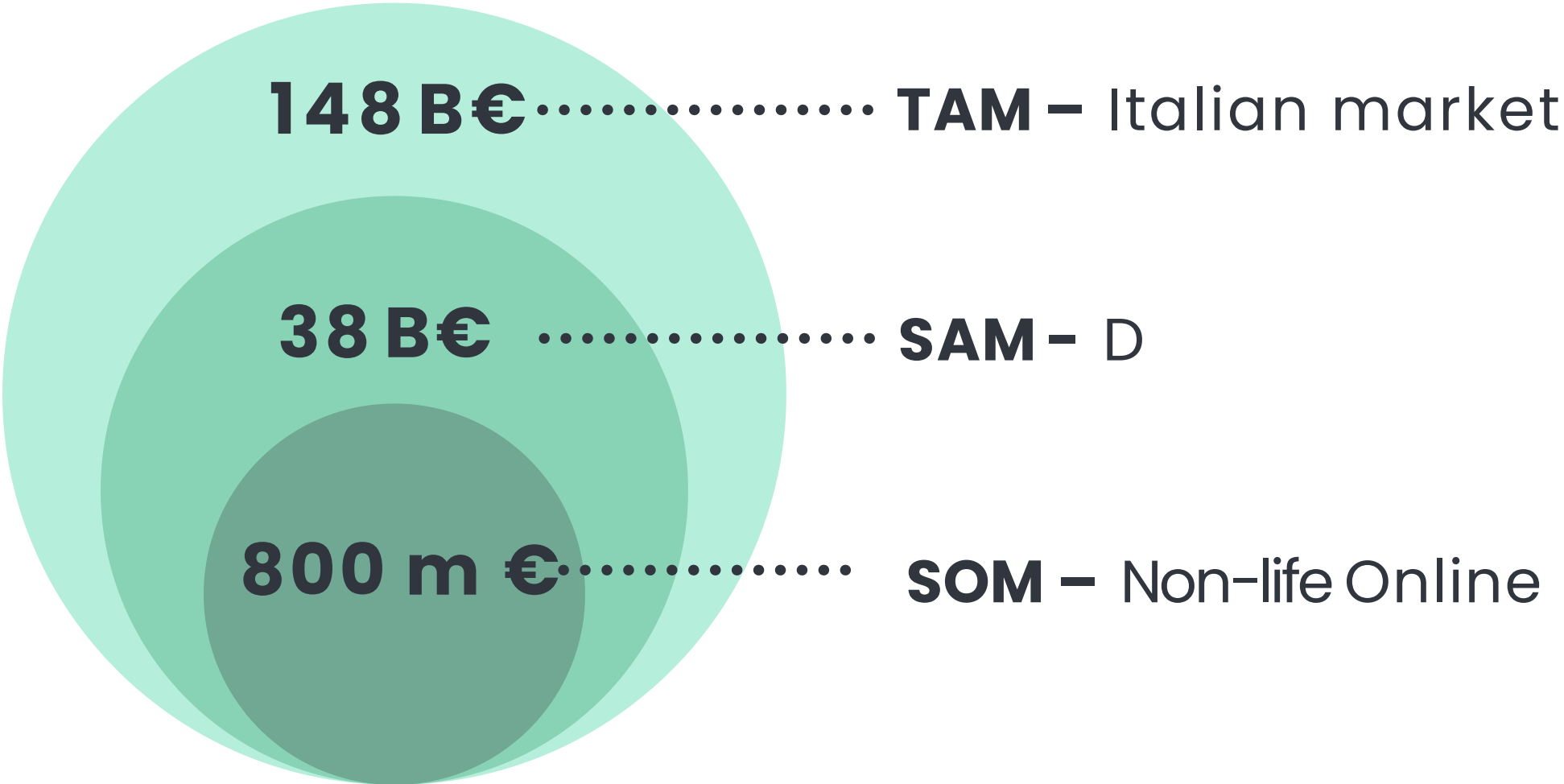
**Insurance Broker**, with **6 direct mandates** with specific Insurance Companies.

