

Launched in 2020, bolttech is an international insurtech business with a vision to connect people with more ways to protect the things they value.

bolttech's mission is to build the world's leading technology-enabled ecosystem for protection and insurance, integrating capabilities including device protection, insurtech exchange, and digital insurance.

### **bolt**tech



bolttech spans Asia, North America and Europe, with a presence in 14 markets - Austria, Hong Kong, India, Indonesia, Italy, Ireland, Malaysia, the Philippines, Singapore, South Korea, Taiwan, Thailand, the United States and Vietnam.



7.7 million  
customers



1,400 staff



14 markets across  
3 continents



## Device Protection

Our next-generation device protection offers customers comprehensive protection for their digital devices through repair, switch, trade-in, and technical support services. We are a leading provider of device protection in Southeast Asia, and we are fast-growing in our new markets in North Asia and Europe.

- 5.5 million customers
- Available at 36,000 points of sale
- 12 markets in 3 continents - Austria, Hong Kong, India, Indonesia, Italy, Ireland, Malaysia, the Philippines, South Korea, Taiwan, Thailand and Vietnam
- Partners include 1010, CSL, Digi, Drei, Erajaya, Home Credit, Indostat, LGU+, MemoXpress, Reliance, Robinsons, Samsung, Three Ireland, and WINDTRE



## Insurtech Exchange

Our insurtech exchange enables our partners to digitally connect individual and corporate customers with insurance products, quickly and seamlessly. We offer insurtech exchange as both SaaS (software-as-a-service) and digital brokerage.

- US\$4.6 billion in-force annualised premiums on our insurtech exchange in the U.S. as of end 2020
- 150+ insurance providers on our exchange
- Established businesses in the U.S., Thailand and Vietnam
- Expanding into new markets with broker licences in Europe, Hong Kong, and Taiwan
- Partners include Progressive, USAA, Liberty Mutual, AIG, Chubb, Bangkok Insurance and Rabbit Line Pay



## Digital Insurance

Leveraging our sister brand FWD, our innovative general insurance products are changing the way people feel about insurance through an end-to-end digital customer experience.

- 2.1 million+ customers
- Established businesses in Hong Kong and Thailand
- #1 for customer experience in Hong Kong general insurance market (Forrester, 2019)
- Products include motor, property, personal accident, home, pet, COVID, and travel

### Timeline

- |                      |  |
|----------------------|--|
| <b>December 2018</b> | <ul style="list-style-type: none"> <li>▪ Acquired Frank, a cutting-edge digital brokerage in Thailand</li> <li>▪ Acquired Bolt Solutions, a leading insurtech exchange business</li> </ul>   |
| <b>April 2019</b>    | <ul style="list-style-type: none"> <li>▪ Launched greenfield device protection business in Hong Kong</li> </ul>  |
| <b>June 2019</b>     | <ul style="list-style-type: none"> <li>▪ Acquired AmTrust Mobile Solutions, one of the leading device protection providers in Southeast Asia and India</li> </ul>  |
| <b>July 2019</b>     | <ul style="list-style-type: none"> <li>▪ Acquired broker licence in Hong Kong</li> <li>▪ Launched greenfield device protection business in Italy</li> </ul>  |
| <b>December 2019</b> | <ul style="list-style-type: none"> <li>▪ Acquired Siam City Insurance, an established general insurance company in Thailand</li> </ul>   |
| <b>April 2020</b>    | <ul style="list-style-type: none"> <li>▪ Launched the bolttech brand</li> <li>▪ AmTrust Mobile Solutions rebranded to bolttech</li> </ul>  |
| <b>June 2020</b>     | <ul style="list-style-type: none"> <li>▪ Acquired a stake in GiNET in Vietnam</li> <li>▪ Launched greenfield device protection in Austria</li> </ul>   |
| <b>October 2020</b>  | <ul style="list-style-type: none"> <li>▪ Launched device protection in Thailand</li> <li>▪ Rebranded Siam City Insurance to FWD General Insurance in Thailand</li> <li>▪ Rebranded GiNET Vietnam to bolttech</li> <li>▪ Launched device protection in South Korea</li> </ul> |
| <b>December 2020</b> | <ul style="list-style-type: none"> <li>▪ Launched device protection in Ireland</li> </ul>  |

## Our executive leadership team



**Rob Schimek**  
Group Chief  
Executive Officer



**Craig Merdian**  
Group Chief  
Financial Officer



**Kevin Goulding**  
Group Chief  
Distribution Officer



**Mark Simmons**  
Chief Executive  
Officer, Device  
Protection



**Eric Gewirtzman**  
Chief Executive  
Officer, bolt U.S.



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



**David Lynch**  
Group Chief  
Technology  
Officer



**Melissa Wong**  
Group Chief  
Digital Officer



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



**Ryan Mascarenhas**  
Group Chief  
Customer Officer



**Scott Austin**  
Group Chief of  
Human Resources



**Ashley Mullins**  
Group Chief  
General Counsel



**Philip Weiner**  
Chief Data &  
Product Officer,  
Device Protection



**Tawfique Hamid**  
Group Head of  
Special Projects



**Dinh Lai**  
Group Chief of Staff



**Tim Tantillo**  
Executive Advisor



**Madhu Tadikonda**  
Executive Advisor



**Tim Oliver**  
Executive Advisor

## 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)

† All information as of 31 December 2020



#### Financial Services:

PineBridge Investments | FWD Group | bolttech



#### Technology, Media & Telecommunications:

PCCW | HKT



#### Property:

Pacific Century Premium Developments