



Beyond.Insure

<https://beyond.insure>

Attention! This investment falls outside AFM supervision. No license and no prospectus required for this activity.



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RISK WARNING

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The following information is only intended to be viewed by qualified investors as defined by their jurisdiction. Past performance is not a reliable indicator of future performance. Investors should remember that the value of an investment and the income received can go down as well as up, and they may not get back the amount they invested.

This document may be amended or updated periodically. It is the recipient's responsibility to check and/or request for any such updates.

Please refer to <https://beyond.insure> for the latest version.

The following list is not exhaustive but the risks below are outlined for any investor considering investment in Beyond.Insure.

Loss of customer risks

Although Beyond.Insure does have long term relationships with customers and partners for the purchase of its products, we can't guarantee long-term commitments. As a result, Beyond.Insure is only dependent on recurring purchase orders to a certain degree. There is no assurance that Beyond.Insure will continue to receive purchase orders for its products, either on substantially the same terms or at all. This could have an adverse effect on Beyond.Insure's operations and profitability. Likewise, any significant unexpected change in technological developments or buying patterns of our end users could adversely affect the business and results of operations of Beyond.Insure.

Intellectual property risks

Beyond.Insure's business may be affected due to the strategic reluctance or inability to protect its existing and future intellectual property rights. In our opinion, filing for patents reveals too much of our precious technical information which could potentially be used by Beyond.Insure's competitors. As a result of this strategic choice, Beyond.Insure does not possess patents for the logo detection technology, the natural language processing technologies or the encryption technologies.

Financial risks

Beyond.Insure's business requires a substantial amount of working capital. In many cases, working capital is required to finance the payment of salaries and execution of work on projects before payment is received from clients. The required working capital may increase if Beyond.Insure were to enter into certain use-based contracts without advance payments. Or if payment schedules were to become less profitable. In such situations, Beyond.Insure might need to borrow funds to fulfil its working capital needs. Continued increasing pressure on the working capital requirements could have an adverse effect on the financial condition and the results of operations.

Operational risks

Beyond.Insure's success largely depends on the continued services and performance of existing management and other key personnel. The loss of service of promoters and other senior management either in the Netherlands or in Belarus could seriously impair the ability to continue to manage and expand the business efficiently. In addition, the loss of any of the senior management or other key personnel may adversely affect the operations, finances and profitability. Any failure or inability on the part of Beyond.Insure to efficiently retain and manage human resources would adversely affect the ability to implement new projects and expand the business.

Market risks

Beyond.Insure operates in areas of technology that have only very recently emerged. The crypto market is very volatile, whilst the artificial intelligence market only develops to a large extent in the academic research centers or in the laboratories of the large software companies like IBM, Google, Facebook and Alibaba. Beyond.Insure's strong state of the art focus means that it is not decisively clear which types of technologies will eventually prevail or which company will enter which market with which product or service. It could be that a Beyond.Insure product finds itself in direct competition with a very large company, which implies a risk of Beyond.Insure being unable to compete with the marketing and sales power that multinationals have.

Sales risks

Beyond.Insure's sales revenue comes predominantly from the sale of IT products, knowledge and services. The industry has developed to be quite fragmented in nature and competitive force. In case of any downturn in this industry or if the demand does not keep pace with the supply build-up in the industry, business operations may be adversely affected. Also, if

Beyond.Insure were to prove unable to maintain the actual upgraded supply of new technological developments in our industry, it could adversely affect sales revenue and business.

Dilution risks

Beyond.Insure may require additional funds at various points of time in order to grow. With regard to that goal, Beyond.Insure may raise funds by various means including debt, equity and securities convertible into equity. Any such issuances of equity and securities convertible into equity would dilute the holding of Equity Shareholders. Difficult market conditions can adversely affect business in many ways, including by reducing the volume of the transactions involving advisory business.

Dividend risks

Beyond.Insure's future dividend payments, if any, will depend upon future earnings, financial condition, cash flows, working capital requirements, capital expenditures, applicable Dutch/European/American legal restrictions and other factors. Because of all these influences, there can be no waterproof forecasts about Beyond.Insure's dividends.

