

weSure

Global-Tech Ltd

Q3-2022 Interim Financial Report

Investor Presentation summary

Hi-Tech-ing the insurance world

המידע הכלול במצגת זו הינו תמצית בלבד, אינו ממצה את מלוא הנתונים אודות החברה ופעילותה, ואינו מחליף עיון בדוחות הכספיים התקופתיים והעיתיים ובדיווחיה השוטפים של החברה, כפי שדווחו לרשות ניירות ערך באמצעות אתר ההפצה של המגנ"א. מידע מהותי אודות החברה, הכלול במצגת זו, נמסר לציבור בעבר במסגרת דיווחי החברה. עם זאת, עשויים להיכלל במצגת נתונים המוצגים באופן ו/או פילוח שונים מאלו שהוצגו בעבר בדיווחי החברה.

מצגת זו אינה מתיימרת לכלול את כל המידע העשוי להיות רלבנטי לצורך קבלת החלטה כלשהי בנוגע להשקעה בניירות הערך של החברה ובכלל. המצגת נערכה לשם הצגה נוחה ותמציתית בתרגום לשפה האנגלית, והיא אינה ממצה את מלוא הנתונים אודות החברה ופעילותה ואינה מחליפה את הצורך לעיין בדיווחים כמפורט לעיל.

המצגת אינה מהווה הצעה להשקעה או לרכישת ניירות ערך של ווישור גלובלטק בע"מ ("החברה") ובפרט אינה מהווה "הצעה לציבור" או "מכירה לציבור" מסוג כלשהו. המצגת נועדה אך ורק למסירת מידע והאמור בה אינו מהווה המלצה או חוות דעת או תחליף לשיקול דעת של משקיע ואינה מתיימרת לכלול את כל המידע העשוי להיות רלבנטי לצורך קבלת החלטה כלשהי בנוגע להשקעה בניירות הערך של החברה ובכלל.

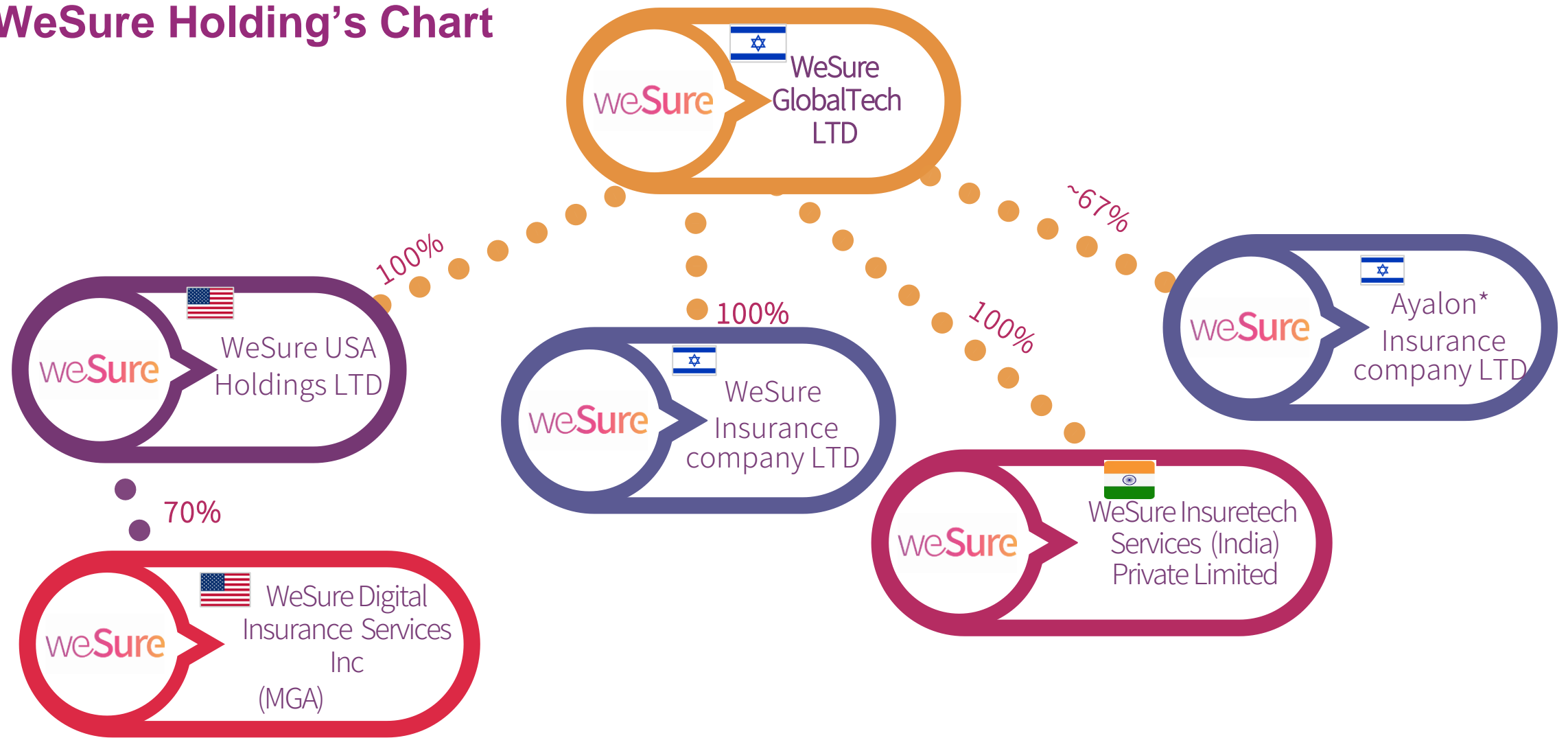
מצגת זו עשויה לכלול מידע צופה פני עתיד כהגדרתו בחוק ניירות ערך, התשכ"ח-1968 לרבות תחזיות, יעדים, אסטרטגיה עסקית הערכות ואומדנים הן לגבי פעילות החברה והן לגבי השווקים בהם היא פועלת, וכן כל מידע אחר, בכל צורה בה הוא מובא, המתייחס לאירועים או עניינים עתידיים, אשר התממשותם אינה ודאית ואינה בשליטת החברה. מידע זה מבוסס על הערכות והנחות עדכניות נכון למועד המצגת, בין היתר, של הנהלת החברה, אשר על אף שהחברה סבורה שהנן סבירות, הרי שהן בלתי ודאיות מטבען ומתבססות בחלקן על הערכות סובייקטיביות בלבד.

