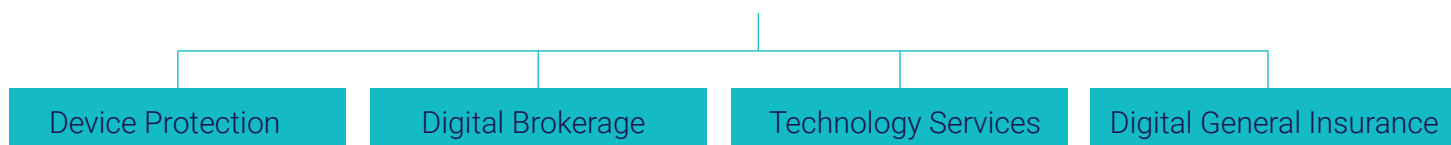


Launched in 2020, boltttech is Pacific Century Group's international digital protection and insurance business with a mission to build the world's leading technology-enabled ecosystem for protection and insurance.

The boltttech proposition brings together four key capabilities; device protection, digital brokerage, technology services, and digital general insurance, with a vision to connect people with more ways to protect the things they value.

### boltttech



The boltttech group is present across three continents in Asia, North America and Europe, including Hong Kong, India, Indonesia, Italy, Malaysia, the Philippines, Singapore, Taiwan, Thailand, and the United States, and Vietnam<sup>1</sup>.



 7.7 million customers

 1,400 employees

 11 markets across 3 continents

<sup>1</sup>Some markets currently subject to regulatory approval

\*All figures accurate as of 31 December 2019

**boltttech's Businesses**

## Device Protection

Our leading device protection business offers fast protection through repair and delivery services, trade-ins/phone switching, and technical support to customers.

- Began greenfield operations in Hong Kong in April 2019 and Italy in July 2019
- Acquired AmTrust Mobile Solutions in June 2019, a leading provider of device protection in Southeast Asia established in 2006
- More than 5.5 million customers in seven markets including Hong Kong, India, Indonesia, Italy, Malaysia, the Philippines and Vietnam
- More than 600 employees
- Partners include telecommunications companies such as 1010, CSL, Indosat, Digi and WindTre, retailers such as Samsung, iBox, Maxis, Erajaya, and Robinsons, and financial services such as HomeCredit, PasarPolis and MoneyMax



## Digital Brokerage

Our digital brokerage enables our partners to connect individual and corporate customers with digital insurance products quickly and seamlessly.

- Acquired Edirect (trading as Frank), a leading digital broker and technology platform in Thailand, in December 2018
- Acquired Bolt Solutions Inc. in December 2018, a leading digital brokerage and technology services business established in 2000 in the United States with US\$2.9 billion worth of premiums transacted in 2019
- Connecting more than 150 insurance providers including AIG, Bangkok Insurance, CHUBB, FWD, Liberty Mutual, Progressive, QBE, and USAA
- Acquired a non-life broker licence in Hong Kong in 2019

### boltttech's Businesses



## Technology Services

Our technology services business leverages the many underlying modules in our insurance distribution platform to provide access in a 'plug-and-play' manner to expand our partners' offering to their customers. Services include access to experienced personnel, streamlined processes and scalable technology.

- Partners include Progressive, Liberty Insurance, Liberty Mutual, Farmers Insurance and FWD



## Digital General Insurance

Underwritten by sister brand FWD, powered by boltttech, our innovative general insurance products are changing the way people feel about insurance through an end-to-end digital experience. The Hong Kong and Singapore general insurance businesses will be transitioning to boltttech group to join our Thailand business and together we will have:

- More than 2 million customers in Hong Kong, Singapore and Thailand
- 200 employees
- Bloomberg InsurTech Company of the Year and Online Platform Excellence Awards in Hong Kong in 2019
- Top digital travel insurer in Singapore in 2019

### Timeline

- December 2018**
  - Acquired Edirect (trading as Frank), a digital broker in Thailand
  - Acquired Bolt Solutions Inc., a leading digital brokerage and technology services business
- April 2019**
  - Launched greenfield device protection business in Hong Kong
- June 2019**
  - Acquired AmTrust Mobile Solutions, one of the leading device protection providers in Southeast Asia and India
- July 2019**
  - Acquired broker licence in Hong Kong
  - Launched greenfield device protection business in Italy
- December 2019**
  - Acquired Siam City Insurance, a general insurance underwriting company in Thailand
- March 2020**
  - Agreed to invest in a broker in Vietnam
- April 2020**
  - Launched the boltttech brand
  - AmTrust Mobile Solutions rebranded to boltttech

### Our group leadership



**Rob Schimek**  
Group Chief  
Executive Officer



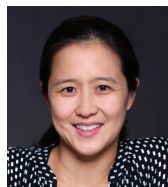
**Madhu Tadikonda**  
Group Chief  
Commercial Officer,  
Singapore Country  
Manager



**Tim Tantillo**  
Group Chief  
Operating Officer



**Craig Merdian**  
Group Chief  
Financial Officer



**Melissa Wong**  
Group Chief  
Digital Officer



**David Lynch**  
Group Chief  
Technology  
Officer



**Eric Gewirtzman**  
Chief Executive  
Officer, bolt US



**Ginny Cao**  
Group Head of  
Digital Brokerage  
Asia



**Mark Simmons**  
Chief Executive  
Officer, Device  
Protection, SEA  
& India



**Philip Weiner**  
Group Head of  
Device Protection,  
North Asia &  
Europe



**Stephan Tan**  
Group Chief  
M&A and  
Strategy Officer



**Patricia Hui**  
Group General  
Counsel



**Scott Austin**  
Group Chief of  
Human Resources



**Ryan Mascarenhas**  
Group Head of  
Customer  
Experience



**Andie Drerup**  
Group Chief of  
Staff

### Our shareholder

#### Pacific Century Group

Pacific Century Group (PCG) is an Asia-based private investment group established in 1993 with interests across three core business pillars; technology, media & telecommunications (TMT), financial services, and property.

PCG has demonstrated a strong track record of successful investing, and has a long-term sustainable network in Asia and across its core business pillars.

[www.pcg-group.com](http://www.pcg-group.com)



Financial Services:  
PineBridge Investments | FWD Group | boltttech



Technology, Media & Telecommunications:  
PCCW | HKT



Property:  
Pacific Century Premium Developments

\*All figures accurate as of 31 December 2019