



InsurtechAustralia  
INSURANCE INNOVATION + COLLABORATION

## Insurtech Week, London

**Monday 18<sup>th</sup> – Friday 22<sup>nd</sup> March 2024**

Insurtech Australia's UK Delegation included a keen group of delegates with representatives from the following member organisations:

- Appsure
- AutoGrab
- Blue Zebra
- Entsia
- Futureproof
- Grappler
- Haast
- Prime Ecosystem
- Revealr
- Sentro
- ZapCentral

Individual company profiles, along with their UK ambitions, can be found [here](#).

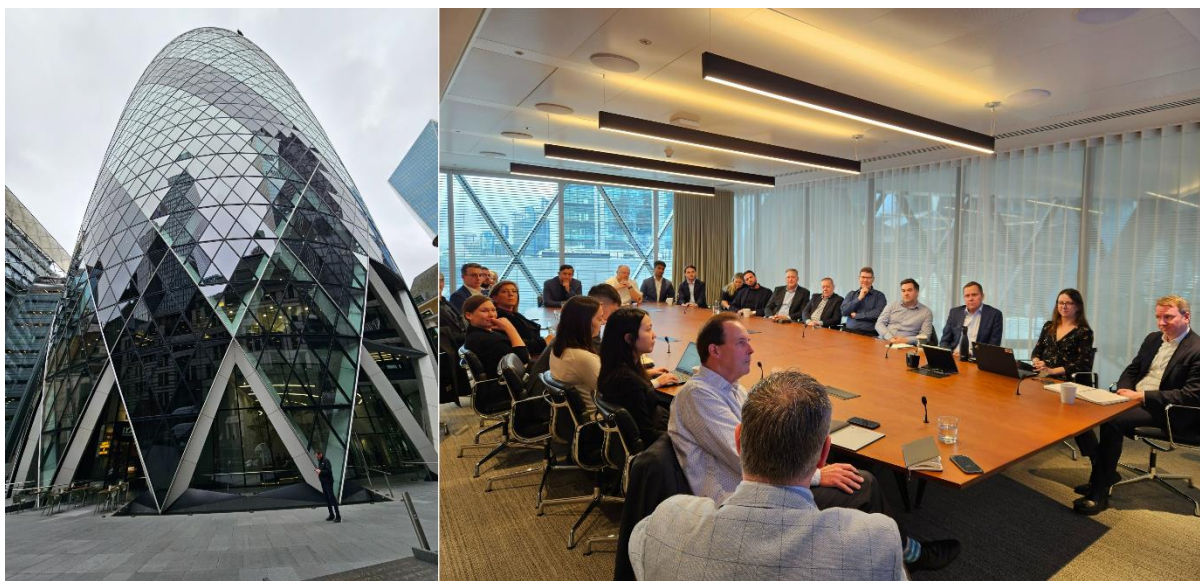
We had a jam-packed week of activities on our agenda - here's a day by day breakdown:

## Monday 18<sup>th</sup> March

Our delegation group hit the ground running!

Monday morning kicked off with a visit to [Swiss Re](#) at The Gherkin.

We'd like to thank [Rob Onoufriou](#) and the team at [Swiss Re](#) for taking the time to share their unique market insights. There were lots of questions from our Australian and New Zealand delegates, with [Swiss Re's](#) expertise being greatly valued and appreciated.



Following our whistle-stop visit to Swiss Re, we travelled on foot to QBE's offices in Fenchurch Street for our **Delegation Briefing Session**. This had us plunging into a series of market briefings, insights, regulation and guideline info, opportunities and advice from those in the know.

Our appreciation goes to the following individuals and organisations – they've been so generous with their time, and open in their support of our Insurtech Australia delegates looking to expand or establish business in the UK:

- [Hugh de Lusignan](#), [Venus Amon](#) and [Elisa Henderson](#) from UK's Department of Business and Trade
- [Anastasia \(Ana\) Nishnianidze](#) and [Tanya Koicheva](#) from [Australian Trade and Investment Commission \(Austrade\)](#)
- [Nick Kirk](#), Capital Solutions & ors
- [Alain Caplan](#) from [Lloyd's](#)
- The team at [QBE Ventures](#) – [James Orchard](#), [Simon Pink](#), [Peta Kilian](#), [Lynn Thompson](#) and [Alex Taylor](#)
- [Robin Merttens](#) from [InsTech](#)
- [Ross Meadows](#) and [Zara Speller](#) from [Oury Clark](#)

Our delegates walked away with a clearer picture regarding market trends and cultural aspects, and lots of ideas about future strategies!

