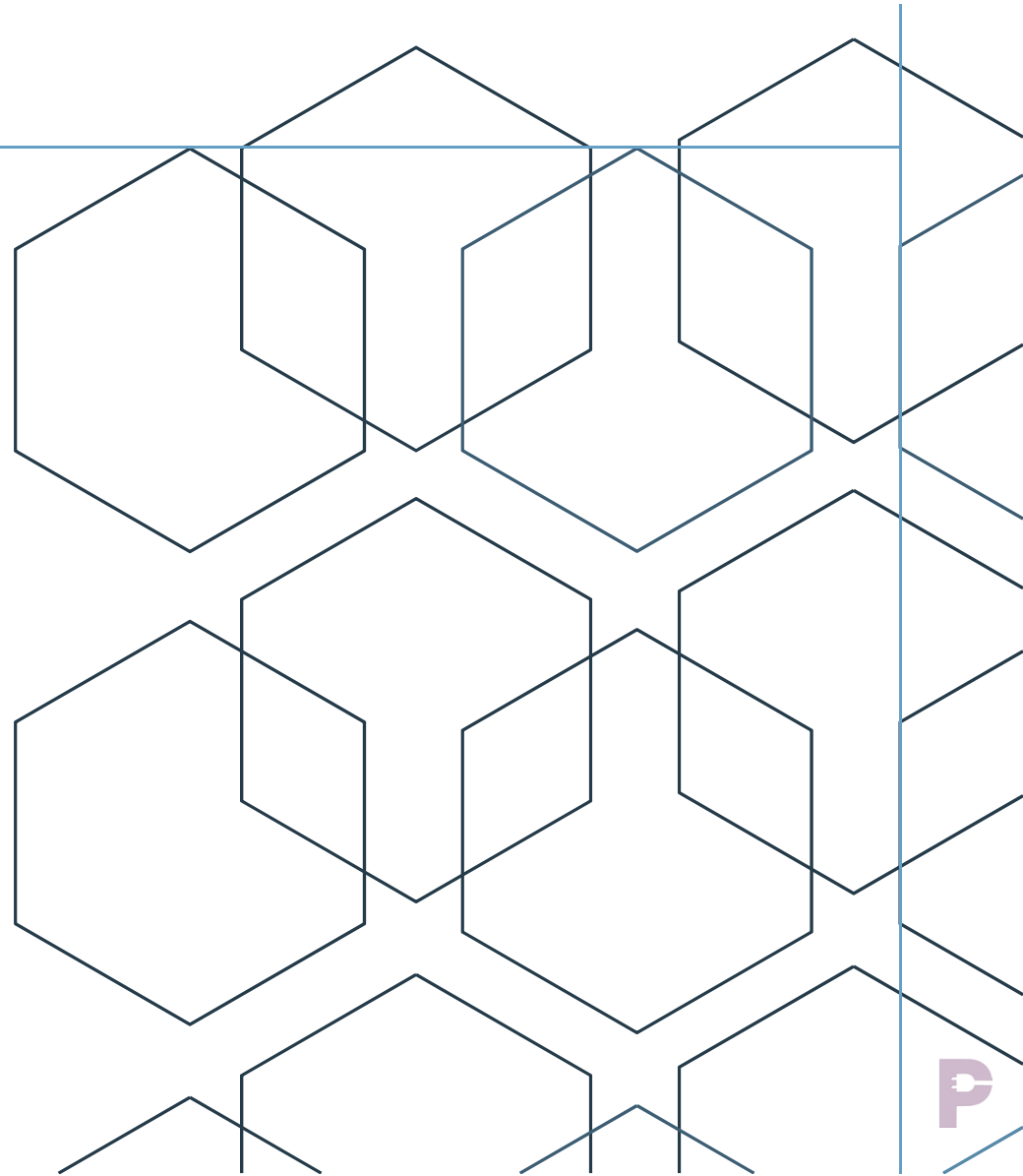


WELCOME

PLUGANDPLAY

plugandplaytechcenter.com



WHAT WE DO



OUR GLOBAL REACH



OUR GLOBAL REACH – SILICON VALLEY



