# Safety in the new mobility era

June 2023

Spyros Economou Chapter Leader of Business & Ecosystems Development Interamerican



# A leading brand across areas

**1** st

DIRECT INSURANCE **BRAND IN GREECE** 

COUNTRIES





492.879

**POLICIES** IN GREECE 44.328

**POLICIES** IN CYPRUS

1st

**BRAND FAVORABILITY**  3rd

BRAND CONSIDERATION 3rd

**BRAND IN TERMS** OF FAMILIARITY

92%

CUSTOMER SATISFACTION

75

**NPS** 

5 TOP

**BUSINESS PARTNERS** 











≈500.000

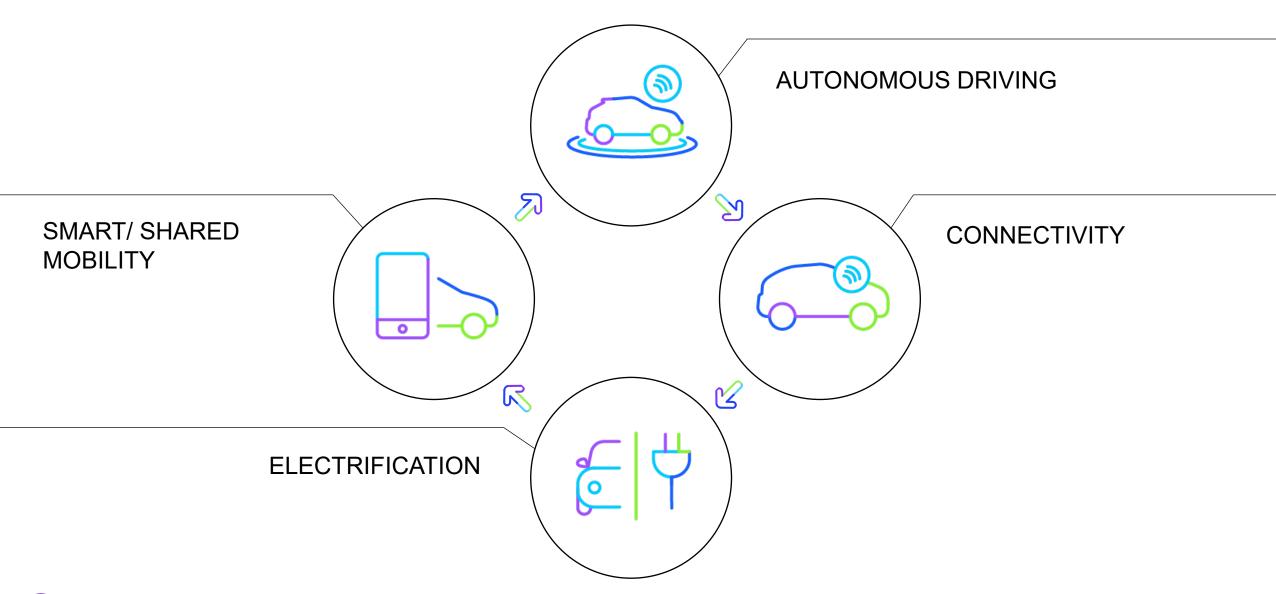
**FOLLOWERS ON SOCIAL MEDIA** 

1.500.000

**UNIQUE VISITORS** IN 2022



# Megatrends in Mobility



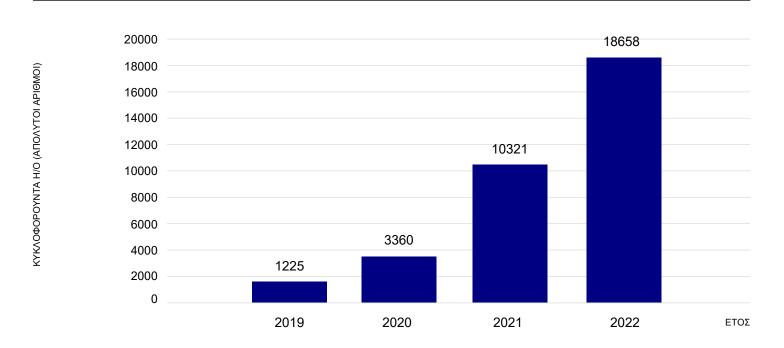


BY INTERAMERICAN

# Greece: where we stand today

- +1.637% increase in sales of EV vehicles between 2019 and 2022
- +1.423% increase in the number of EV vehicles between 2019 and 2022
- In 2022, BEV sales exceeded PHEV sales for the first time



