



# weSure for the Future

Digital Insurance Group of the New Generation

## Investor Presentation Summary

Q2 Financial Reports, 2023

# Legal clarification

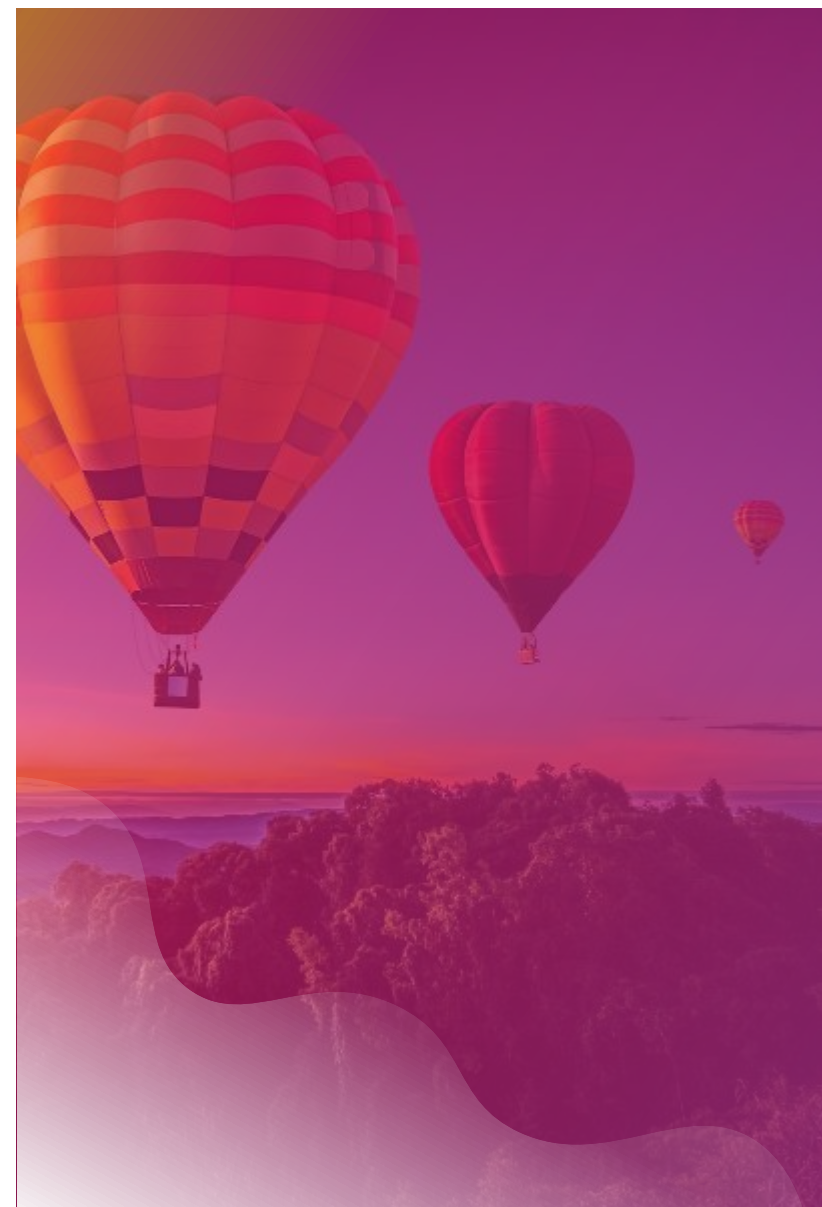
The information contained in this presentation is a summary only. It does not exhaust all the relevant data about the company and its activities, and does not replace a review of the immediate reports or the periodic financial statements of the company, as reported to the Securities Authority through the distribution website of the Magna/ ISA. Substantial information about the company, included in this presentation, has been previously disclosed to the public as part of the company's reports. However, the presentation may include data presented in different ways or segments from those previously reported by the company. This presentation does not claim to include all information that may be relevant for making any investment decisions regarding the company's securities. It is prepared for convenience and brevity, and does not contain all the data about the company and its activities, and does not replace the need to review detailed reports as mentioned above.

This presentation is not a proposal for investment or purchase of securities of Wesure Globaltech Ltd. ("the Company"), and in particular, it is not a "public offering" or "sale to the public" of any kind. The presentation is intended solely for the purpose of providing general information, and the information contained therein is not a recommendation or opinion or a substitute for the judgment of an investor, and it does not purport to include all relevant information for making any decision regarding investment in the Company's securities or otherwise.

This presentation may include forward-looking information as defined in the Securities Law, 1968, including forecasts, goals, business strategies, estimates and assessments, both regarding the Company's activity and the markets in which it operates, as well as any other information in any form relating to future events or matters, the realization of which is uncertain and not within the Company's control. This information is based on up-to-date assumptions and estimates as of the date of the presentation, including those of the Company's management, which, despite the Company's belief that they are reasonable, are inherently uncertain and are based, in part, on subjective estimates only.

The realization or non-realization of information will be influenced by, among other things, risk factors that characterize the company's activity, decisions of third parties including regulatory authorities and contracts with third parties, as well as developments in the economic environment and external factors that affect the company's activity, and which cannot be assessed in advance and are not under the control of the company. Additionally, the presentation's references to the company's goals and strategy are accurate as of this date. These goals may change from time to time in accordance with the authorized organizational decisions of the company. The company is not committed to updating or changing its forecast or assessment as stated in order to reflect events and/or circumstances that may occur after this presentation and is not committed to updating this presentation.

Regarding sections 34-36, it is emphasized that the company's approach to Ayalon Insurance's board of directors is a non-binding proposal to initiate negotiations between the parties to examine the possibility, and there is no certainty that the parties will enter into negotiations and/or conduct negotiations and/or that any binding agreement will be reached and/or that any transaction will be completed between the parties and on what terms. It is also clarified that any contract between the parties, as may be formulated, will be subject to various dependent conditions as agreed between the parties, including the relevant authorized entities of each party and the required regulatory approvals, including approval of the Israel Securities Authority and the Tel Aviv Stock Exchange, which are not certain to be obtained.



# Group's Strategy

- ❖ Being an innovative, Multi-Line and Multi-Channel financial group, expanding internationally, as part of the group's long term growth strategy, being one of the largest and leading insurance and finance groups in Israel.
- ❖ Leading the transformation of the insurance and finance industry, "from the old traditional world" to the "new digital era ", while establishing a stable business model that is profitable over time.
- ❖ Expanding to a variety of financial activities, which creates diversification, supported by advanced technologies.
- ❖ Achieving an adequate return on equity, significant value for our shareholders and other business partners (such as customers, agents, reinsurers, suppliers).
- ❖ Adhering to values of transparency, honesty, fairness and high level of service to clients and agents, while promoting innovation in our services, products with an emphasis on advanced technology integration and digitalization.



