

# weSure for the Future

Digital Insurance Group of the New Generation

## Investor Presentation Summary

August 28, 2024

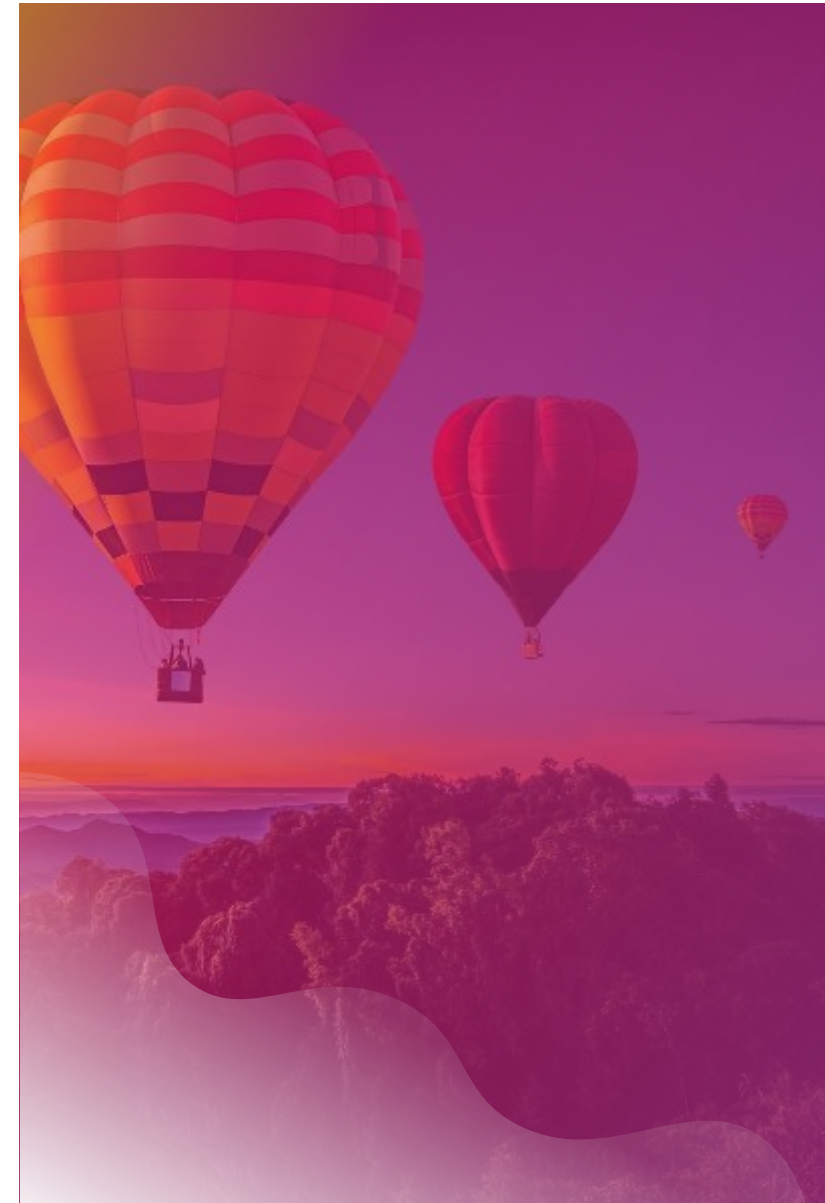
# Legal clarification

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 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.



# Group's Strategy

- ❖ Being an innovative, Multi-Line and Multi-Channel Financial Group, expanding internationally, as part of the Group's long term profitable 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 and driven by advanced technologies.
- ❖ Achieving an adequate Return On Equity, with significant value for our shareholders and other business partners (such as customers, agents, reinsurers, suppliers).
- ❖ Adhering to values of Transparency, Honesty, Fairness, Integrity and Exceptional level of Service to our 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

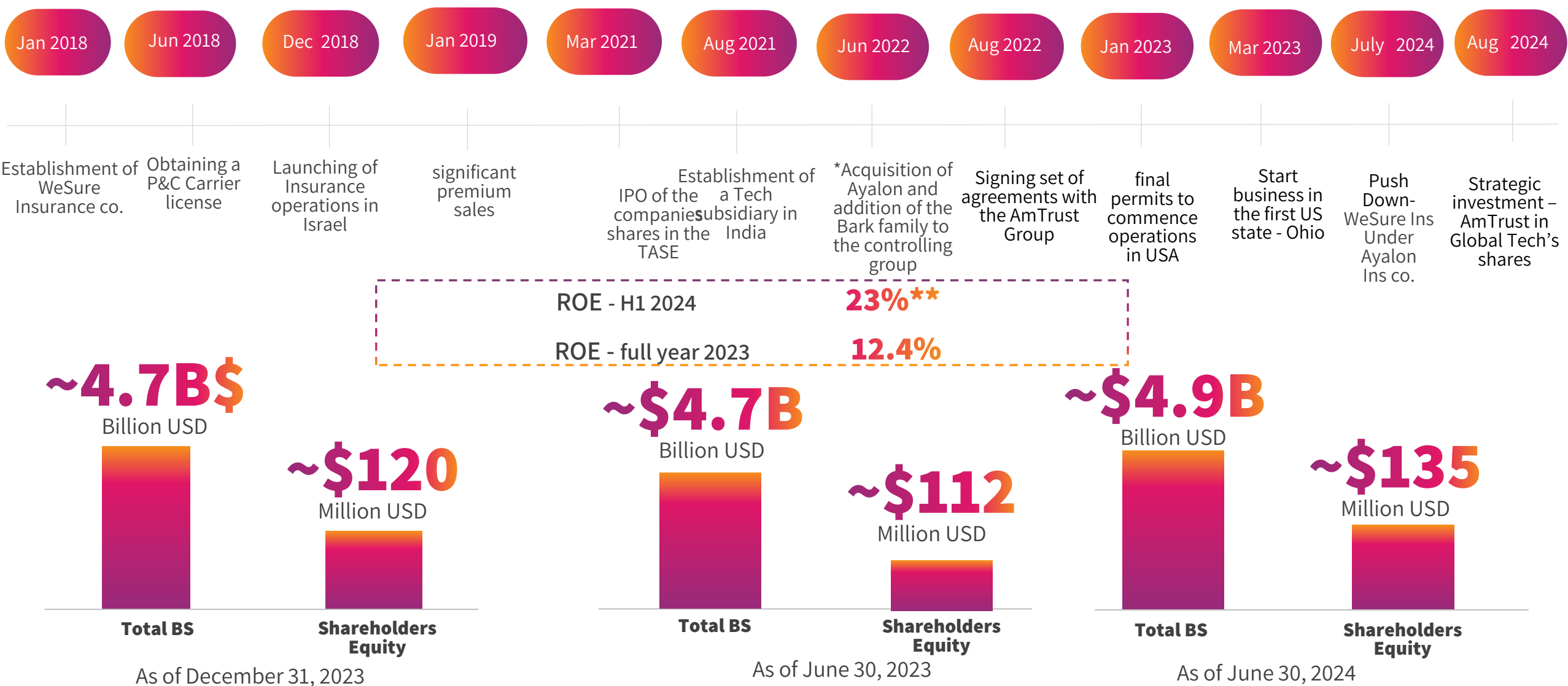
Combination of  
Personal &  
Commercial  
Clients

# ALL-IN-ONE

## Multi-Line and multi-channel



# weSure GlobalTech Journey



\*Through Caesarea Medical Electronics Holdings (2000) Ltd., controlled by Tzvi and Anat Barak ("Kaiseria"). The control permit was received on May 19, 2022.

