



MEDIA RELEASE

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Blue Zebra exploring opportunities with a new underwriting partner

Blue Zebra is working exclusively with Youi to explore the opportunity to be Blue Zebra's new underwriting partner for personal lines and SME business, the latter to be launched in the second quarter. This initiative supports Blue Zebra's ambition to empower brokers to increase penetration of personal lines business and continue to innovate and expand into the commercial market.

The initial launch of Blue Zebra recognised the market's need for an Insurtech that could be nimble and competitive in a world that is rapidly evolving. Insurance is a market that has struggled at times to adapt to customer and regulatory requirements and this has presented Blue Zebra with the opportunity to grow our organisation in the Australian market.

Current policies with Zurich will not be impacted and, subject to negotiations and reaching agreement, Blue Zebra intends to have an arrangement in place with Youi for all personal lines policies incepting from the 17th March 2020. Zurich will continue to be the security for any current or future new business quotes that will incept up to and including the 16th March 2020. Our products will continue to be available via our Zebra Lounge platform, which is now accessed by more than 1,000 users every day. For policy renewal dates after the 16th March 2020, 'renewals' (these will be termed 'replacement' policies) will migrate to the new underwriter.

There is a significant opportunity to expand broker's penetration of personal lines. Blue Zebra has reduced the underwriting question set through employing modern technology and utilising big data to gain risk insights and automate material components of underwriting. We are working to enhance coverage and enable additional flexibility for brokers to efficiently deliver advice and services to meet all of their customers insurance needs.

Blue Zebra in 2020 and beyond

With \$110m GWP written during the past 12 months and more than 100,000 policyholders, Blue Zebra has experienced strong and unprecedented demand during its start-up phase since launching in May 2018. We are proud of our achievements to date and thank our broker partners for their support in growing one of the world's insurtech success stories.

We are excited by the upcoming launch of new products and features in 2020 as we continue to evolve our offering. Working with Youi we recognise the significant potential to further deploy our automated portfolio transfer solutions for brokers across personal lines. Further, Blue Zebra and Youi should be ideally placed to capitalise on the significant white labelling opportunities, based on our API technology that has already been selectively deployed to a number of our partners with great success.

We would like to thank the team at Zurich for their extensive support during our start-up phase and wish them well with their ongoing plans.

Colin Fagen

**Managing Director
Blue Zebra Insurance**

Blair Nicholls

**CEO
Blue Zebra Insurance**

About Blue Zebra:

Blue Zebra launched its first personal lines insurance products in May 2018 and now offers Home, Motor and Landlord insurance as well as its innovative Home Business Extension cover. Blue Zebra is an insurtech underwriting agency delivering its product suite exclusively to brokers and their clients. Blue Zebra leverages `big data` sources to efficiently enable the quote process and enhance its understanding of the underlying risk. Blue Zebra has a small and highly empowered team and strong automation of its `back-end` processes. This enables the delivery of great service to their broker partners.

**Media Enquiries:
Blue Zebra Insurance**
Colin Fagen
Managing Director

Tel: +61 400 624 912

Email: colin.fagen@bzi.com.au