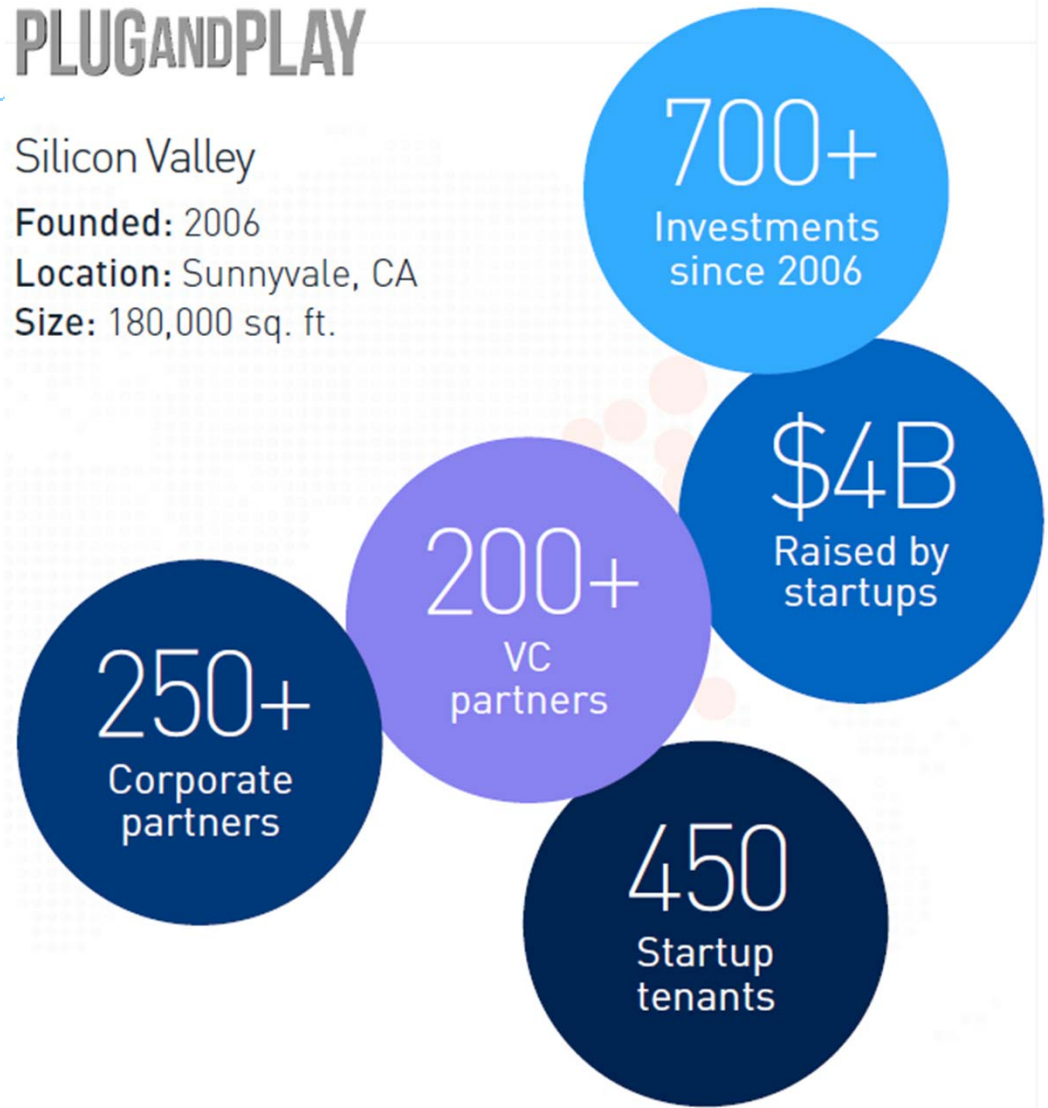
PLUGANDPLAY

Silicon Valley

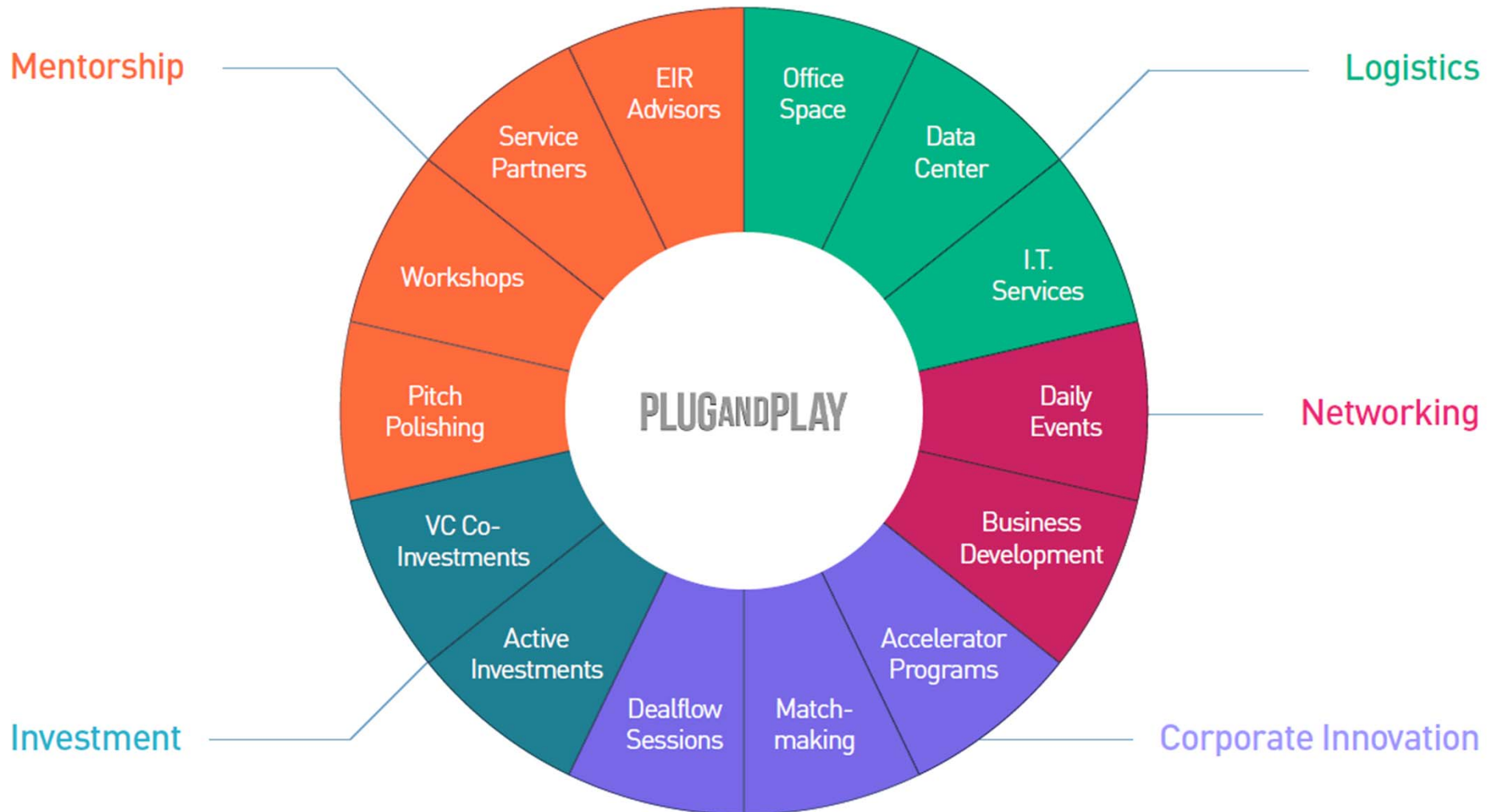
Founded: 2006

Location: Sunnyvale, CA

Size: 180,000 sq. ft.



