

Financial institutions
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InsurTech

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Norton Rose Fulbright expertise

Our InsurTech practice covers:

- Corporate and M&A
- Early stage investments
- Product design
- ICOs and token sales
- Distribution arrangements
- Joint ventures and consortia
- Trademarks
- Regulatory
- Distributed ledger technology
- Smart contracts
- Insurance of digital assets
- Artificial intelligence (AI)
- Data privacy and data use
- Intellectual property

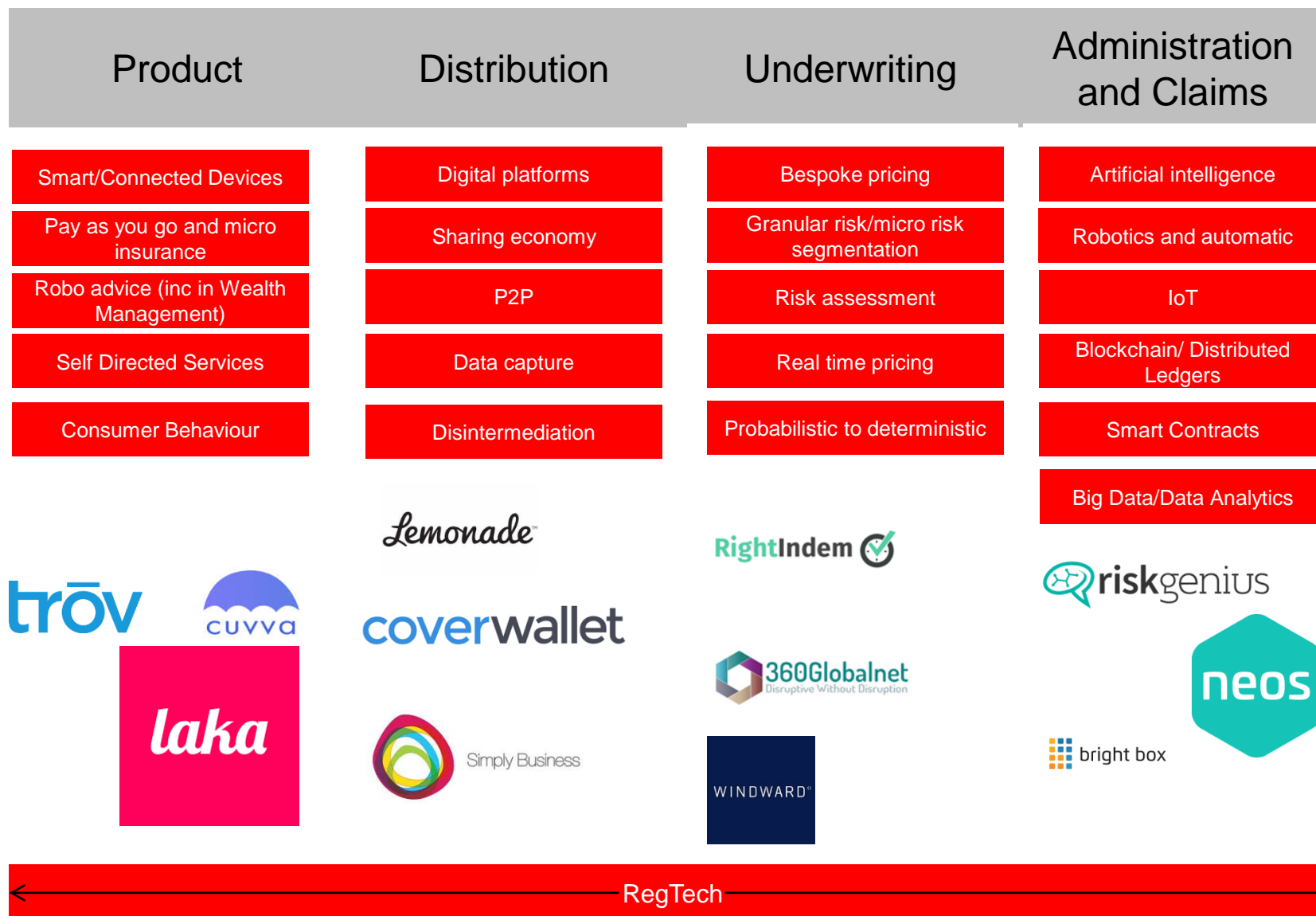
Band 1: Insurance non-contentious
Chambers, 2018

