

Intellect Technology Day II

Intellect SEEC
Banesh Prabhu, CEO



Intellect SEEC Management Team



Banesh Prabhu
Chief Executive Officer,
Intellect SEEC



James McKenney
Chief Strategy Officer &
Products Business Head



Laila Beane
Chief Customer Officer
Head of Consulting



Sandeep Tandon
Chief Technology Officer-
Americas



Hari Menon
Senior Vice President &
Client Partner



Deepak Dastrala
Chief Technology Officer-
India



Hitesh Arora
EVP & Business Head



Sriram Narasimhan
Head of Global Talent
Management & Operations

Discussion Path

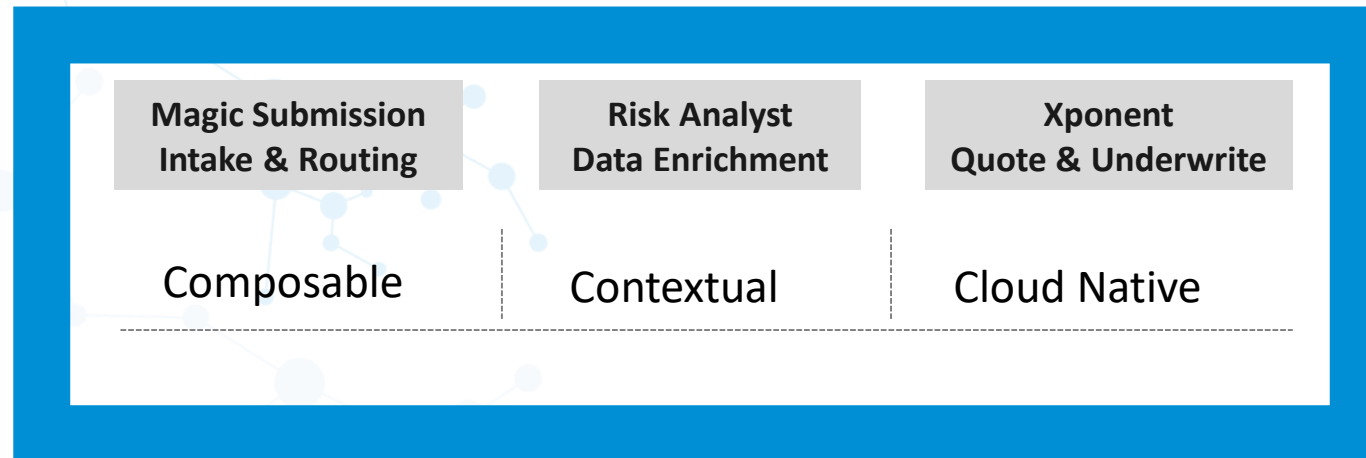
- Our Value Prop
- Underwriting Complexity & Business Transformation Opportunity
- Intelligent Platform Capabilities
- US Commercial Insurance Opportunity
- Potential to Scale our Platform as a Service (PaaS)

A Commercial Lines Modernization Partner

Our Value Prop

We partner with Commercial lines insurance carriers to modernize legacy platforms to enable profitable growth by bringing a broad set of solutions via our Platform as a Service supported by industry leading insurance subject matter experts.

Solutions provided as part of our Platform as a Service



Our Solutions Enable Carriers' Profitable Growth

Industry Legacy Challenges

Submission Intake



Intake teams take **between 24 hrs** to manually process data from broker submission documents

Submission Triage



All submissions hit underwriter desk **without matching risk appetite**

Data Sophistication



Limited data to make decisions and less than 2% submission data is validated

Underwriting Efficiency



40% to 70% of Underwriter's time is spent on curating and cleansing data

Missed Opportunity



40% to 45% of submissions are not quoted due to operational inefficiencies and incorrect/missing data

Intellect PaaS

Intake triage **cost reduced by 70%** and **speed to process improved by 87%**

Ability to **quick decline** and **focused underwriter productivity**

Submission data quality **improved by 27%** and **the significantly more data to make decisions**

Underwriter **time to decision reduced by 60%** and **underwriting quality improved by 50%**

Identified new business prospects as **'high interest'** to focus sales efforts

Helping Carriers to drive **Efficiency** while reinvesting in **Sophistication** to enable them to out select their competitors