High Unit Economics

Supporting  
Multi-  
distribution  
channel

Launching products  
Quickly & Efficiently

Advanced technology-based insurance group

Digital Multi-Line  
One stop Shop

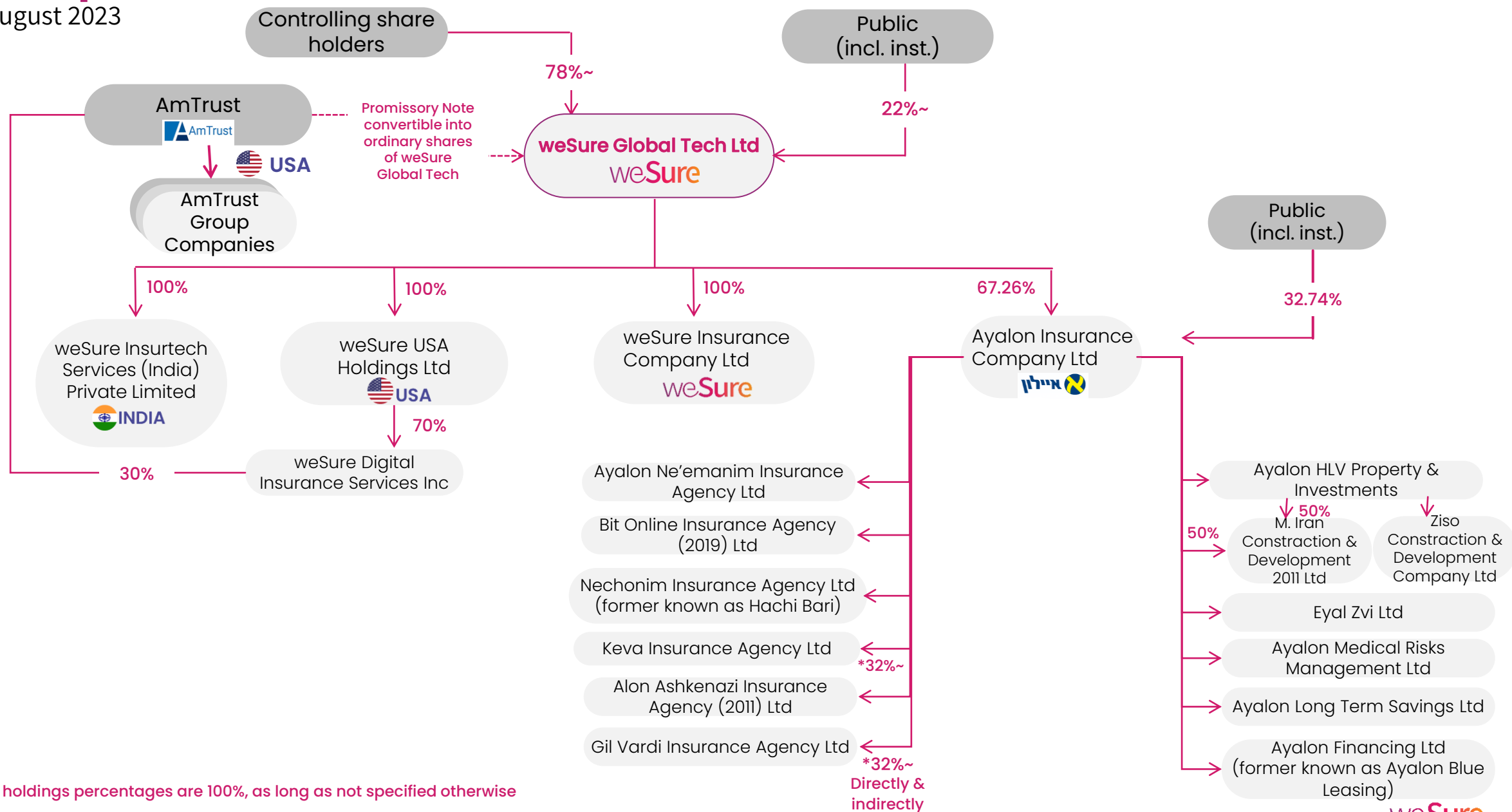
Combination of  
personal and  
commercial  
Clients

# ALL-IN-ONE

## Multi-Line and multi-channel

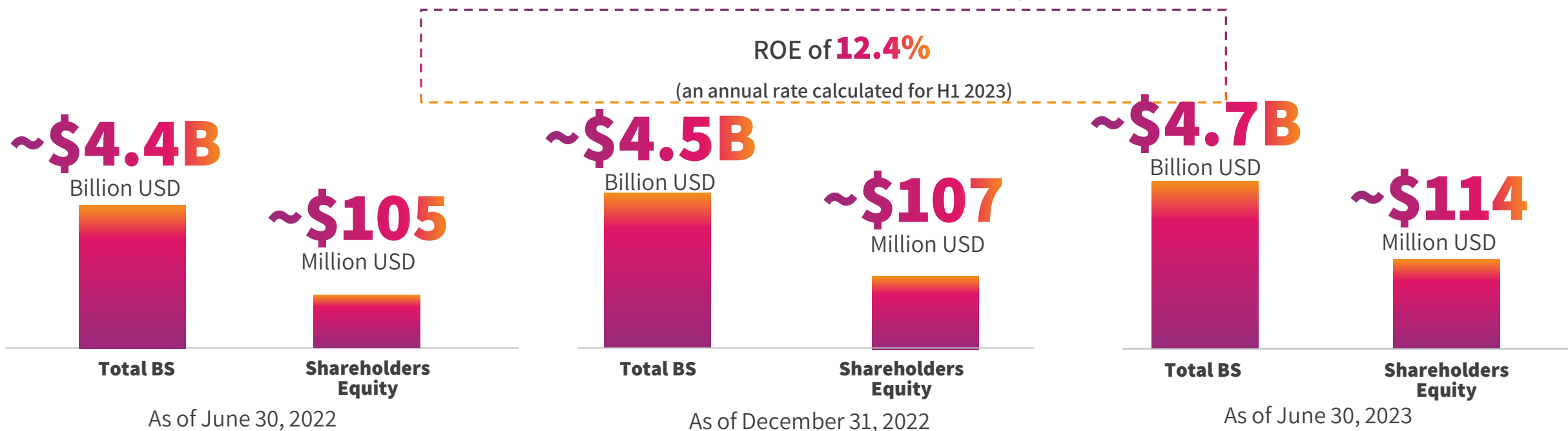
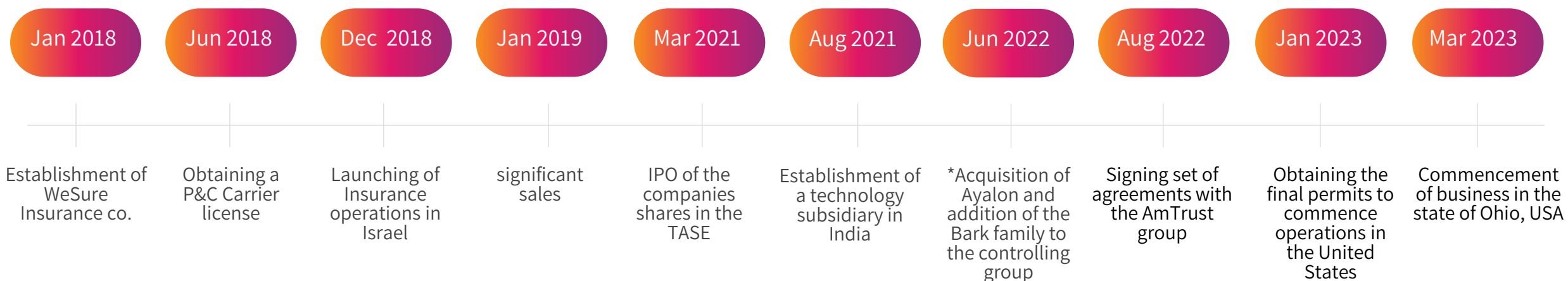
# Group's Structure

As of August 2023



\*subject to the commissioner approval

# weSure GlobalTech Journey



# A multi-national Insurance & Technology Group- organic growth alongside M&A's

## The Group in Numbers (H1 2023)

~\$4.7

Billion USD

**Balance  
Sheet**

~\$114

Million USD

**Equity**

\$680

Million USD

**Gross  
Premiums**

### Development in new fields of activity:

- Expansion the activities in the P&C sector.
- Entry into the Life & Health insurance sectors; Insurance Agencies Holdings; Financing & Credit activities; Real Estate Investments - via the acquisition of Ayalon.
- Geographic expansion to the USA

Partnering with high-quality business partners and investors in Israel and abroad, including Swi & Anat Bark, LQH, AMTRUST, and others

**Multi channel distribution,  
Efficiency and costs reducing**

**Connection to global digital trends and  
innovation**

**Re-organization in the group in order to maximize synergy between  
the group's companies**



\*LQH SA, Lussemburgo Succursale di Bioggio





# Great customer experience in Israel and abroad



4.8/5.0

Google review

(2,745 + reviews)

”  
WeSure upgrades its customers with fair prices, innovation and advantages that other insurance companies don't have

Mali H.