\*\*Calculated in a yearly bases

# A Multi-National Insurance & Technology Group - organic growth alongside smart M&As

The Group in Numbers (As of June 2024)

~\$4.9

Billion USD

**Balance Sheet**

~\$135

Million USD

**Equity**

\$720

Million USD

**Gross Written 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 and india

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

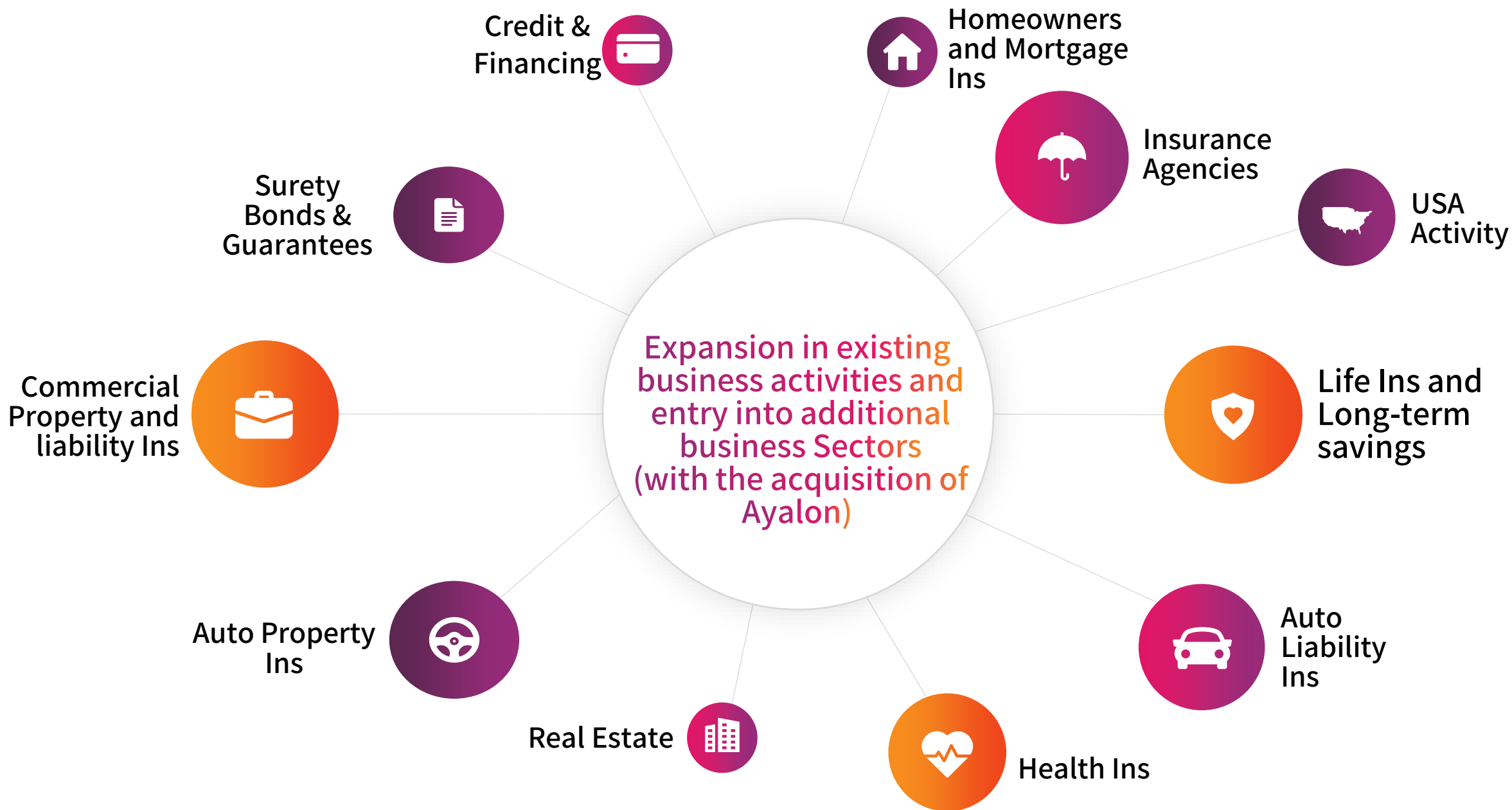
**Multi channel distribution, Efficiency and Costs Effectivity**

**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

(3,300 + 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 features a gradient of purple and pink colors. On the left side, there are large, soft, wavy shapes. On the right side, there is a faint, stylized line graph with several data series, some of which are highlighted in a darker shade of purple.