Volatility risks

Beyond.Insure's Equity Shares' trading price may fluctuate after listing. Unpredictable adjustments might occur due to a variety of factors, including but not excluding: results of operations, performance of business, competitive conditions, general economic, political and social factors, the crypto market in general, global economy, significant developments in the Dutch fiscal regime, volatility in the local/global crypto securities market, performance of competitors, changes in the estimates of performance, recommendations by financial analysts, announcements regarding contracts, acquisitions, strategic partnerships, joint ventures and capital commitments. In addition, if the crypto markets experience a loss of investor confidence, the trading price of our Equity Token could decline for reasons unrelated to our business, financial condition or operating results. Furthermore, the trading price of our Equity Tokens might be influenced as a reaction to events that affect other companies in our industry even if these events do not directly affect us.

Crypto market risks

Beyond.Insure provides a first-off: to date, there has been no public market for Equity Tokens. To our knowledge, Beyond.Insure is the first company that is issuing shares via the tokenization of the company shares. We plan to list Beyond.Insure Equity Tokens on platforms like www.orderbook.io or <https://etherdelta.com/>. These exchanges may decline Beyond.Insure as

they are Equity Tokens, not utility tokens. If this is the case, Beyond.Insure is considering starting its own exchange, meaning that it could take longer before the Equity Tokens can be traded freely. After the listing, there can be no assurance that an active trading market for Beyond.Insure Equity Tokens will develop. Pursuant to the listing, Beyond.Insure does not allow trading transactions of Beyond.Insure Equity Tokens. As a result of this, no assurance can be given regarding shareholders' ability to sell Equity Tokens at any particular time.

Governance policies

Beyond.Insure's intention is clear as far as governance policies are concerned. We already maintain a policy regarding AML, and we are in the process of implementing the highest KYC policies and a Quality policy that will result in an ISO accreditation. Furthermore, we are working on a Publication policy, on the performance of the company, a market abuse policy, a conflict of interest policy and an insider trading policy. We expect to have these policies in place before the end of 2018. The policies will be subject to approval during the first annual shareholders meeting.

EXECUTIVE SUMMARY

This whitepaper is a plan for the creation and operation Beyond.Insure, a revolutionary insurtech. The aim is to transform the insurance experience of small to medium sized companies by combining special SME insurance and the use of technology innovation.

We want to do to insurance what fintechs like Bunq, Tide and Revolut did for SME banking.

We are seeking an investment of €800,000 for 20% of the business.

Breakdown Of Spend

Resource	Approximate Value	Notes
Technology Build	€400,000	AI based fraud prevention Automation framework Predictive analytics
Personel	€200,000	1 Senior actuary 1 Data scientist 1 Business developer
Office	€50,000	
Legal	€30,000	Appointed Representative Trademarks Captive setup Commercial contracts Staff contracts
Marketing & Advertising	€100,000	Go to market campaign Marketing materials and advertising spend
Admin	€20,000	Incorporation Accounting

Investment Opportunity Strengths and Merits

- 1) **Strong demand for digital solutions in the insurance industry**

- The insurance industry is looking for efficiency improvements and reducing costs. Technology is the main enabler to achieve this.
- New technology such as blockchain and AI is seen as an area that should be explored.

2) Change in customer expectations

- Mobile ready, on-demand and user friendly experiences are expected.
- Customisation, user-centred experiences are the new norms.
- Transparency and data privacy are expected.

3) Existing technology

- **Beyond.Insure** already has working technology, and an established product and technology team.

4) Qualified team

- Founded by experienced entrepreneurs, technologists and insurance professionals.

Financial Projections



SWOT

Strengths	Weaknesses
<ul style="list-style-type: none"> • Highly experienced team. • Existing technology foundation. • Relatively few competitors. 	<ul style="list-style-type: none"> • Conservative and risk averse industry. • Difficulty to convey business benefits of advanced technology.
Opportunities	Threats
<ul style="list-style-type: none"> • Insurance industry is looking for innovation. • Strong trend towards automation and efficiency. • EU financial passport allows expansion across Europe. 	<ul style="list-style-type: none"> • Insurance regulatory approvals. • Long enterprise sales cycle.

Exit Strategy

The Company aims to conduct a public listing on a European stock exchange in 3-5 years. The Company could also be an attractive target for acquisition by a technology or insurance company that wishes to acquire the intellectual property and client base. Optimal exit requirements profile includes:

- **Brand name recognition as a market leading insurtech.**
- **3 to 5 years operating history and audited financial statements.**
- **Revenue scale: > £1.5 million.**
- **Revenue growth: > 30% per year.**
- **Profitability: EBITDA > 30% margins.**

BUSINESS DESCRIPTION

Mission Statement

Beyond.Insure promises a new insurance experience to companies, delivered by flexible, understandable and affordable policies. For insurers, Beyond.Insure offers a streamlined and automated platform for managing risk.

