INSURTECH PITCHBOOK

SFA INSURTECH MEMBERS PITCH BOOK

SFA is driving efforts at showcasing our members' solutions to other industries, enterprises/SMEs and other industry bodies and relevant agencies.

This is in line with our mission to:
(i) increase our members' chances of success, and
(ii) uplift our industry, and FinTechs in the Singapore ecosystem.

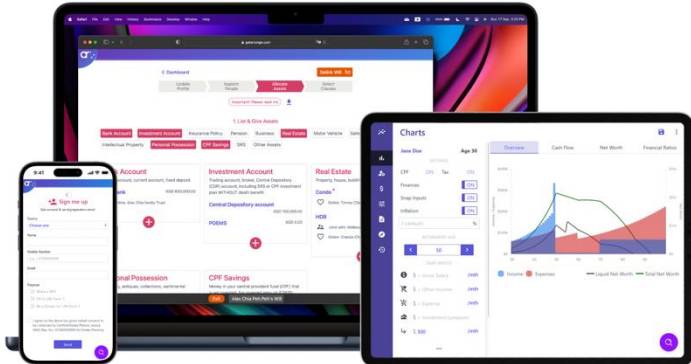**[Open to SFA InsurTech Service Providers]**

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Our SFA members are driving innovation and unlocking new possibilities across the fintech landscape. We are excited to showcase these latest advancements in InsurTech with all stakeholders and ecosystem players, and together foster a more dynamic and resilient industry in Singapore and beyond.

- Holly Fang, President, Singapore Fintech Association

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Arrange Pte. Ltd.

getArrange.com

Company Details

InsurTech Category
Financial/ Estate Planning
Data Consolidation and Insights

Business Model
B2B2C

Website
https://getArrange.com

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Founded
2017

Which countries do you operate in?
Singapore

Examples of FI clients
Representatives across major insurers and financial institutions in Singapore (e.g. AIA, Financial Alliance, Manulife)

Pitch
Reimagine Will Writing for Financial Institutions
"Trusted by over 800 advisers across Singapore's major insurers and financial institutions."

getArrange is a Will-writing and estate planning SaaS platform purpose-built for financial advisers. It enables them to generate legally valid Wills (compliant with Singapore law), automate estate calculations, and guide clients through legacy planning—all through a streamlined, adviser-led experience.

Problem/Opportunity and Solution/Product
Most financial advisers lack practical tools for offering estate planning—forcing them to refer clients externally, lose control of the advice process, or skip this need entirely. Meanwhile, client demand for full-spectrum life planning continues to rise.

getArrange solves this by allowing advisers to prepare valid Wills, simulate estate distributions, and manage cases directly through a guided, digital platform. The process is seamless, efficient, and designed to reduce administrative friction—so advisers can focus on delivering holistic financial advice. At the same time, the structured data captured during the process provides advisers with deeper insights into their clients' financial situations, enabling more comprehensive and personalised recommendations that better serve each client's needs.

**Estate Planning Learning Management · Lawyer Vetted System · Robust Helpdesk
Instant Will Drafting Tools · Estate Projections Tool · Invoicing & Pricing Control**

Fennech Pte. Ltd.

FENNECH
Smartly simple

Company Details

InsurTech Category
Financial Planning, Data consolidation and Insights

Business Model
B2B / B2B2C

Website
www.fennech.com

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8360 4852

Founded
2017

Which countries do you operate in?
We are country and industry agnostic but are physically present in the UK, Singapore, France and Canada.

Examples of FI clients
Visit this page to see some of our core client base under the "what our partners say" section

Pitch
Fennech is the next-generation Financial Operations Platform for Insurers, purpose-built to hyper-automate payments, claims disbursement, liquidity, premium collections, and broader Treasury and Finance functions.

In the complex financial ecosystem that insurance carriers, brokers, and MGAs operate in, legacy systems often fall short. At Fennech, we offer a modular, scalable platform that bridges the gaps between ERPs, policy administration systems, core insurance platforms, and Treasury Management Systems (TMS).

We provide real-time visibility, control, and end-to-end automation across all financial operations, drastically reducing manual effort and operational risk. With Fennech, insurance finance teams can accelerate time-to-value, streamline premium flows and claims payouts, and enable better capital management—securely and efficiently.