Composable & Contextual Underwriting Platform

intellect[®]
Design for Digital

**Technology
Day II**
December 07, 2021

Personas

Broker

COE / UW
Assistant

Underwriter

Data scientist /
Actuary

Apps

Magic Submissions

Risk Analyst

Xponent

Business Services

Intake

Email Poller
Email Processor
REST Upload
Batch Upload

Classification

Base Document Classifier
ACORD Classifier
Email Classifier
Lossrun Classifier
SOV Classifier

Extraction

ACORD Form Extraction
Email Extraction
SOV Sheet Extraction
Lossrun Extraction

Useases

Commercial Property
Commercial Auto
General Liability
Umbrella
Workers Compensations
Inland Marine
Crime
Farm/Agri

Quote Management

Quick Quote - Issuance (STP)
Multi-Line/Multi-Quote Review&Pricing
Pre-Filing and Appetite View
Product / Coverage recommendation
Automated Exclusions /Flag

Risk Analysis

Risk Appetite
Risk Prioritization
Contextual Risk Assessment
Lossrun Analysis
Exposure Management
Risk Scoring
RMS Modelling
Financial Analysis

3rd Party Data

Company report
Person Report
Broker Report
Vehicle report
Location Report
Agency Report

Smart Workflow

Rule Engine

Smart Alerts / Notifications

AI / ML Services

Topic Modeling

Sentiment Model

NAICS/ SIC Classifier

Construction ISO Code Model

Address Parser & Normalizer

Predictive Underwriting

AI Based Triangulation

Class Code Model

Quality- Financials

Image Optimization

OCR Services

HTML Processing

NLP Processing

Model Training / Retraining

Benchmarking

Threshold Maintenance

Model Versioning

Data Management Services

Document Module

Usecase Module

Tenant Integrations

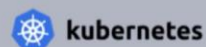
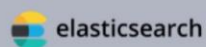
Data Packets