התממשותו או אי התממשותו של המידע צופה פני עתיד תושפע, בין היתר, מגורמי סיכון המאפיינים את פעילות החברה, מהחלטות של צדדים שלישיים לרבות רשויות רגולטוריות ומהתקשרויות עם צדדים שלישיים, וכן מההתפתחויות בסביבה הכלכלית ובגורמים חיצוניים המשפיעים על פעילות החברה, ואשר לא ניתן להעריכם מראש והם אינם מצויים בשליטת החברה. כמו כן, ההתייחסות במצגת ליעדים ואסטרטגיה של החברה היא נכון למועד זה. יעדים אלו יכול שישתנו מעת לעת בהתאם להחלטות האורגנים המוסמכים של החברה. החברה אינה מתחייבת לעדכן או לשנות תחזית או הערכה כאמור על מנת שישקפו אירועים ו/או נסיבות שיחולו לאחר מועד מצגת זו ואינה מתחייבת לעדכן מצגת זו.

WeSure Global Tech – New Generation Technology



The WeSure Holding's Chart



* Acquisition of the controlling interest was completed (June 30, 2022)

WeSure Global-Tech

- On June 30, 2022, the Ayalon Acquisition was completed, and the company purchased the controlling interest from the Estate Manager of the Late Levi Rachmani ~ 67% of the issued and paid-up share capital of Ayalon for ~ 126 million dollars (~ 448 million NIS).
- On August 23, 2022, a set of agreement was signed with AmTrust Group – WeSure Global-Tech is about to enter the US market.
- Capital raisings were completed via private issuance totaling approximately 280 million NIS.
- **Ayalon Insurance's results were consolidated for the first time as part of the company's P&L for a period of 3 months that ended on September 30, 2022.**
- The Balance Sheet was consolidated for the first time on June 30, 2022.

September 30, 2021

Total Assets

**\$237~
Millions**

Equity

**\$34~
Millions**

December 31, 2021

Total Assets

**\$249~
Millions**

Equity

**\$34~
Millions**

* September 30, 2022

Total Assets

**\$4.7~
Billions**

**Equity
attributed to the
shareholders**

**\$109~
Millions**

Our one-stop strategy is centered on innovative distribution and tech DNA



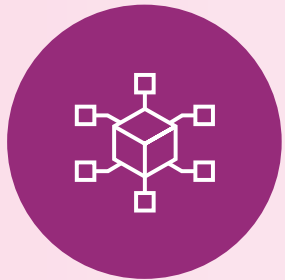
Multi-liner by design

We currently offer **motor insurance and home insurance** and planning to enter the **SME insurance** soon. Development pipeline currently including SME insurance and we plan to expand our offerings.



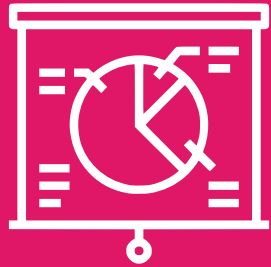
Digital value proposition

We offer our customers a **delightful, quick** and **seamless customer journey**, with the possibility to **buy different insurance policies in one place**



High impact distribution

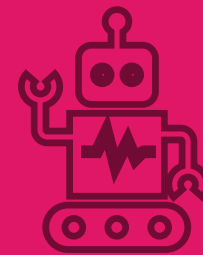
We maximize our **reach per unit cost** through a **careful and analytically driven selection of channels** (digital, TV, radio) and through an **extensive leverage of partnerships** that allow to maintain relatively a low CAC



**Our business
and operating
model - Israel**



Our international
expansion plans



Our tech stack
enabling factors

Strong Growth & After < 3 years Making a Net Profit



Our figures:
From the P&L Data

USD mln

(exchange rate USD 3.543:1 NIS)

	FY 2018	FY 2019	FY 2020	FY 2021	FP 1-9/2021	FP 1-9/2022	2022/ 2021	FP 7-9/2021	FP 7-9/2022	2022/ 2021
Gross Written Premiums (GWP)	1.15	28.33	67.17	87.46	70.38	393.26	458.8%	12.58	300.31	2288.1%
Premiums earned, gross	0.10	21.90	52.95	76.44	56.79	314.25	453.4%	19.32	255.66	1223.6%
Premiums earned by reinsurers	0.07	16.96	38.53	54.10	40.12	143.30	257.2%	13.63	102.53	652.3%
Premiums earned on retention	0.03	4.94	14.42	22.34	16.67	170.95	925.6%	5.69	153.13	2592.4%
Income from investments, net and financing income	0.01	0.83	0.62	4.21	2.94	(20.69)	#	0.96	(17.23)	#
Income from management fees	0.00	0.00	0.00	0.00	0.00	2.22	#	0.00	2.22	#
Income from commissions	0.01	2.50	5.32	7.48	5.54	12.20	120.2%	1.88	7.40	293.4%
Total income	0.05	8.28	20.36	34.03	25.15	164.68	554.7%	8.53	145.52	1605.7%
Payments and changes in liabilities with respect to insurance contracts on retention	0.17	3.95	10.55	17.56	12.54	104.61	734.3%	4.28	90.69	2020.2%
Net Loss ratio	533%	79.9%	73.1%	78.6%	75.2%	61.2%	(18.7%)	75%	59%	(21.3%)
Commissions, marketing expenses and other acquisition costs	0.33	2.92	6.45	9.96	7.23	22.78	215.0%	2.63	15.52	490.9%
Acquisition ratio	312%	13.3%	12.2%	13.0%	12.7%	7.2%	(43.1%)	14%	6%	(55.4%)
General and administrative expenses	0.89	1.64	1.90	3.01	1.85	22.4	1113.4%	0.61	20.67	3267.9%
Admin ratio	848.1%	7.5%	3.6%	3.9%	3.3%	7.1%	119.3%	3%	8%	154.5%
Other expenses	0.00	0.00	0.00	0.00	0.00	0.2	#	0.00	0.17	#
Financial expenses	0.01	0.12	0.18	0.42	0.30	5.0	1577.6%	0.11	4.72	4088.7%
Total expenses	1.38	8.63	19.08	30.95	21.92	155.0	607.2%	7.63	131.78	1627.0%
company share in companies profit (loss) treated by the equity method	0.00	0.00	0.00	0.00	0.00	0.1	#	0.00	0.11	#
Profit (loss) before taxes on income	(1.33)	(0.36)	1.28	3.08	3.23	9.78	#	0.90	13.85	#
Other Profit (loss) before taxes	0.00	0.00	0.00	0.01	0.01	(26.8)	#	0.00	(26.79)	#
Total Profit (loss) before taxes	(1.33)	(0.36)	1.28	3.09	3.24	(17.00)	#	0.90	(12.94)	#
Shareholders Total Profit (loss) for the period	(1.19)	(0.10)	0.63	1.49	1.83	(9.50)	#	0.51	(6.64)	#
Non controlling interest Total Profit (loss) for the period	0.00	0.00	0.00	0.00	0.00	(2.15)	#	0.00	(2.15)	#
Total Profit (loss) for the period	(1.19)	(0.10)	0.63	1.49	1.83	(11.65)	#	0.51	(8.79)	#

* The significant increase results from the closing of the Ayalon Acquisition as June 30, 2022 (consolidated for the first time for the three months 7-9/2022).