Problem / Opportunity and Solution / Product

Insurance companies—especially large, multi-entity carriers—often grapple with fragmented banking relationships and siloed systems. The result? Slow claims payouts, reconciliation backlogs, opaque cash positions, and compliance risks. Traditional finance systems are not designed to handle the industry-specific nuances of insurance workflows, like premium bordereaux, commission splits, or co-insurance settlements.

Fennech solves this with a unified financial automation platform tailored for the insurance sector. Our system acts as a central hub, seamlessly integrating with your banks, policy admin systems, and finance tools to offer a single interface for all payments, cash flows, and allocations—domestic or cross-border.

We eliminate the burden of inconsistent data formats (e.g., Excel bordereaux, CSV claim reports, PDFs, SWIFT files) through universal data ingestion and intelligent automation…no more error-prone manual entry favouring real-time financial accuracy.

Reconciliations, premium allocations, claims disbursement, and liquidity forecasting can now run with minimal human intervention. Fennech's modular platform is fully configurable to your existing IT stack—deploy only what you need, scale at your own pace.

Gain a holistic, real-time view of your financial position across entities and products. Whether you're managing reinsurance treaties, complex claims chains, or multi-jurisdictional liquidity, Fennech empowers finance leaders in insurance to regain control, reduce cost, and drive smarter decision-making.

Fennech isn't just a tool—it's the future of financial operations in insurance.

SFA
Certified FinTech

Company Details

InsurTech Category
New Business/ Policies Issuance,
Distribution

Business Model
B2C, B2B2C

Website
http://www.kovernow.com/

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info@kovernow.com

Business Phone Number
+65 8672 1488

Founded
2020

Which countries do you operate in?

Singapore, Hong Kong

Examples of FI clients

- Insurers
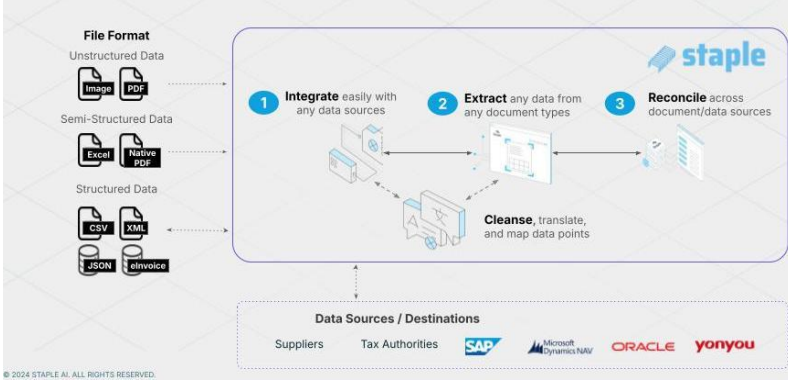- Reinsurers
- Private Banks
- Asset Managers

Pitch

Insure Your Passion

KoverNow is Asia's first fully digital specie insurance agent licensed and operating in Hong Kong and Singapore, specializing in luxury items such as watches, jewellery, handbags and collectibles. The KoverNow app digitizes the entire insurance lifecycle (onboarding, quote-and-bind, endorsements, claims) and connects specialist insurers, reinsurers, and data oracles. Through APIs and SaaS modules, we are developing partnerships to embed this capability into luxury retailers, auction houses, private banks and other B2B2C partners.

Problem/Opportunity and Solution/Product

Significant barriers exist for all stakeholder groups in relation to insuring high-value cherished items:

Consumer
Traditional insurers impose low single-item limits, manual paperwork, and claims that take weeks—often leaving prized assets under-insured or unprotected.

Retailer
No seamless way to embed cover at point-of-sale or deepen post-purchase engagement, forfeiting ancillary revenue and loyalty.

Insurer/Reinsurer
Specialist asset classes require granular data, dynamic valuations, and niche distribution that legacy systems can't supply at scale.

KoverNow offers consumers a fully digital solution backed by a specialized insurance network.

The KoverNow App

- **Easy On-Boarding (KYC/AML/Sanctions)**: Register with name and email, uses Singpass / Digital ID processes
- **Proprietary "Vault"** – Users upload item details, receive real-time valuations, and trigger quotes instantly.
- **Asset classes live today** – Luxury watches, jewellery, handbags, cameras & lenses, laptops, plus travel insurance.
- **24/7 Claims** – Digital evidence submission and live status tracking..

Pand.ai Pte. Ltd.

