

21RISK

Risk Management. Reinvented.

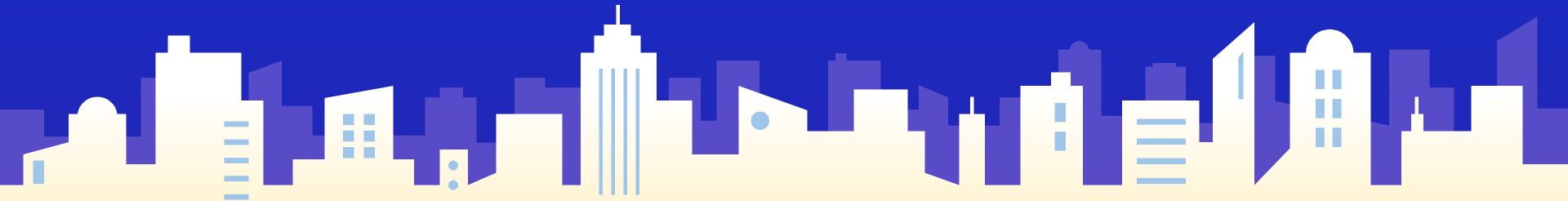




Risk Managers are overworked, underpaid and lack data to act on

Due to the merging of functions and responsibilities within large organisations

* Source: Workers Compensation Survey among Risk Managers 2017



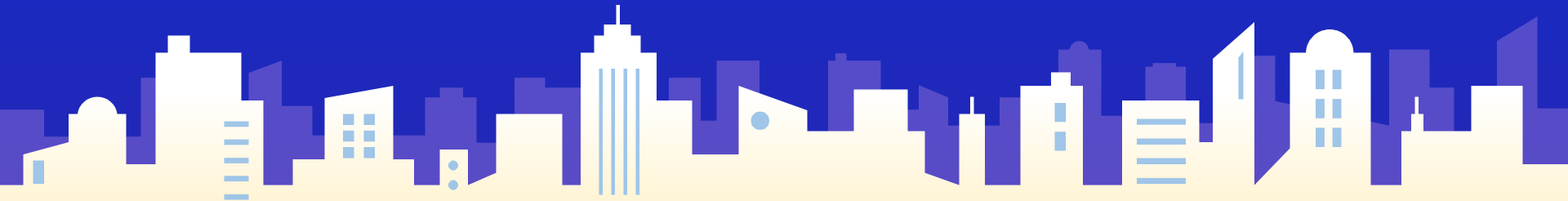


This leads to

More than \$15 billion/year

In costs of fire incidents in factories globally

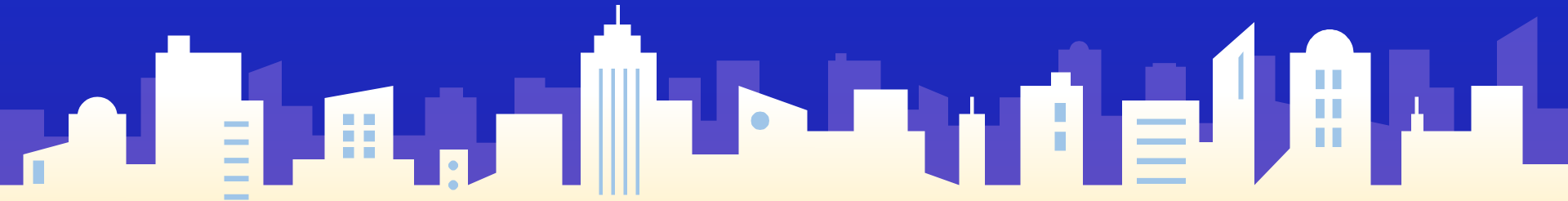
* Source: Statista 2018 - damage from commercial fire incidents





We aim to reduce this by 25%

Through raising risk awareness and access to data



Meet Robin!