** - % change

Gross Written Premiums



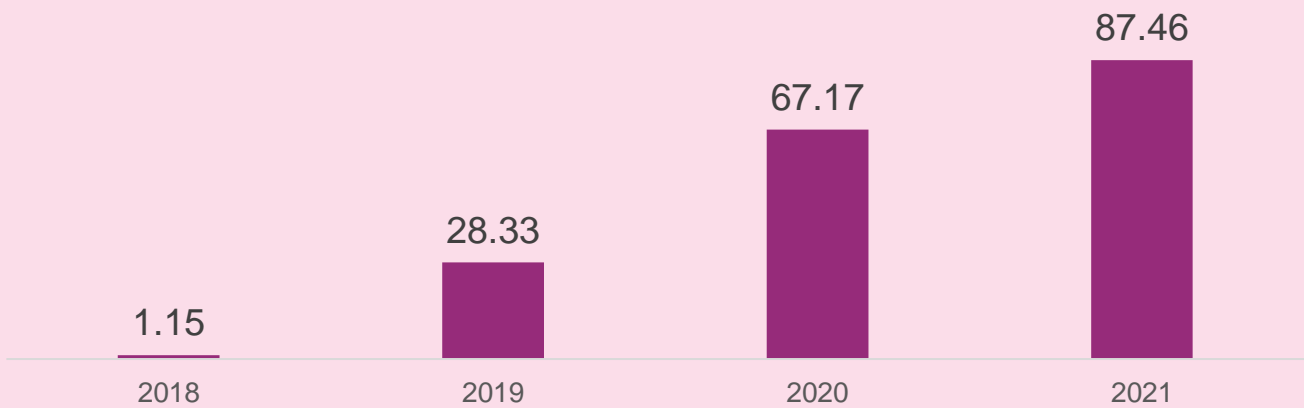
Consistent Growth
reaching GWP USD
393 million including
the M&A activity

USD mln
(exchange rate USD 3.543:1 NIS)

For the Nine- and Three-month periods



For the last years since inception of business activity



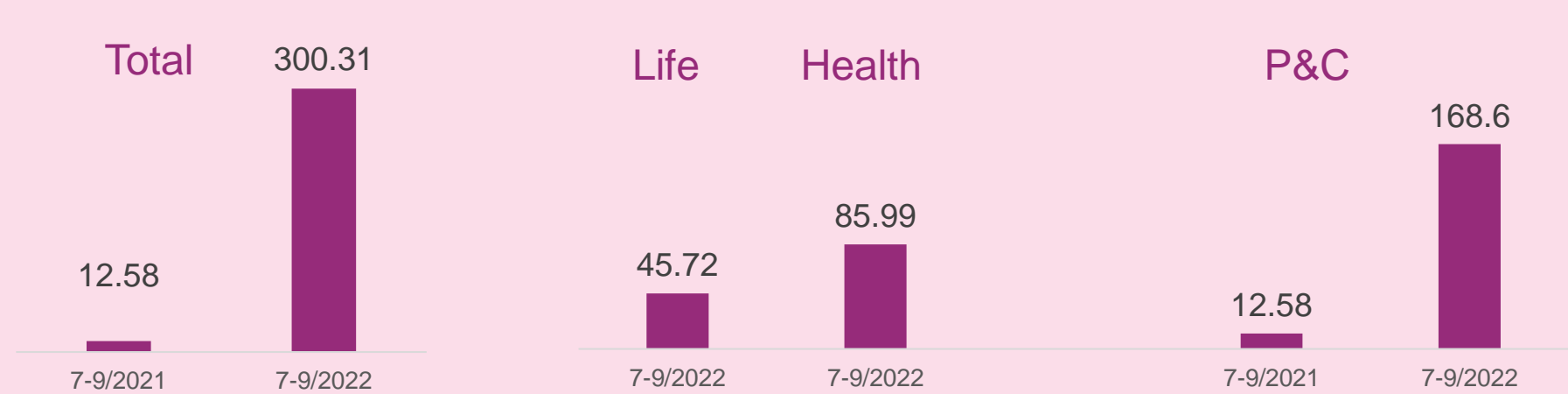
* Ayalon Insurance results consolidated as of June 30, 2022

Gross Written
Premiums for the
reporting period
(by sectors of
operations)



Entering Life and
Health Sector via
Ayalon Aquation

USD mln
(exchange rate USD 3.543:1 NIS)



* Ayalon Insurance results consolidated as of June 30, 2022

Gross Earned Premiums By LOBs for the reporting period



P&C Insurance for
period 1-9/2022
compared to the prior
period last year

USD mln
(exchange rate USD 3.543:1 NIS)

CASCO



Motor Bodily Injury (MBI)



Property



Liability/Casualty



* Ayalon Insurance results consolidated as of June 30, 2022

Gross Earned Premiums By LOBs for the reporting period (New Sectors of Operations)



Life, Long term
savings and Health
Insurance for Q3

USD mln

(exchange rate USD 3.543:1 NIS)

Via the Ayalon Insurance M&A, the company's activity also expanded to the Health insurance sectors (short and long term) and for the Life & Long term savings sector, In which Ayalon Insurance operates.

Life and Long Term Savings

45.72

7-9/2022

Health insurance
Long and Short term

45.94

7-9/2022

* Ayalon Insurance results consolidated as of June 30, 2022

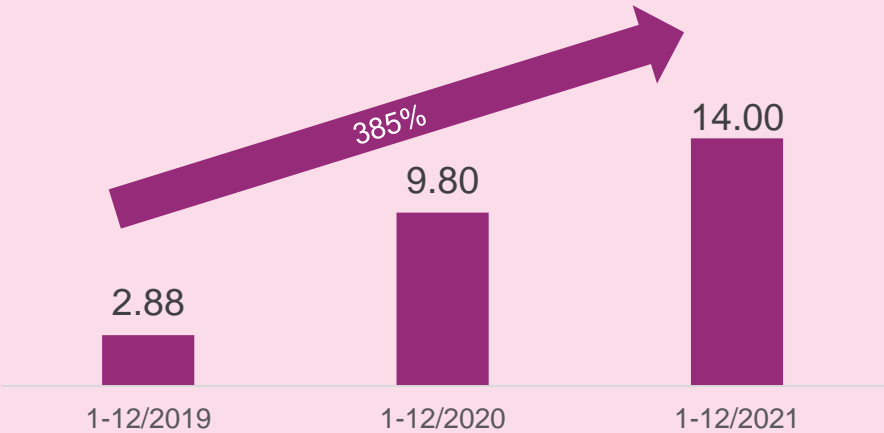
Gross Earned Premiums By LOBs (branch of Operations)