”  
WeSure provides reliable and readily available response at an excellent price, making insurance very easy to obtain through them

Avner P.

”  
Excellent prices and great service. A true upgrade from past experiences with other insurance companies

Gil L.

The background is a solid magenta color. On the left side, there are large, soft-edged, wavy shapes in a lighter shade of magenta. On the right side, there is a faint, stylized line graph with several lines in different shades of magenta and purple, showing various trends and peaks. The text 'weSure Financials' is centered in the middle of the image.

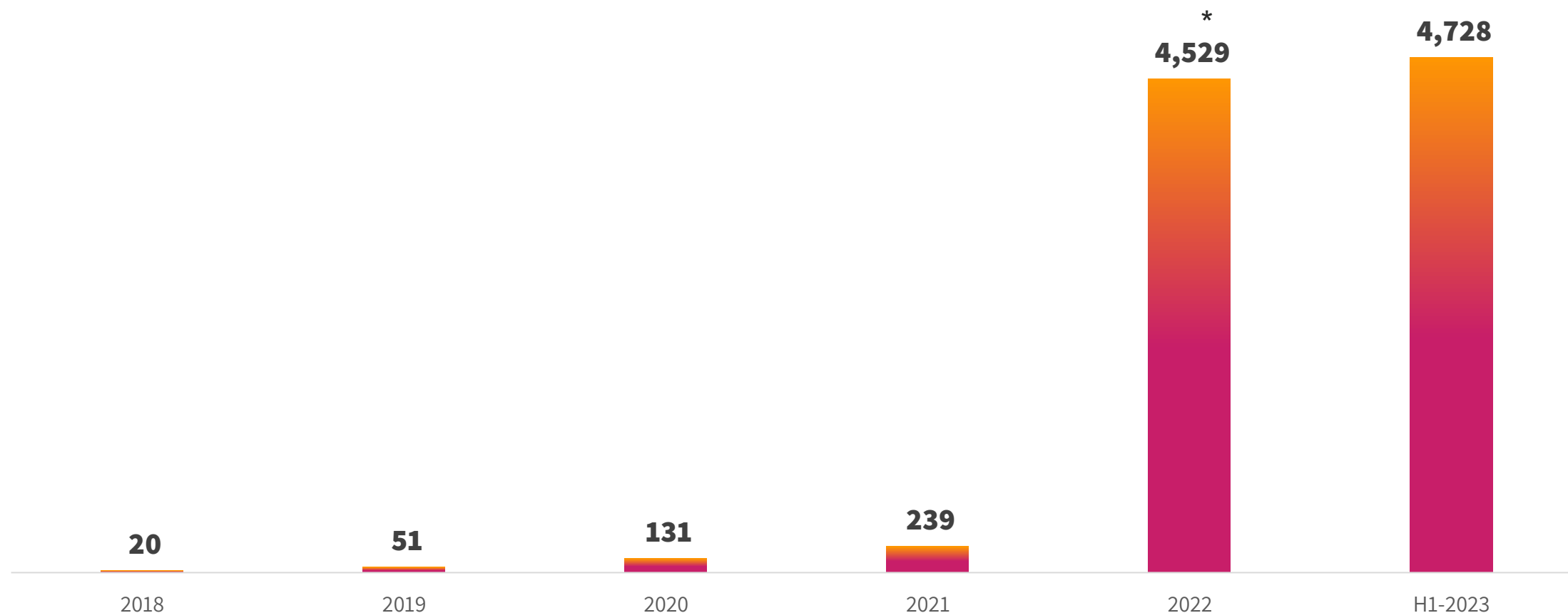
# weSure

## Financials

# Consistent Balance Sheet Growth 2018-2023

The acquisition of Ayalon also contributed to the significant rise in the balance sheet

