



Used under the creative common license agreement

The role of reinsurance in the current innovation ecosystem

Simon Dufour
13/6/2017 in Warsaw

- What is it all about ?
- Why do we engage in the innovation ecosystem ?
- What do we do ?
- How we do it ?
- Q&A

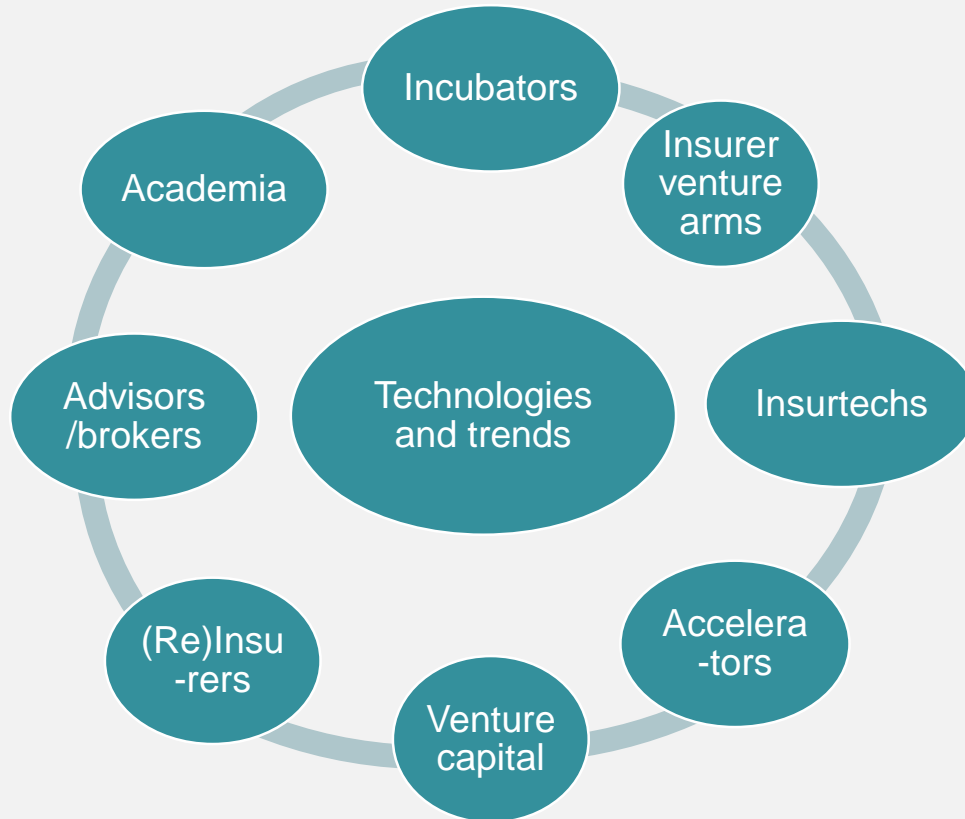
What is this all about ?

“An innovation ecosystem models the economic dynamics of the **complex relationships that are formed between actors or entities** whose functional goal is to **enable technology development and innovation**”

What is an Innovation Ecosystem ? By Deborah J. Jackson National Science Foundation, Arlington, VA 15/3/2011.