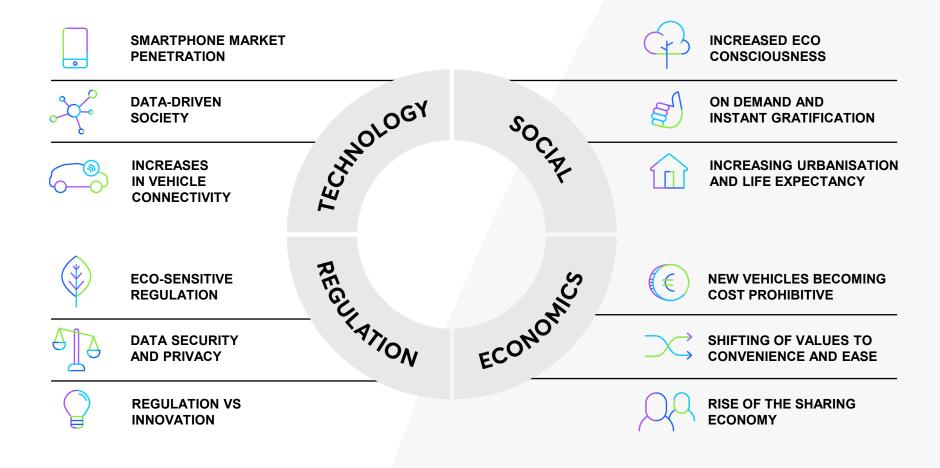


<sup>\*</sup> Στοιχεία από τον Σύνδεσμο Εισαγωγέων Αντιπροσώπων Αυτοκινήτων (ΣΕΑΑ)





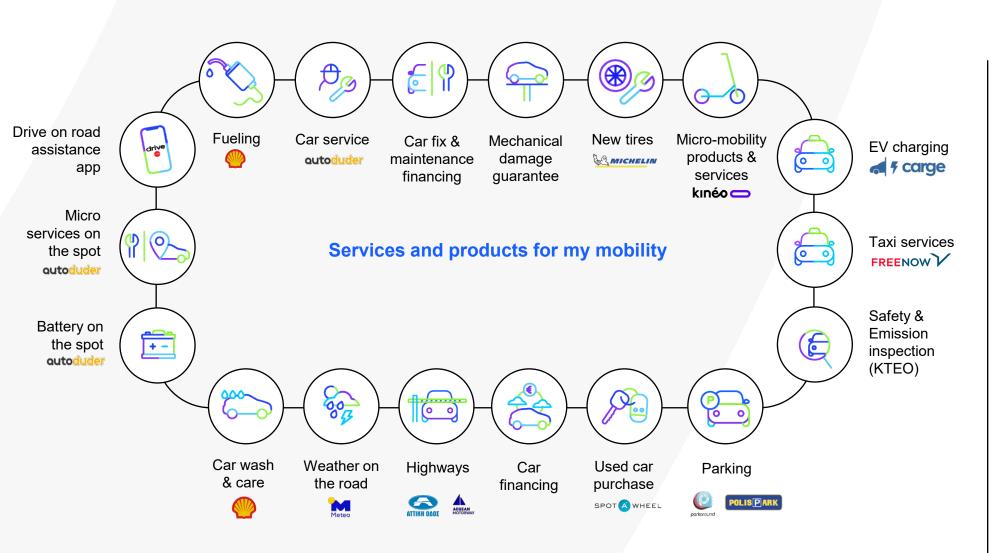
## How to deliver effective insurance solutions for a new mobility era



As a new era for mobility is shaping, more customer-centric, hassle-free, and connected insurance solutions are needed



## Offering more, by actively supporting our customers' mobility needs, beyond their insurance needs



Move beyond insurance – customer centric experiences

Collaboration, primarily, with likeminded startups

Supporting the trial and integration of new mobility solutions, especially in urban cities

BY INTERAMERICAN

### Supporting Innovation in Greece

Right from the start, Anytime has been associated with the innovative idea and pilot implementation of self-driving vehicles in Greece, as part of the pioneering project "CityMobil2", in collaboration with the Municipality of Trikala and development company "etrikala SA".













Smart Drive app: an integrated telematics solution for insurance & service rewarding safe driving

A platform that connects motor insurance based on driving behavior & offers daily value to the customer



#### **Driving behavior**

Driving behavior is calculated based on the following parameters:

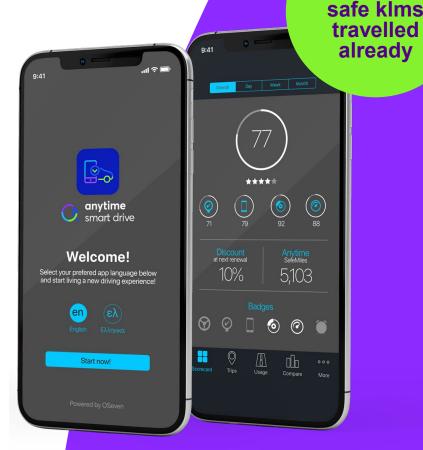
- Speed
- Acceleration
- Braking
- Mobile usage

#### Daily value:

- Renewals discounts based on driving scores
- Parking solutions in cooperation with Parkaround
- Weather conditions & my-account

# Gamification tool to incentivize people to drive more safely:

Rewarding scheme based on safe miles & daily rewards





BY INTERAMERICAN

Over

5.000.000

# First "green" motor product launched by Anytime in 2022



Following international standards, Anytime will compensate on behalf of its customers, for their cars' greenhouse gas emissions. By investing in certified environmental projects, our clients' transportation becomes "climate neutral" for the entire duration of their insurance coverage.

#### **Short Drive**

- 6 years in place
- Telematics product limited to 3.000 klm annually
- Encourages customer to reduce car use
- Use of an OBD device in place. A simpler device is expected in the coming period
- Active portfolio of 12.000 customers





# Our promise

We are here to make a difference in people's lives and offer more, at any time. We are inspired by all we serve to deliver daily value and advance safety in new ways.