World's first digital risk assistant

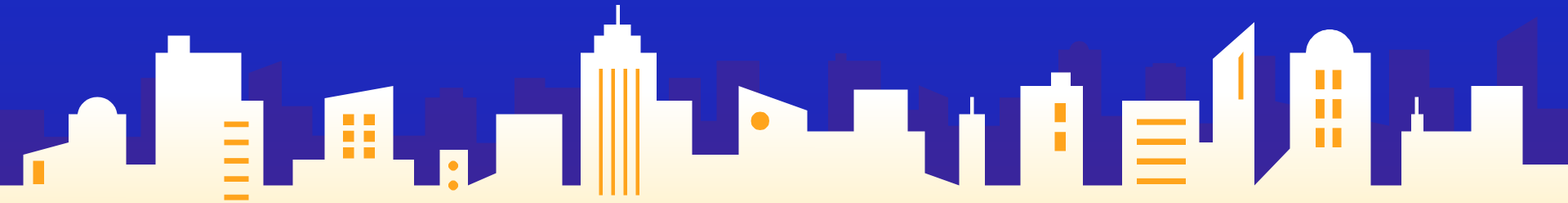
That never gets sick, makes mistakes or goes on vacation





Robin connects HQ with factory staff

Reports when risk reducing tasks have been completed on site

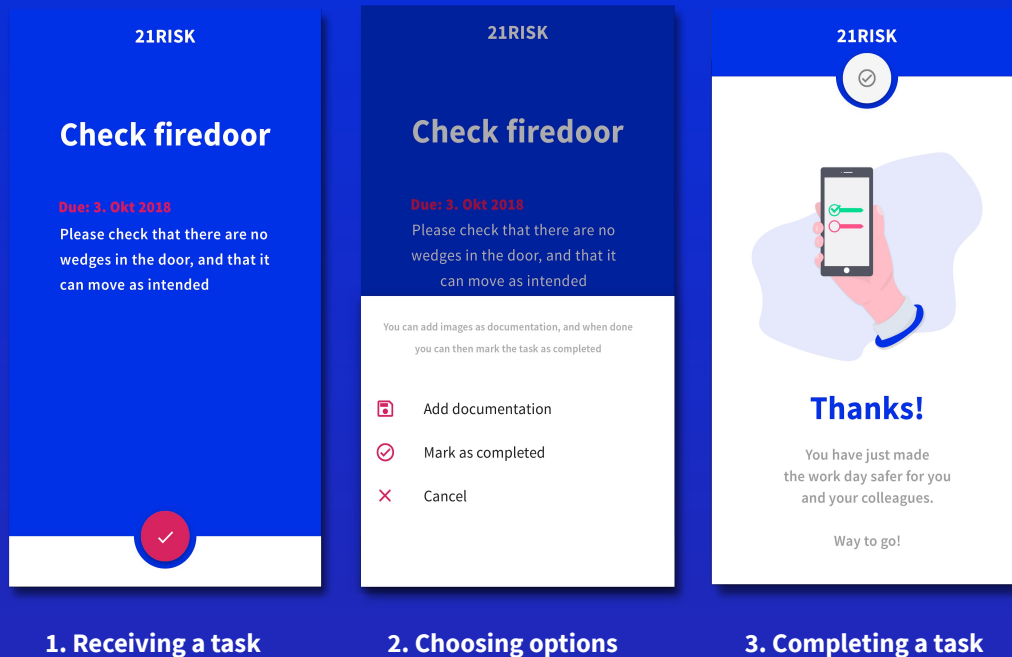


The background of the slide is a dark blue night sky filled with white stars and stylized purple clouds. At the bottom, there is a silhouette of a city skyline in shades of orange and yellow. The main title is centered in the upper half of the image.