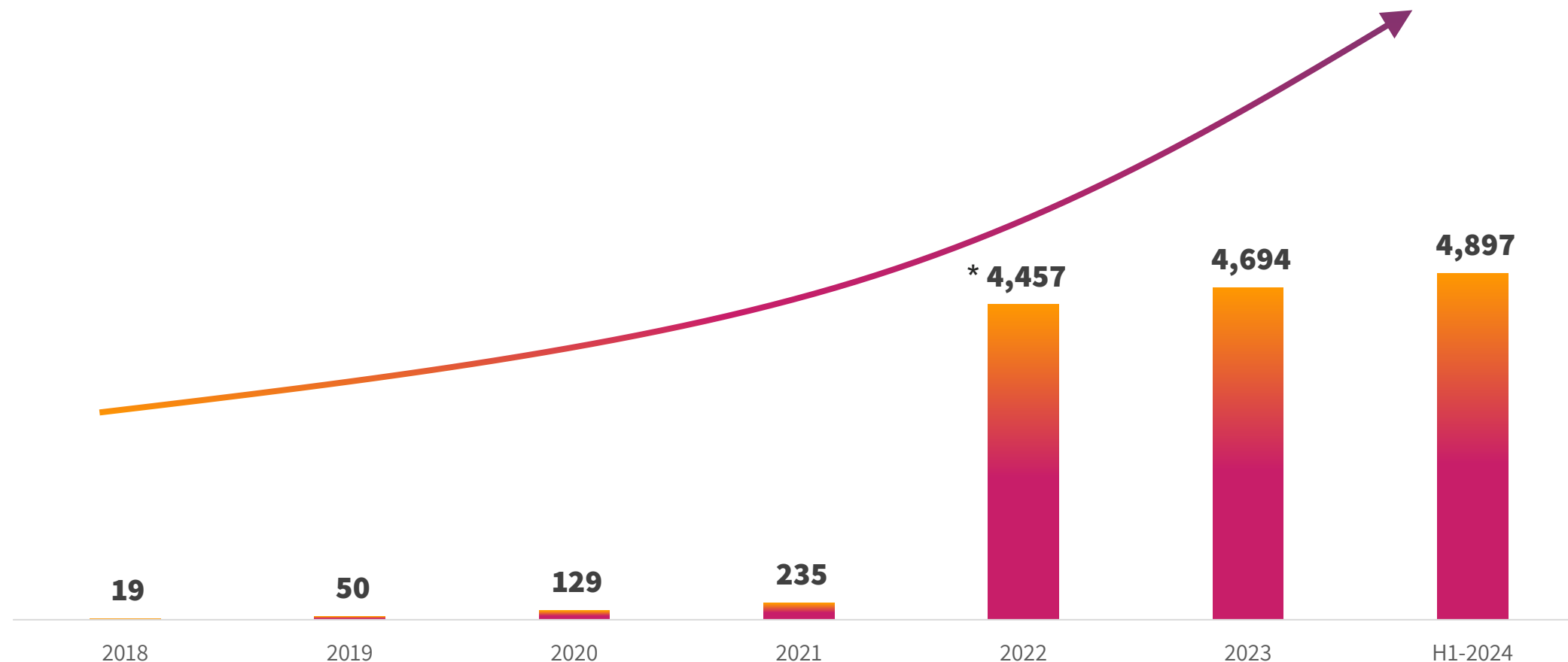
# weSure

## Financials

# Consistent Balance Sheet Growth 2018-2024

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

In M USD

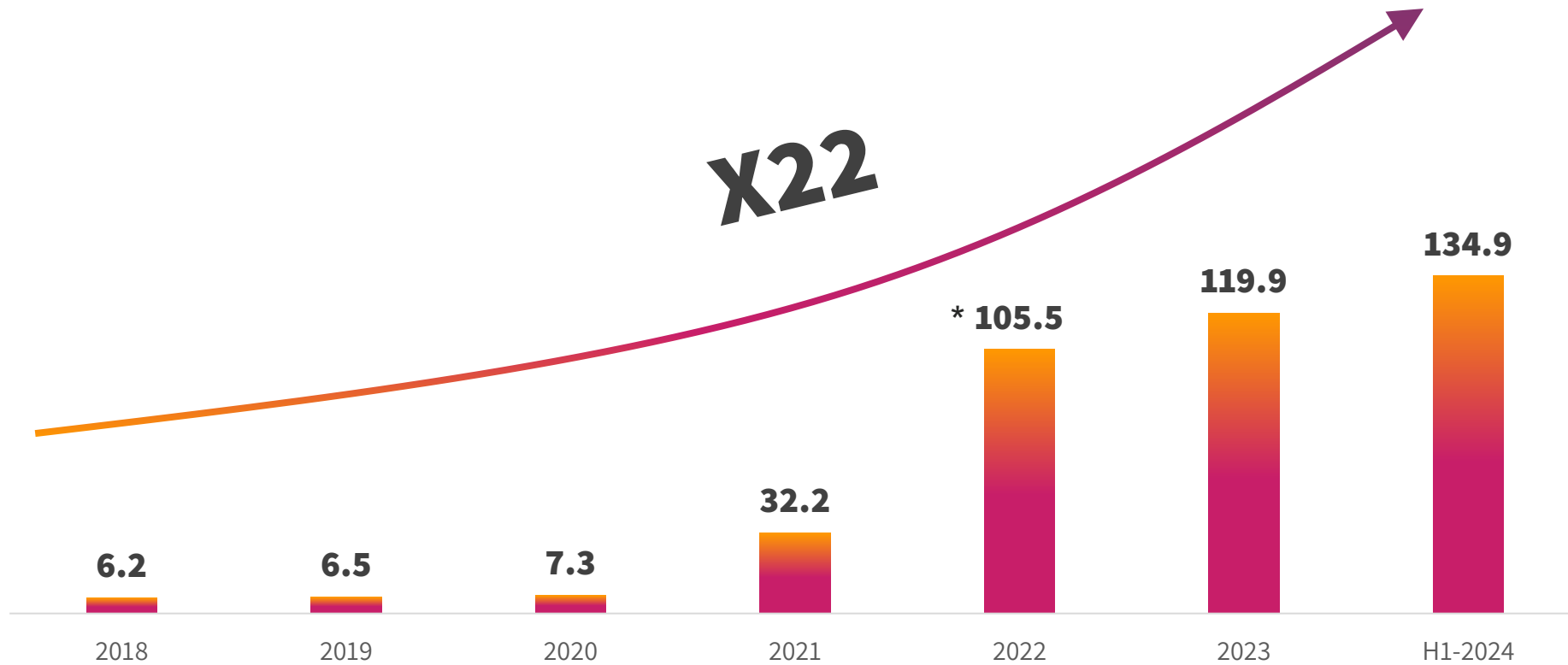


\*The results of Ayalon Insurance's are consolidated since June 30, 2022

1 USD = 3.759 NIS

# Equity increased by 22 Times

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



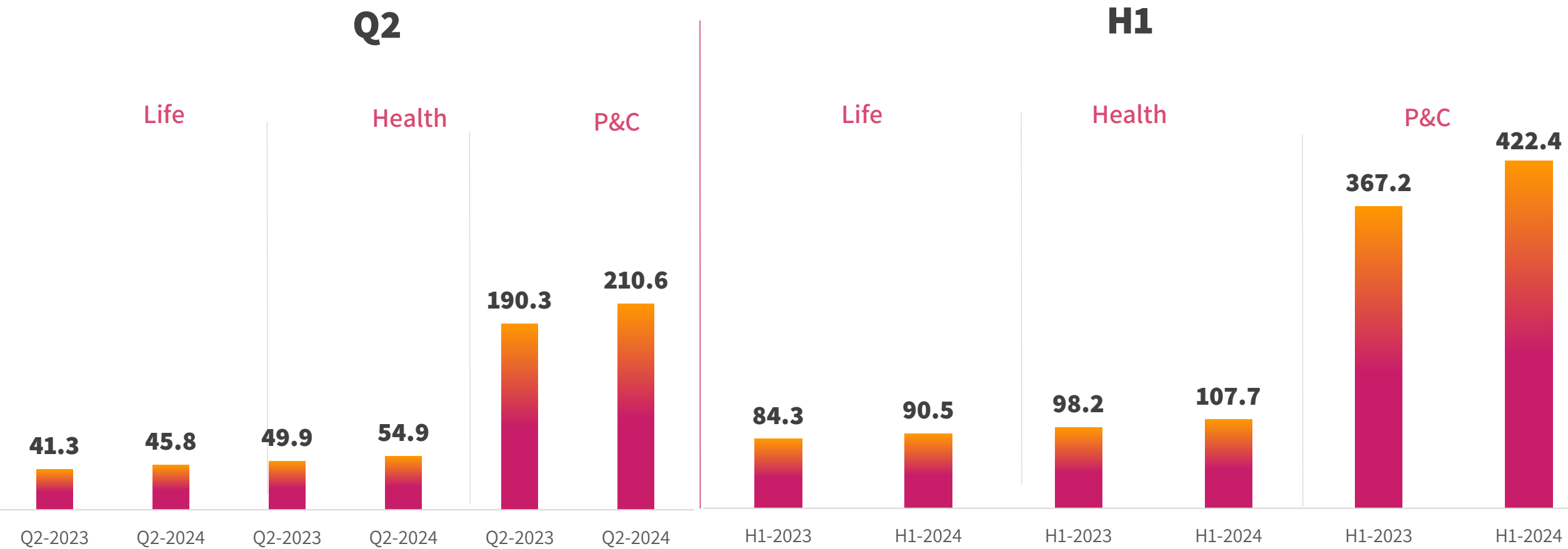
\*The results of Ayalon Insurance's are consolidated since June 30, 2022