**First in Europe** to provide a service that allows you to discover your insurance needs in less than a minute.



# Huge market

A **growing market opportunity**, young and highly digitalized



**INSURTECH**  
**CAGR\* 35 %**

**CAGR: 2023-2030**

<https://www.grandviewresearch.com/industry-analysis/insurtech-market>



## Problem

Little transparency .....

The **purchasing flow** is not very transparent and it is **extremely complex**.

Poor offer of  
integrated  
insurance

.....

Traditional channels and services **do not integrate** with the new sales channels.

Inadequate  
insurance culture

.....

It doesn't allow you to **understand your personal insurance needs**.



## Solution

Marketplace which, thanks to **AI and Machine Learning**, is able to give you a specific insurance offer

Easy to use solution thanks to the **APIs**

All the features and services a **business** needs, **All in one place**



**Personalized**



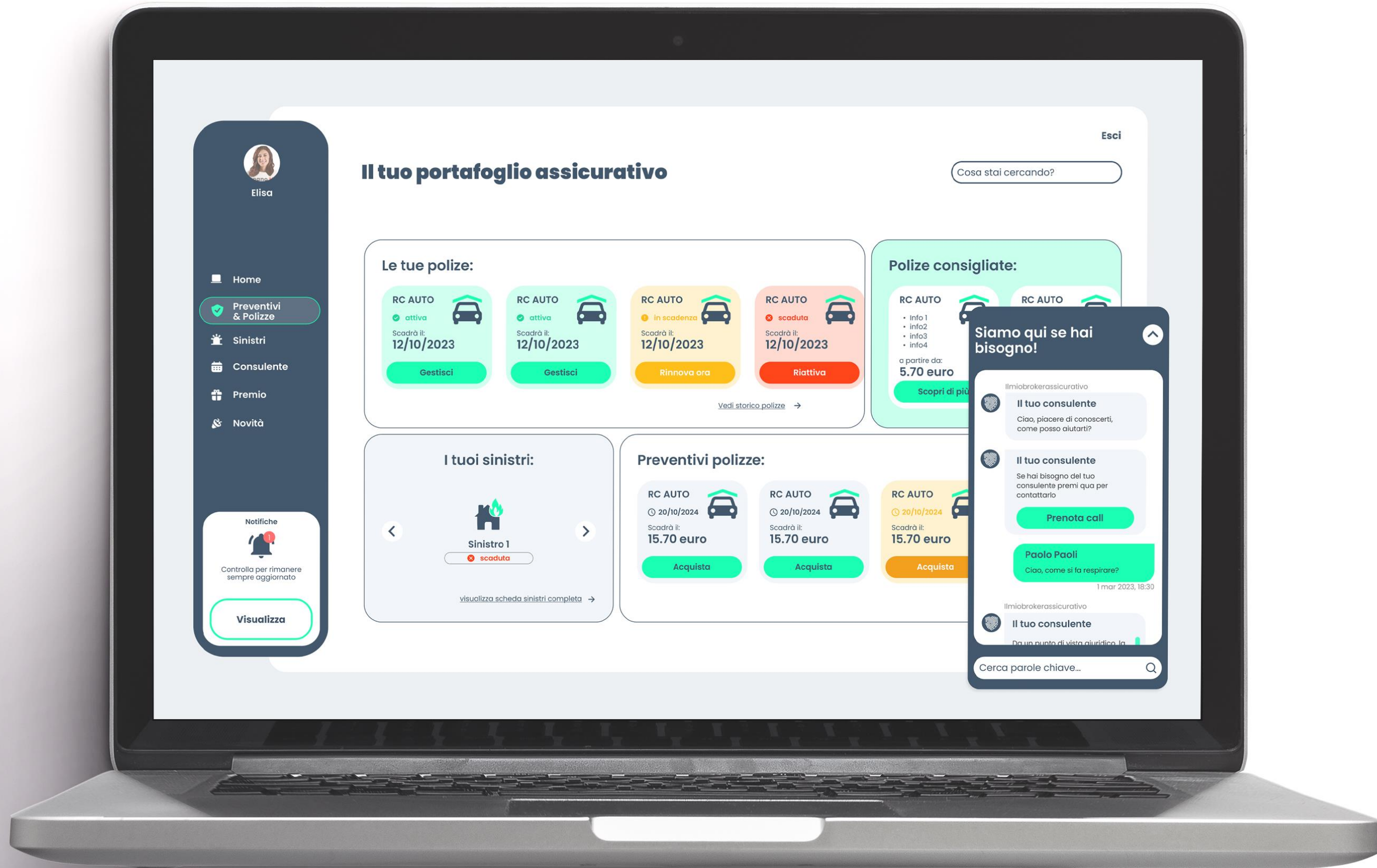
**Easy to use**



**All in one**



# Integrated multi-insurance platform



Aprile 2024  
App store | Android store





# Insurance need: AI to support decisions

Our algorithm allows **informed and customizable choices**



**SME**  
*(Micro)*



**Construction companies**  
*(and technicians)*

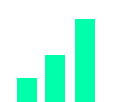


**Merchants**  
*(and Artisans)*

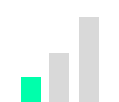
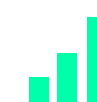
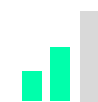


**Freelance**

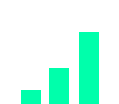
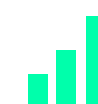
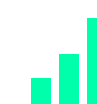