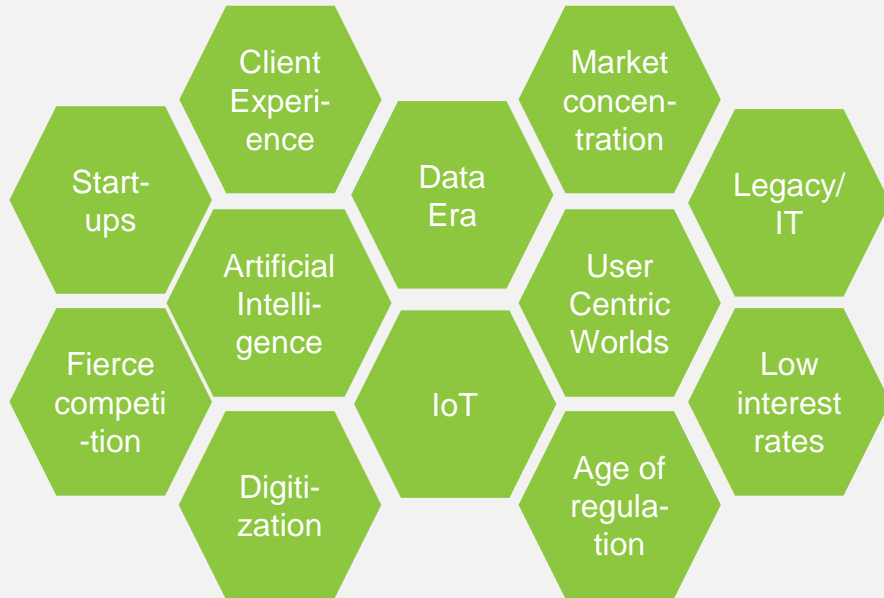


What is this all about ?



Why do we engage in the innovation ecosystem ?