PAND.AI

InsurTech Category
Distribution, Customer Engagement

Business Model
B2C

Website
https://www.pand.ai/
https://gina.sg

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Chuang, Shin Wee

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Business Phone Number
+65 93499032

Founded
2016

Which countries do you operate in?
Singapore

Examples of FI clients
Allianz (Singapore)
MSIG (Singapore)

Pitch

GINA is Singapore's first AI-powered insurance sales assistant, purpose-built to help insurers and distributors sell insurance digitally, intelligently, and at scale. Deployed on WhatsApp and other messaging platforms, GINA delivers hyper-personalised product recommendations and automates the entire insurance sales journey — from quote to conversion — within a seamless chat experience. Integrated with insurers' APIs, GINA empowers both agents and end customers with real-time, compliant, and conversational insurance experiences.

Problem/Opportunity and Solution/Product

Traditional insurance sales are time-consuming, manual, and often lack personalization — especially in digital channels. Agents and distributors struggle to scale their reach, while customers expect faster, more personalized, and mobile-first experiences. There is a growing need for insurers to digitize the sales journey without compromising on quality of engagement or compliance.

GINA – Singapore's 1st AI Insurance Broker

GINA is Singapore's first AI insurance broker, built to empower insurers and distributors to sell insurance digitally and intelligently. Operating on WhatsApp and other popular messaging platforms, GINA's proprietary AI sales assistant engages customers with hyper-personalized product recommendations, answers product queries in real time, and automates the entire sales journey — from quote generation to policy issuance — all within a conversational interface. By integrating directly with insurers' APIs, GINA delivers a frictionless and compliant sales experience, increasing conversion rates and agent productivity.

SFA
Certified FinTech

PROTOS LABS

Company Details

Insurtech Category
Distribution, Claims Management

Business Model
B2B

Website
https://protoslabs.io

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N/A

Founded
2021

Which countries do you operate in?
Singapore, Australia, Malaysia, Hong Kong

Examples of FI clients and partners
- MSIG Singapore
- Lloyds of London
- Pacific Insurance Berhad
- Multiple confidential government agencies and insurance enterprises

Pitch
Founded by former cyber leaders from Booz Allen Hamilton, Protos Labs is at the forefront of next-generation cyber risk management. The company pioneers the creation of Adaptive Cyber Risk Agents—AI-powered tools capable of functioning as cyber specialists in analysis-heavy roles such as Cyber Insurance Specialists or Cyber Threat Intelligence (CTI) Analysts—augmenting teams with scalable, autonomous cybersecurity expertise.

For insurance agents and brokers, this enables them to become "cyber experts" without the need for deep technical knowledge, allowing them better educate their clients on cyber risks and increase cyber insurance sales.

Awards
Protos Labs has won both cybersecurity and insurance awards:
- Winner, Cybersecurity Agency of Singapore Innovation Call 2021.
- First SG insurtech to be admitted in prestigious Lloyds of London Insurtech programme.
- Ranked 7th out of Top 50 Insurtechs in APAC by Sonr (largest Insurtech scouting platform in the world).
- Cyber Newcomer of the Year by Zywave (largest cyber data provider in the insurance industry).
- Top 20 Startups in Singapore by Tech in Asia.
- Finalist, OCBC Emerging Enterprise 2023.

Problem and Solution
PROBLEM
Cyber insurance is growing fast — but most insurance agents and brokers struggle to sell it. Your clients are asking about cyber, but you're stuck with:
- Limited in-house expertise.
- No clear way to assess client risk.
- Losing deals to larger firms with embedded tools.
- Generic insurer portals that don't help you stand out
- Recommending a coverage without context.

SOLUTION
Nexus is an AI-powered adaptive risk management platform designed to support the entire cyber insurance lifecycle, delivering continuous visibility to help organizations prevent, reduce, and transfer risk from cybersecurity threats.

STAPLE AI

Company Details

Insurtech Category
Claim Processing, Fraud Detection, Data Consolidation and Insights

Business Model
B2B

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Founded
2019

Which regions do you operate in?
APAC, Greater China, Europe, America

Examples of FI clients:
1. A top-tier global life insurer
2. North America's largest life and health insurance providers
3. Multinational financial services group

Pitch
Insurance runs on paperwork, but manual processing is **slow, costly, and risky**. Staple AI doesn't just read documents - it understands them and unlocks insights while keeping you compliant.