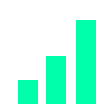
Professional liability



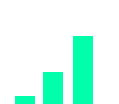
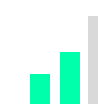
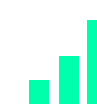
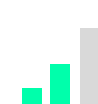
Civil liability



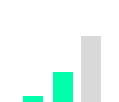
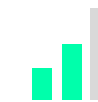
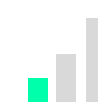
Legal protection



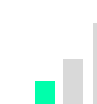
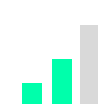
Accidents & illness



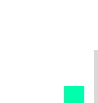
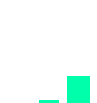
Cyber Risk



D&O



Business Interruption





# First secret ingredient

The **proprietary algorithm** allows **1 to 1** insurance customization

***Registered Algorithm***

## **AI & MACHINE LEARNING**

**Integrable technology** to **simplify** and **personalize** the insurance offer

## **DATA DRIVEN PROFILING**

**Anonymized** insurance screening to **understand real insurance needs**

## **PERSONALIZED PRODUCT**

**Personalized** insurance **coverage** and **guarantees** to meet every need



# Second secret ingredient

The **future** of insurance comparison: **personalized and instant**

## *AI Next Gen Comparator*

Reduction of **quotation times by 90%**



**Thanks to AI and proprietary technology,** we will allow the user to self-generate a quote in less than 90 seconds



# Third secret ingredient

The integration will allow the **scalability** of the technological/insurance offer



Through the API we **integrate** into the **portals of our partners**:

- **Payment Gateway**
- **Marketplace**
- **E-commerce**
- **Management platform**