In M USD

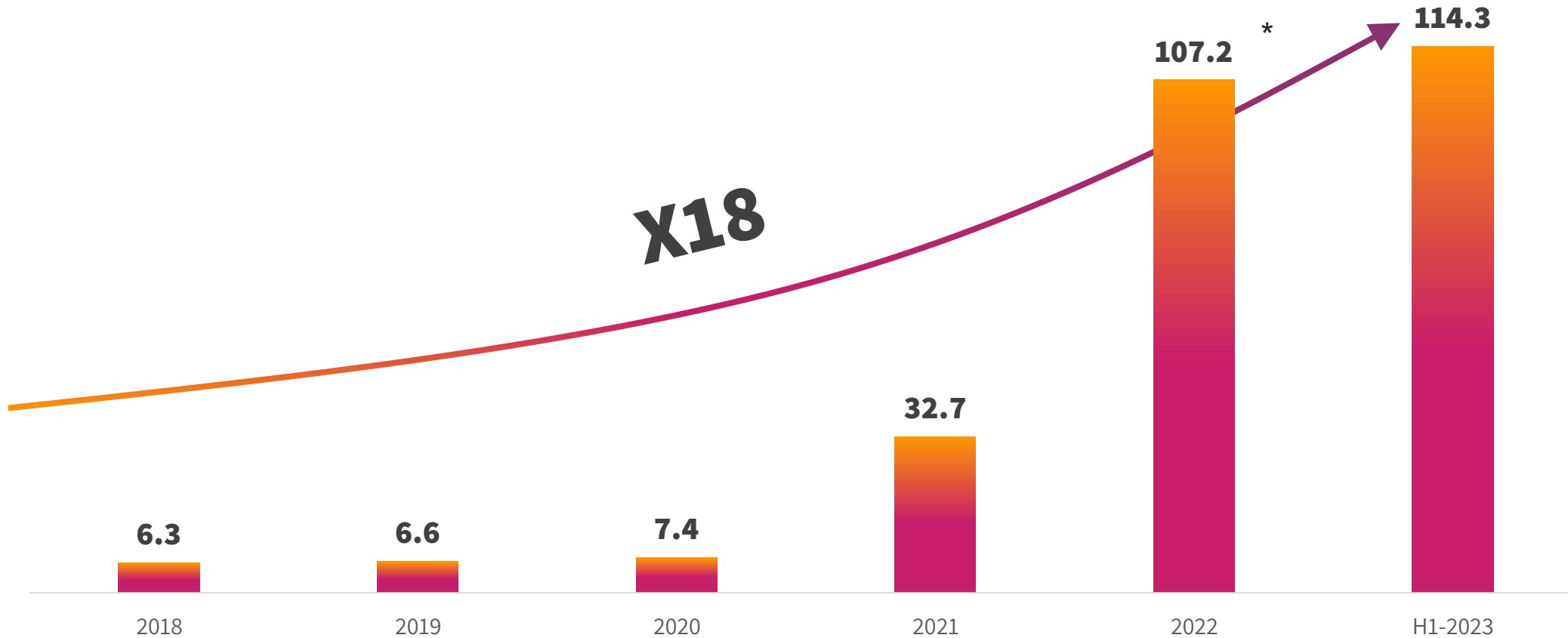


\*The results of Ayalon Insurance's are consolidated since June 30, 2022

1 USD = 3.7 NIS

# Equity increased by 18 Times

Shareholders' equity attributed to the owners of the company in M USD



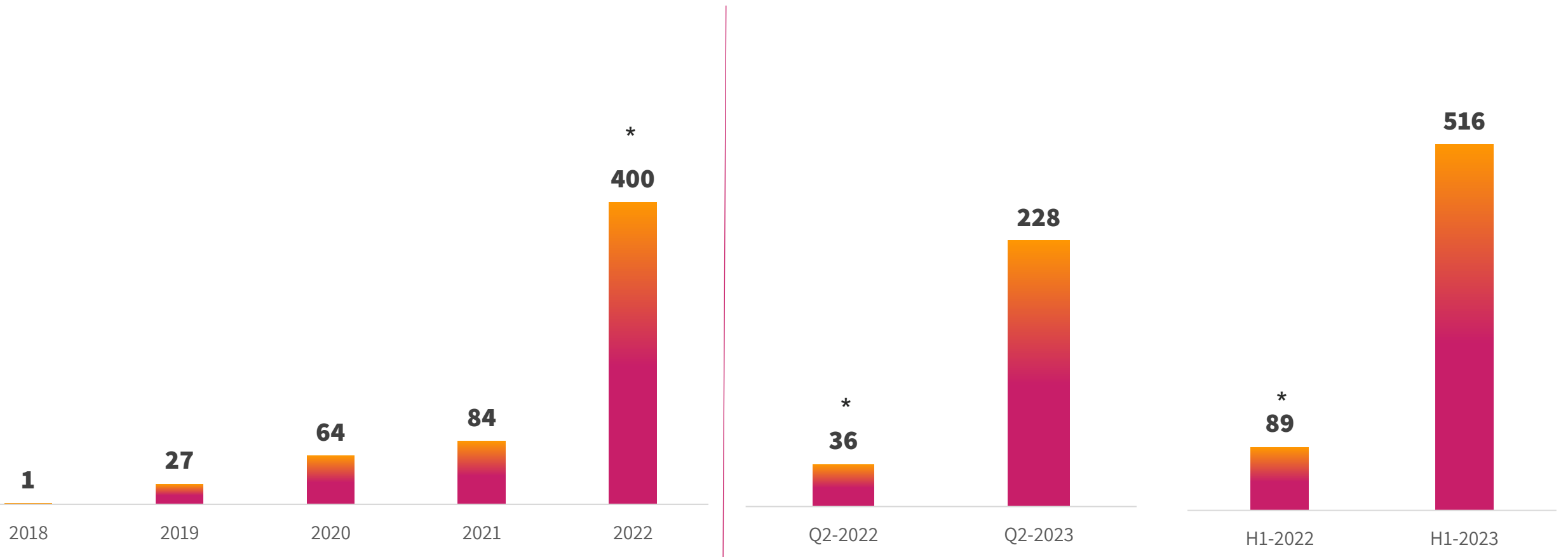
\*The results of Ayalon Insurance's are consolidated since June 30, 2022

1 USD = 3.7 NIS



# P&C Gross Written Premium Development

In M USD

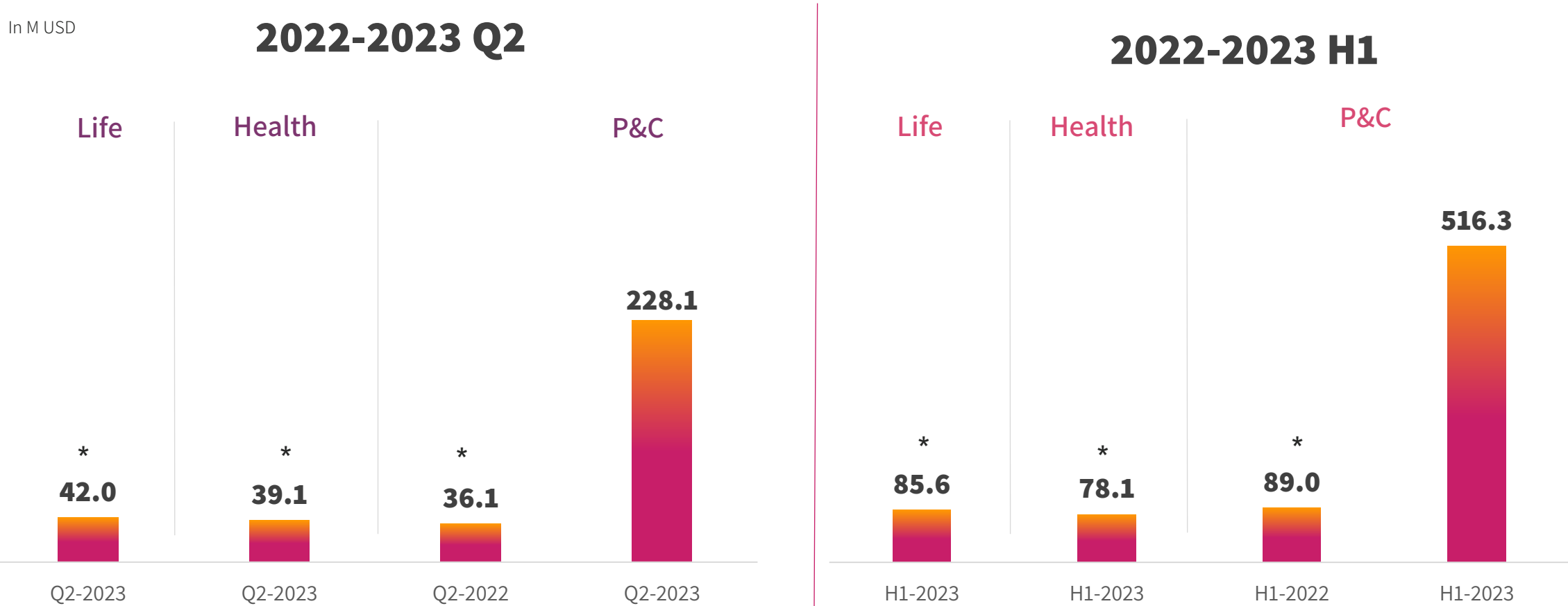


\*The results of Ayalon Insurance's are consolidated since June 30, 2022

1 USD = 3.7NIS

# Gross Written Premium by Segments

After the Acquisition of Ayalon, the company's activity expanded to include Health insurance sector (both short and long term) as well as the Life insurance and Long-Term Savings sectors. It also expanded its activity in the P&C sector to the commercial insurance Lines of Business



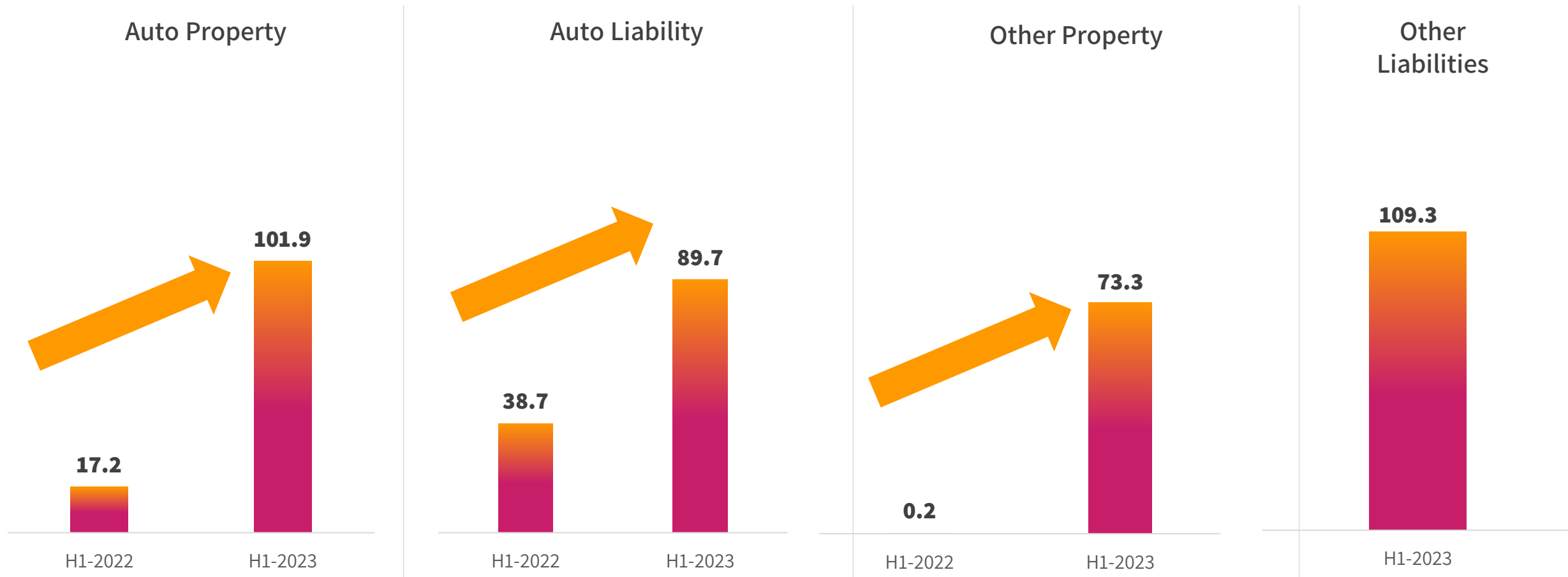
\*The results of Ayalon Insurance's are consolidated since June 30, 2022