Problem/Opportunity and Solution/Product

The insurance industry runs on documents, claims forms, medical reports, policies, and invoices—yet manual processing slows operations, increases costs, and exposes firms to fraud and compliance risks.

But when claims, reports, policies, and invoices are handled manually, operations slow down, costs go up, and the risk of fraud and compliance issues grows.

Staple AI transforms this challenge into a competitive advantage with powerful AI that doesn't just read documents, but understands them.

Why insurers choose Staple AI:
- AI that adapts: Handles complex layouts especially hierarchical tables, languages
- Compliance built-in: Automatically identifies and protects PII, PHI, and financial data—wherever it appears.
- Seamless integration: APIs compatibility ensure quick deployment to enterprise systems

From reducing claims leakage to preempting fraud, Staple AI turns documents into a strategic asset. **Let's discuss how we can tailor a pilot to your most time-consuming workflow.** Contact us for a demo!

BMS ASIA

Company Details

Insurtech Category
Insurance Broker

Business Model
B2B/B2C

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https://asia.bmsgroup.com

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Founded
1980

Which countries do you operate in?
BMS Asia headquartered Singapore and Hong Kong with networks across North and South-East Asia. BMS Group spans the Americas, Europe, MENA and Australia.

Examples of FI client
Primarily: FinTech's, asset managers, funds, financial exchanges, retail and commercial banks, private equity, venture capital firms, private banks, trust companies, hedge funds, trading firms, corporate advisories, consulting firms, even insurance companies.

Pitch

BMS in Asia is a dynamic broker that provides comprehensive solutions for Specialty insurance backed by the resources and expertise of the global BMS network. Group was established in 1980, and today, we place $8.5bn of premiums each year and employ more than 2,000 people worldwide globally.

Problem/Opportunity and Solution/Product

In Asia, companies and investors face a dynamic and rapidly changing risk landscape. This requires a well thought out and adaptive approach to risk management.

Doing business in Asia should never involve an off-the-shelf solution. With over 40 years of broking experience at BMS Group in Asia, we call on our in-depth local expertise and excellent market access to craft tailored insurance solutions that meet your needs.

As your trusted insurance broker, we work closely with your team to understand your needs, formulate insurance solutions that best serve your interests and execute them with the highest level of professionalism and integrity.

Strong client relationships are core to the success of our business. While others might offer client satisfaction, we go further to bring a reputation underpinned by a fresh and unbiased perspective and a deep understanding of the local culture and risk environment. Aligning our vision with clients' interests, our personal approach makes us the broker of choice for your specialist insurance and reinsurance needs in Asia.

Within our **Specialty Risks Practice** we offer a broad range of expertise both local and global, mainly covering Third Party Liability Risks across the Commercial and Financial institution sectors across Asia. The Practice covers a broad spectrum of risk classes, which include:

Financial and Professional Risks

- Financial Institutions Insurance
- Commercial Directors & Officers Liability Insurance
- Commercial Crime Insurance
- Commercial Professional Indemnity Insurance
- Cyber & Technology Insurance
- Technology Errors & Omissions
- Intellectual Property Covers
- Management & General Liability
- Affinity and InsureTech

Our **PEMAT practice** (Private Equity, Mergers & Acquisitions and Tax) are specialists in:
- Warranty & Indemnity Insurance
- Tax Liability Insurance
- Title Insurance
- Contingent Risk Insurance
- Liquidation Insurance
- Litigation Buyout Insurance

CHOYS TECHNOLOGIES PTE. LTD.

Company Details

Insurtech category
Employee benefits, Employee wellbeing and engagement

Business Model
B2B2C

Website
https://getchoys.com/

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8350 3219

Founded
2022

Which countries do you operate in?
Singapore and SEA including Indonesia, Malaysia, Japan, Vietnam, Australia, Philippines etc

Examples of FI clients
CMC market, Antler, Heymax, Fluid, Cashlezz

Pitch
CHOYS transforms employee benefits into measurable business value. As your Digital Chief Wellbeing Officer, we seamlessly integrate insurance, wellbeing, and engagement into a gamified experience that employees love.

Problem/Opportunity and Solution/Product

Every year, companies lose $8 trillion globally due to disengaged employees. 25% of benefit budgets go completely unused.