**API**

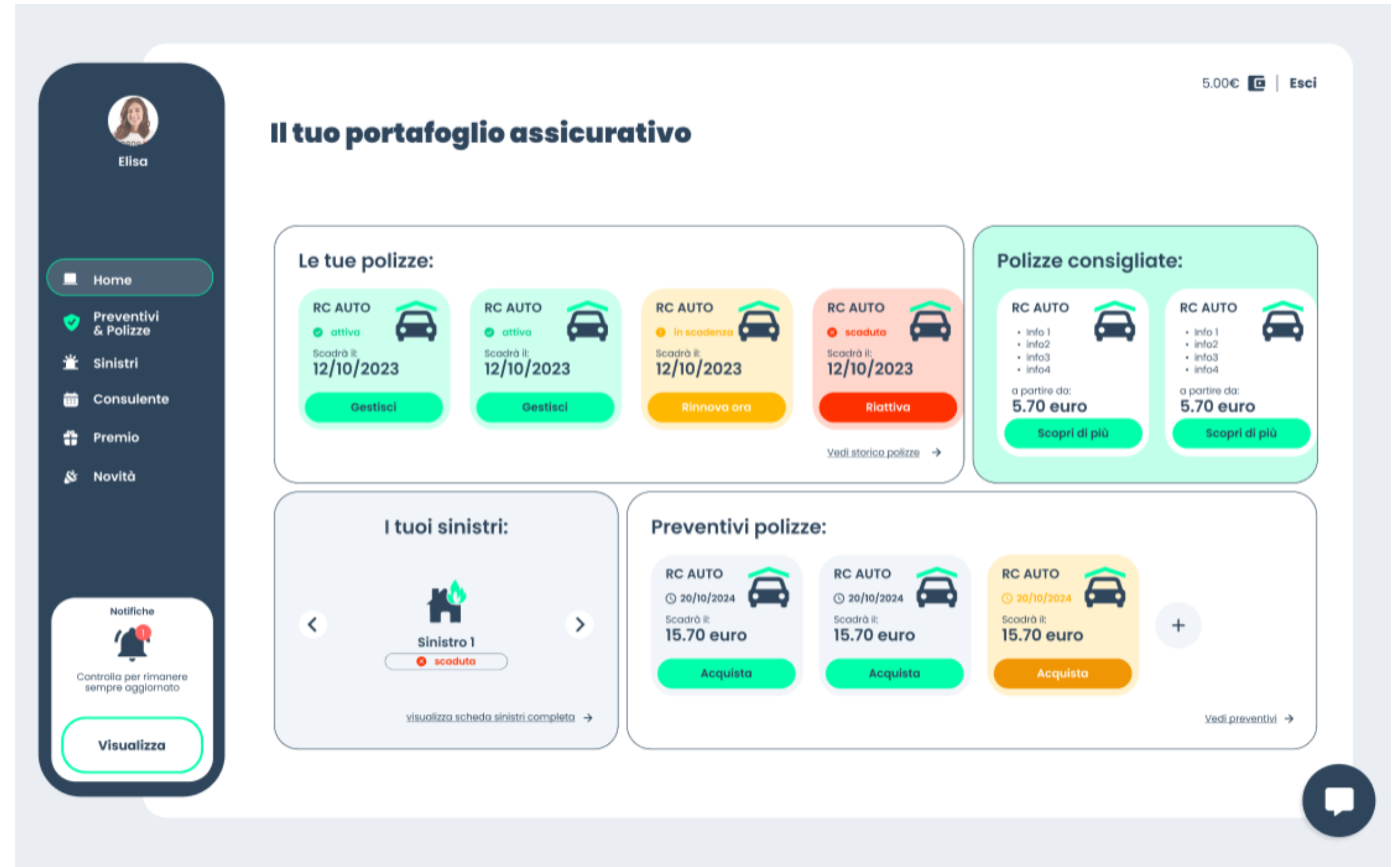
They help make our technology ductile and adaptable to the **context and sector**



# Insurance management 3.0

Your insurances without the **stress of management** including **accidents**

*(thanks to AI)*



# **Business Model**

## **B2B2B**

Revenues on every single **insurance contract sold and managed directly**  
**Thanks to the relationship with Business Community** through the «**Affinity**» model