We'd like to give a huge callout to [QBE Insurance](#) and the [QBE Ventures](#) team for opening their offices to us, thereby providing the space and hospitality needed to make this entire event possible. Thank you!



Later in the day was the jewel in the crown – our Insurtech Australia London Networking Event, held at iconic Australia House and supported by the teams at [Australian Trade and Investment Commission \(Austrade\)](#), Department of Business and Trade ([UK government](#)) and [QBE Ventures](#). We'd like to thank [Anastasia \(Ana\) Nishnianidze](#), [Hugh de Lusignan](#) and [James Orchard](#) for the parts they played in the on-stage presentation.

Proceedings were hosted by Insurtech Australia's CEO [Simone Dossetor](#), who introduced our delegation of Australian and New Zealand Insurtechs:

- [Appsure](#) ([Mark Hutson](#))
- [AutoGrab](#) ([Chris Gardner](#))
- [Blue Zebra Insurance](#) ([Amar Roomi](#) and [Jason Little](#))
- [Entsia](#) ([Alistair McElligott](#) and [Christian McKay](#))
- [FUTUREPROOF](#) ([John Innes](#))
- [Grappler](#) ([Alistair Harold](#))
- [Haast](#) ([Kunal Vankadara](#) and [Liam King](#))
- [Prime Ecosystem Pty Ltd](#) ([Paul Brandis](#))
- [Revealr.ai](#) ([Bruce Wren](#))
- [Sentro](#) ([Rob Ellis](#) and [Hans Frauenlob](#))
- [ZapCentral](#) ([Lisa Woodley](#))

Successful networking and mingling over drinks and canapes made for a perfect end to a very busy day!



## Tuesday 19th March

We were guests at [Lloyd's](#)'s Lab, along with many international delegates from Israel, Malaysia, Germany and the UK, for **Insurtech UK's International Delegation Event**. Lloyd's is such a striking building, both inside and out – this is fitting really, given their status as the 'home of insurance'!

We were privileged to hear from an esteemed group of speakers about working and setting up business in the UK:

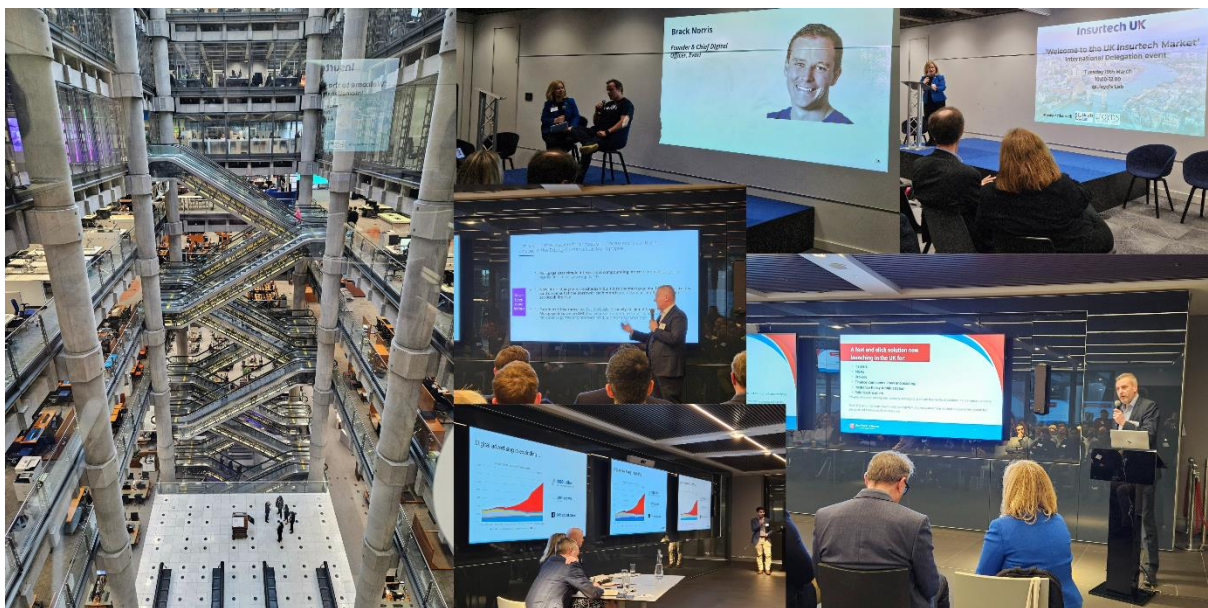
- [Jason Groves](#) CC (City of London Corp and Marsh executive)
- [Hugh de Lusignan](#) (Head of Financial Services, Department of Business and Trade)
- [Alistair Nichol](#) (Evelyn Partners)
- [Patrick Hayward](#) ACII (Altus Consulting)
- [David Otudeko](#) (Association of British Insurers)
- [Tom Allebone-Webb](#) (Lloyd's Lab)

We were also pleased to get views on insurtechs setting up in the UK via fellow Aussie [Brack Norris](#) from [Evari](#) (Insurtech Australia members). It was great to catch up in person with Brack – as you can imagine, it doesn't happen often!