Company Vision

Our aim is to become a market leading insurtech company and a recognized brand through innovation. By making insurance simple and affordable, we seek to increase the level of insurance of SMEs and provide them with the same insurance services as larger corporations.

Intended Impact

SMEs are usually underinsured and struggle to find and manage insurance, Beyond.Insure provides a technology driven platform with flexible and understandable policies, simple payments and fast claim payout.

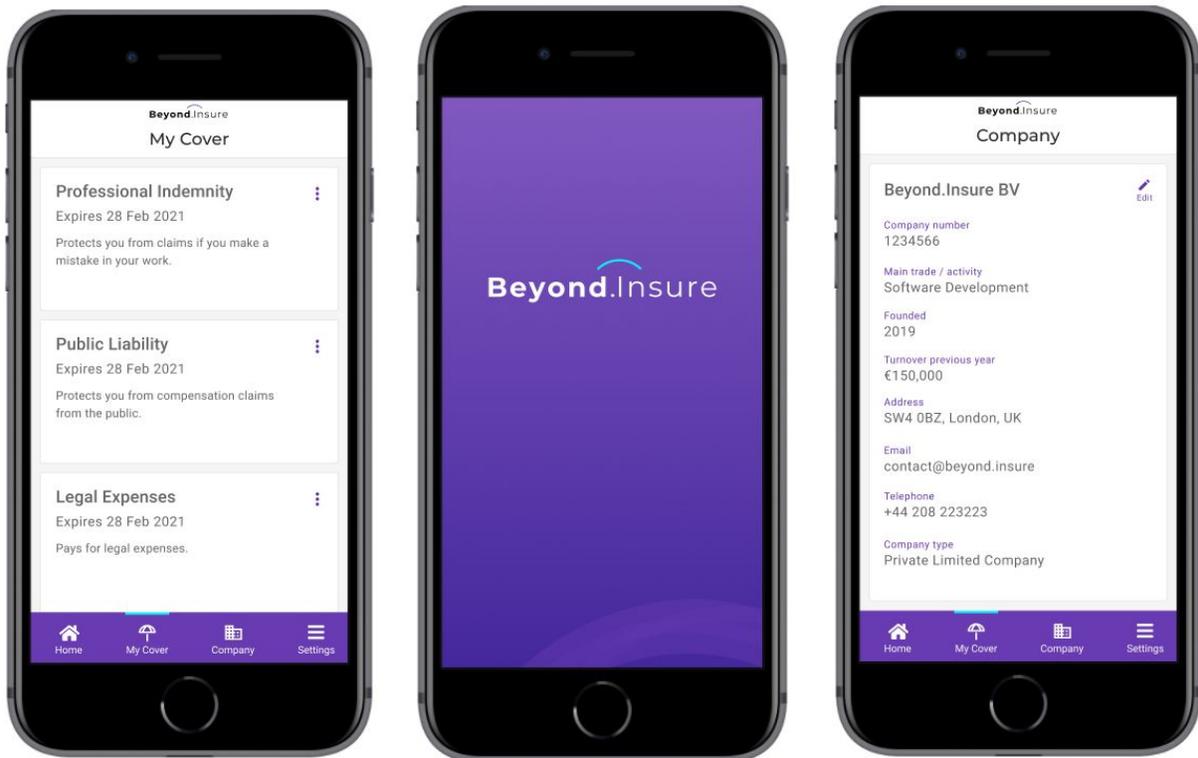
Insurers sometimes stay away from SME insurance, due to the relatively small margins compared to the cost and the need to deal with large volumes. Beyond.Insure provides the technology solution to make this a viable business model even for smaller insurers, who will be able to rent capacity on the platform.

Business Goals and Objectives

- **1000 policies sold** within the first 12 months.
- **10 insurance companies** using our solutions within 24 months.
- **Being a recognized insurtech brand** in Europe within 18 months.
- **Constantly evolve** our solutions with new technology advancements.