**Commission | Fee    15% – 45%**



# «Affinity» Model – Homogeneous Communities

The perfect ally for the growth of your **Company, Start Up or Scale UP**

**1 operational Partnership**



STRUMENTI MUSICALI

**20.000** Customers

**Premi Q1: 20K €**

**10 Partnership signed, among which:**



CYBER SECURITY

**6000** SMEs



HEALTH CARE

**5000** Therapists

**+ 10 Partnership in progress, among which:**



**2000** Users



NOTARIFY  
BLOCKCHAIN NEVER LIES

**5000** Customers



**6000** Garages

# Italy, great opportunities

AI & profiling

Lemonade



ilmiobroker  
assicurativo.it

Lokky 

 mioassicuratore.it

Digital management



Traditional  
players

123seguro

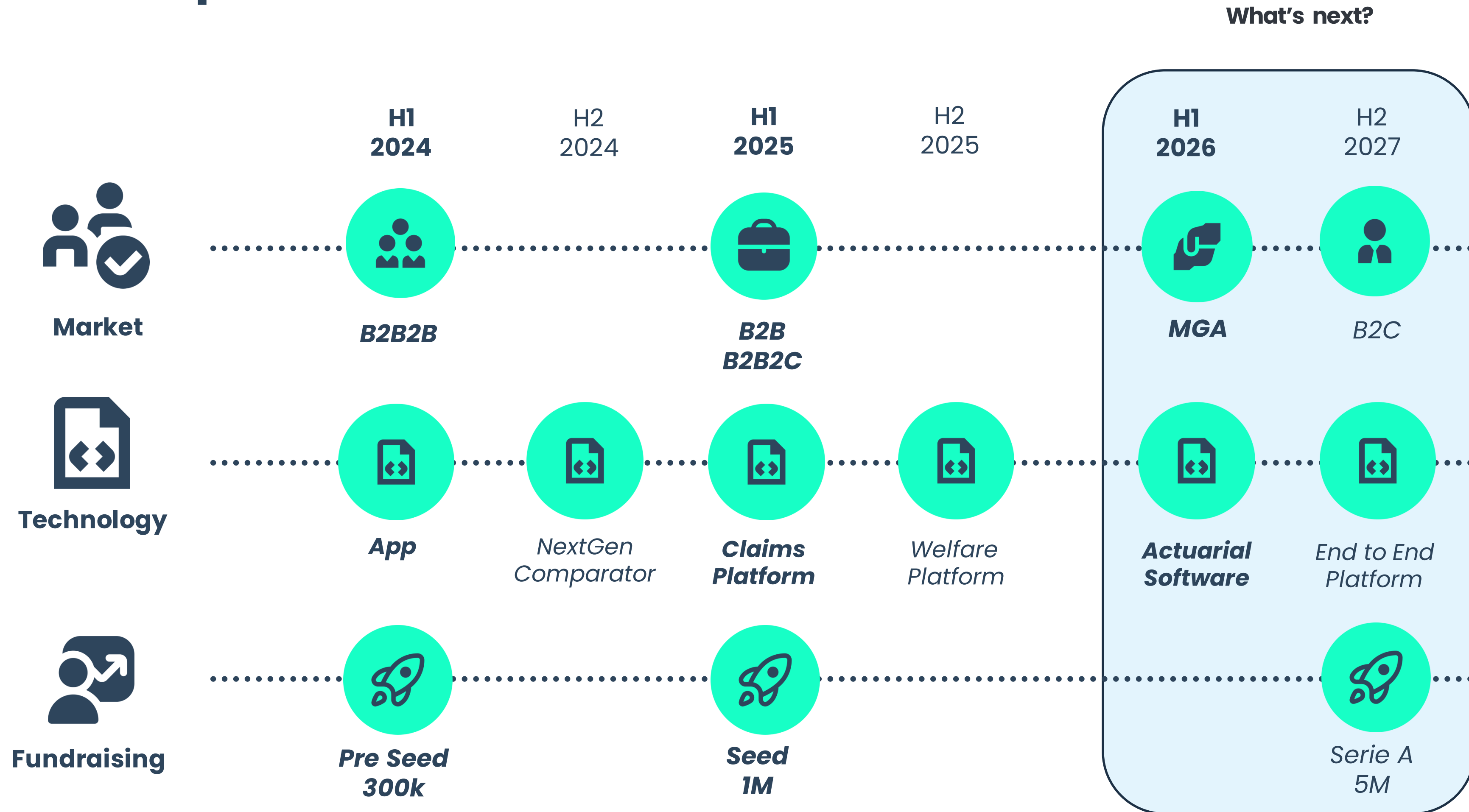


Compagnie  
Online

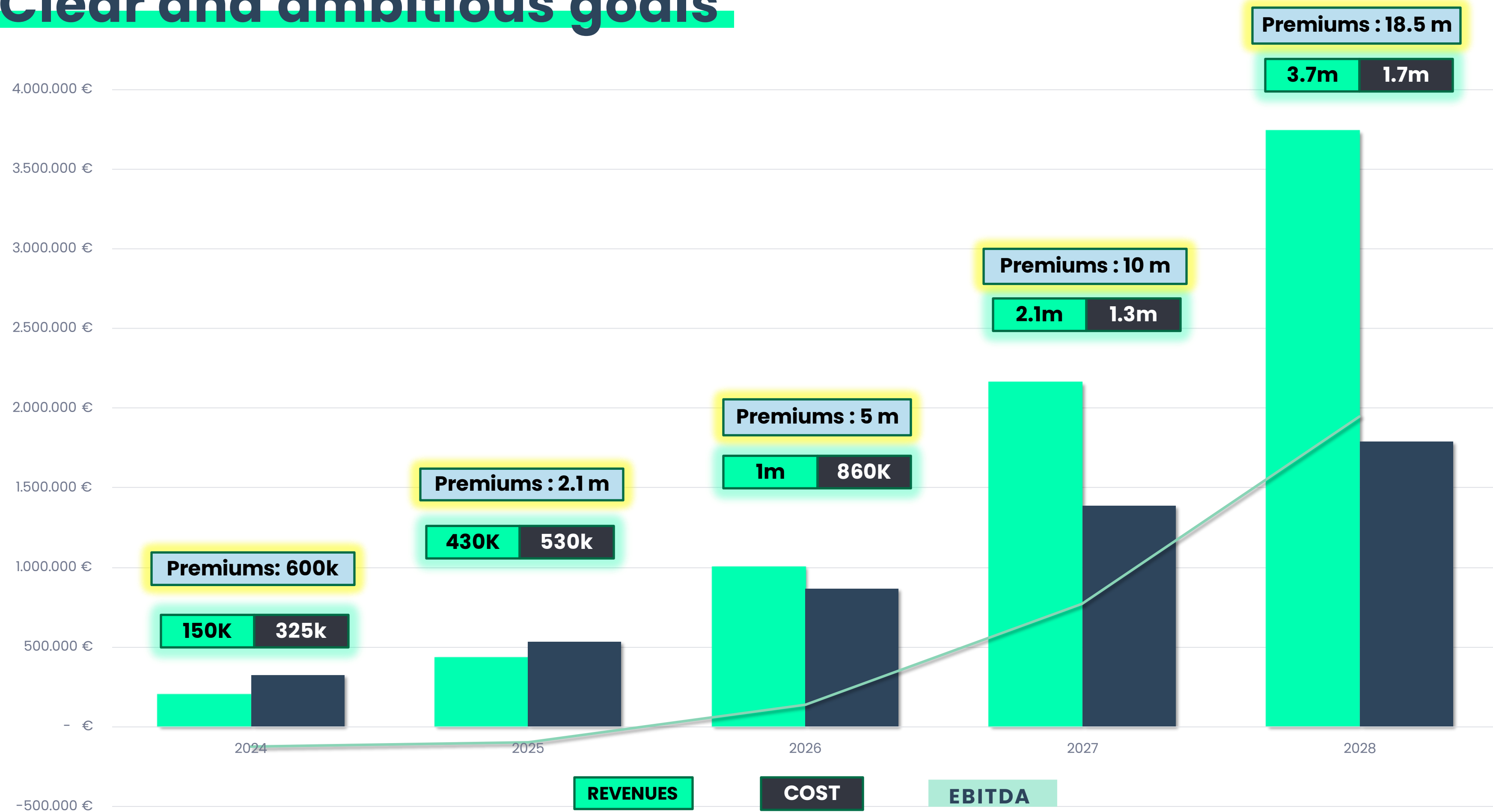
 **ASSIBRO**  
BROKER DI ASSICURAZIONI



# Roadmap



# Clear and ambitious goals



# Execution Plan

**Valuation Pre – Money**  
2.200.000€

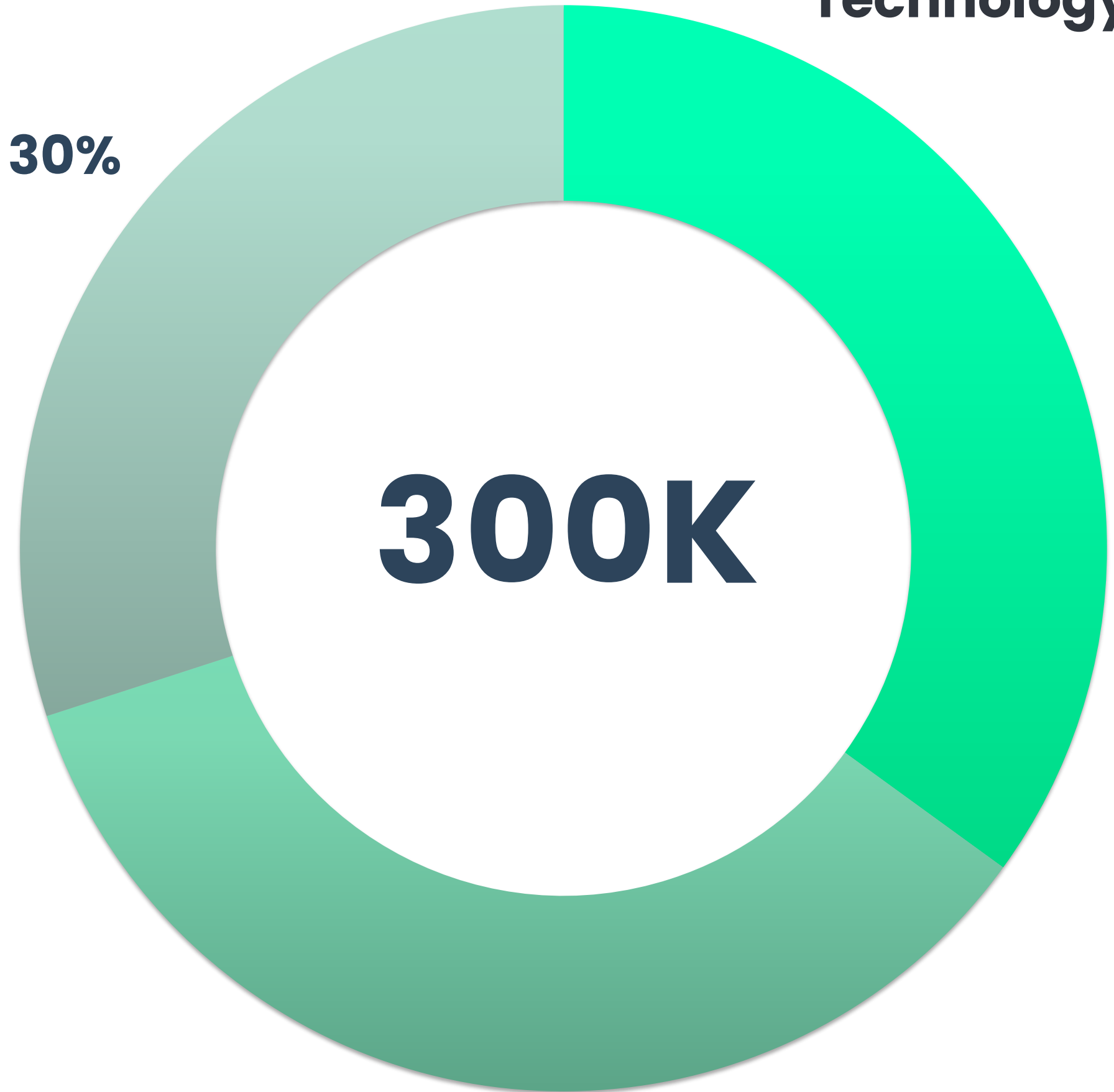
**Commitment**  
200.000€

**HR – 30%**

**Technology – 35%**

**300K**

**Marketing – 35%**



# InsurTech vertical Team

+ 7 people  
*fully committed*

**CIO**  
**Domenico Boassi**  
(Software Engineer)

**CEO**  
**Sebastiano Andreis**  
(Product Owner)

**CTO**  
**Simone Alberto**  
(Software Engineer)



## IT & DEVELOPMENT



## MARKETING & UX | UI



# Why us?

## Market

**+35% CAGR (2023–2030)**

## Technology

**Proprietary and developed  
in-house**



## TEAM & KNOW HOW

**30 years of experience in  
the insurance sector**





# We are not alone

We are supported by a highly qualified team of **Investors**, **lawyers** and **consultant**



**VENTIVE**



Microsoft  
for Startups



**Angelo Giunta**  
Legal e DPO



**Valentina Guarise**  
Tax And Legal



**Alessandro Balbo**  
Tax And Legal



**DIGITAL  
MAGICS**



# THANKS

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