1 USD = 3.7 NIS

# Gross Earned Premium growth (by LOB)

P&C 2022-2023 H1

In M USD



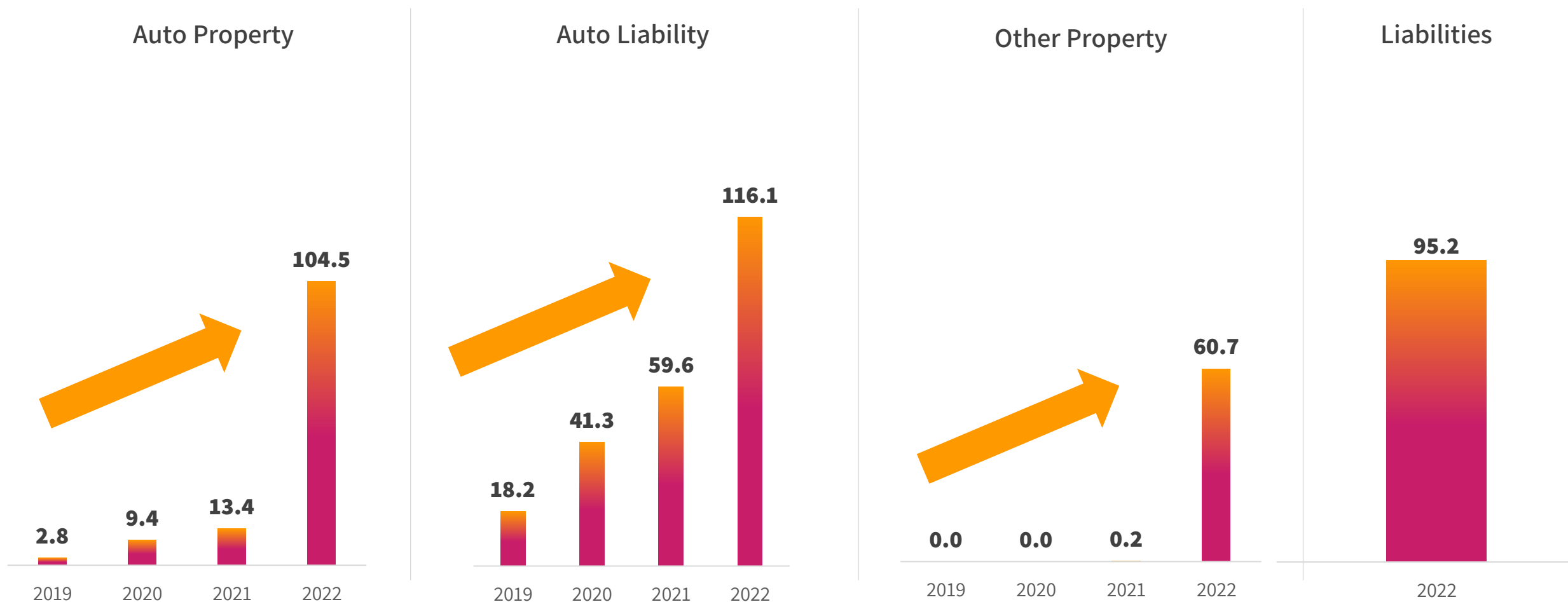
\*The results of Ayalon Insurance's are consolidated since June 30, 2022

1 USD = 3.7 NIS

# Gross Earned Premium growth (by LOB)

P&C 2019-2022

In M USD



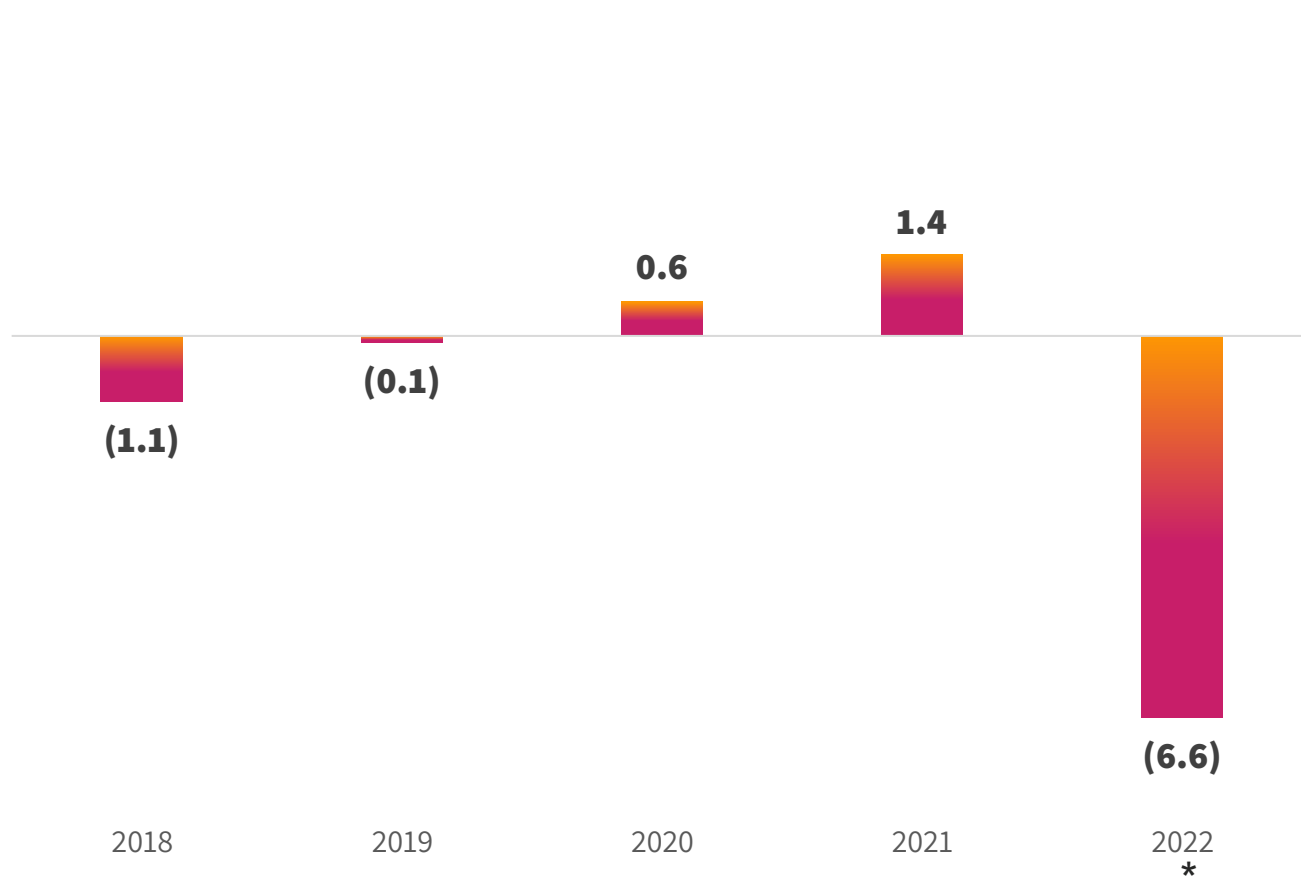
\*The results of Ayalon Insurance's are consolidated since June 30, 2022