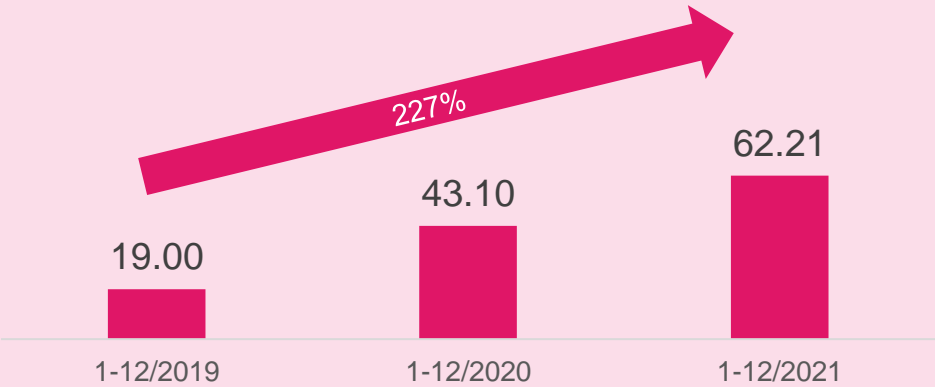
P&C Insurance for
years
2019-2021

USD mln
(exchange rate USD 3.543:1 NIS)

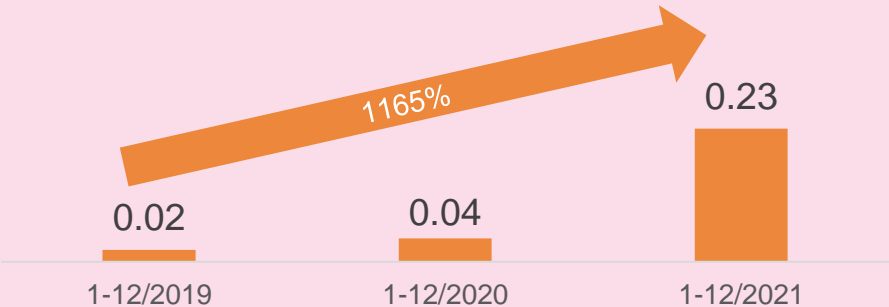
CASCO



Motor Bodily Injury (MBI)



Home Owners





**Strong Multi-year
development**

**Our figures:
From the P&L
Statements**

USD mln

(exchange rate USD 3.543:1 NIS)

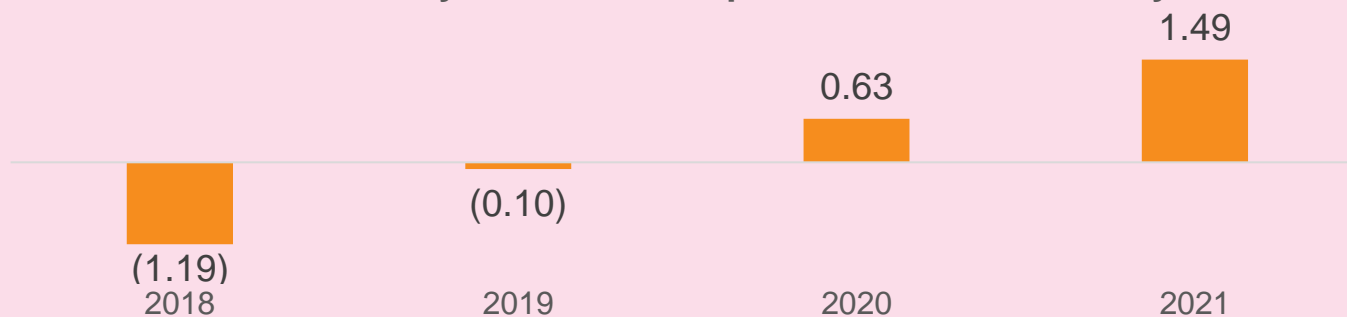
Profit (loss) After tax

For the nine and three month periods



Profit (loss) After tax

For the last years since inception of business activity



* Ayalon Insurance results consolidated as of June 30, 2022

** Loss attributed to the Shareholders

Strong Balance Sheet Multi- Year Growth



Our figures :
Balance Sheet statements

Total Assets above
USD 4.7 Billion

USD mln

(exchange rate USD 3.543:1 NIS)

* Assets	December ,31 2018	December ,31 2019	December ,31 2020	December ,31 2021	September ,30 2021	September ,30 2022	the percentage of change 2022/2021
Financial investments	-	-	-	-	-	1,180.10	-
Financial investments for yield-dependent contracts	1.69	17.43	45.27	88.76	82.41	1,215.73	1375%
Reinsurance assets	0.80	20.05	59.51	104.95	96.48	1,204.97	1149%
Other assets	17.93	15.83	31.89	55.76	58.14	1,102.27	1796%
Total balance sheet *	20.42	53.31	136.68	249.47	237.03	4,703.07	1884%
* Equity & Liabilities	December ,31 2018	December ,31 2019	December ,31 2020	December ,31 2021	September ,30 2021	September ,30 2022	the percentage of change 2022/2021
Total equity attributable to shareholders of the company	6.59	6.93	7.70	34.13	34.54	109.22	216%
Non controlling interests	-	-	-	-	-	34.17	-
Total equity	6.59	6.93	7.70	34.13	34.54	143.39	315%
Liabilities for non yield- dependent insurance contracts and investment contracts	1.13	24.88	76.84	136.56	126.57	2,424.90	1816%
Liabilities for yield-dependent insurance contracts and investment contracts	-	-	-	-	-	1,290.90	-
Financial liabilities	0.41	2.17	4.66	7.14	4.30	288.69	6619%
Other liabilities	12.29	19.33	47.48	71.65	71.63	555.19	675%
Total balance sheet *	20.42	53.31	136.68	249.47	237.03	4,703.07	1884%

* The significant increase in the balance sheet results from the closing of the Ayalon Acquisition as June 30, 2022 (consolidated for the first time on that date).