1 USD = 3.759 NIS



# Gross Earned Premium by Segments

In M USD

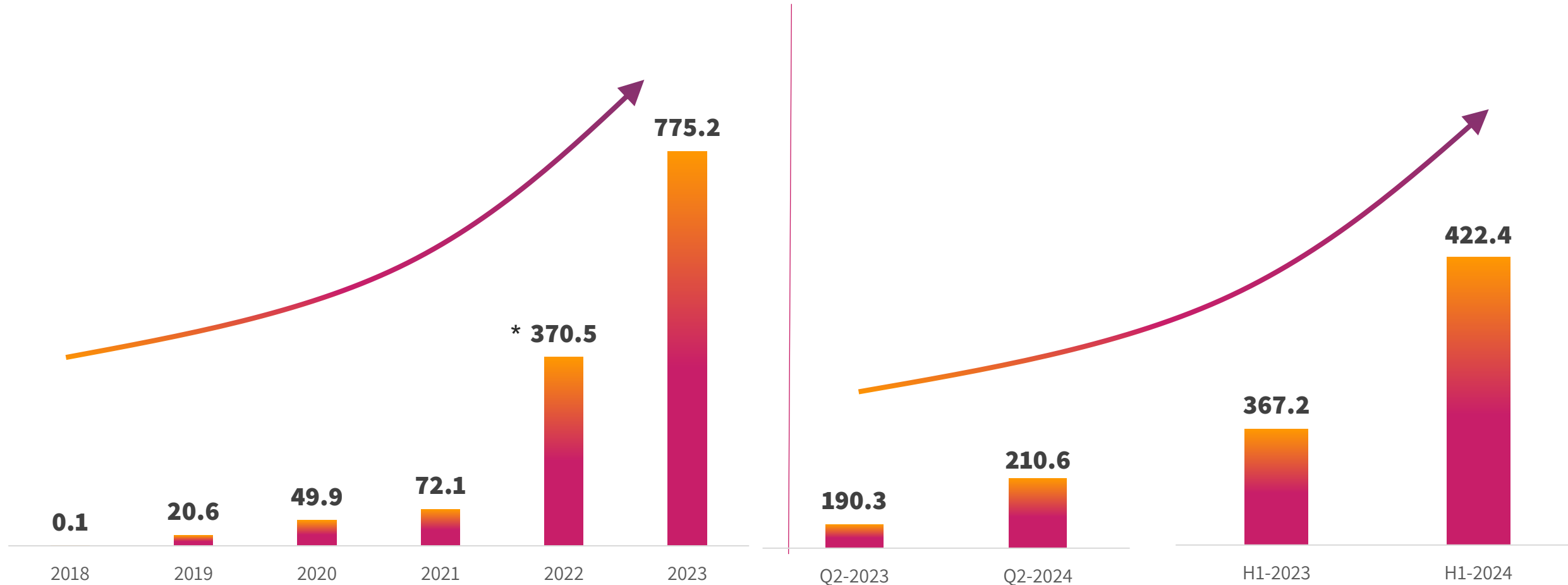


\*The results of Ayalon Insurance's are consolidated since June 30, 2022

1 USD = 3.759 NIS

# P&C Gross Earned Premium Development

In M USD



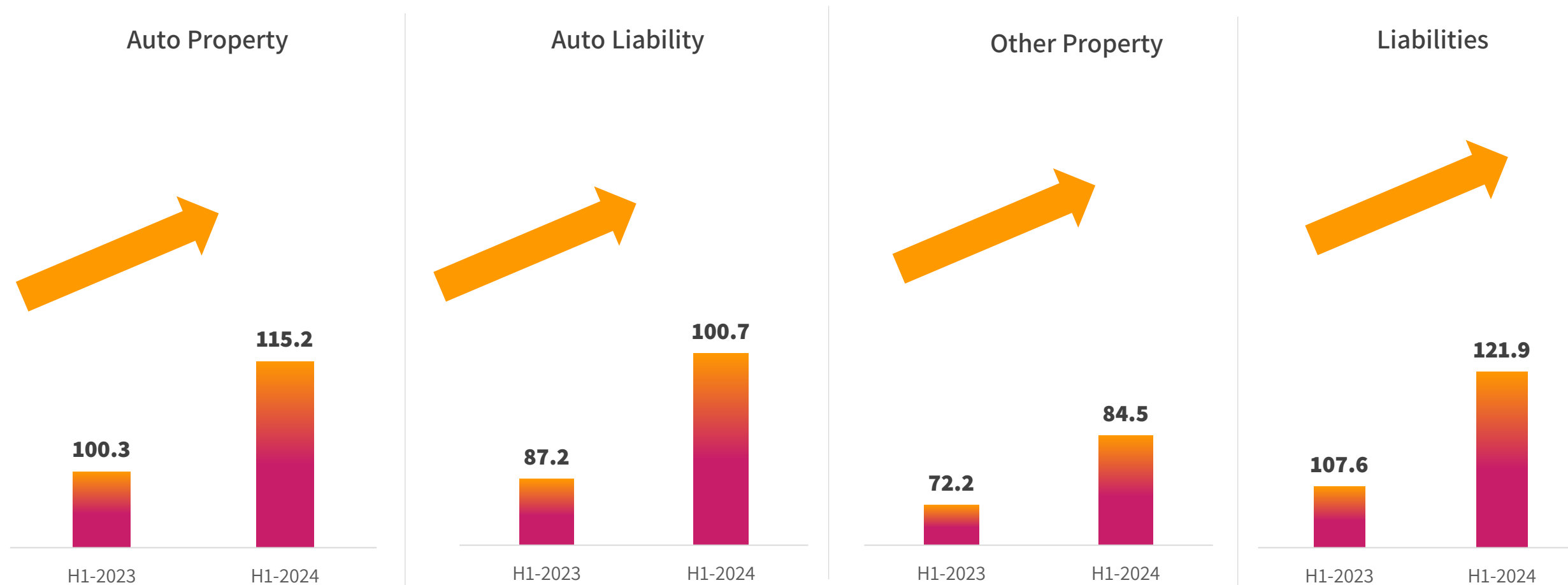
\*The results of Ayalon Insurance's are consolidated since June 30, 2022