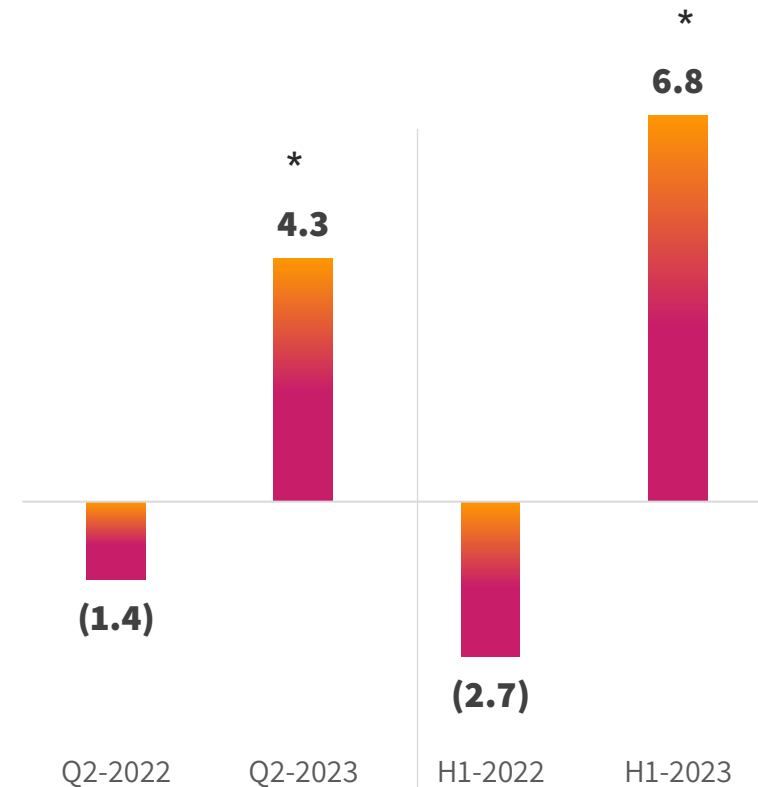
# WeSure Global Tech – Net Profit after Tax\*\*

In M USD

## 2018-2022



## 2022/2023



\*Profit attributed to the shareholders of the company

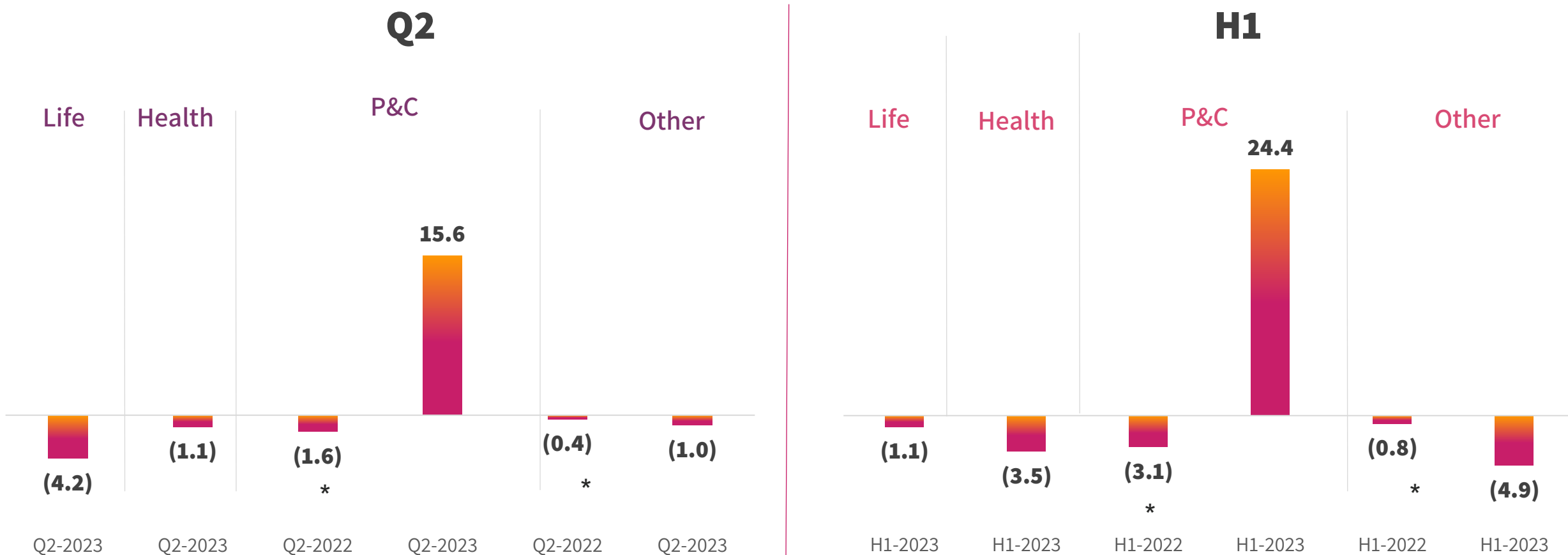
\*\*The results of Ayalon Insurance's are consolidated since June 30, 2022

1 USD = 3.7 NIS

# Pre-Tax Profit by Segments

**After the Acquisition of Ayalon, the company's activity expanded to include Health insurance sector (both short and long term) as well as the Life insurance and Long-Term Savings sectors. It also expanded its activity in the P&C sector to the commercial insurance Lines of Business**

In M USD



\*The results of Ayalon Insurance's are consolidated since June 30, 2022


**1 USD = 3.7 NIS**

# Balance Sheet Global Tech (2022-2023)

In M USD

1 USD = 3.7 NIS

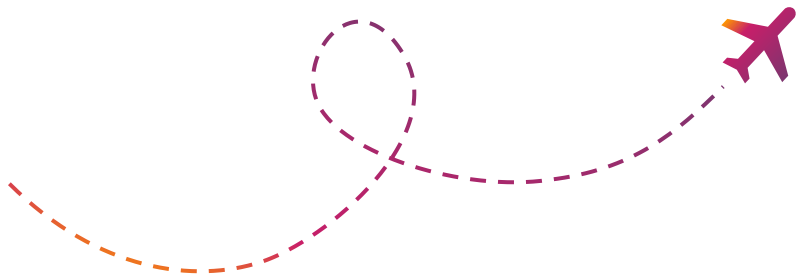
	30/06/2023	30/06/2022	31/12/2022
<b>Assets</b>			
Financial investments for yield-bearing contracts	1,218,047	1,185,360	1,141,587
Other financial investments	1,295,811	1,116,049	1,212,550
Reinsurance assets	1,197,124	1,120,411	1,148,099
Other Assets	1,017,378	1,022,851	1,026,308
<b>Total Assets(*)</b>	<b>4,728,359</b>	<b>4,444,671</b>	<b>4,528,544</b>
<b>Liabilities and Surplus</b>			
Shareholders' Equity	114,263	105,216	107,191
Non controlling interest	38,020	33,599	34,921
<b>Total Equity</b>	<b>152,283</b>	<b>138,815</b>	<b>142,111</b>
Non yield-bearing contracts liabilities	2,482,181	2,268,269	2,313,467
Yield-bearing contracts liabilities	1,280,029	1,272,794	1,247,457
Financial liabilities	254,119	266,895	261,310
Other Liabilities	559,748	497,898	564,198
<b>Total Liabilities, Equity and Surplus</b>	<b>4,728,359</b>	<b>4,444,671</b>	<b>4,528,544</b>