Multi Tenant Infrastructure

Database

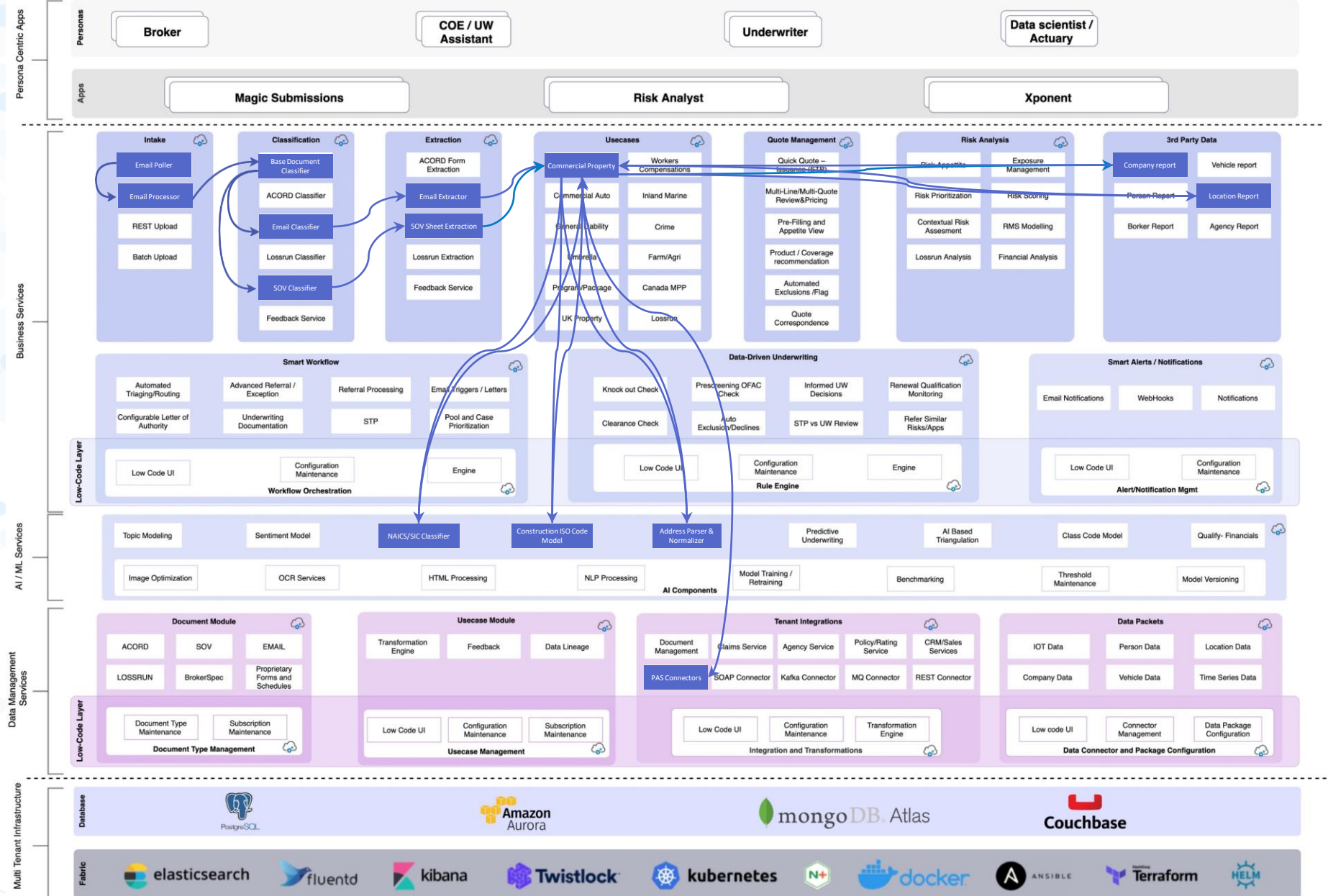


Fabric



Composing a User Journey on Underwriting Platform

SOV Processing User Journey



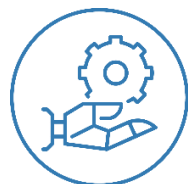
North American market is a meaningful opportunity

There is a material opportunity with nearly all carriers needing modernization in some form

*The global commercial insurance market was valued at \$692 billion in 2020, and is projected to reach \$1.61 trillion by 2030, growing at a **CAGR of 9.7% from 2021 to 2030.***

Total **US Commercial Lines** written premium in 2020 is **\$315B**, with the **top 200 carriers** making up 95% of the market

Most carriers have needs in the following areas in terms of underwriting modernization



1. Increase Automation

**2. Add Alternative
Data sources**

**3. Increase use of
Artificial Intelligence**

4. Platform as a Service (PaaS)

Source: The Deloitte Center for Financial Services Global Outlook Survey 2020. **Deloitte Insights | deloitte.com/insights**

“Together, these foundational elements will likely form the building blocks of any underwriting modernization program,” Deloitte Insights

We have a solid foundation to **grow** from

We are actively engaged with 9 carriers with SaaS relationships, including one of the top 3, and have a strong pipeline to move forward.

Our SaaS Customers



GWP \$17B



GWP \$580M



GWP \$840M



GWP \$1B



GWP \$11B



GWP \$222M



GWP \$3B



GWP \$230M



GWP \$2B

Profile of our target conversions over next quarter

Prospect 1

Top 5 carrier
GWP \$10B+
Magic Submission

Prospect 2

Top 30 carrier
GWP \$1.3B+
Xponent

Prospect 3

Top 50 carrier
GWP \$1B+
Xponent

Our solutions are **broader** than our competition

We are well positioned in comparison to competitors with the broadest solution offering in the industry

NOVARICA				
	GENERALIST	INSURANCE BROAD USE	CLAIMS/ UNDERWRITING	ADV. UNDERWRITING
BROAD	 			
FOCUSED		 	 	

Magic Submission Intake & Routing

intellect
SEEC™

Groundspeed
Claim Insight

CHISEL AI

convr

Risk Analyst Data Enrichment

intellect
SEEC™

Groundspeed
Claim Insight

PLANCK

{CARPE DATA

Xponent Quote & Underwrite

intellect
SEEC™

GUIDEWIRE

Duck Creek Technologies

MAJESCO

Awards and Accolades

Our brand is well positioned, and we are ready to grow



**Silicon Review: Intellect SEEC named
5 Best Insurtech Companies to watch in 2021**

CELENT

Intellect Design featured amongst leading RPA players in Celent's report "What vendors see for the Future of Robotic Process Automation in Insurance"



Intellect SEEC has been **ranked #1 in insurtech** by IBS Intelligence in the IBS Annual Sales League Table 2021



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