1 USD = 3.759 NIS

# Gross Earned Premium growth (by LOB)

## P&C H1

In M USD

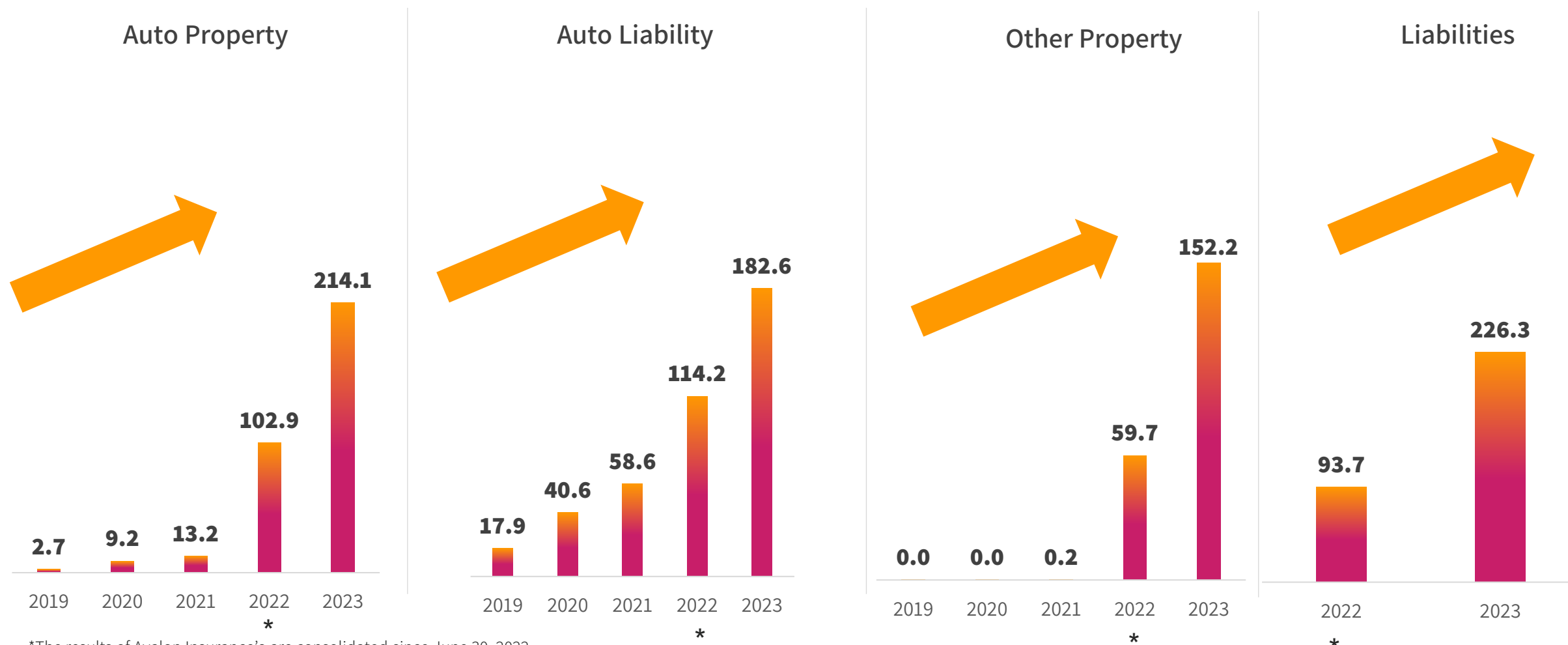


\*The results of Ayalon Insurance's are consolidated since June 30, 2022

# Gross Earned Premium growth (by LOB)

P&C 2019-2023

In M USD

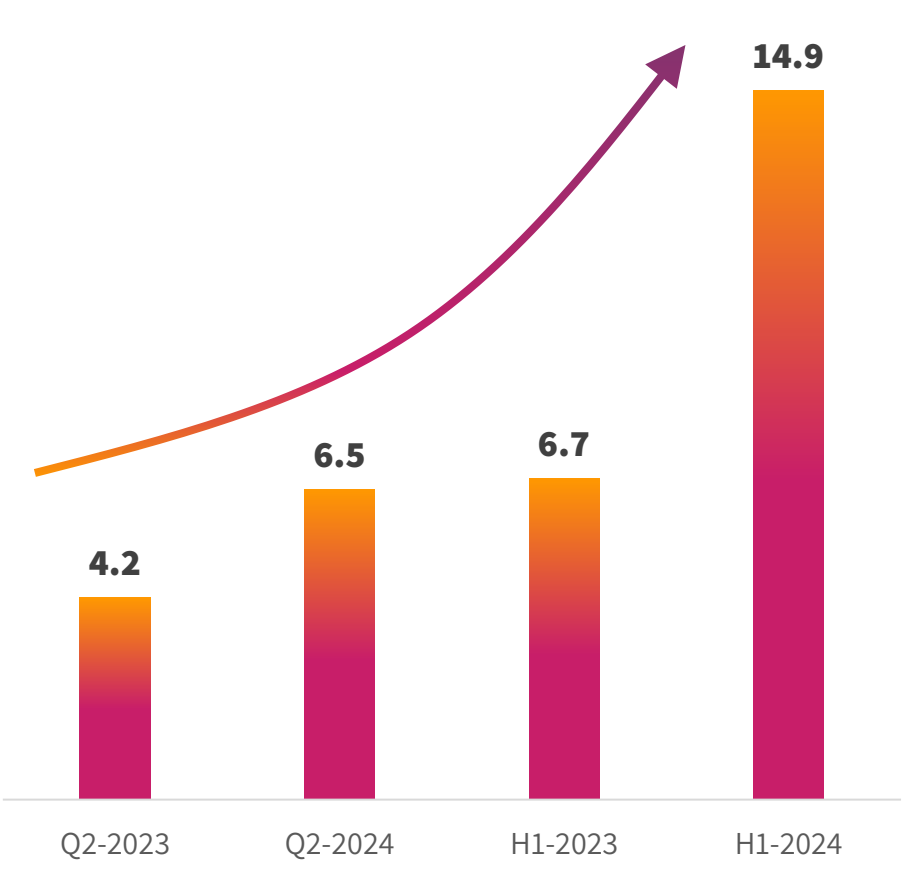
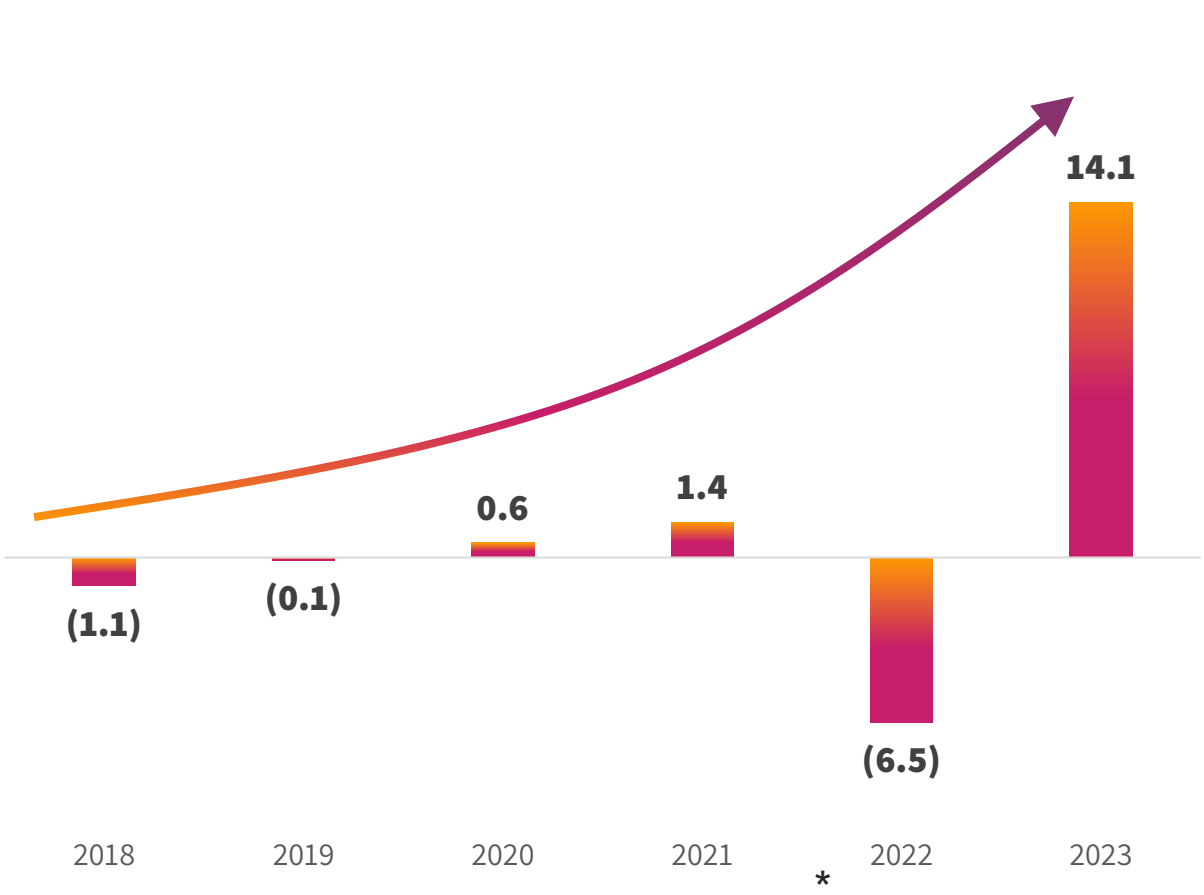




# WeSure Global Tech – Earnings/Net Profit after Tax\*\*

In M USD

2018-2023



\*Profit attributed to the shareholders of the company

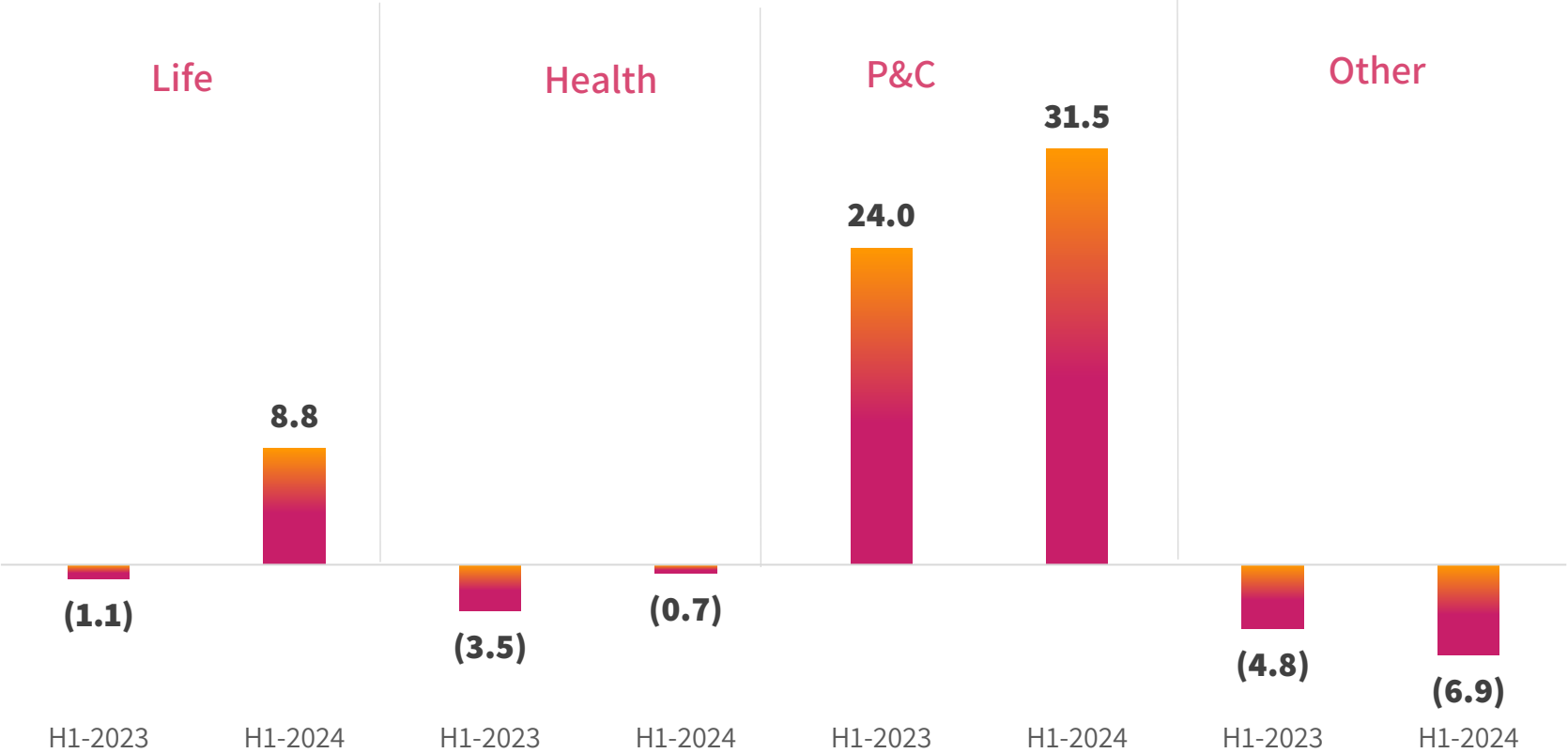
\*\*The results of Ayalon Insurance’s are consolidated since June 30, 2022