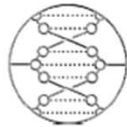
ALL-IN-ONE STARTUP ECOSYSTEM



INNOVATION PLATFORMS



Brand & Retail
Est. 2013



New Materials & Packaging
Est. 2015



Supply Chain
Est. 2017



Fintech
Est. 2014



Insurtech
Est. 2016



Real Estate
Est. 2018



Internet of Things
Est. 2014



Mobility
Est. 2016



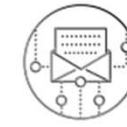
Cyber Security
Est. 2017



Health & Wellness
Est. 2015



Food & Beverage
Est. 2016



Enterprise 2.0
March 2, 2018

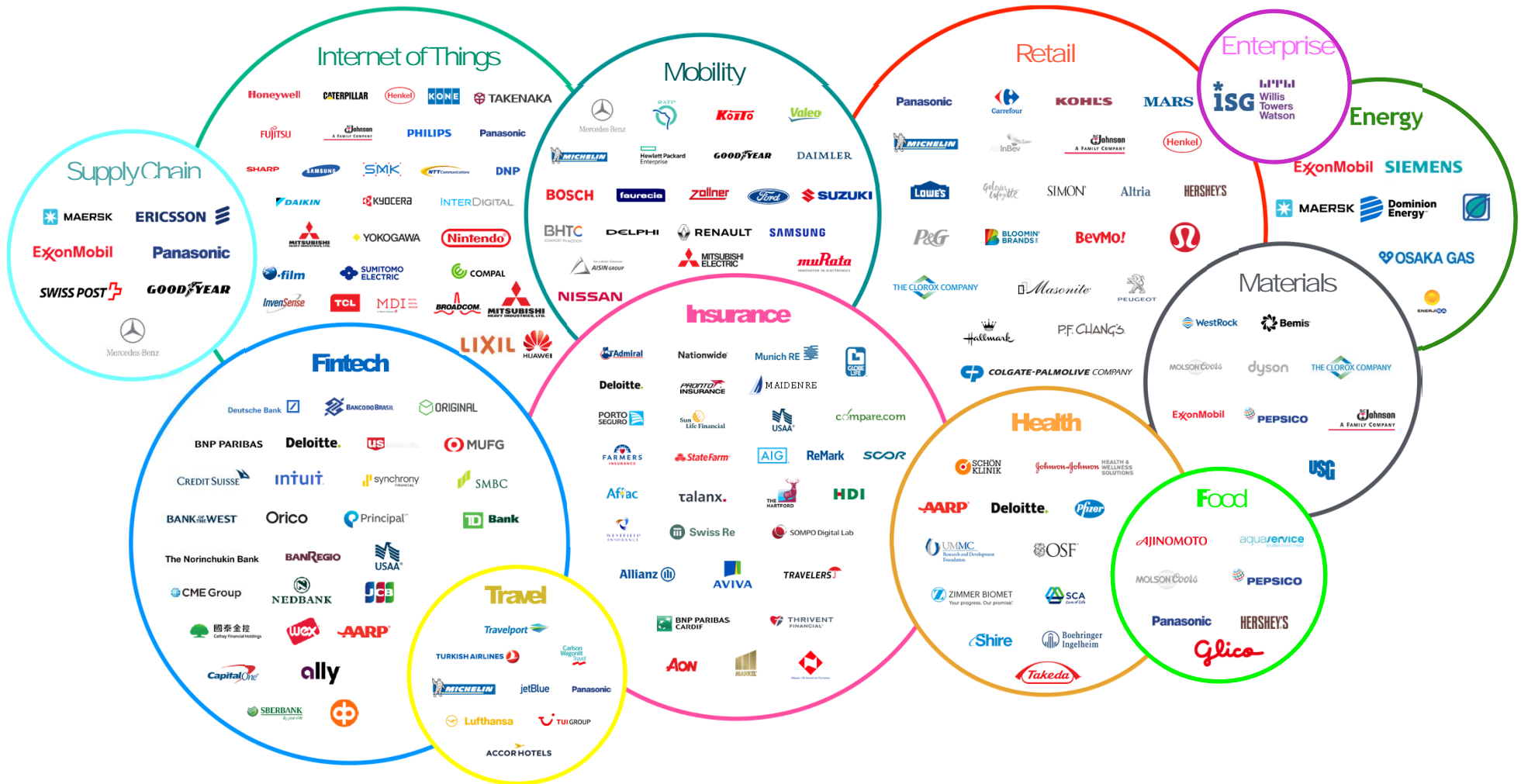


Travel & Hospitality
Est. 2015

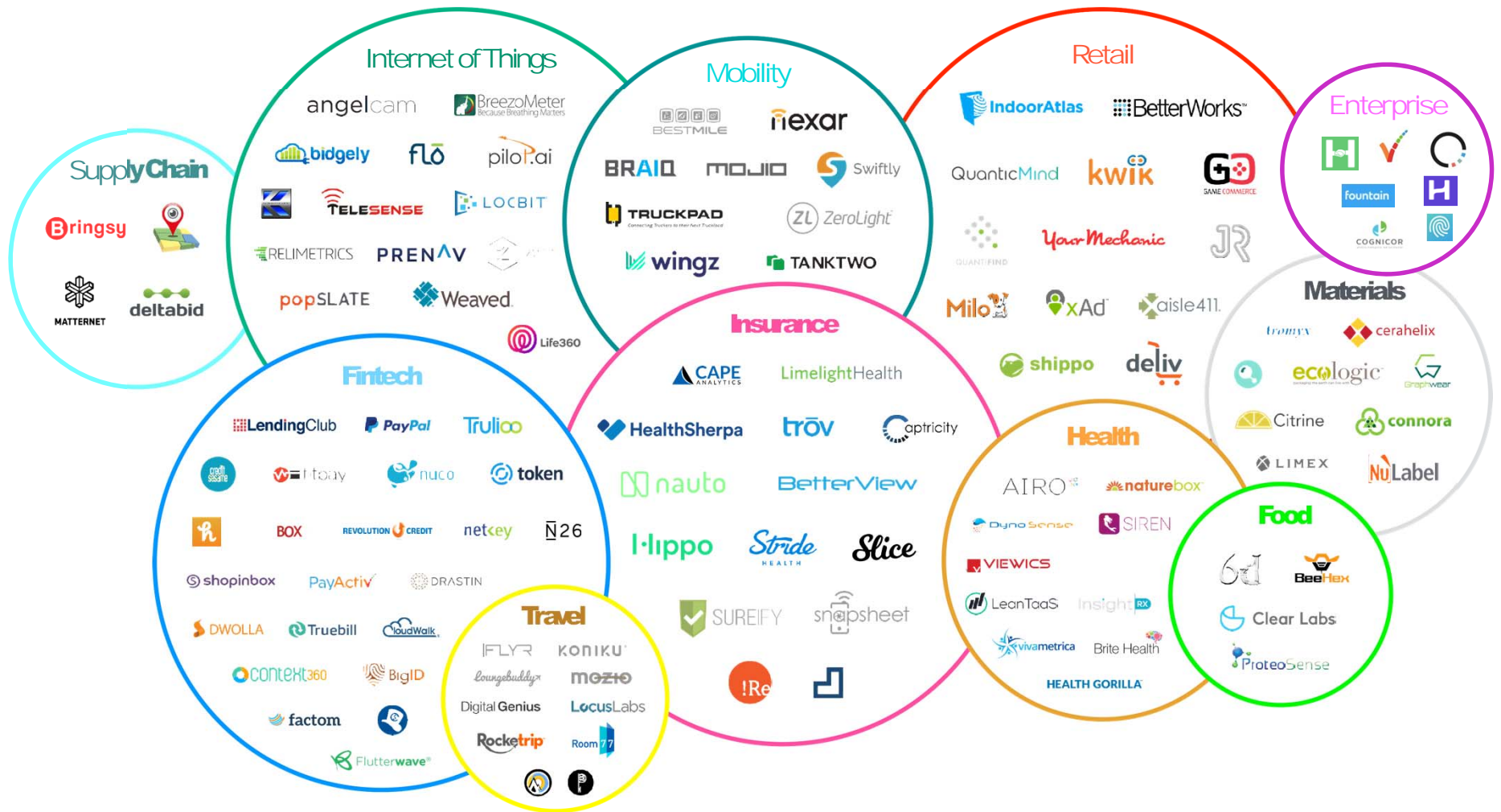


Energy & Sustainability
Est. 2017

OUR CORPORATE ECOSYSTEM



OUR STARTUP ECOSYSTEM



SOURCING PROCESS

VC Partners

E.g. Canvas,
Canaan, Norwest,
Bessemer

Universities

E.g. Harvard, MIT,
Stanford, Berkeley

Active Sourcing

E.g. News, websites, CB
Insights, etc.