Solvency II Ratios*

As at 30.06.2022



Total of Economic equity

Considering the relief in the transition period :

Capital requirements (SCR)

Solvency II Ratio

Disregarding the transition relief instructions:

Capital requirements (SCR)

Solvency ratio

<u>WeSure Insurance company</u>		<u>Ayalon Insurance company</u>	
<u>30/6/22</u>	<u>31/12/21</u>	<u>30/6/22</u>	<u>31/12/21</u>
20.4	18.8	411.5	411.5
18.0	14.0	377.9	406.2
113% ^{**}	134%	109%	101%
21.5	16.8	447.4	499.3
95% ^{**}	112%	92%	82%

* Includes material events that affected the total economic capital from financial reporting date, to the date of publication of the solvency reports

** After the issuance of additional share capital in the amount of 5 million NIS after the date of the report.

USD mln

(exchange rate USD 3.543:1 NIS)

Some of the Significant events during the reporting period*

*For other events, see the Board of Directors' Report



- ❖ Closing of the acquisition of the controlling interest in Ayalon Insurance on 30 June 2022, with Caesarea (Zvi and Anat Barak) entering the company's Controlling interest Group. Successfully Raising via PIPE NIS 280 million for the purpose of this M&A and receiving additional NIS 90 million financing from a banking institution via a loan for a period of 5 years, at an interest rate of Prime + 2.5%.
- ❖ Closing of an agreement to sell holdings of Ayalon Insurance and Ayalon Long-Term Savings Ltd. in Meitav Dash Provident and Pension Ltd.
- ❖ Entering into strategic investment and cooperation agreements with the AmTrust Group
- ❖ Ayalon Insurance won a tender for Personal Accident insurance account of all students in Israel, for a period of 3 years, with an estimated annual written premium of ~ NIS 180 million
- ❖ Wesure Insurance company won a tender as one of the three Motor insurers of the Civil Servants accounts for 2023 (of one of the biggest motor tenders) following its winning of this tender for 2022. The annual written premium is estimated at ~ NIS 140 million
- ❖ The company's engagement with Ayalon Insurance in a convertible promissory note in the amount of NIS 55 million (principal), which constitutes an additional Tier 1 capital (subject to contingent conditions that have not yet been met)
- ❖ Appointment of a CEO for the Group's wesure U.S. operations
- ❖ Expansion of the license of Wesure Insurance to operate in the Commercial Package LOB.



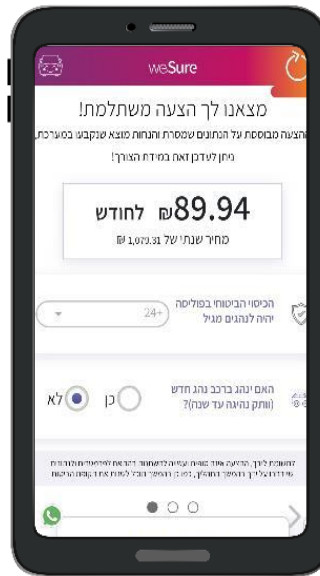
We engage customers with our smooth and seamless customer journey



1



2



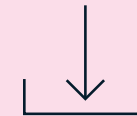
3



Short time to get a quote

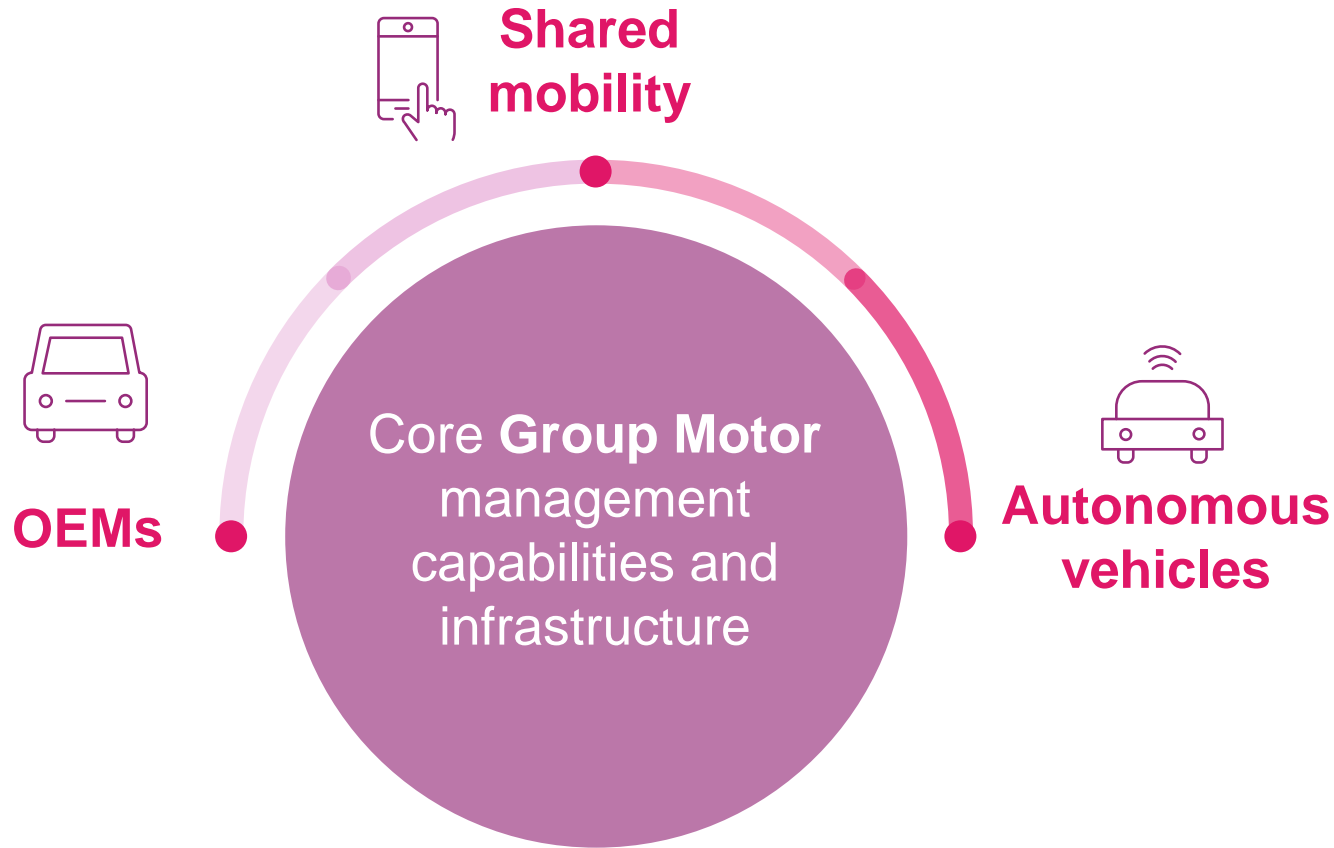


Few clicks to complete the entire purchase process through our B2C platform



Automated retrieval of data and real time Data Analysis

Our Group Motor Operations: capturing new mobility trends



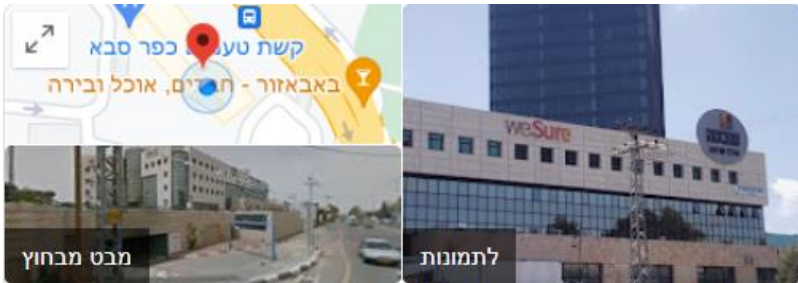
Mobility segment is changing and is as increasingly important due to impressive growth of **shared mobility** and **autonomous driving** markets

We are **scaling our Group Motor operations** to become the **go-to insurer in the new mobility space** and capture the trend towards higher and higher **customer interconnectedness**

As part of the USA expansion strategy to SMEs



We provide excellent customer experience and they Love Us



Su weSure - ווישור חברה לביטוח בע"מ

חיוג שמירה הוראות הגעה אתר

Google ביקורות 1,184 ★★★★★ 4.8

משרדי החברה

כתובת: דרך השרון 12 מרכז שרונה כפר סבא, 4427125
ביקרת כאן לפני 4 שבועות

שעות פעילות: פתוח • ייסגר בשעה 17:00
טלפון: 09-789-0023

שליחת הצעה לעריכה : האם זהו העסק שלך?