Band 1: Insurance Corporate and
Regulatory
Legal 500, 2018

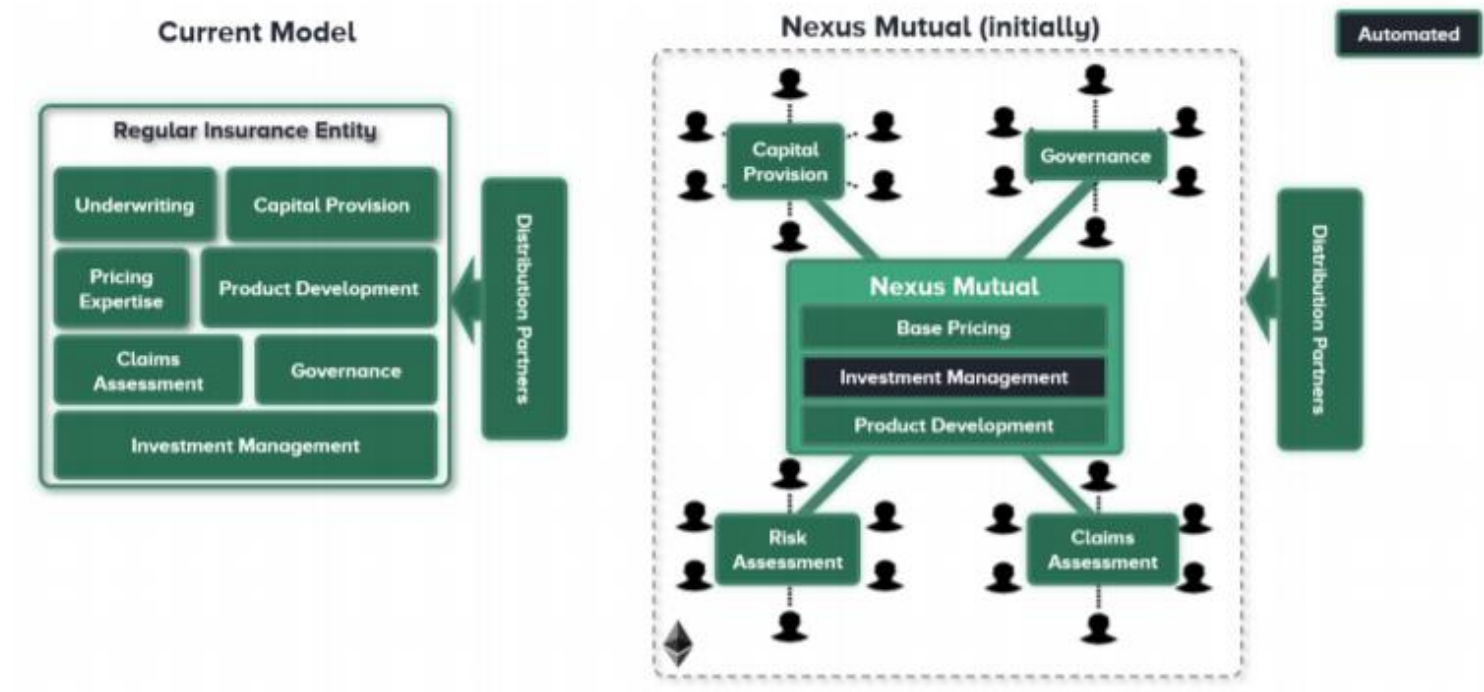
Band 1: FinTech
Legal 500, 2018

UK FinTech Firm of the Year
The Legal 500 UK Awards 2019

InsurTech in the Insurance Value Chain



Financing Activity



Source: WTW Re Quarterly InsurTech Report, q4 2018

Current Trends

Investment / Partnership Strategies

- Product and Distribution versus Claims and Administration
- VC investment versus strategic partnerships
- Data and use case driven acquisitions
- Co-investment with capacity by insurers
- Proliferation of VC funds which are specialists in FinTech/InsurTech

Market Developments

- Move away from distribution by both start-ups and insurers
- Start-ups are finding it hard to get capacity for innovative ideas
- 2018/2019 could see the launch of start-up risk carriers
- Insurers are following VCs in investment rounds
- 2017 hype around blockchain starting to be replaced with limited number of platforms which work

Deal issues

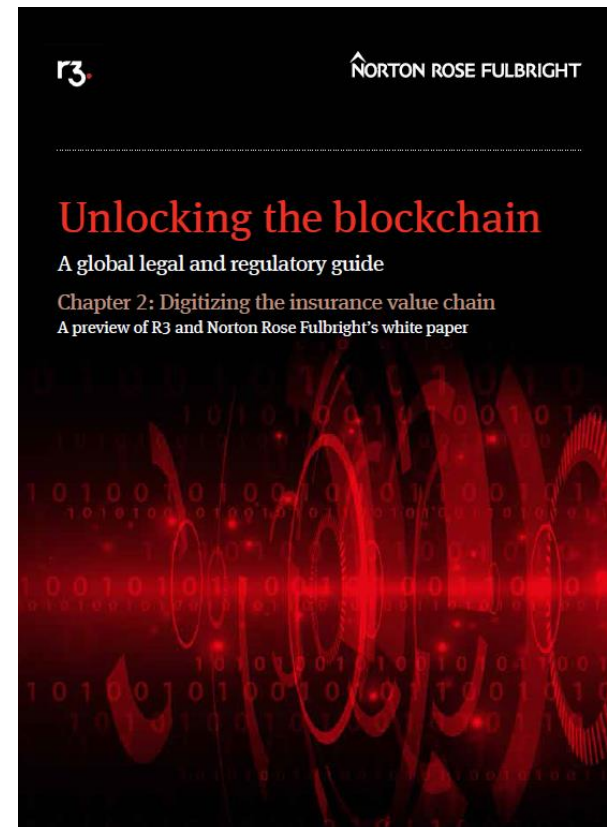
- Start-ups remain concerned about the impact of large organisations
- Strategics are refining investment strategies - legal teams are being aligned to innovation teams
- Valuations remain variable - driven by differing objectives
- GDPR, IP, access to customer base, management terms remain key deal issues

Further resources

Norton Rose is a noted thought leader in the blockchain and smart contracts space, having published some of the foremost recent legal commentary in the field.

Chambers Global FinTech 2018

Norton Rose Fulbright LLP have produced a series of articles and white papers focussing on FinTech, InsurTech, smart contracts, AI and cryptocurrencies, which we invite you to peruse on our FinTech hub (<https://knowledgeproducts.nortonrosefulbright.com/nrf/LoginRequiredPage.action>) found in the 'knowledge hubs' dropdown) and AI Microsite (<https://www.aitech.law/>).



The logo consists of a stylized, upward-pointing triangle or chevron shape, rendered in a light tan or beige color. It is positioned to the left of the text.

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