Inbound Applications

E.g. Through websites,
cold outreach, etc.

Government Partners

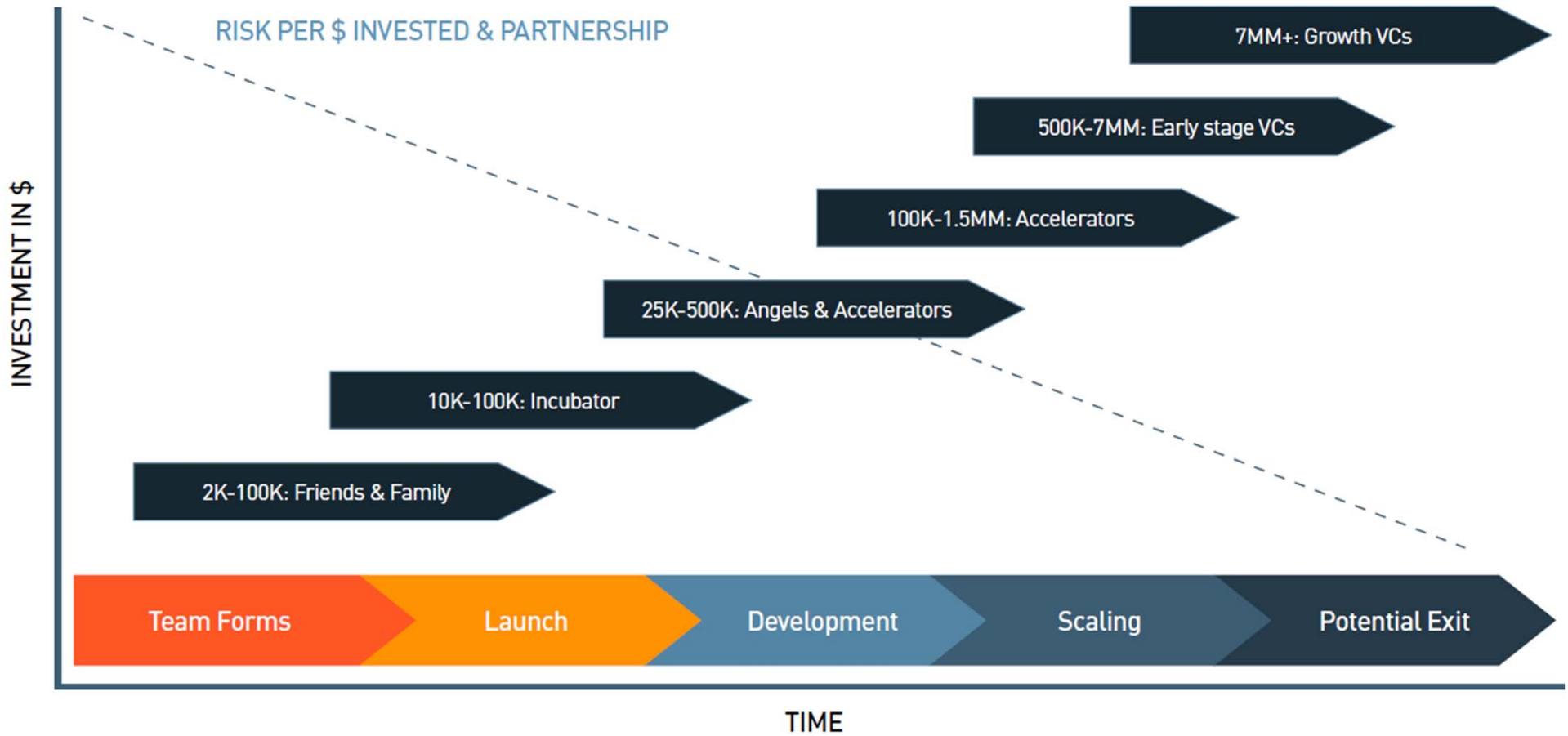
E.g. Oxigenio, Advantage
Austria, Tecnologico de
Monterrey