THE PRODUCT

SME Insurance Policies



In our app, we will offer flexible, affordable and understandable policies for the risks associated with the following product categories:

- **Professional Indemnity**
- **Public Liability**
- **Employer Liability**
- **Directors & Officers**
- **Legal**
- **Cyber**

The majority of people find insurance difficult to understand, albeit initiatives such as Insurance Product Information Document (IPID) have had some positive effects. For smaller companies, it is also difficult to find a policy that suits an ever changing environment and a fast pace, where risks might change on a quarterly or even monthly basis. A policy which cannot be changed without a complicated endorsement process is not ideal for such a company.

Eventually, we aim to underwrite our own risk models backed by a Captive or similar vehicle. This is a common way of writing insurance already, such as car insurance in the UK and other countries. This will also allow capital providers to invest in an insurance profit model.

Our own products will be completely customisable, where the insurance cover is adapted to an individual needs of an SME.

Risk Ledger

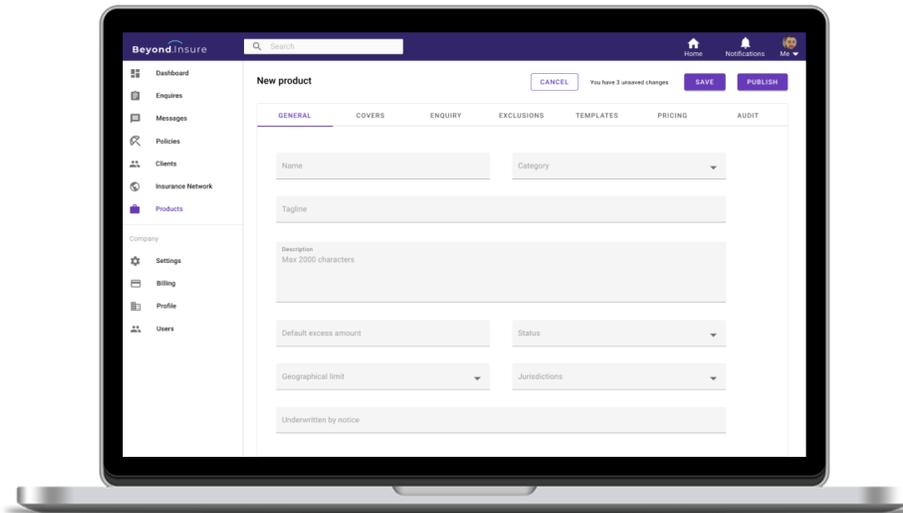
A core component of our platform is our distributed ledger, based on blockchain technology. It facilitates trusted data sharing between the different participants of the insurance process. Throughout the lifecycle of a premium, multiple parties typically need to see a shared version of its data and flow.

As a policy is bound and confirmed, it is published on the blockchain as a smart contract. The smart contract models the lifecycle of a policy in a product specific way, thus allowing for a shared, golden record of the state of the policy.

The purpose of this is to connect the various participants of the policy i.e. the policyholder, broker, insurer, reinsurer and claim administrators. Sharing data and processes in such a way, without having to give access to each other's databases and other internal systems is a significant benefit to everyone.

We offer various levels of integration in order to cater for different degrees of IT sophistication. For example, a small broker with limited technology capability can access the platform through our hosted application. A large insurer could interact directly with their node and other services through API's.

Risk Exchange



The exchange allows frictionless risk exchange between companies. Companies create enquiries describing who they are and the risks they are facing. If possible, the premium is automatically calculated based on the supplied enquiry information and a quote generated. If it is not possible, the RFQ is forwarded for manual quoting.