1 USD = 3.759 NIS

# Pre-Tax Profit by Segments

In M USD

H1 -2023 vs H1 -2024

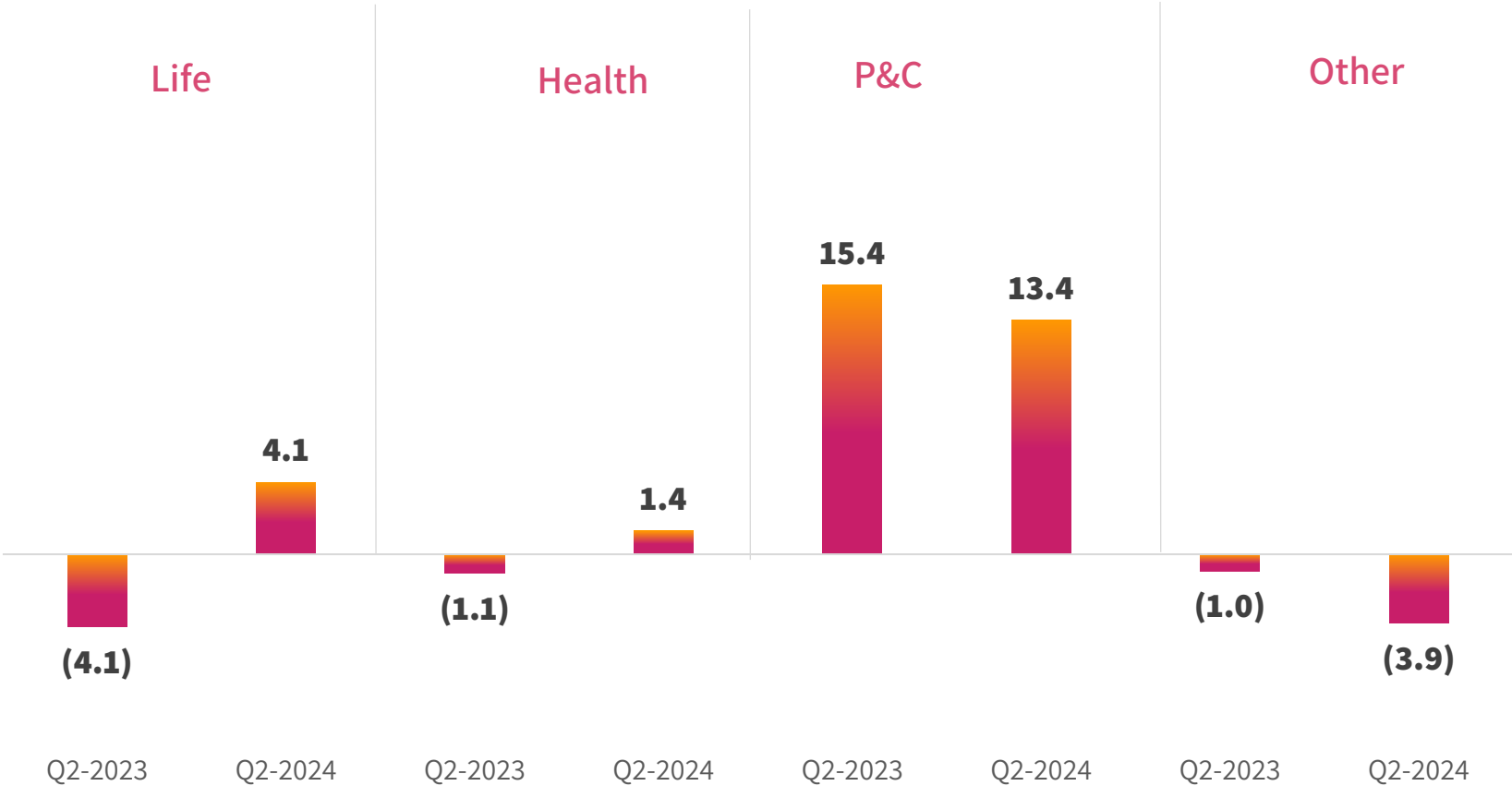


1 USD = 3.759 NIS

# Pre-Tax Profit by Segments

In M USD



Q2 -2023 vs Q2 -2024



1 USD = 3.759 NIS

# Solvency – By the Group's Insurance companies

As of 31 December 2023  
(In M USD)

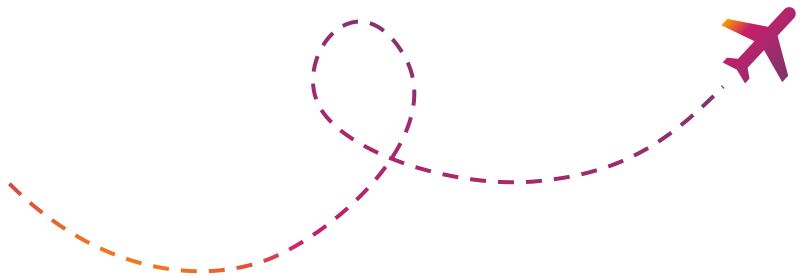
	 <b>WeSure Insurance Company</b>		 <b>Ayalon Insurance Company</b>	
	12/2023	12/2022	12/2023	12/2022
<b>Equity (tier 1 and 2)</b>	32.4	20.8	489.1	413.2
<b>including consideration of the transitional relief instructions:</b>				
<b>Capital requirements (SCR)</b>	30.2	20.4	419.1	389.9
<b>Solvency Ratio</b>	107%	102%	123%	106%
<b>Not including consideration of the transitional relief instructions:</b>				
<b>Capital requirements (SCR)</b>	31.8	22.9	431.7	435.8
<b>Solvency Ratio</b>	102%	91%	113%	95%



A low-angle, upward-looking photograph of several tall skyscrapers in a city, likely New York City. An American flag is prominently displayed in the center, waving between two buildings. The entire image is overlaid with a semi-transparent magenta/pink filter. The text 'weSure' and 'USA' is centered over the image.

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

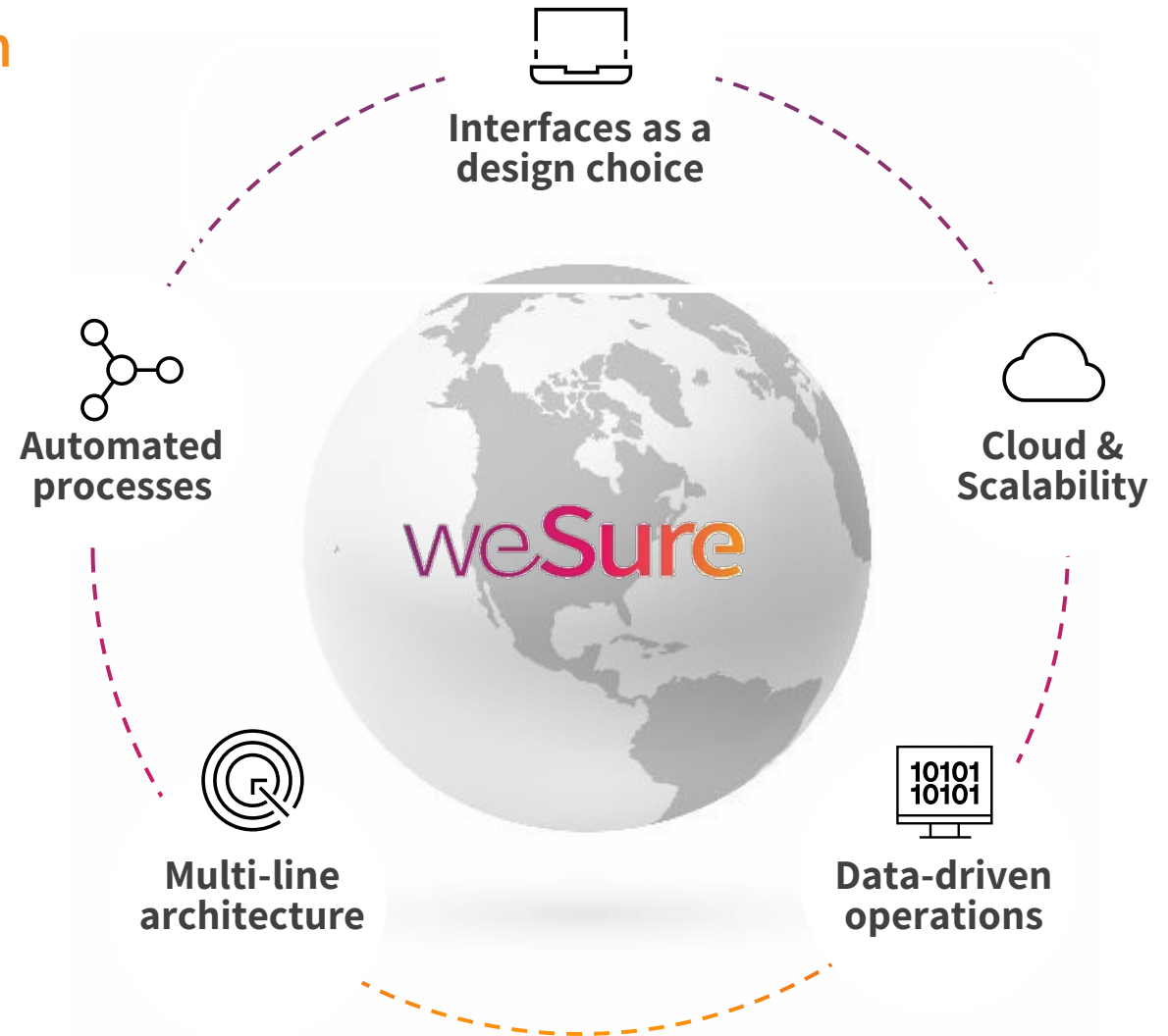
Growth potential via international expansion