Events & International

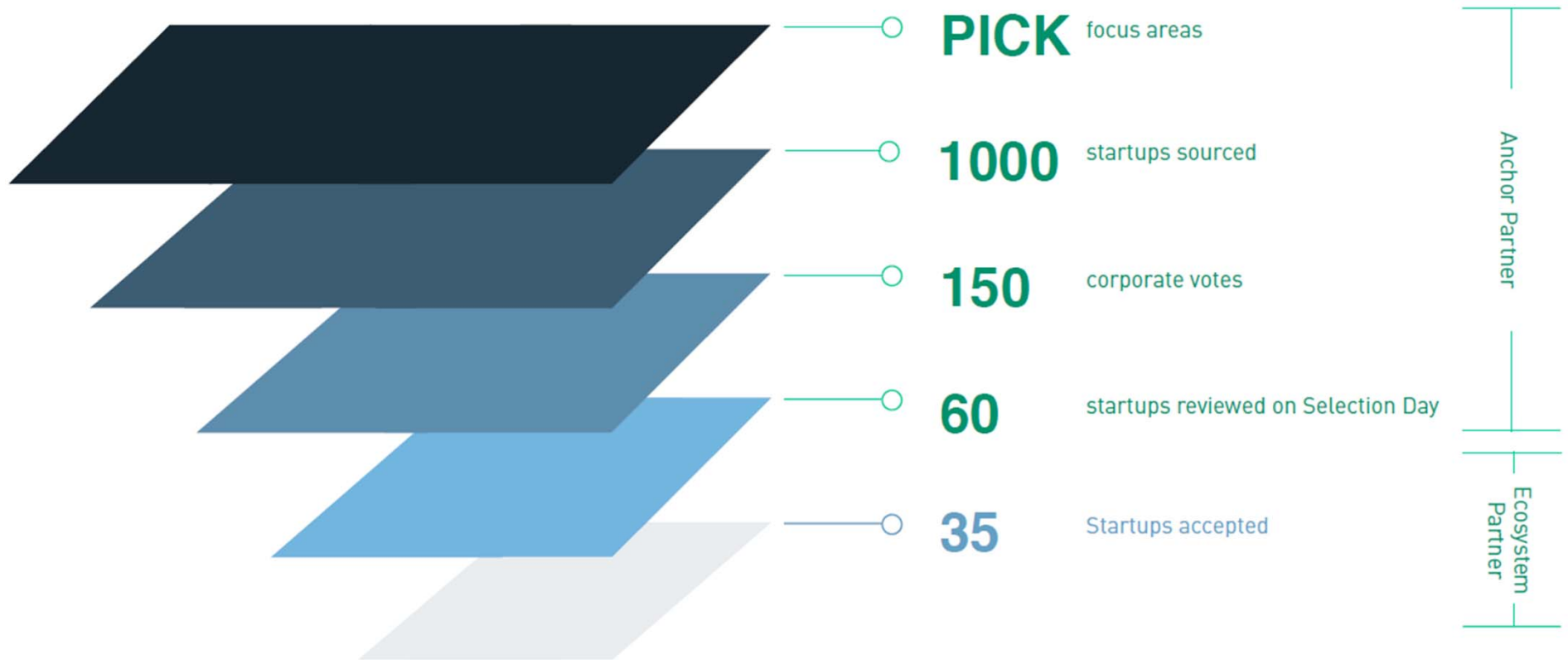
E.g. Axel Springer-Plug
and Play, Money 20/20,
Web Summit, CES