A low-angle, upward-looking photograph of several tall skyscrapers in a city, likely New York City. An American flag is prominently displayed, waving in the wind, positioned diagonally across the frame. The image has a strong magenta/pink color overlay. The text 'weSure' is centered in the middle, with 'USA' centered below it.

weSure  
USA



The market for  
business insurance  
in the US is large,  
fragmented, and  
has significant  
business potential



**>\$100bn**

GWPs, +3% CAGR  
)Last 10 years(

**#32 mln**

Number of SME's  
in USA

**<30%**

5 largest players  
market share

**~50%-60%**

Claims to Premiums  
average ratio

# US Operation

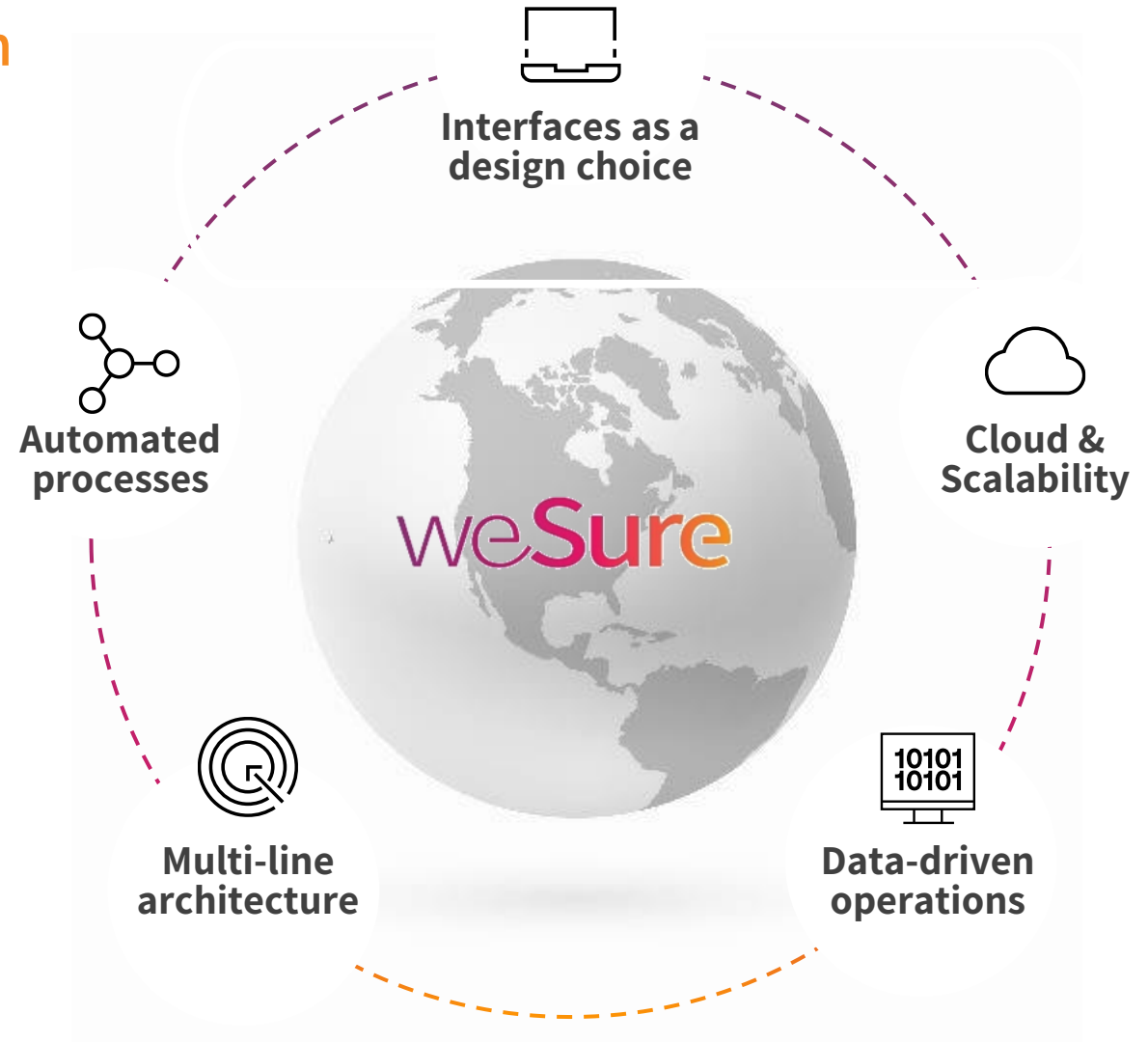
Growth potential via international expansion



Our platform will enable us to provide high-quality customer experience in the USA like we did do in Israel



The company will have Israel as a technological hub for the R&D and testing of new products and initiatives



# End to End digital processes

From the quote stage to claim handling stage

USA Expansion plan  
Commercial Business Owners Insurance (BOP) for SME's



\* Based on an analysis by an analyst consultant

Knowledge & experience

## Specialization

## Licensed Carrier





# weSure

## Additional Events

# Additional Events

## Continuing to some main developments



**In January 2023, the company announced that it was starting to market its insurance products in the United States, after receiving the final regulatory approvals following the joint venture agreement and investment by AmTrust. It began operations in Ohio, its first USA state, in March 2023.**



**In February 2023, the company's board of directors approached the board of its subsidiary, Ayalon Insurance co, and offered to enter into negotiations regarding the possibility of Ayalon Insurance acquiring the shares of WeSure Insurance, a fully-owned subsidiary that specializes in digital insurance activity in Israel, in exchange for the allocation of Ayalon Insurance shares for the subsidiary (Push Down).**



