

## InsurTechNZ Connect Export Delegations 2020 – Advance Notice

*Generating export opportunity for NZ InsurTechs and associated eco-system partners*

InsurTechNZ, supported by FinTechNZ are pleased to share an initiative to help generate additional opportunity for our members to expand into the APAC market place.

This is advance notice to gauge initial interest, assist planning and most importantly open gateway opportunity to leverage the support currently proposed by our other support partners NZTE, ATEED and MFAT. We are looking for a sponsor as well.

While we anticipate other invitations next year, we are currently invited to participate in these events:

1. ANZIIF InsurTech conference            20<sup>th</sup>-21<sup>st</sup> Feb 2020 in Sydney
2. InsurTechConnect conference        2-4 June in Singapore
3. The Digital Insurer Awards        (linked to InsurTechConnect conference #2)

Here is an outline of the current events, the opportunity we are intending to create and some background information which we will update as these propositions become clearer. This initiative will have very limited financial capability from FinTechNZ so we anticipate charging a small administration fee (\$250) for all participants to assist, the more attendees the cheaper it will be. Our (very) ambitious goal is 20 Kiwi companies.

Please read this high-level background document and if you're interested, contact Jason Roberts or James Brown as soon as you can. We have lots to do here and are seeking pragmatic member assistance also!

### Gateway Overview:

Both events should be considered as a mix of education, insight, promoting your business, but perhaps more importantly direct introductions to customer opportunity and/or opening a market presence. Networking and curated business/funding introductions are top of mind.

#### 1 ANZIIF Insurtech:

We have had great engagement with ANZIIF and InsurTechAU in the past. This will be our third group actively participating in this event as organisers, speakers, Insurtech alley participants and conference event attendees. Last year we had about 30 Kiwi's come over and hope for similar again in 2020. ANZIIF are making a generous offer to New Zealand InsurTech's and associated FinTechNZ members and we already have a good cohort of companies expressing interest as attendees, Insurtech alley representation, speakers and more. The clock is ticking on this one.

#### 2 ITC InsurTechConnect; Singapore

This is a new initiative from InsurTechConnect America now landing in Singapore. Their LA events are massive and usually have 10,000+ attendees. They anticipate 1500+ attendees for this new format. We have negotiated a good member deal between both InsurtechNZ and InsurTechAU. The more people who join the greater the organisers will support us with engaging their sponsors etc.

As we found with the FinTechNZ delegation that went 'en-mass' to Singapore in November, this opportunity went far beyond a simple conference. This is an export proposition leveraging the power of the NZ Inc. story and on this occasion is being supported by FinTechNZ, NZTE, MFAT and others. How does dinner at the NZ High Commission, meeting investors, curated business introductions sound? Well this is your chance! *Opening doors is the key focus.*

Finer details on pricing etc. are still being clarified and will be updated as we have this information.

## Contact and advance invitations of interest

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### 3 TDI Innovation Award Programme with InsurTechConnect



The TDI Innovation Award programmes will be an "online to offline" event in 2020. 8-10 finalists will create online pitches that are then voted by TDI members. The top 4 will be invited to present live on the first day of ITC Asia 2020 with the winners announced at the reception drinks event on 2nd June. All award entries are given publicity so the awards are a great way to showcase your innovations and give external recognition to teams.

Entries for Insurers and InsurTech's are now open. More details, including award entry links [can be found here](#):

## Event and proposition outline

### [ANZIIF INSURTECH CONFERENCE 2020](#)

**19 – 20 FEBRUARY 2020** ANZIIF's Insurtech Conference cultivates true collaboration by providing a platform for the entire Insurtech ecosystem to unite and push the boundaries within the insurance industry. Learn new paradigms to transform your thinking, influence digital innovation and drive new customer value as the Insurtech ecosystem comes together.



#### Basic offer (TBC)

- Discounted delegate pass(s) for FinTechNZ members
- InsurTech Alley is free to paying delegates. InsurTechs can also add additional attendees with complementary delegate pass. 1:1 Meeting room facilities and more. All to be confirmed
- Also consider: Speaking, curated business meetings with sponsors. Engaging with InsurTechAU and curated introductions to investors, innovation lab visits and more. All to be confirmed
- Speaking; we have a number of InsurTechNZ members currently being considered

### [ITC ASIA INSURTECHCONNECT: SINGAPORE](#)

**2 – 4 JUNE 2020** Bringing together the most senior and diverse insurance industry executives, investors, and start-ups from across the Asia Pacific Region as only ITC can.



- 1) Attendee base pricing for FinTechNZ Members. As an official partner to ITC Asia, we'll provide you with a unique link that will give \$200 off each pricing tier. The actual pricing schedule for your link will be: \$595 until Jan 17, \$795 until March 20, \$995 until May 15, \$1195 until June
- 2) For start-ups/founders: the above pricing will apply for all attendees. Depending on attendee numbers the option for a special two for one offer, exclusively for start-ups that are sending two people.
- 3) InsurTech Alley: Innovation Alley in our Expo Hall with special start-up kiosk packages. Again depending upon numbers the option for a unique NZINC space and/or own spaces. Preferred pricing.
- 4) Speaking: It is exciting that InsurTechNZ is offered to speak. Our call for speakers is now open and we'd welcome submissions from C-Suite insurer executives, investors and/or start-up founders. Please encourage them to submit their application via this link: <https://asia.insuretechconnect.com/apply-to-speak/>
- 5) Other: Space for own hosted pre/post main events, curated 1:1 meetings, introductions to core partners and presentation options. Investor. Insurance partner introductions
- 6) Awards: The same applies as the TDI innovation award, see above

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