יש לך מידע על המקום? נשמח לקבל ממך מידע עדכני

שאלות ותשובות
לכל השאלות (32)

מה ברצונך לשאול?

שליחה לטלפון



4.8/5.0

Google review
(1,300+ reviews)

“”

Finally, a company that adapts itself to the 21st century

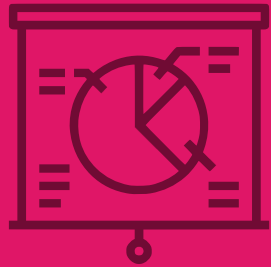
Much more efficient!

Much cheaper!

Thank you!

“”

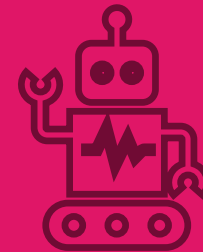
Probably the best insurance company in Israel. Fast and easy to use website, 3 channels of communications, including WhatsApp, quick reply and professional response. Thank you weSure



Our business and
operating model



**Our
international
expansion plans**



Our tech stack
enabling factors

Our International expansion plans first USA and then Europe

International expansion via **zero-capital OpCos** (MGA)¹ launched and scaled by local management teams

We will **keep Israel as our tech lab** to develop and test new products

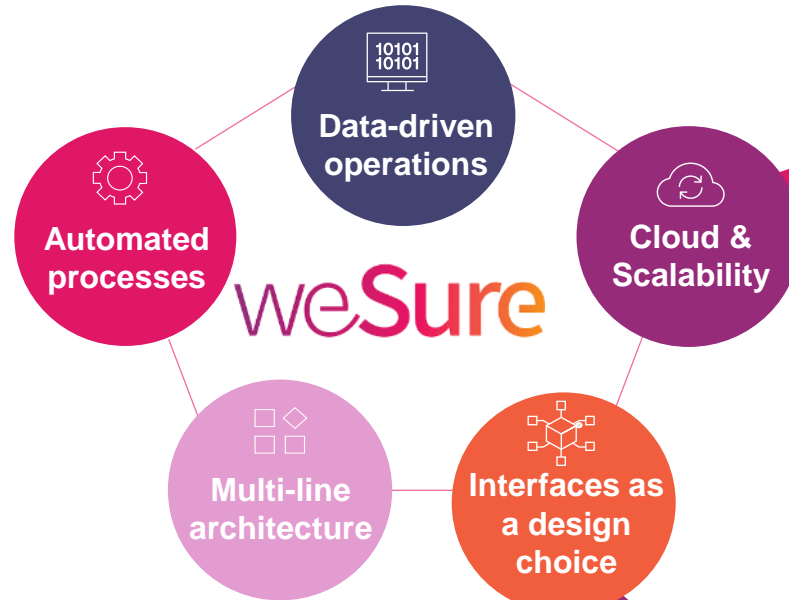
Entry to the US market continues as planned

MGA/Insurance producer approval received for the **State of New Jersey** as the home state

Additional licenses granted in other 8 states including **States of Ohio, Illinois, Indiana, Texas, Michigan, Pennsylvania etc**

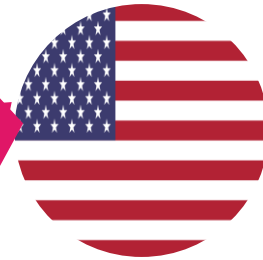
1. Management General Agency

Israeli Tech Lab



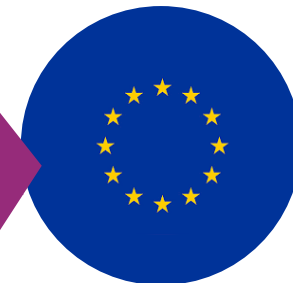
Zero-capital OpCo (MGAs)