Later in the afternoon we adjourned to [Aon](#)'s offices across the road for the **Insurtech UK Pitching Session**. As the 11 stellar presenters included 3 of our own members, this was one we didn't want to miss!

Well done to [John Innes](#) ([FUTUREPROOF](#)), [Kunal Vankadara](#) ([Haast](#)) and [Steve Wallis](#) ([Red Planet Software](#)). It's always great to see our members pitching in person.

This was followed by food and networking. Thanks to [Melissa Collett](#) and the **Insurtech UK** team, and **Aon** who supported this event.



## Wednesday 20th March

Today was Day 1 of **Insurtech Insights**. When we weren't checking out the on-stage content or mingling in the meeting area, our delegates were everywhere else – gathering information, attending meetups and travelling around London to other Insurance/Insurtech events. As you can see from these photos, it was a busy day! We also caught up with members and partner booths set up in the exhibition areas.



## Thursday 21st March

It was a sunny day on the Thames as we headed into Day 2 of **Insurtech Insights**. We had another busy day, with our Aussie and NZ delegates again located here and around London's insurance district attending other events.

A few of us were privileged to attend 'Networking on the Underwriting Floor' in the [Lloyd's](#) building, before most of the group managed to gather for our official Insurtech Australia wrap-up pub dinner (with special guest Melissa Collett). What a great way to end the day!



## **Friday 22nd March**

The last official day of our Insurtech Week delegation was a busy one! Some of us headed off to Cardiff for a day of investigation, exploration and new connections. We caught an amazingly fast train from London which had us arriving in central Cardiff in no time at all.

### Stop 1

Thanks to [Tramshed Tech](#) who generously hosted our group, and the following speakers:

- [Darryn Lewis](#) and [Rachael Bayona, Welsh Government](#)
- [Sarah Jones, FinTech Wales](#)
- [Sian Evans, Department for Business and Trade](#), Wales
- [Gino Brancazio](#), Tramshed Tech

We got a solid grasp on the benefits and support services available to insurtechs looking to expand or move to Wales as part of any UK expansion strategy. We also heard from fellow Insurtech founder [Ammar Akhtar](#) from [Finalrentals](#), who told his personal success story of relocating to Wales and joining the Tramshed Tech community.

After a quick tour of Tramshed, we hot-footed it across to [Cardiff and Vale College](#).

### Stop 2

We met a uniquely Welsh group of movers and shakers:

- [Rowena O.](#) and [Gareth Berry, Cardiff Capital Region](#)
- [Leanne Waring](#), Cardiff & Vale College
- [Sarah Lethbridge, Cardiff Business School - Cardiff University / Prifysgol Caerdydd](#)
- [David Sadler](#), Sadler Recruitment)

The panel discussion that followed was illuminating. They asked as many questions of us as we did of them, and we left with a clear view of the talent, educational & business support services available to startups - and how collaborative and agile this support can be!

After lunch & networking (thank you Cardiff & Vale College!), our next port of call was FinTech Wales.

### Stop 3

For those who hadn't had the chance to visit the FinTech Wales stand at Insurtech Insights during the week, this session was a golden opportunity to meet them and some of their members. Thanks to the following for their insights:

- [Wayne Ellis, Admiral Insurance Group \(a Berkley Company\)](#)
- [Hoodi Ansari, Go.Compare](#)
- [Steve Jones, Comparison Creator](#)

We learnt why they're operating from Wales rather than across the border, how younger recruits are attracted to regional centres due to more sustainable standards of living, & lots more about the history and culture of Welsh insurance.

Thanks to DBT, FinTech Wales and the Welsh Government for their insights and input into the day's agenda. Many in our group are arranging follow-up conversations and visits back to Cardiff in the short term. If you're looking to expand your business operations into the UK market, we'd recommend you talk to FinTech Wales for more information on the benefits from choosing Wales!



For more information on our delegation, or any of the events we attended, please contact us at [hello@insurtechaustralia.org](mailto:hello@insurtechaustralia.org).