Even while your Risk Manager is sleeping

Robin is able to act on your behalf across time zones, making you able to connect with the factories that used to conflict with your sleep schedule

Meet our task manager



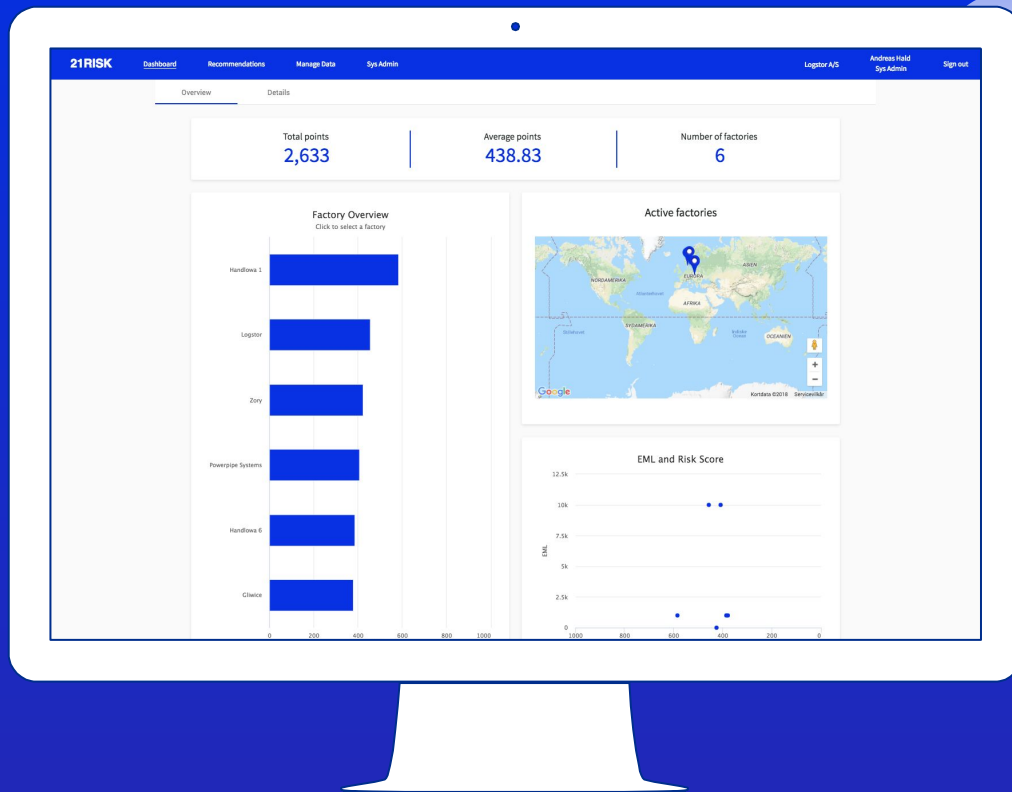
Your control room

Compare performance across factories globally

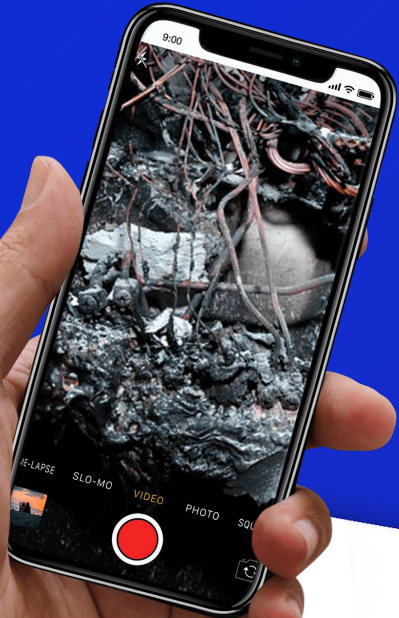
From surface to detail, identify where action is needed

Follow up on recommended risk reduction efforts and make sure they get done

Always updated, always on



Claims Management (coming soon)