That's why we built **CHOYS**—your **Digital Chief Wellbeing Officer**. CHOYS turns employee benefits from a cost center into a **business driver**. It's a gamified platform that **engages, rewards, and protects** your people—while giving HR real-time insights and tools to build a thriving culture

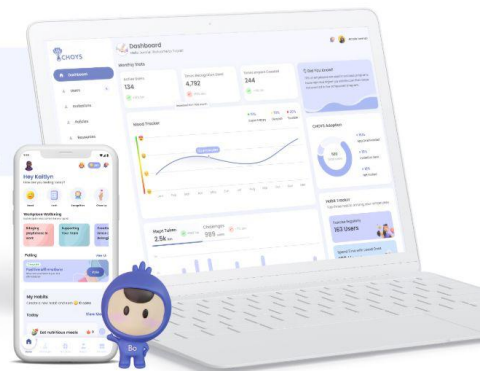**CHOYS** brings together everything under one roof:
- **CHOYS Benefits**: EAP, Insurance, Telemedicine, Dental, Health Screening
- **CHOYS Fit**: Track mood, habits, steps, and set personal goals
- **CHOYS Engage**: Polls, Recognition, Events, and Interest Clubs
- **CHOYS Rewards**: Instant rewards, donations, and company-branded incentives

We go beyond perks and benefits—we build a system where wellbeing becomes part of the daily work culture.

Dyna.Ai Singapore

Company Details

Insurtech Category
Underwriting, Customer Engagement

Business Model
B2B, B2B2C

Website
www.dyna.ai

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Business Phone Number
9727 7328

Founded
2024

Which countries do you operate in?
LATAM, Southeast Asia, and the Middle East (UAE)

Examples of FI clients
Jaya Sejahtera Suksesindo (JSS), KBank (Thailand), spark+(Japan), Telephone performance, PalmPay (Nigeria), Commercial Bank of Dubai

Pitch

Revolutionizing Insurance with Agentic AI: In today's insurance landscape, carriers must deliver fast, personalized, omni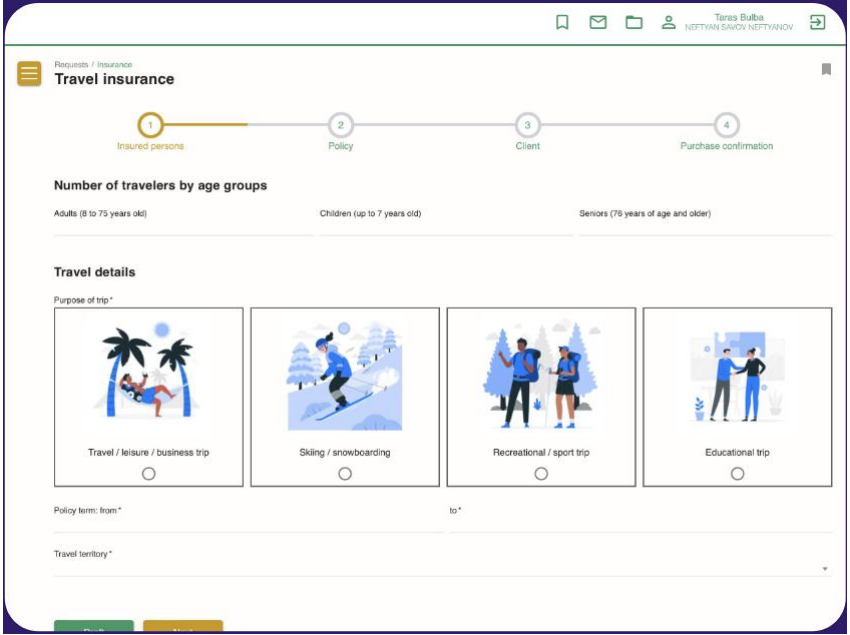-channel experiences while containing operational costs and meeting ever-tightening regulatory requirements. Dyna.AI's Agentic AI platform empowers insurers to transform every stage of the policy lifecycle— from customer acquisition and product development through underwriting, servicing, and claims—by embedding intelligent AI agents that engage over text, voice and avatar interfaces. The outcome: higher customer satisfaction, leaner operations and a rapid InsurTech-driven competitive edge.