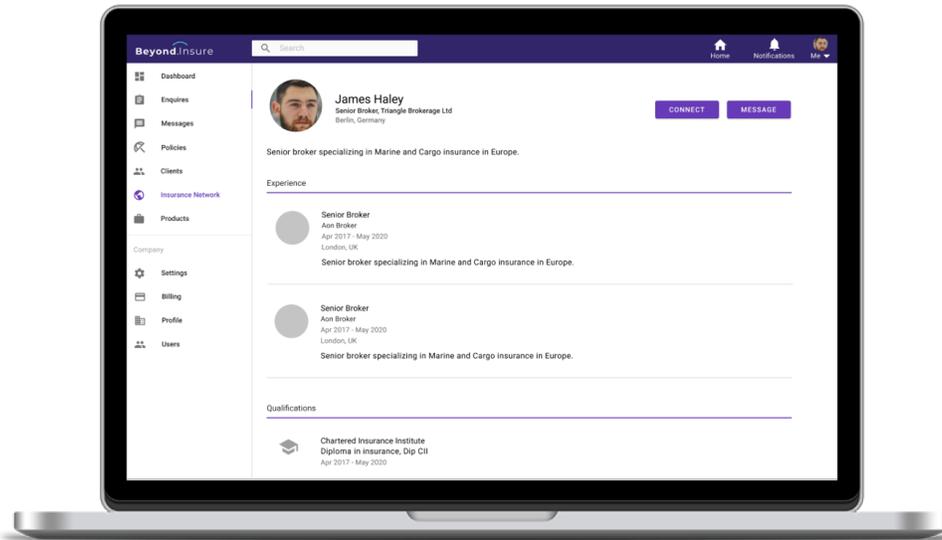
Automatic quoting is straight-forward. The enquiry information is passed into the pricing model and the policy documents generated. An indicative quote is returned containing all the information a company would need to accept or decline the quote. If the enquiry falls outside the boundaries of what can be automatically quoted it will be forwarded to an insurance provider to quote manually. The insurance provider might request for further information and clarification.

Binding a policy, i.e. entering a contractual agreement means the policy should be paid for and issued. The required documents are generated based on the product templates and made available to the company.

Professional Network

This is the LinkedIn for insurance professionals, allowing an individual and a company to connect with others and collaborate.

There are plenty of traditional broker or carrier networks that rely on a central entity to administer it, and some of them take a hefty membership fee. Our network allows a more decentralised and efficient way of partnering with a focus on the business purpose.



All insurance providers have an account profile in the professional network. The company will have an official page which displays information about its location, products, expertise and services. Individuals such as brokers and underwriters also have an account and a public page.

Trusted connections. Companies and individuals can create permanent, private connections between each other to indicate commercial agreements and subsidiaries but there is also a way to create a temporary structure for collaboration during a specific deal or similar. This allows direct communication and document sharing between the collaborators that is not shared with the wider network.

Artificial Intelligence

Our plan is to utilise AI as a core technology to replace many manual processes and allow for exponential growth. Areas such as underwriting, fraud prevention, and claim assessment would be the starting point.

Modern frameworks such as TensorFlow (<https://www.tensorflow.org>) have commoditized AI and opened it up to general technology companies. The core IP will reside in the models and algorithms which will be developed by our insurance experts.

TARGET MARKET

Audience

SMEs

SMEs are the backbone of Europe's economy. There are 24.5 million SMEs and they represent 99% of all businesses in the EU. Especially smaller companies have limited resources and funds to spend on insurance, so simple and affordable insurance is appealing. In total, SMEs amount to around €27,309bn in turnover.

https://ec.europa.eu/growth/smes_en

The lack of choice and awareness has resulted in SMEs being underinsured. Our aim would be to position ourselves as specialists in this segment by the design of our insurance products. An SME also typically lacks resources to spend a huge amount of time and money on insurance. There is a strong need to keep it simple, flexible and cost effective.

There are a few specific categories of SMEs that will be targeted:

- **Startups.** Applicable products are Employer Liability, Professional Indemnity, Public Liability, Directors & Officers.
- **Freelancers.** Applicable products are Employer Liability, Professional Indemnity, Public Liability.
- **Consultancies.** Applicable products are Employer Liability, Professional Indemnity, Public Liability.
- **Technology companies.** Applicable products are Employer Liability, Professional Indemnity, Cyber.

Insurers

Cost-effective and technology driven distribution is appealing to insurers who are looking for new channels for their products. As insurers look to increase their geographical footprint, the required investment in technology and infrastructure is sometimes prohibitive.

Beyond.Insure offers an API driven, plug and play model, which is easy for insurers to integrate.

Investors

As we establish our own Captive insurance vehicle, we can bring on external capital providers who wish to share the returns of a profitable insurance operation.

Why SMEs Are Underinsured

Awareness

There is a lack of awareness of insurance in general as well as the understanding of what risks the company faces.

Costs

SMEs have many costs to deal with and the priority is typically wages and product development. Administration, legal and insurance are where costs are kept to an absolute minimum.

Lack Of Resources

Understanding risks and how to protect the company from them take time and effort. In many cases, there is no dedicated person for this which makes it very difficult to obtain adequate insurance.

Willingness to take risks

Especially in startups and small companies, there might be a higher willingness to accept risks.

