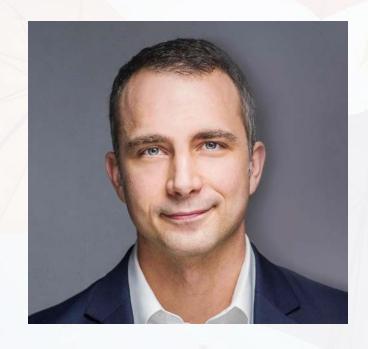


Insurtech



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Question 1: Is your company:

- A. Very worried about competition from tech startups
- B. Slightly worried about competition from tech startups
- C. Not worried about competition from tech startups



Question 2: Do you think the people working at tech startups are:

- A. More talented than average insurance professionals
- B. As talented as average insurance professionals
- C. Less talented than average insurance professionals



Question 3: What resource do you think insurtech startups lack the most?

- A. Underwriting
- B. Actuarial
- C. Claims
- D. Marketing/Distribution
- E. Regulatory and Compliance
- F. Legacy insurance tech expertise
- G. Other



Question 4: What is the biggest advantage insurtechs have over incumbents?

- A. Product innovation
- B. Speed/Nimbleness
- C. Branding
- D. Access to talent
- E. Access to capital
- F. Access to technology
- G. Other
- H. None



Question 5: How excited would you be to be offered a job at an insurtech startup?

- A. More excited than at a non-startup
- B. Same as with a non-startup
- C. Less excited than at a non-startup



Question 6: In the next 1-2 years, do you think the rate of new startup insurtech ventures will:

- A. Accelerate
- B. Remain as it is now
- C. Decline