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 :  
Commercial Business Owners Insurance (BOP),  
CYBER and Workers Comp Insurance for SME's



\* Based on an analysis by an analyst consultant



Mr. S. American from Berkeley Advisors the U



Launching in  
9 US states

**BASIC INFO**  
 Around: 4 mins

**NON-BINDING QUOTE**  
 Around: 2 mins

**ADDITIONAL INFO**  
 Around: 4 mins

**PAYMENT**  
 Around: 2 mins

Hey, I'm Alex, and I'm your guide. Business owner's insurance for your business will be ready in approx. 10 minutes.

Let's start with where you conduct your business

Tennessee  
 Pennsylvania  
 North Carolina  
 South Carolina  
 Virginia

+1 Cell Phone Number

Continue →

## Launching :weSure's B2B Agency Portal

**AGENCY PORTAL**

Search for online quotes, policies bound, or open:

- View, edit or copy a quote
- View a policy, complete simple endorsements

Send Security Code To Mobile | Send Security Code To Email

Forgot Password?

Terms of Service | Privacy Policy | Contact us

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Quote No.	Policy No.	Client	Product	State	Quote Date	Status	Issued By	Action
QB00011005	QB00011005-001	Northwards Apartments	Business Owners Policy	Ohio	03/07/2024	Quote Expired	Staffin	
QB00011104	QB00011104-001	Northwards Apartments	Business Owners Policy	Ohio	03/07/2024	Quote Pending	Staffin	
QB00011200	QB00011200-001	Northwards Apartments	Business Owners Policy	Indiana	03/20/2024	Quote Expired	Staffin	
QB00011317	QB00011317-001	On the Border Mexican Grill	Business Owners Policy	Ohio	03/23/2024	Quote Expired	Staffin	
QB00011514	QB00011514-001	Coliseum Corner Barber Shop	Business Owners Policy	Ohio	03/23/2024	Quote Expired	Staffin	

View More Activity

Launch of a second generation of digital packages for businesses, Cyber and WC

**weSure Digital Insurance Services, Inc. Business Owners Policy**

weSure's BOP insurance is fully digital with quote & bind available instantaneously for a wide variety of business classes with deep appetite for restaurants, professional offices, retail businesses and habitation risks. weSure's BOP product is available to newly established businesses where the owners/principles have relevant industry experience. weSure is partnered with and backed by a highly rated Carrier from the AmTrust Financial Group.

**Digital Features**

Submit ☒ Quote ☒ Bind ☒

**Eligibility**

Eligible risk generally meet the following guidelines:

- Vehicles: 0 - 1
- Locations: 1 - 3
- Buildings: 1 - 6
- Square Footage: 100 - 90,000
- Building Age: 0 - 90
- Full Time Employees: 1 - 25

**Coverage(s) Provided**

Business Owners Policy

**Eligible States**

Developing relationships with distributors, aggregators and agents in the USA (over 200 insurance agencies)

### Choose weSure plan that works best for your business

Essential Plan	Standard Plan	Premium Plan
Provides all the essential Property & Liability coverage's your business needs with a few bells and whistles!	Provides increased Property & Liability Coverage's and Limits to address your business needs and is mostly widely selected by businesses of your type.	Provides the highest bundled endorsement plan to provide maximum Property & Liability coverage at our highest limits for total coverage.
Premium <b>\$473.33</b> /month <b>\$5,680</b> Annually	Premium <b>\$504.25</b> /month <b>\$6,051</b> Annually	Premium <b>\$529.75</b> /month <b>\$6,357</b> Annually
<b>Select Plan</b>	<b>Select Plan</b>	<b>Selected Plan</b>
What's Included...	What's Included...	What's Included...
<ul style="list-style-type: none"> <li>Liability &amp; Medical Expenses-Occurrence Limit <b>\$1,000,000</b></li> <li>Electronic Data Liability <b>\$25,000</b></li> <li>Employee Benefits Liability Coverage-Per Occurrence Limit <b>\$300,000</b></li> </ul>	<ul style="list-style-type: none"> <li>Liability &amp; Medical Expenses-Occurrence Limit <b>\$1,000,000</b></li> <li>Electronic Data Liability <b>\$50,000</b></li> <li>Employee Benefits Liability Coverage-Per Occurrence Limit <b>\$500,000</b></li> </ul>	<ul style="list-style-type: none"> <li>Liability &amp; Medical Expenses-Occurrence Limit <b>\$2,000,000</b></li> <li>Electronic Data Liability <b>\$75,000</b></li> <li>Employee Benefits Liability Coverage-Per Occurrence Limit <b>\$1,000,000</b></li> </ul>



Collaborations with Agencies organizations in different states in the US

weSure



weSure

Structural Changes in the Group

## Structural changes in the group – After the balance sheet date

On July 1, 2024, the conditions precedent to the "Push Down" transaction were met and Ayalon Insurance issued 4,607,038 ordinary shares of 1 NIS par value each of Ayalon Insurance to GlobalTech, which constitute approximately 25.3% of the issued share capital of Ayalon Insurance (before the aforementioned allocation) in exchange for the transfer the entire share holdings' in WeSure Insurance to Ayalon

As a result of the completion of the transaction, WeSure GlobalTech increased its holdings to approximately **73.9% of Ayalon Insurance Ltd.** Shares (from ~67.26%) and Ayalon owns **100% of WeSure Insurance Company Ltd.** Shares.



# weSure

## Investment of AmTrust Group

# AmTrust Transaction

Investment of ~NIS 72.6 million by a leading privately owned American Insurance Group - **AmTrust**

A total of ~NIS 37 million in cash (via private placement) at a price of NIS 3 per share as well as the conversion of the Convertible Note into shares ~NIS 35.6 million according to an updated conversion price of NIS 4.8 per share.