Existing Challenges To Insurers

There are a number of challenges for today's insurers. Increased regulation and capital requirements, lack of digitalization, legacy IT and an aging workforce are factors which make it hard for insurers to keep up and provide a modern service and innovative products. Below are some of the most significant challenges:

Outdated IT infrastructure

Insurance organisations are behind other financial institutions in their modernisation and leverage of technology. The excessive manual processing results in an inability to adapt, scale and launch new products in new markets.

Relationship based growth

In traditional insurance markets, business is still done based on personal relationships. This creates an inefficient marketplace where business is allocated as favours or alongside commercial alliances, rather than what is optimal for the customer.

Launching new insurance products

The business model, legal, regulatory aspects, commercials and distribution alone require a

Costs and inefficiencies

Having a large number of intermediaries between the insurance carrier and the client,

flexible and capable infrastructure. Requirement of data, IT applications, automation and integration makes it costly.

as well as large workforces of their own add costs to both the insurer and the customer.

Market Opportunities

Given the challenges above, the insurance industry is ripe for disruptors to enter and innovate. The barriers are usually technology, capital and regulatory hurdles and not the insurance itself. However, being one of the oldest financial services around, there is a myriad of aspects which combined can make it difficult to enter.

Digitalisation

Bringing digitalization to insurers will allow them to distribute their products cheaper and reach new audiences. Moving away from paper based processes also allows insurers to scale up and grow without adding costs linearly.

Data

A key ingredient to accurately assess risk is data. Insurance companies are one of the richest sources of data, including detailed personal information. However, in order for data to be useful, it needs to be structured, mapped and stored properly. In addition, with new products such as On-Demand insurance or Cyber, “own” data is no longer enough. To scale up, Big Data becomes a must i.e. huge multidimensional and interconnected datasets.

Automation

In many insurance organisations, processes are highly manual or even paper based. Excel spreadsheets are used as data repositories, data is entered and reconciled manually and business processes are not supported by appropriate IT tooling. Technology based automation allows these processes to manage themselves with a zero or low touch.

New Insurance Products

The recent wave of insurtech startups re-thinking insurance has resulted in a need for capacity providers to be able to support them. A strong focus on API driven architecture, data sharing, mobile first approach is required.

OPERATIONAL PLAN

Beyond.Insure offers a unique and comprehensive insurance platform for SMEs and insurers. Our management team consists of highly experienced insurance practitioners, technologists and entrepreneurs. We have a core development team consisting of analysts and developers who specialise in insurtech.

Teams

We operate as a distributed organisation and the management team is based in The Netherlands where we are headquartered.

Management

Although we aim to operate a flat organisation, the founders form the management team that is responsible for the strategic direction. As we get established, a board will be formed constituted of the founders as well as external board members.

Business

The business team is responsible for product management and commercial sales. Initially, the business team will consist of:

- **1 Actuary.** Responsible for creating our risk models and provide insurance expertise.
- **1 Data Scientist.** Responsible for developing our data processes that will support our products. A specific focus on machine learning is expected.
- **1 Business Developer.** Responsible for commercial traction and liaison with customers.

Development

We have a trusted team of senior technologists who has delivered a number of complex solutions for us in the past. The team consists of up to 20 developers, graphic designers and analysts.

Operations & Support

We plan to create a small support team who can handle user support, professional services and pre-sales. The size of this team will be depending on the commercial traction.

Brokering and Distribution

Initially, we will sell policies on behalf of a selected number of insurers. It is expected that they will be able to provide flexible and affordable policies that it is our aim to be known for.

On average, we expect companies to spend €1200 per year on insurance. We charge 10-15% commission on premium, significantly lower than the industry average.

As we obtain our regulatory licenses, we will be able to underwrite our own policies. This will allow us to capture most of the insurance profit.

Subscription to services

Insurers will pay a monthly subscription fee to access our platform. This will give a certain amount of credit to use, and if this quota is spent, it is possible to top up the balance.

Standard	Advanced	Enterprise
<p>€200 per month</p> <ul style="list-style-type: none"> • 1 Product listing • 5 User licenses • 15% commission • Basic reports 	<p>€1200 per month</p> <ul style="list-style-type: none"> • 10 Product listings • Unlimited user licenses • 10% commission • Advanced reports • API access • Dedicated support 	<p>Price upon request</p> <ul style="list-style-type: none"> • Unlimited product listings • Unlimited user licenses • 0% Commission • Advanced reports • API access • Customisations • Dedicated support • Professional services

Regulatory Licences

The first step is to obtain Appointed Representative approval or equivalent, where we operate on behalf of an insurer. The team already has experience of this process, having gone through it with UK based entities in the past. A relatively lightweight regulatory framework applies, and we would rely on the systems and client money process of the Principal.