+15,000
Startups
Sourced

TECH INVESTMENT LIFE CYCLE



CORPORATE ACCELERATOR – OUR SELECTION PROCESS



DEEP DIVE

InsurTech



OUR (CURRENT) GLOBAL INSURTECH NETWORK

Anchor



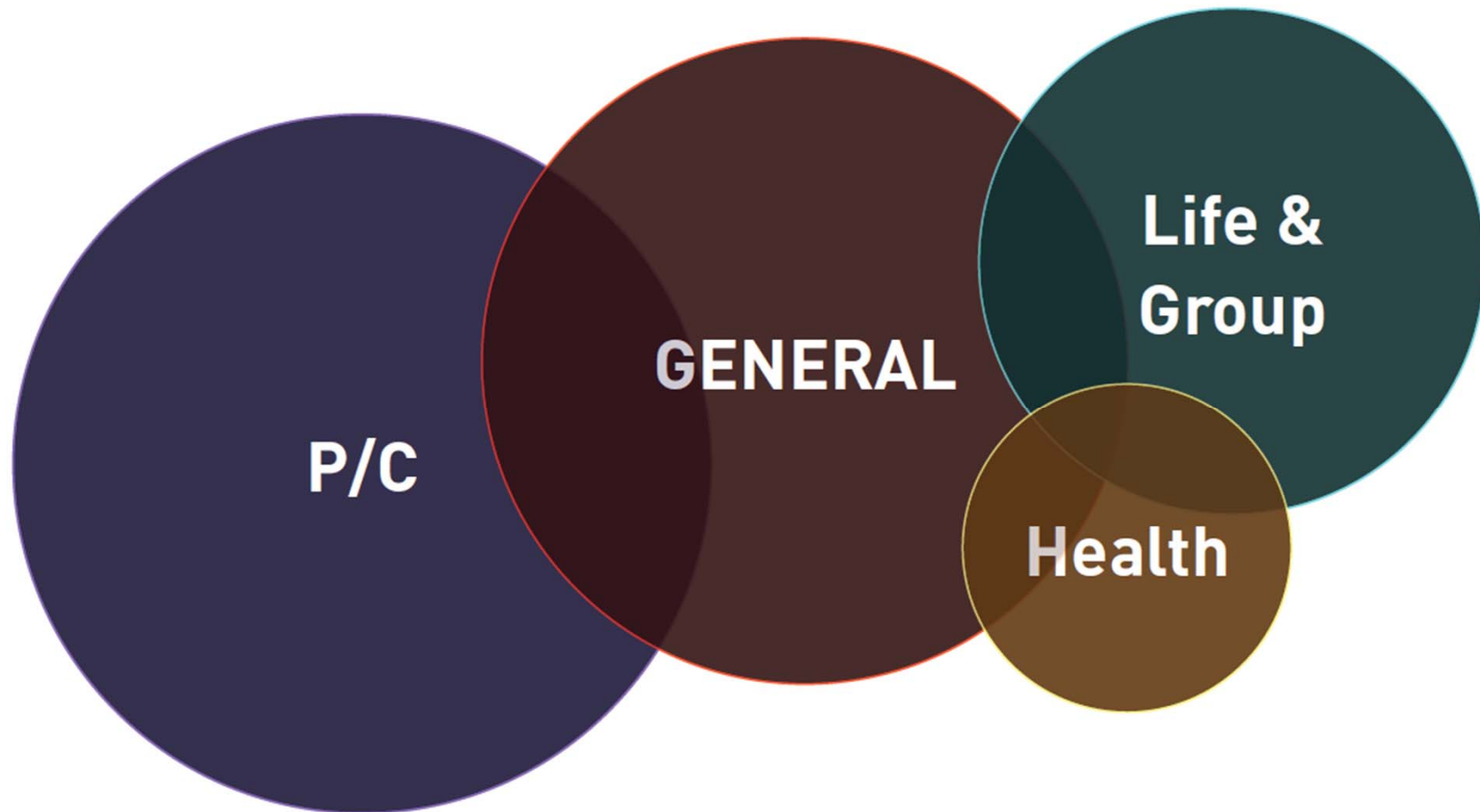
Ecosystem Plus



Ecosystem



HOW WE BREAK DOWN OUR PROGRAM



HOW WE BREAK DOWN OUR PROGRAM

I. Product Innovation

Digital transformation improving user experience and risk assessment.

II. New Sources of Risk

E.g. Cyber security, epidemics, and other modern concerns.

III. Disruptive Ideas

Industry changing business models like the shared economy that are transforming current markets.

HOW WE BREAK DOWN OUR PROGRAM

I. Product Innovation

User Centricity: Shifting the industry focus to the user, improving experience, better distribution.

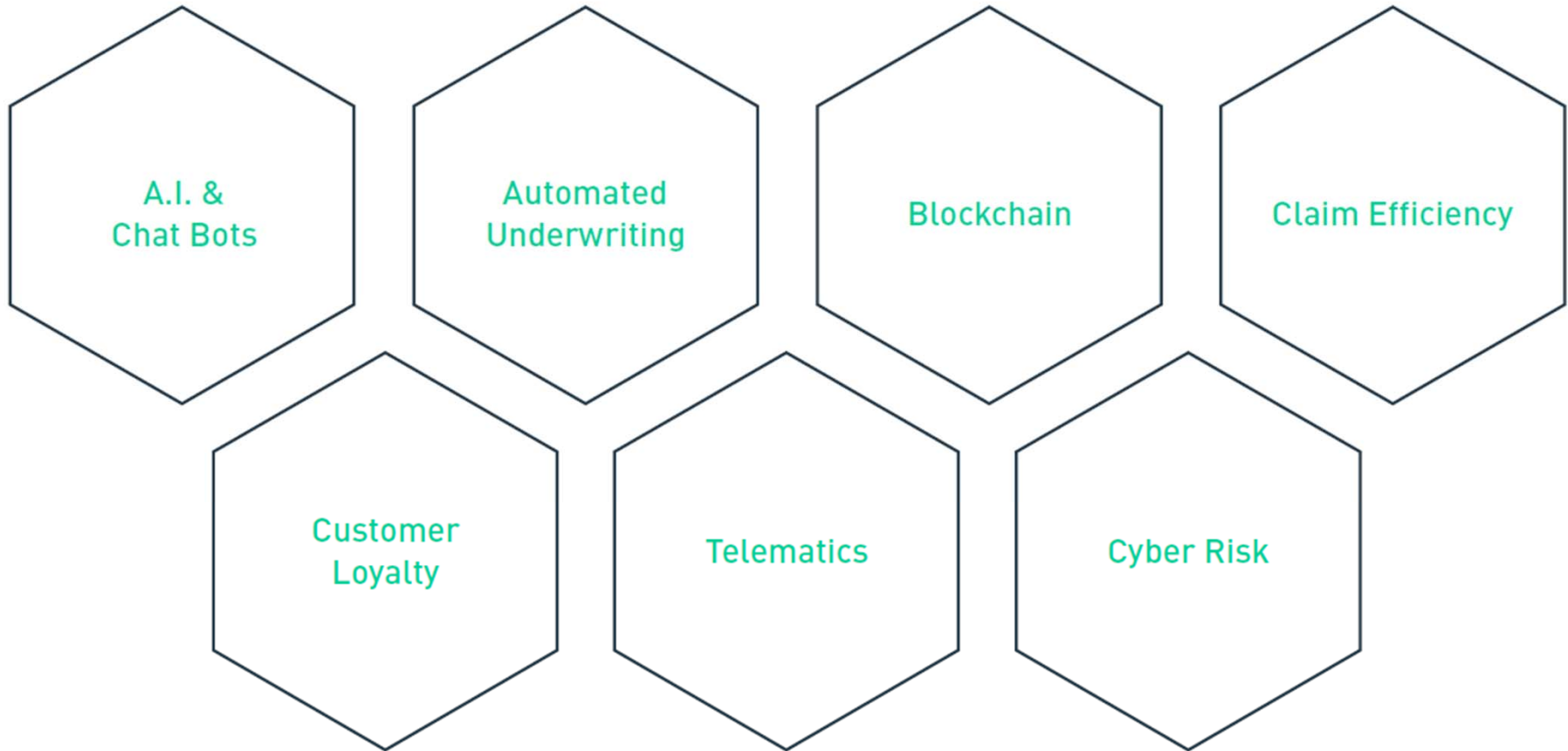
Underwriting: Facilitating more data for better risk assessment.