Problem / Opportunity and Solution / Product

Empowering Prospect Engagement with Agentic AI: Dyna.AI's multi-channel AI agents help insurers target, qualify and engage prospects seamlessly across chat, voice and avatar interfaces. They move beyond static campaigns to dynamic conversational outreach, ensuring personalized engagement at scale. Key applications include:

- Automated Appointment Scheduling: Voice and chat assistants confirm availability, book adviser slots and send reminders—reducing no-shows and manual coordination.
- Conversational Cross-/Up-Sell & Application Guidance: Real-time profiling plus guided walkthroughs recommend riders, guide users through policy options, auto-fill forms and validate inputs for error-free submissions.

Optimizing Policyholder Support with Agentic AI

Dyna.AI's always-on query and service agents resolve routine inquiries, mid-term adjustments and billing questions—escalating only the most complex cases to human specialists. They deliver consistent, high-quality support across text, voice and avatar channels. Key applications include:

- 24/7 AI Query & Service Agents: Instant resolution of FAQs, policy changes and billing issues with smart hand-offs to live agents when needed.
- Real-Time Quality & Compliance Monitoring: AI inspects transcripts on the fly to detect compliance gaps, sentiment shifts and coaching opportunities—ensuring regulatory adherence and continuous improvement.

Streamlining Claims Resolution with Agentic AI

Dyna.AI's multi-modal agents guide policyholders through the claim process and keep claimants informed. Key applications include:

- AI-Guided Claim Reporting: Conversational agents collect incident details and supporting documents to ensure complete, accurate claim submission.
- Automated Progress Notifications: Policyholders receive timely status updates via SMS, chat or voice, eliminating manual follow-up and reducing anxiety.

FPL Online Pte Ltd

FPL-ONLINE.com

Find & Plugin-AI

Company Details

Insurtech Category
Customer engagement, Data consolidation and insights

Business Model
B2B/B2C

Website
https://www.fpl-online.com/

Contact Person
S Venkat

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Business Phone Number
+65 96756403

Founded
2017

Which countries do you operate in?
Singapore

Examples of FI client

Pitch

FPL-Online is a digital marketplace of professional service providers that empowers consumers to search and connect with them. With **askinsurance.ai** it enables consumers to fully comprehend insurance policy coverage and its terms.

Problem/Opportunity and Solution/Product

Consumers struggle with fragmented platforms that separate insurance policy analysis from provider engagement, making it difficult to seamlessly compare insurance coverage options and then take the next step—connecting with a suitable insurance provider—all in one integrated experience.

Geniusto

Company Details

Insurtech Category
New Business/Policies,
Embedded Insurance

Business Model
B2B

Website
www.geniusto.com

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 idris.gbaja@geniusto.com

Business Phone Number
+971 58 635 4164

Founded
2018

Which countries do you operate in?
Available Globally
Current Customers operate in
countries across Europe, N & S
America, SE Asia.

Examples of FI clients
Ebury
Cantilan Bank
City State Savings Bank
Bulgarian American Credit Bank
Rietumu Bank

Pitch
Geniusto is a technology "Enabler" for banks, insurers and other financial instiutions on an international scale. Geniusto's digital banking and payment solutions are counted relied on by regulated institutions in a dozen countries across Europe and the United Kingdom, Southeast Asia, and North & South America.

Problem/Opportunity and Solution/Product
[GO] Insure – Omni-Channel Solution for Insurance Companies
More intelligence behind your digital insurance services.

A highly customisable and flexible digital solution with ready-to-go mobile and web applications.

[GO] Insure enables the configuration of most functionalities without the need for development, ensuring seamless integration with any insurance management system.

With [GO] Insure, you can provide your customers with an unparalleled, smooth, and user-friendly experience, offering real-time access to their policies, instalments, payments, and reinsurance.

Built on future-ready technology, [GO] Insure evolves rapidly to adapt to emerging trends, providing customers with the latest features and functionalities. Our platform is scalable and flexible, allowing for quick incorporation of new technologies and customer demands.

GoalsMapper Pte. Ltd.

Company Details

Insurtech Category
Financial/ Estate planning
Data Consolidation and Insights

Business Model
B2B2C / SaaS

Website
www.goalsmapper.com

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Dato' Wayne Chen

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Business Phone Number
+65 9338 8244

Founded
2018

Which countries do you operate in?
Singapore, Brunei, Indonesia, Malaysia, Philippines, and Thailand

Examples of FI clients
Insurance Companies
Banks
Financial Advisory Firms
Wealth Management Companies

Pitch
Winner of the Global FinTech Award presented by the Monetary Authority of Singapore and the Singapore FinTech Association at the Singapore FinTech Festival 2021, GoalsMapper is a Singapore-based FinTech SaaS platform tailored for financial consultants and institutions, providing a complete digital solution for their financial advisory practice needs.