Phase 1



Leveraging **focused and experienced local talent** to expand in other markets

Phase 2



The principles for establishing the activity in the USA



Entering the market in a Joint Venture with a strategic partner



Efficient Entry with Strong Control over costs and technical results

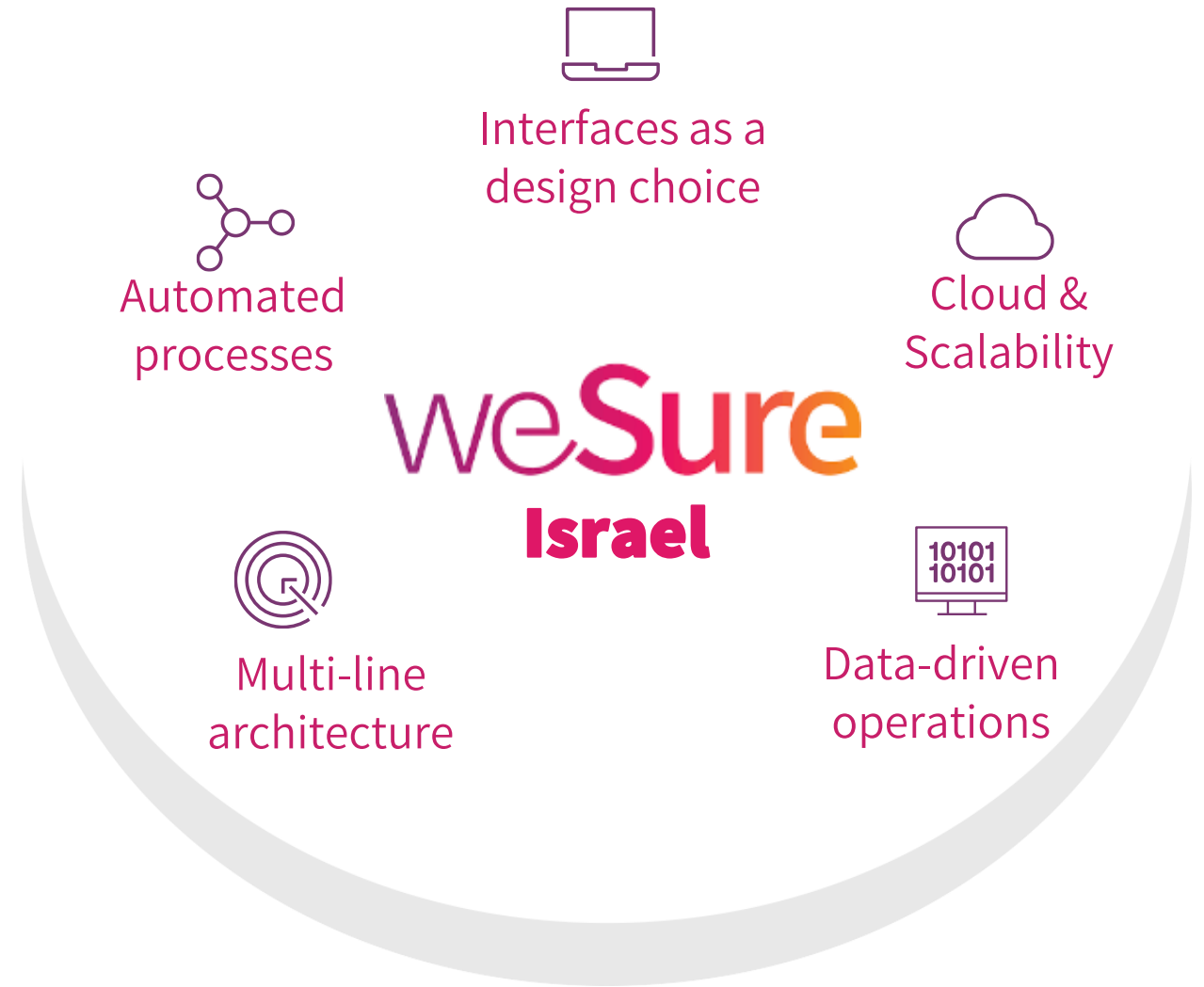


Administrative and close management presence – “foot on the ground”

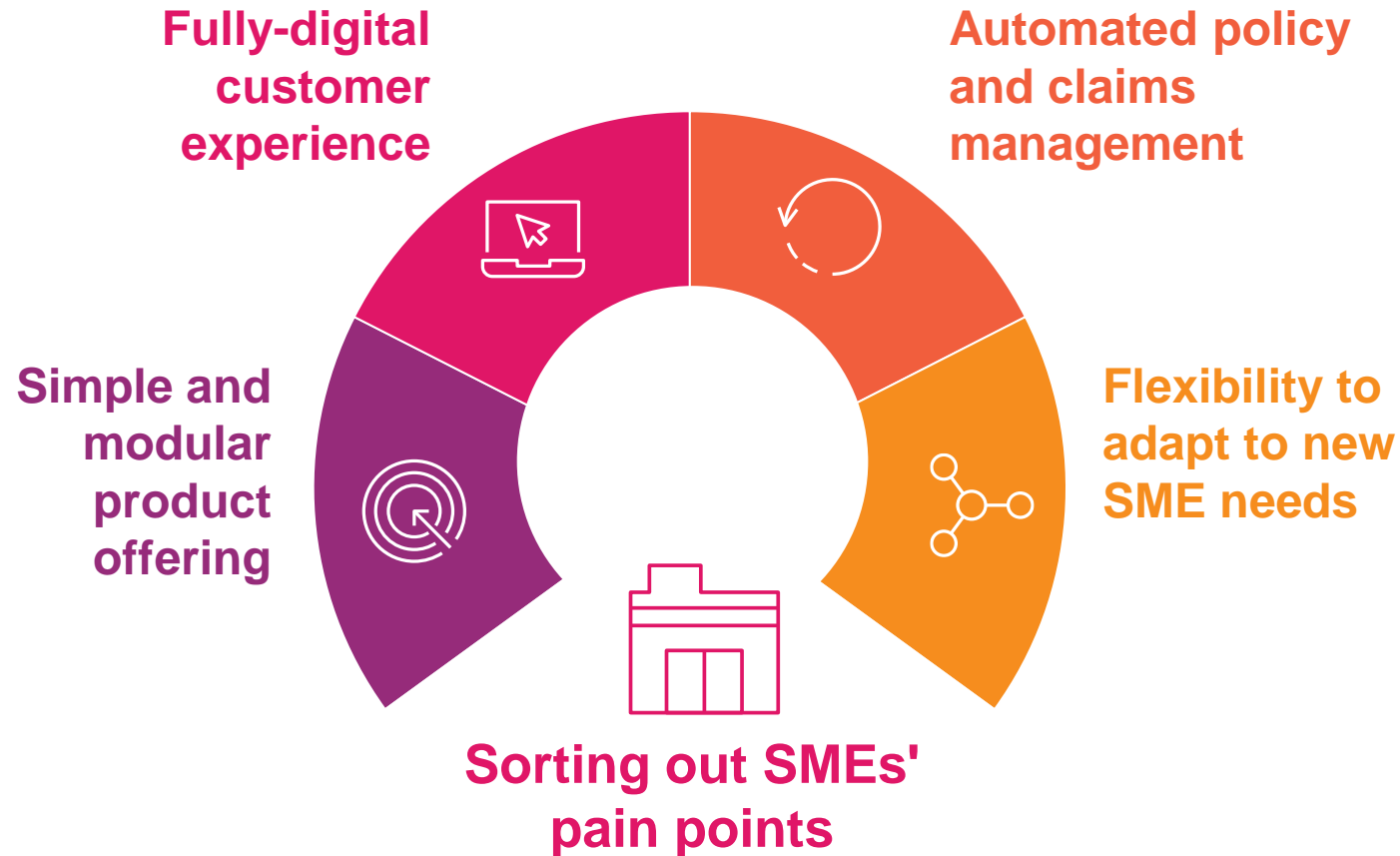
USA Activity

The Digital platform will provide the great customer experience we have in Israel, also in the USA

Global-Tech will remain an Israeli company, acting as the Tech Lab for the continues Development and Testing of new products and processes



Our expansion plan in the US: SMEs as first target customers (Property, Liability and Motor)