Mitigation of Risk: Shifting the role of the industry from paying for the loss to preventing the loss.

Cost Reduction: Reducing claim cost, more efficient marketing, better operations, better investments.



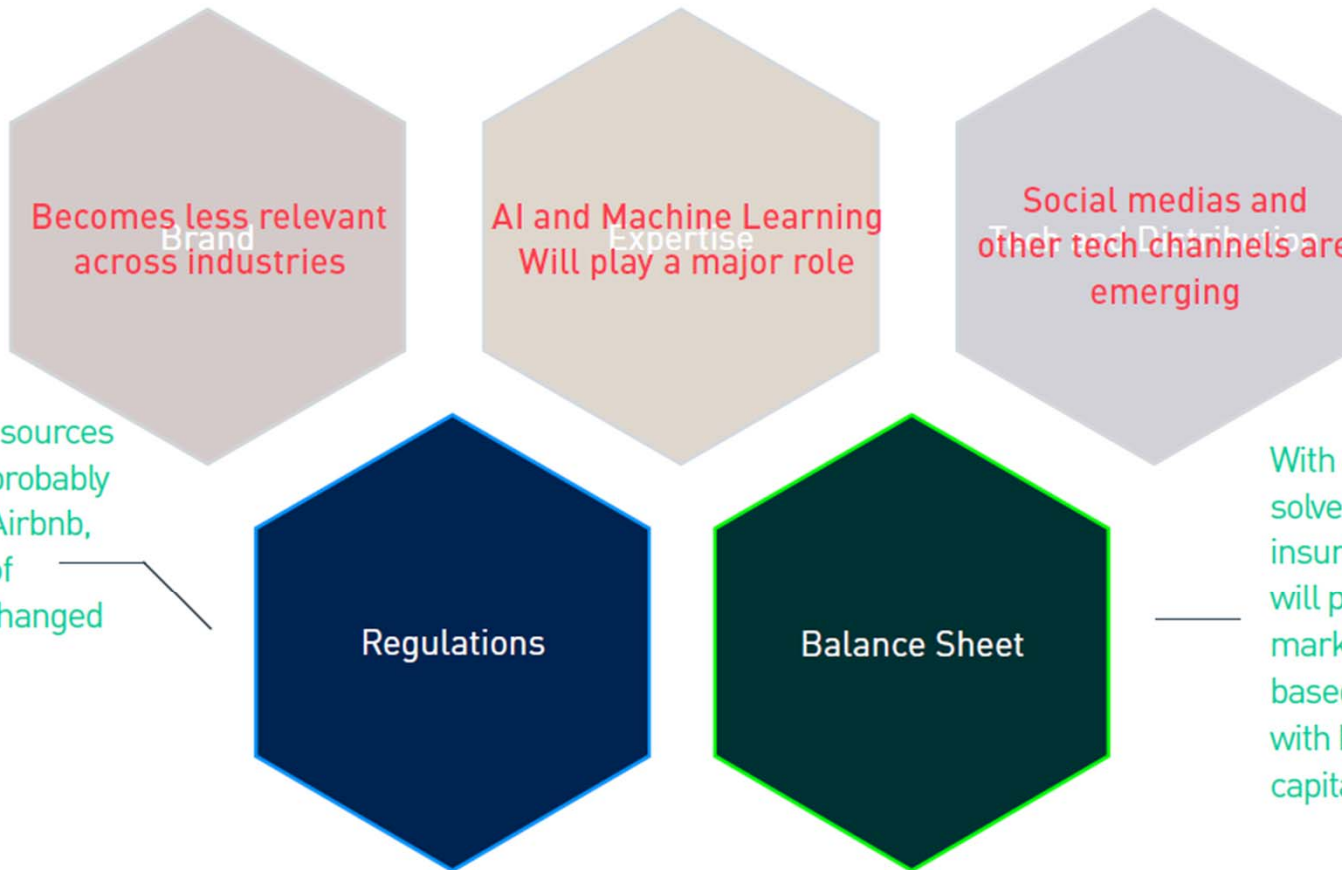
TRENDS: INSURTECH



BARRIERS OF ENTRY



SOON ENOUGH



REGTECH



BRIDGE
THE GAP



Open innovation