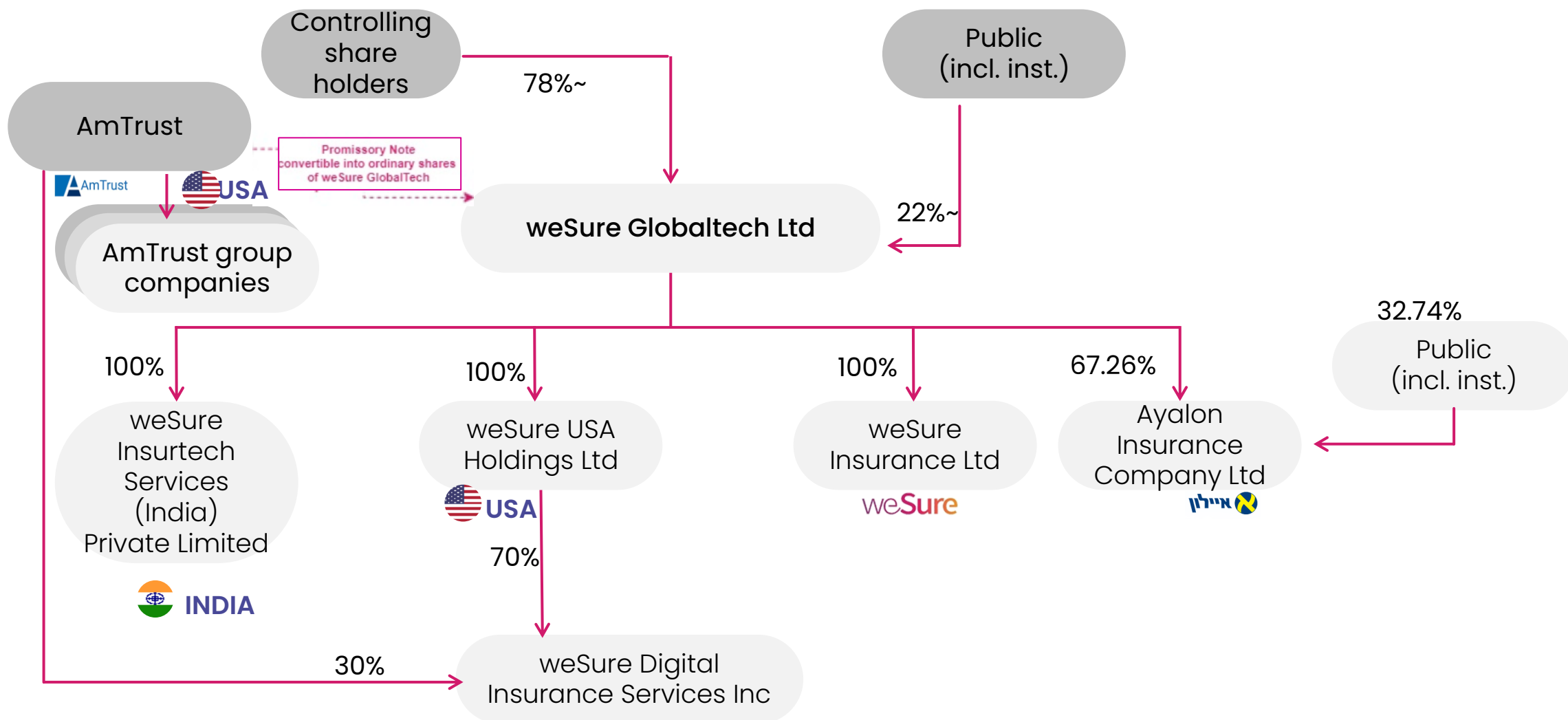
**In May 2023, the merger of “Ayalon Issuance and Capital Raising Ltd.” with and into Ayalon Insurance was completed, including the transfer of bonds from Ayalon Issuance to Ayalon Insurance, effective May 23, 2020**

\*It should be emphasized that the company's board of directors' approach to Ayalon Insurance's board of directors is a non-binding proposal to initiate negotiations and examine the possibility of entering into negotiations, and there is no certainty that the parties will enter into negotiations and/or conduct negotiations and/or that any binding agreement will be reached and/or that any transaction will be completed and on what terms. Furthermore, it is clarified that any communication between the parties, to the extent that it is formulated, will be subject to various conditional terms as agreed between the parties, including the approval of the relevant authorized bodies of each of the parties and the regulatory approvals required by law, including the approval of the Insurance and Savings Market Authority, which there is no certainty will be obtained. It is emphasized that the company's plans to conduct negotiations with Ayalon Insurance regarding the acquisition of shares and insurance coverage are in the nature of future-looking information, as defined in the Securities Law, 5728-1968, and their implementation is not certain and is not entirely within the company's absolute control. The plans, as stated, may not materialize or may materially materialize for reasons that are beyond the company's control and cannot be estimated in advance, including, among other things, due to the failure of the negotiations to reach a binding agreement and dependence on external factors

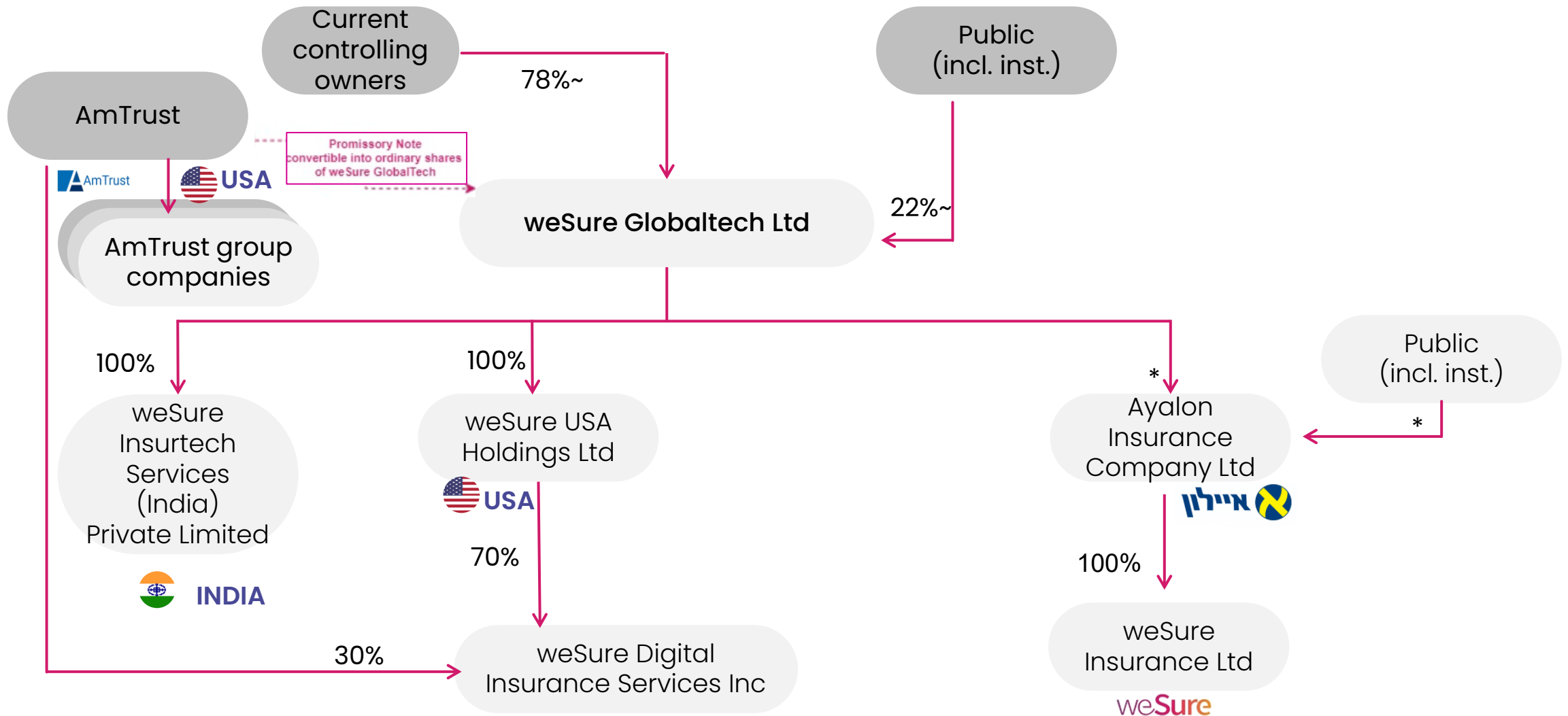
The events above are not comprehensive. For additional details, please see the company's financial reports published on the TASE website



# Current Holdings structure (before a possible change of the group's structure)



## \*Company holdings structure, subject to the approval change in the group structure\*



\*The holdings percentages (if the aforementioned transaction is finalized) are not known at this stage. See note on slide 26 regarding the proposal to open negotiations and the uncertainty regarding the described change.

# Main advantages in the proposed Push down by Globaltech's board to Ayalon's board



Maximizing synergies between the insurance companies of the group in Israel



Improved operational efficiency of both companies



Improvement of technological and digital capabilities for the traditional incumbent Insurer, including the addition of a separate and distinct Direct Distribution arm



Additional strengthening of Ayalon Share Capital

The plans, as stated, may or may not materialize for reasons that are beyond the company's control and the result cannot be estimated in advance, including, among other things, due to the failure of the negotiations to reach a binding agreement. For details, please see the immediate reports and other reports that were published to the public .



# weSure Thank you