

InsurTech NZ's strategy

ASPIRATION

Foster an **environment conducive to broad sector collaboration and technology enabled innovation** within the New Zealand insurance sector through **education and exposure**

Support **collaboration and digital transformation**, both in New Zealand and with international InsurTech communities and **lead the insurance transformation journey**

Attract more **talent, start-ups and funding** to the insurance scene within New Zealand

WHERE TO PLAY

Where will InsurTech NZ focus to ensure it can achieve this aspiration?

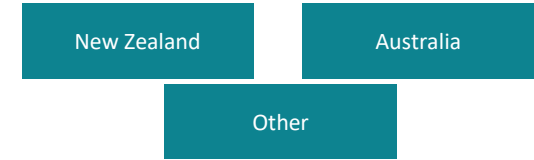
CUSTOMERS

- Life, health and general insurers
- Actuaries, brokers, and reinsurers
- InsurTech companies and start-ups
- Professional services firms
- People and talent in the Insurance industry

SERVICES

- Organise monthly events for members and industry participants
- Provide networking opportunities and channels for members to exchange information and insights
- Facilitate connections between overseas FinTech corporates / InsureTech communities
- Increase traction for a career in insurance industry and provide member firms and participants access to talent, including graduates
- Leverage Australia InsurTech where appropriate (could include delegations)

GEOGRAPHIES



HOW TO SUCCEED

What will InsurTech NZ do to ensure that it succeeds?

KEY ACTIVITIES

- Leverage existing networks within NZTech and other industry bodies to provide higher quality and more diverse services to the industry
- Foster and champion innovation in the New Zealand insurance industry
- Represent companies working in the InsurTech ecosystem
- Provide physical and virtual forums for industry participants to network and share best practices
- Engage with tertiary education providers to build a pipeline of talent
- Complete relevant industry research

KEY METRICS

- Number of members in different **segments (incl. AU)**
- Number of attendees for industry events
- Number of attendees for university engagements
- Feedback from events
- Number of members engaged on the strategy
- Elected Board in 2023 that represents members

STAKEHOLDERS

- Members
- Customers of members
- Non-members within the insurance & affiliated industries
- NZTE
- NZ Tech and Tech Alliance communities

BUSINESS MODEL

- Revenue stream: annual membership fees, and sponsorships, events ticket fees.
- Member and Partnership model over the medium

CAPABILITIES

What capabilities will InsurTech NZ need to succeed?

ASSETS

- Articles, videos, and knowledge base
- Event and marketing materials
- Proprietary industry statistics

PEOPLE

- SMEs and industry leaders within New Zealand insurance and InsurTech spaces
- A diverse and actively engaged membership base
- Identify capabilities and gaps for this phase of maturity

PROCESSES

- Member identification, induction, management, and engagement
- Event planning and hosting
- Public relations (PR) and communications
- Governance

SYSTEMS

- CRM
- Event management system
- Back-office systems
- Billing system
- Marketing Systems

EXPERIENCE

- Stakeholder management
- Familiarity within the New Zealand insurance market
- Expertise in InsurTech start-ups

RELATIONSHIPS

- Connections to key New Zealand insurers, participants, InsurTech & start-ups, incubators, NZTech, NZTE & professional service firms
- University student bodies, faculty staff and career advisors
- Other industry bodies including overseas InsurTech organisations