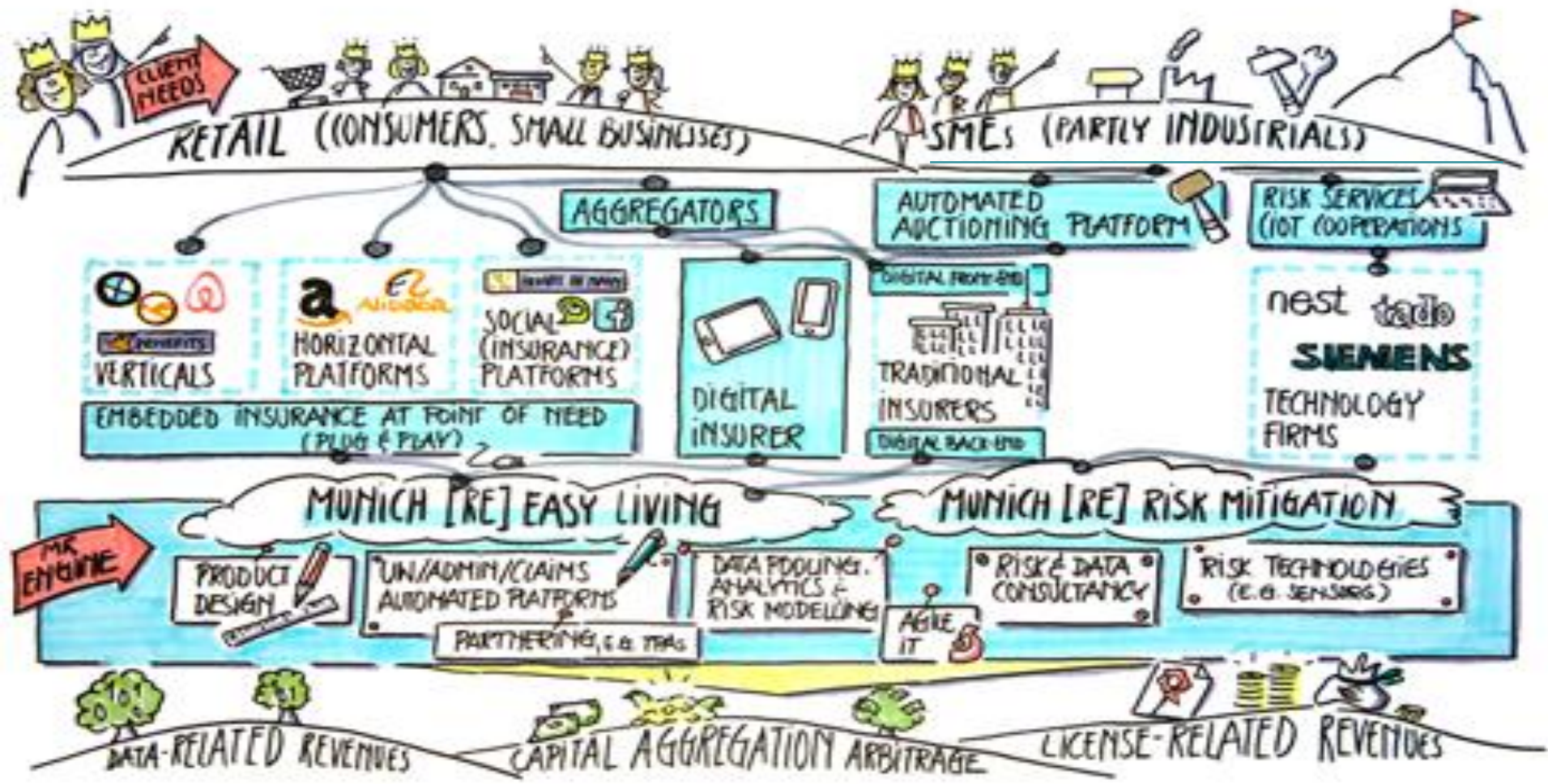
Trends impacting our industry

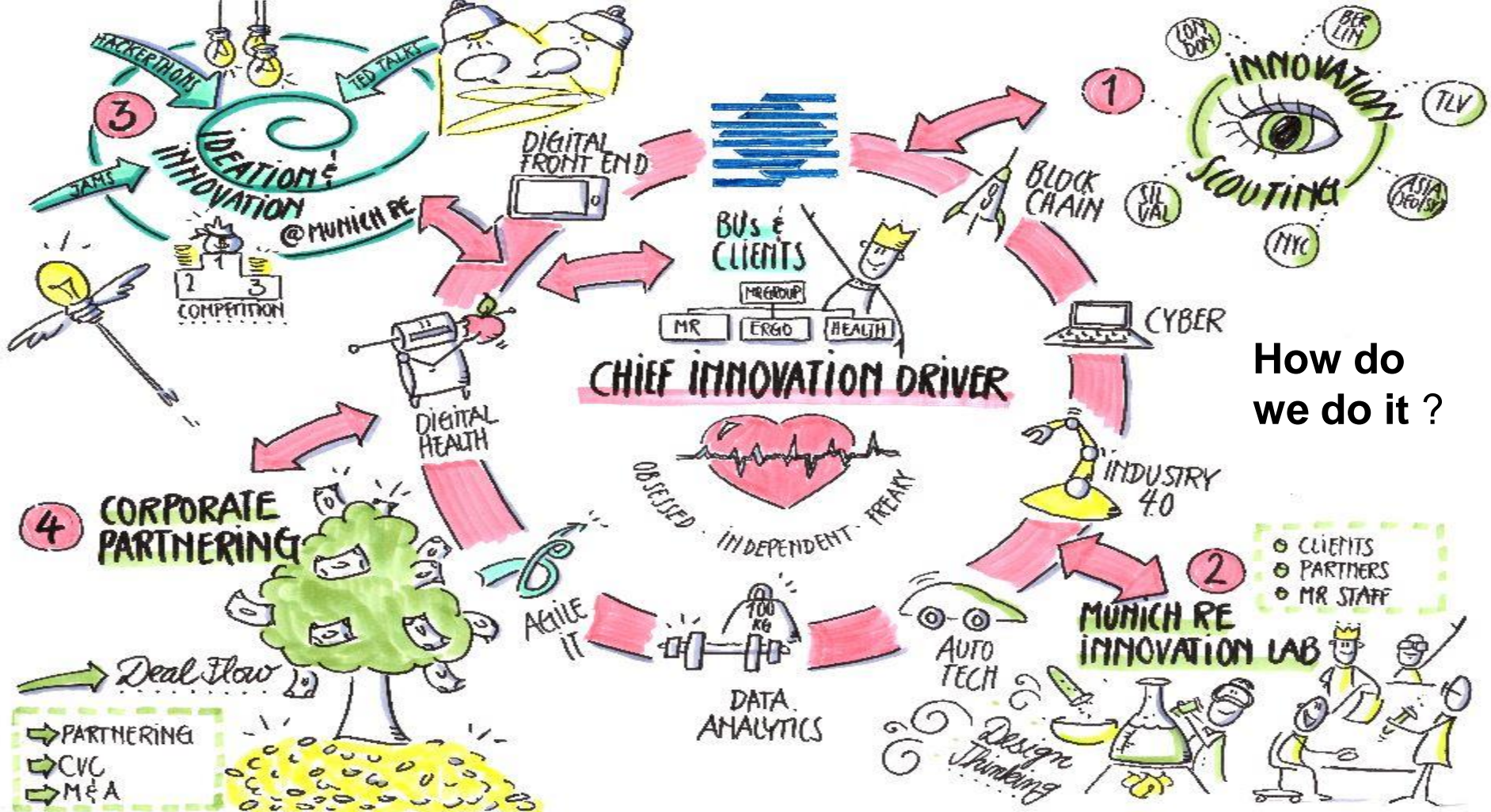


Strategical view

- Reposition ourselves with regard to our customers and access new opportunities.
- By combining existing strengths : teams, expertise, solidity, customer access, reputation, regulation
- With new approaches : working methods, units, structure and culture change
- To stay ahead of the pack
- In a context of an increasing external pressure

How do we do it ?



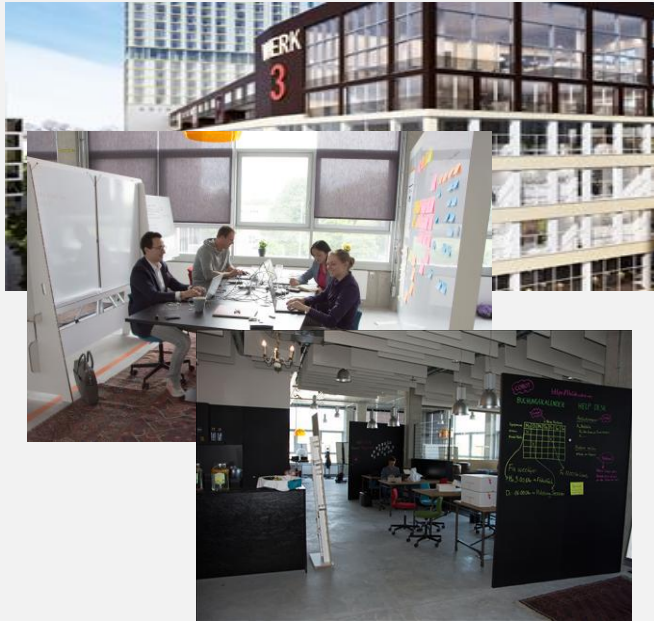


How do we do it ?

- CLIENTS
- PARTNERS
- MR STAFF

Munich Re innovation labs provide an environment for fast development and testing of ideas

Impressions “THE LAB” Munich



Achievements




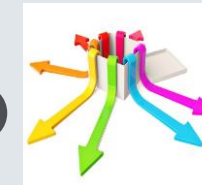


- First Munich Re labs opened in Munich and Beijing
- Teams working on concrete go-to-market of ideas
- Co-creation projects with clients

Strategic Rationale

- Munich Re labs provide an environment for internal teams to develop and test ideas together with clients ...
- ... and drastically reduce time-to-market through lean methods, mentoring by experienced people, and learning effects

What can you expect ? A few examples

Significant challenges for insurers alongside the value-creation chain

<p>Long product development cycles</p>	<p>Increase insurance penetration Generate need for products</p>	<p>Difficulty to use abundant data New risks difficult to assess</p>	<p>Lack of omni-channel client experience and cross-selling knowledge</p>	<p>Claims handling not automated enough to save costs and improve quality</p>	<p>Partner with providers Launch embedded products</p>
 <p>Products</p>	 <p>Marketing</p>	 <p>Underwriting / Pricing</p>	 <p>Distribution</p>	 <p>Claims</p>	 <p>Services</p>
<p>White label products with automated UW solutions</p>	<p>Use our Insurance know-how and global presence</p>	<p>Data analytics capabilities</p>	<p>Digital infrastructure, data analytics capabilities</p>	<p>New solutions Matching with providers</p>	<p>Quality assurance</p>

Munich Re supports strategic partnerships based on co-creation and common projects

To sum up: based on Munich Re experience, the role of reinsurance in the innovation ecosystem is manifold

- Enabler as a tech-prone reinsurer
- Enabler as a risk carrier
- Shaper as a back-end partner and investor in the Insurtech space
- Addressing the whole insurance value creation chain
- Based on our client's needs and a partnership approach
- To create and combine new revenues streams for you and for us

Now let's interact a bit !