Financial consultants and institutions rely on GoalsMapper to help clients simplify complex decisions, turn financial dreams into reality, and boost productivity and efficiency. This is achieved through our comprehensive ecosystem of products and services covering financial and estate planning, gifting, legacy planning, mortgage planning, education, and more — empowering financial consultants to deliver holistic, client-centric solutions.

Problem/Opportunity
Financial consultants and institutions face increasing pressure to grow their book of business and deliver personalized, holistic advice while managing complex client needs, regulatory demands, and more. Traditional tools, even those developed in-house by major insurers, often fall short in helping financial consultants visualize client goals, integrate multiple financial areas (such as estate, mortgage, and legacy planning), and provide real-time, data-driven visualization of insights — limiting their ability to build trust and deliver value.

Solution/Product
GoalsMapper's ecosystem of products and services offers digital solutions to support financial consultants and institutions end-to-end in their conduct of business, enhancing their efficiency and productivity, while offering professional, holistic financial planning. We digitalize the financial advisory journey from pre-consultation digital fact finding to generating real-time scenario-based financial information into informative charts for on-the-go consultations to servicing post-consultations, and more.

GoalsMapper is widely used by thousands of financial consultants across six countries in Southeast Asia, helping them to
impact over 120,000 lives and empowering them to make better financial decisions.

Libertify APAC Ltd.

Company Details

Insurtech Category
Customer Engagement

Business Model
B2B

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Founded
2022

Which countries do you operate in?
Hong Kong, Singapore, Paris, Dubai, US

Examples of FI clients
Hong Kong Insurance Authority, Allianz France, BNP Paribas, Societe Generale

Pitch

Libertify delivers a cutting-edge AI-powered solution that transforms complex financial content into dynamic video storytelling, helping businesses expand their reach, enhance engagement, and drive revenue growth.
We bridge the gap between banks, financial institutions, and insurers, and their customers' evolving expectations.

Problem/Opportunity and Solution/Product

In today's media-saturated world, attention has become the most valuable currency .Capturing your audience';s focus is no longer optional—is essential for growth. That's where our AI-powered solutions come in. We don't just compete for attention, we win it back for your brand reconnecting user expectations and the way you produce and deliver content.

leveraging cutting-edge AI technology, we create a whole new level of engagement—12x better than traditional methods and 10x more conversations than standard email campaigns.

Novo AI

Company Details

Insurtech Category
Claims Processing & Adjudication
FWA containment
Data Consolidation and Insights
Underwriting

Business Model
B2B/B2G

Website
heynovo.ai

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Business Phone Number
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Founded
2020

Which countries do you operate in?
Singapore, Hong Kong, Japan, Korea, Australia, UAE, Saudi Arabia, New Zealand, Malaysia, Thailand, Vietnam, Cambodia, Philippines

Examples of FI clients
Tokyo Marine, April insurance, Catalina Re, discovermarket

Pitch
Novo AI automates claims processing, flags fraud and abuse, and turns messy claim data into structured insights—helping insurers and reinsurers improve loss ratios. We tackle abuse early at the pre-auth stage and post-claim by identifying abusers across networks and enabling targeted containment strategies. Our solution supports smarter underwriting across health, motor, travel, and other general insurance lines.

Problem/Opportunity
Insurers and reinsurers struggle with fragmented, paper-based claims, high manual processing costs, and rising fraud, waste, and abuse (FWA). Key data is buried in unstructured formats across languages and regions, limiting visibility, delaying decisions and hurting underwriting accuracy, pricing precision and loss ratios.

Solution/Product
Novo AI automates claims processing and adjudication, detects FWA at both pre-auth and post-claim stages, and consolidates unstructured data into actionable insights. Our platform empowers insurers and reinsurers to reduce leakage, optimize workflows, and improve underwriting across health, motor, travel, and general insurance lines.