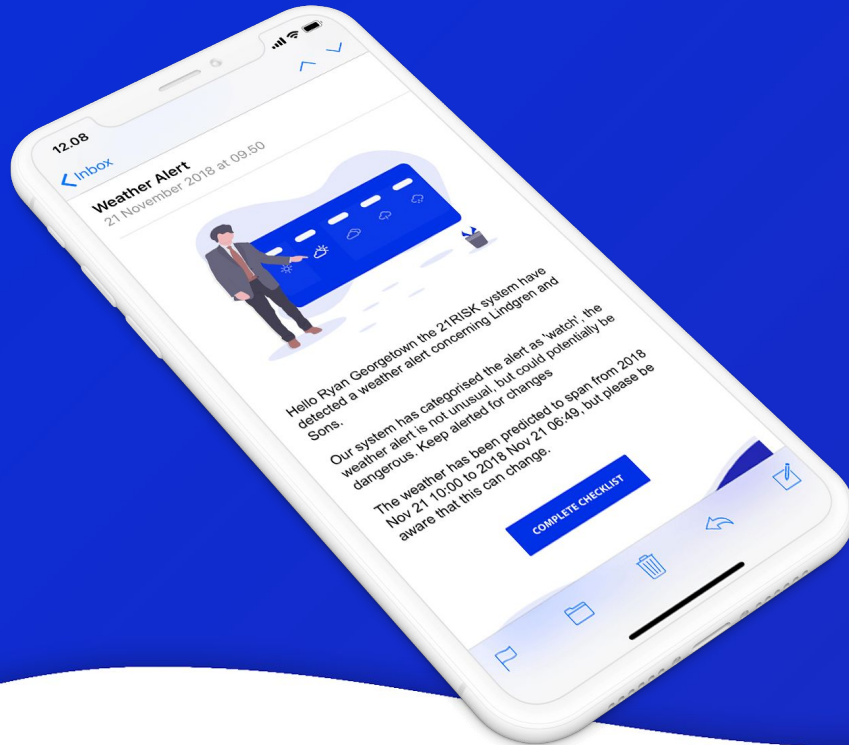
Claims can be filed using a simple form in 21RISK application

Claims are documented through photo and video content

Claims can be filed on site, so no details are lost

Claims can be managed by the insurer more quickly

Automatic Weather Alerts (coming soon)



Subscribe to automatic alerts on weather

System can monitor world wide weather and NatCat incidents

Factories are assigned coordinates, if a factory is within an area when weather alerts are issued.

An alert is sent directly to key personnel along with prevention document

Risk Assessment before hiring Robin

1. Bi-yearly collection of data

The data available is sourced from risk assessments made by risk engineers at the policyholders insurance agency



2. Stagnant trend in risk score

Due to poor data collection and quality, combined with lack of risk awareness in the organization, the overall risk score is stagnant at best

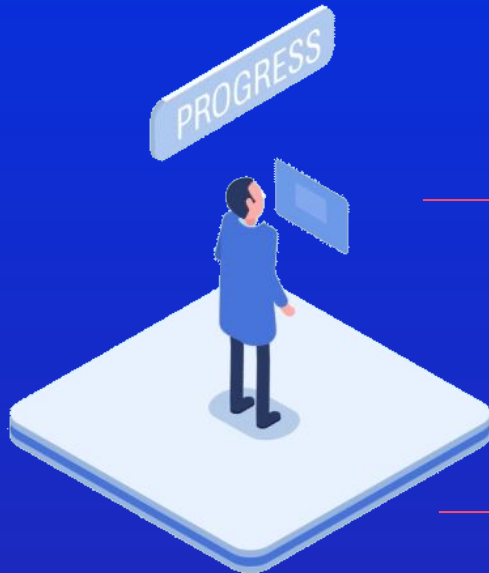
3. Limited Risk Awareness

Factory staff are not nudged towards safer behavior at the factory. Thus, limiting potential risk awareness throughout the production company

Risk Assessment after hiring Robin

1. Collection of data every day of the year

Through our task manager, a risk manager can collect and analyze data collected on a daily, weekly and monthly basis.