After having built up a track-record we will proceed with setting up a Captive, MGA or Self Insurance entity. At this stage, capital requirement regulation such as Solvency II will apply.

ROADMAP

The roadmap shows milestones and timeline for the first 2 years.

Milestone 1

Launch of platform.

Milestone 3

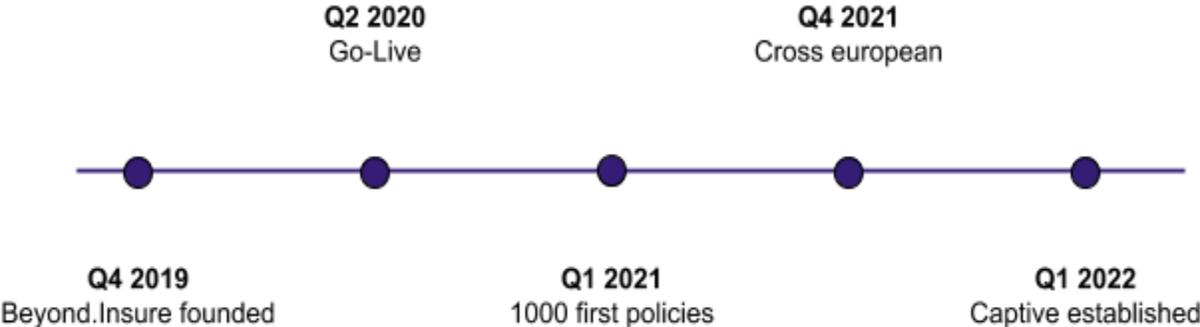
1000 policies transacted.

Milestone 4

Series A funding. AI solution launched.

Milestone 5

Established Captive.
First capital backer
joined.



MARKETING PLAN

Industry Overview

The European insurance industry totals €1,213bn in 2017 and accounts for 30% of the global insurance market. The three largest insurance markets in Europe - UK, Germany and France, saw marginal growth over the past 5 years. However, the portion of digital, online insurance is growing at a fast pace. Pressure on margins is forcing insurers to look for automation and digital solutions.

Digital platforms and insurtechs are predicted to grow further, with a focus on IoT and blockchain. European insurers have been slow to embrace technology enabled transformation. They are now strengthening their partnership with technology partners to enhance their offering.

According to EY, growth in European insurtechs was 267% between 2016-2017 and this trajectory is continuing.

EY Insurance Outlook:

[https://www.ey.com/Publication/vwLUAssets/ey-insurance-outlook-europe/\\$File/ey-insurance-outlook-europe.pdf](https://www.ey.com/Publication/vwLUAssets/ey-insurance-outlook-europe/$File/ey-insurance-outlook-europe.pdf)

European market summary:

<https://www.insuranceeurope.eu/sites/default/files/attachments/European%20insurance%20-%20Key%20facts%20-%20October%202018.pdf>

Industry Trends

Customer centric insurance

Customers expect a new type of experience from products and services, both in their personal and professional lives. Simple, fast and user-friendly products demand a great deal of effort and time to develop. By utilizing companies whose core expertise is to do this will save money and time.

IoT, AI and Blockchain

New technologies have entered the stage and need deep expertise to take advantage of. These new technologies will result in new business models and insurance customers will come to expect smart homes, instant quotes and mobile apps.

Investment into insurtechs

There has been a significant increase in investments into insurtechs, following the general fintech wave. Insurance companies usually run their own investment departments to increase the return on capital. Investment has triggered a number of new ventures such as Lemonade and Trov.

New threats

As companies are increasing their online presence and regulation such as GDPR has come into force, the exposure to IT related risks are ever increasing. This has created a new type of insurance commonly referred to as Cyber. It protects a company against the impact of things like data leaks and hacking.

Competitive Landscape

SimplyBusiness

Simply Business - is an online broker of business insurance with over 600,000 customers. It's not a technology company but demonstrates the volumes available in the UK market and beyond for simple commercial insurance.