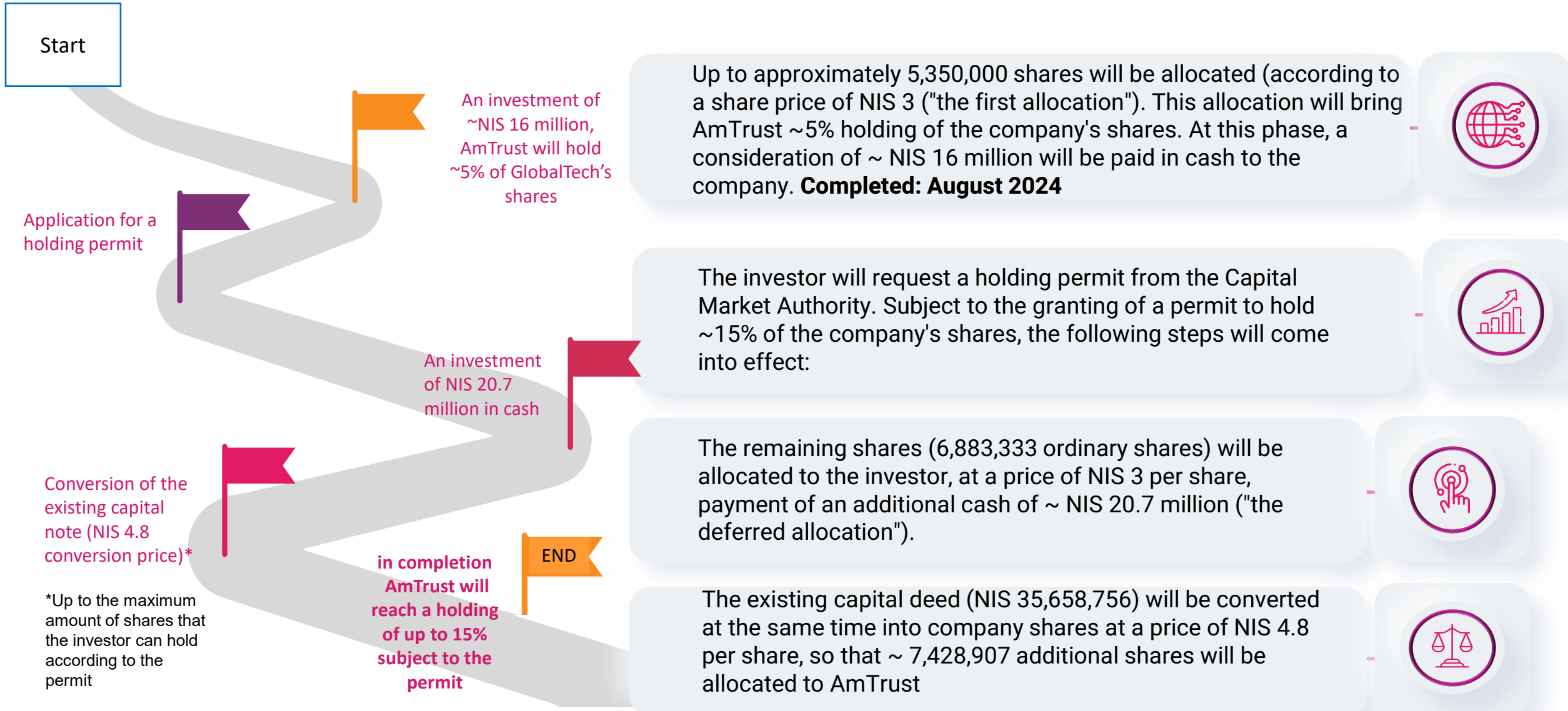
The strategic deal, which was signed with AmTrust Financial services Inc from the insurance and finance group AmTrust, is divided into two main phases.

Subject to the completion of all stages of the transaction, including getting a Holding Permit from the Insurance and Savings Capital Market Authority, the strategic investor AmTrust is expected to reach ~14.8% holding of the company (fully diluted).

The information in this presentation is presented in a concise and general manner for ease of presentation, does not exhaust all the data about the transaction and does not replace a review of the company's periodic and seasonal financial statements and current reports, as reported to the Securities Authority through the Magna's distribution website, including the company's immediate reports from July 9, 2024 (references 2024-01-070470 and 2024-01-070554).



# AmTrust Transaction cont.



The information in this presentation The information in this presentation is presented in a concise and general manner for ease of presentation, does not exhaust all the data about the transaction and does not replace a review of the periodic and contemporaneous financial statements and the current reports of the company, as reported to the Securities Authority through the MNA's distribution website, including immediate reports of the company from July 9, 2024 (references 2024-01-070470 and 2024-01-070554).



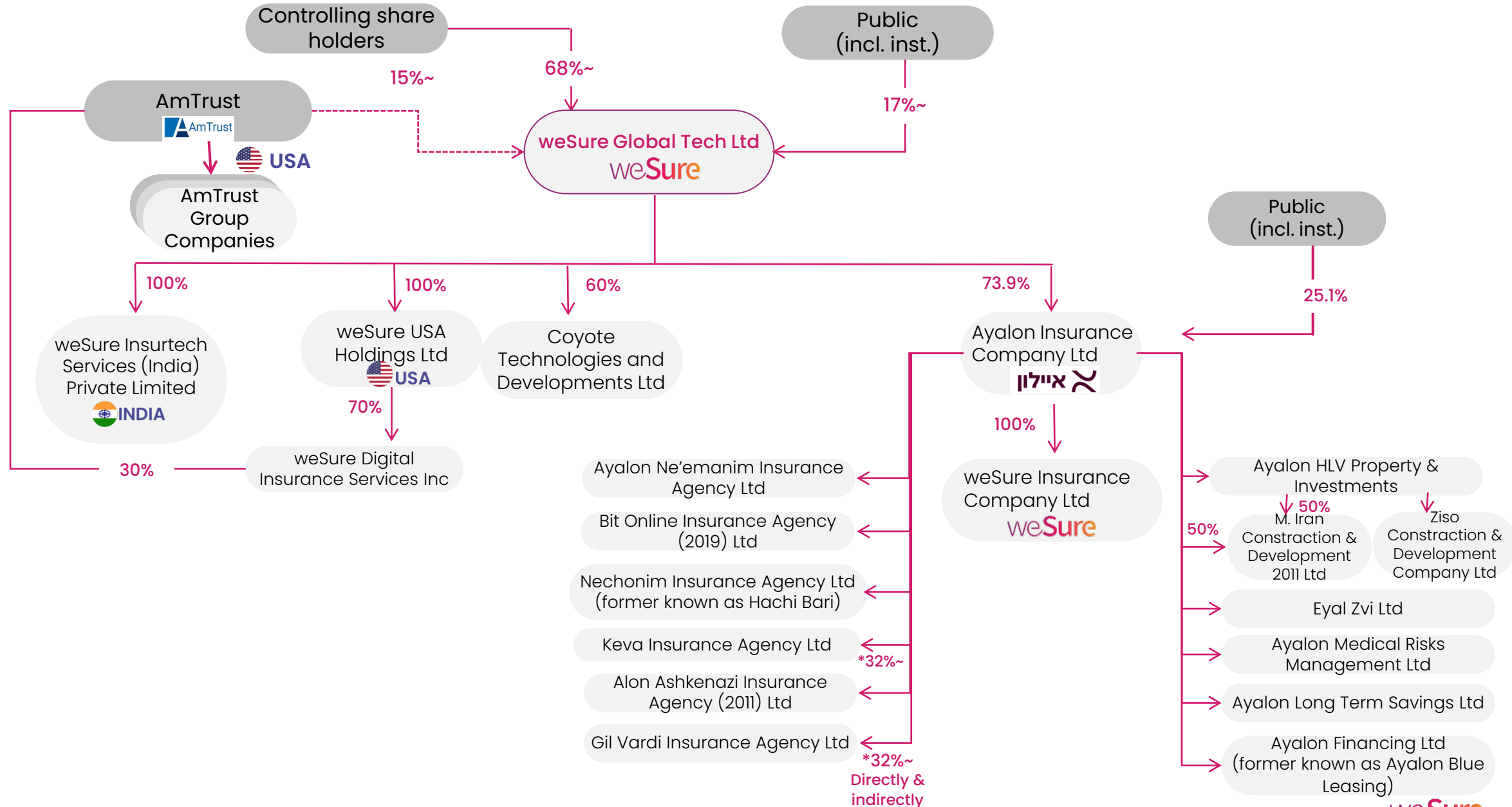
# Key Advantages of the “AmTrust Transaction”

- Strengthening the company’s Capital Base
- Improving Cash Flows
- Reducing Level Of Leverage (converting the “loan” to “equity capital”)
- Deepening the cooperation with a strategic investor, both in further development of the activities of the GlobalTech in the USA as well as in Israel

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# Group's Structure

Assuming the transaction is fully completed





weSure  
Thank you