Sumsub

Company Details

Insurtech Category
New Business/Policies Issuance;
Claims Processing & Adjudication

Business Model
B2B

Website
sumsub.com

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Founded
2015

Which countries do you operate in?
Global coverage

Examples of FI clients
sumsub.com/customers/

Pitch

Insurance fraud silently costs carriers billions, with 76% of losses surfacing after onboarding. Sumsub's comprehensive verification and fraud prevention platform empowers insurers to proactively reduce fraud, waste, and abuse across every customer touchpoint, from initial policy issuance to claims payout. Leveraging 20-second identity verification, 99.98% accurate deepfake detection, and real-time behavioural analytics, Sumsub reveals hidden fraud networks, prevents identity spoofing, and boosts legitimate customer conversions to over 90% globally. Trusted by 4,000+ enterprises worldwide, clients see a proven ROI of 240% within six months, cutting fraud losses by as much as 70% in year one.

Problem/Opportunity and Solution/Product

Fraud, waste, and abuse (FWA) drain approximately $308 billion annually from insurers worldwide, significantly undermining profitability. Insurance providers increasingly battle sophisticated fraud schemes, including synthetic identities, deepfake-driven scams, and collusion networks that exploit fragmented and traditional verification systems. With 76% of fraud surfacing post-onboarding, primarily at the claims stage, insurers need advanced, continuous fraud detection that integrates seamlessly across customer touchpoints.

Sumsub addresses these pervasive challenges comprehensively:
- **Frictionless customer onboarding:** Sumsub's AI-driven ID verification, combined with liveness checks, reliably authenticates customers in just 20 seconds across 220+ countries, 14,000+ document types, and 96 languages - boosting conversions while stopping fraud early.
- **Deepfake & identity fraud prevention:** Sumsub checks all submitted documents for authenticity, image integrity, and validates document data. Our industry-leading 99.98%-accurate deepfake detection instantly rejects synthetic and spoofed identities.
- **Comprehensive lifecycle fraud monitoring:** Behavioural analytics, device intelligence, and transaction-level monitoring enable continuous oversight throughout the customer journey, revealing subtle fraudulent patterns and uncovering fraud rings before claims can be processed or paid out.
- **Regulatory compliance and audit-readiness:** Sumsub complies with global standards (ISO 27001, PCI DSS, SOC 2), ensuring insurers remain fully compliant with evolving regulatory frameworks, including AML and data protection.
- **Proven economic impact:** An independent Forrester TEI study confirms clients leveraging Sumsub achieve measurable results: cutting fraud-related losses by 70% in the first year alone, realizing rapid payback, and an ROI of 240% within just six months.

ZENSUNG Singapore PTE. LTD.

Company Details

Insurtech Category
New Business/ Policies Issuance
Distribution
Embedded Insurance

Business Model
B2B/ B2C

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Business Phone Number
+6596371944

Founded
2018

Which countries do you operate in?
Singapore, Indonesia, Malaysia &
India (started the process in
Philippines, Thailand & Vietnam)

Examples of FI clients
TUGU Insurance (Indonesia), FPG
(Indonesia), MCIS Sanlam (Malaysia),
MSIG (Indonesia)

Pitch

Zensung Singapore PTE. LTD. (Zensung®) is a pioneering Insurtech platform transforming how insurance is distributed, embedded, and experienced across ASEAN. We partner with automotive OEMs, corporates, and insurers to deliver digital-first insurance solutions — seamlessly integrated, data-driven, and built for scale.

Legacy distribution is broken. Zensung simplifies complex insurance workflows across underwriting, distribution, and claims — while improving conversion, pricing accuracy, and customer retention.

Problem/Opportunity

ASEAN markets actively seeking scalable solutions for embedded and inclusive insurance. The insurance industry in ASEAN is ripe for transformation:

- **Low Digital Penetration:** Traditional agent-led models dominate, causing inefficiencies and poor customer retention
- **Disconnected Ecosystems:** OEMs, banks, and insurers struggle with siloed systems and complex integrations
- **Missed Revenue:** Claims automation, and cross-sell opportunities remain untapped due to lack of digitization
- **Demand for Embedded Insurance:** Consumers and corporates increasingly expect insurance to be seamless, contextual, and digital-first

Solution:

Zensung's flagship platform — **Zensure™** — is a fully integrated digital insurance infrastructure that:

- **Connects OEMs, Banks, and Insurers** through a white-labeled, API-first platform
- **Automates Distribution & Renewals** with smart workflows and embedded experiences
- **Enables ESG & Telematics Products** with mobile-based driving scores and CO_2 tracking
- **Accelerates Go-to-Market** for partners with modular plug-and-play architecture

With Zensure, partners can launch new insurance products, drive engagement, and unlock high-margin recurring revenue — all within weeks.