2. Positive trending risk score

With more data points of better quality as well as employees being more aware of the existing risks. A given factory can now improve their risk score through a structured risk reduction effort supported by Robin.

3. Increase in Risk Awareness

Robin nudges your employees to perform risk reducing tasks. Thereby reminding them of the importance, thus increasing risk awareness across the organization.



Risk Analytics

All your risk related numbers at a glance. Easy to view, manage and share with key decision makers in the risk management process.

Robin tracks Risk Analytics in order to determine your **static risk types** and their importance.



Compliance tracking

A simple drag and drop layout to keep track of your existing recommendations as well as their implementation.

Robin tracks your recommendations in order to keep an eye on your **slowly changing risk types**.



Task Manager

Robin assigns risk reducing tasks to factory staff. Keeps track of completion and knows that things are getting done.

Robin tracks your assigned tasks in order to reduce risk in the area of **highly dynamic risk types**.



Features	21RISK	RSA RED	Microsoft Excel
Global Overview (multiple factories)	Yes	Yes	Yes
Always Updated (instant cloud updates)	Yes	No	No
Active Task Manager (ability to assign tasks)	Yes	No	No
One Minute Reporting (click to get instant pdf reports)	Yes	No	No
Risk Score Metrics (Proprietary risk scores)	Yes	No	No

The background is a solid blue color. At the top, there are three stylized, light blue clouds. At the bottom, there is a stylized city skyline with various buildings in white and light blue, set against a yellow ground line.

Typical SaaS business model focusing on ARR

End-user price is calculated on parameters such as number of sites and users

Latest deals and partnerships



€10.3B revenue/year

Arla Foods as a customer

65+ factories globally

Time from meeting to deal - 3 months
Agreement time - until 2022 (3 years)

Currently closing deal with similiar
manufacturer with 140 sites at x 2 the
revenue.

*hannover***re**

€20B revenue/year

Hannover Re as a partner

Exclusive access to Insurtech resellers
Exposure through Hannover Re marketing
Featured on Insurtech Innovation Pool
Insights on re-insurers issues and desires



The infographic features a solid blue background with three stylized, light blue clouds in the top corners. Three overlapping circles are arranged horizontally. The leftmost circle is the largest and is a vibrant red. The middle circle is smaller and is a lighter shade of red, overlapping the right side of the first circle. The rightmost circle is the smallest and is a very light red, overlapping the right side of the middle circle. Each circle contains white text. A thin red horizontal line with a small red dot at its right end is positioned below the rightmost circle.

\$450b

**Market size for insurtech
Improvements in commercial
property line**

\$110b

**Market size for B2B
improvements in risk &
underwriting**

\$175b

**60% growth
Market size 2020**

Partnership targets

Reinsurance
Insurance
Brokers
Tied Agents/Resellers

Already partnered with

hannover **re**[®]

€20B revenue/year

Customer targets

Currently in closing stages with an home
appliance manufacturer 140+ sites.

High safety environment
Chemical
Food

Already serving globally



€10.3B revenue/year



Andreas

Martin

Alex

Frederik

Team expertise

Technical abilities (Alex & Andreas)

SaaS development (front & backend)
Agile frameworks
Knowledge within emerging IT trends

Sales & Marketing abilities (Martin & Frederik)

Strong professional network
Deep experience within B2B sales
Pipeline management expertise
Copywriting and graphic design



We are looking for

Active board members with domain expertise

Advisor roles within SaaS and Insurtech

Corporate partnerships within insurance

Funding partners for upcoming seed round



The background is a stylized night scene. The top half is a dark blue sky filled with white stars and several large, soft purple clouds. The bottom half features a silhouette of a city skyline in shades of orange and yellow against a purple gradient background. The skyline includes various building shapes, some with yellow windows, and a small yellow sun or moon partially obscured by a building.

Thank you for your time!