ELEMENT Insurance

Founded in 2016, ELEMENT aims to make insurance 100% digital. The startup provides other companies from various industries with white-labelled products, which they market under their own brands. ELEMENT has already implemented products for over fifteen partners. This company demonstrates the demand for technology solutions in the insurance industry.

Lemonade

Lemonade Insurance Company is an American property and casualty insurance company headquartered in New York City offering renters and home insurance policies for homes, apartments, co-ops and condos in many US States and in Germany. This is a good example of a mixture between technology innovation and insurance.

Advertising and Promotional Plan

In an effort to gain initial momentum, a targeted advertising campaign will be launched. It will be aimed at SMEs and in the form of AdWords and banner advertisement. We will also seek publications in the media with press releases, with the message "A new insurance experience for SMEs".

We will partner with companies who provide products and services to SMEs and include them as part of our platform. Suitable partners would be companies who already have collected most of the required data, such as payment providers, online banking and other financial platforms, which are used by SMEs. By leveraging this data, with the customer's consent, we can provide a seamless experience and make it as easy as ticking a box to get insurance.

As a second phase, we will do a more widespread advertising campaign, to further raise awareness. In whatever region we operate, we will aim to become the goto place for business insurance for SMEs.

FINANCIAL FORECASTS

Financial Highlights By Year

In Year 1 we aim to sell 1,000 policies and list 10 products. In Year 2 our target will be 12,000 policies and 30 products. Lastly, in Year 3 the goal is 30,000 policies and 50 products.



Profit & Loss Statement

Our PnL statement shows a relatively low cost in terms of Goods Sold. The main allocation is for hosting and other infrastructure. Operating expenses increase significantly through year 1-3 mainly due to an increase in marketing spend.

	02-2019 - 01-2020	02-2020 - 01-2021	02-2021 - 01-2022	02-2022 - 01-2023
Revenues	-	169,200	516,000 +3X	3,708,000 +7X
Cost of Goods Sold	-	12,000	18,000 +50%	30,000 +67%
Salaries	-	200,000	300,000 +50%	800,000 +3X
Operating Expenses	-	56,000	260,000 +5X	730,000 +3X
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EBITDA	-	-98,800	-62,000 +37%	2,148,000 -
Ebitda margin	-	-	-	57 %
D&A	-	16,897	51,530 +3X	370,293 +7X
<hr/>				
EBIT	-	-115,697	-113,530 +2%	1,777,707 -
Ebit margin	-	-	-	47 %
Interest	-	-	9,775	29,126 +3X
<hr/>				
EBT	-	-115,697	-123,305 -7%	1,748,581 -
Taxes	-	-	-	377,395
Nominal tax rate	-	25 %	25 %	25 %
Effective tax payable	-	-28,924	-30,826	437,145
Deferred tax assets	-	28,924	59,750	0
<hr/>				
Net profit	-	-115,697	-123,304 -7%	1,371,186 -
Net profit margin	-	-	-	36 %

Projected Cash Flow Forecast

	02/2019 - 01/2020	02/2020 - 01/2021	02/2021 - 01/2022	02/2022 - 01/2023
Net profit	-	-115,697	-123,304 -7%	1,371,186 -
Change in Working Capital	-	23,385	47,930	441,159
Working capital	-	23,385	71,315 +3X	512,474 +7X
Account Payables	-	10,875	33,166	238,336
Account Receivables	-	30,941	94,361	678,085
Inventory	-	3,318	10,120	72,725
D&A	-	16,897	51,530 +3X	370,293 +7X
Capital expenditures	-	-	-	-
Change in outstanding debt	-	-	-	-
Debt at the end of the year	-	-	-	-
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Free cash flow to equity	-	-122,185	-119,705 +2%	1,300,320 -
Equity fundraising	-	-	-	-
Free cash flow	-	-122,185	-119,705 +2%	1,300,320 -
Beginning of the year cash	-	-	-122,185	-241,890 -98%
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End of the year cash	-	-122,185	-241,890	1,058,430

CONCLUSION

Beyond.Insure offers a strong investment opportunity into an exciting insurtech, with existing technology and an experienced management team. Insurance is a huge market that is in need of new technology solutions to drive growth.

SMEs in Europe are underinsured and struggle to find insurance that suits their needs. By offering affordable, tailored insurance cover whilst giving insurers deep insights into the company risk profile we will appeal to a big proportion of this market.

Our mission is to become a leading provider of SME insurance in Europe and beyond.