End-to-end digital processes from onboarding to claims

Based on consultant's analysis

weSure

Simple packages with modular options to close sales in a short time

Automated underwriting: immediate feedback to clients

Digital claims with possibility to get assistance services **on premises**

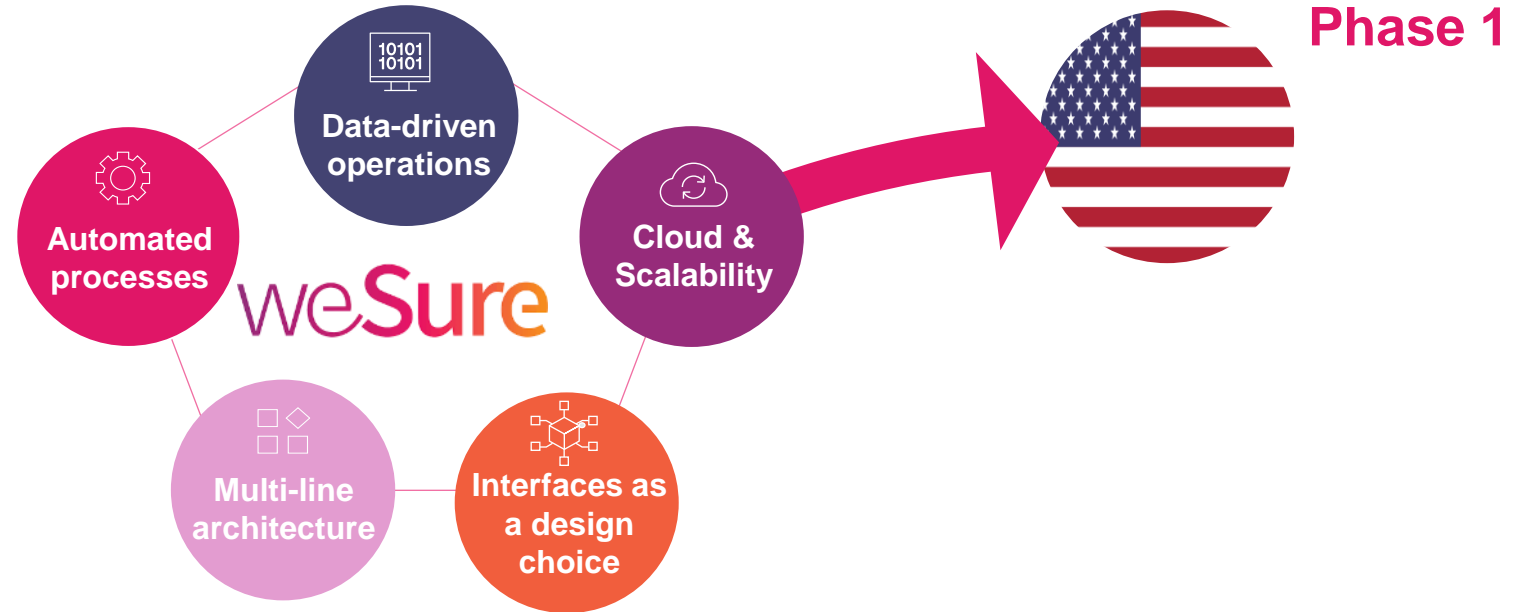
Phase 1- Expanding our activity to the USA

International expansion via **zero-capital OpCos** (MGA)¹ launched and scaled by local management teams

We will **keep Israel as our tech lab** to develop and test new products

Israeli Tech Lab

Zero-capital OpCo (MGAs)



Investment agreements and strategic collaboration with the American Insurance Group AmTrust

1. Management General Agency

The Set of Agreements Signed with AmTrust

2M\$→ 30% Investment agreement

Shareholders' agreement

Converted liability note into 35M shares

Management Producer Agreement

Software licensing

Investment Agreement

Shareholders'
Agreement

Convertible Promissory
Note

MPA Agreement

Software Licensing
Agreement

MGA/Insurance producer approval received



Technology

Innovation

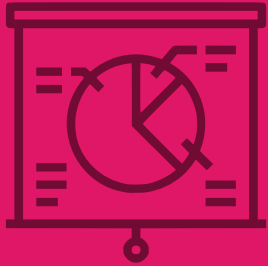
Start up mode



Knowledge & Experience

Specialization

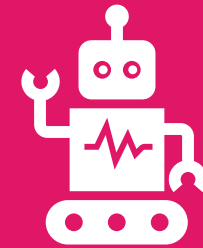
Carrier



Our business and
operating model



Our international
expansion plans



**Our tech stack
enabling factors**

E2E digital ecosystem and superior tech are the enablers of our success

 **Cloud & Scalability**

 **Interfaces as a design choice**


 **Innovation driven**

 **Multi-line architecture**


 **Automated processes**

 **Data-driven operations**




 **Vast digital (and physical) customer reach**

 **Rapid launch of new (and tailored) products**

 **Smooth and seamless customer journey**

 **Use of Advanced Analytics (AI/ML)**

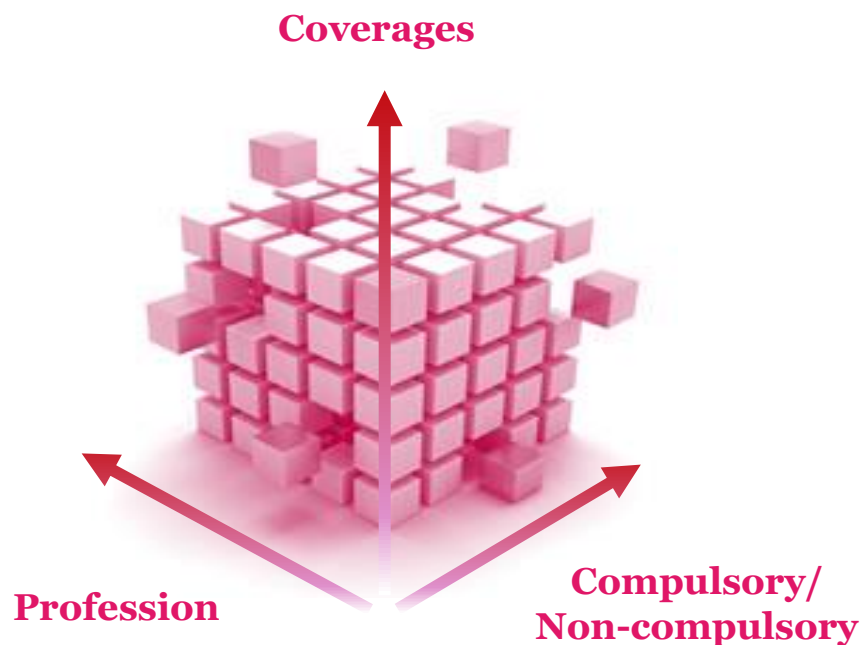
 **Frictionless and distinctive customer service**

 **Sophisticated pricing, and U/W techniques, more granular differentiation, higher personalization**



Our underwriting process sets a new bar for underwriting speed

Multi-layered risk exposure quantification model



Underwriting rules for additional options in a given dimension (e.g., new professions covered) are automatically combined with pre-defined rules for other dimension, minimizing go-to-market pricing efforts

On top of these underwriting dimensions, front-end is generated by a **layer** which includes:



Country specific pricing factors



Language localization



Currency



Relevant regulation



Relevant vendor data interfaces

Advantages

Our system is **highly configurable**

Configuration requires **less coding efforts**

New products launched with quick time to market

Relatively easy entry to new markets

Real time data driven process (including prices and underwriting)



*“Before a **Revolution** happens, it is perceived as impossible, after it happens, it is seen as having been inevitable”*