Introduction to Sapiens

SAPIENS
Partnering for Success

Sapiens at a Glance

1982
Year Founded

~ 400
Customers

11
Acquisitions
(in 8 years)

$272m
2017 Revenues
(non-GAAP)

$26.9m
2017 EBITDA
(non-GAAP)

REVENUE GROWTH

114 — 2012
135 — 2013
158 — 2014
179 — 2015
216 — 2016
272 — 2017

2012-2017
CAGR:
19%

GLOBAL PRESENCE

46% North America

17% United Kingdom

22% Rest of Europe & SA

10% Israel

5% APAC

*First Half 2018

USA
Nordics
UK
Europe
Asia
India
S. Africa
Australia

2

400 Blue-Chip Global Customers

North America

FriendsLife · TEXAS FARM BUREAU INSURANCE · RiverStone A FAIRFAX Company · COUNTRY FINANCIAL · ASSURANT · OneBeacon INSURANCE · WELLS FARGO · WEST BEND · Principal Financial Group · Farm Bureau

consecta · CFG COLUMBIAN FINANCIAL GROUP · TOKIO MARINE · CRUM & FORSTER A member of the Crum & Forster Enterprise · Principal · NEW YORK LIFE · OCCIDENTAL Fire & Casualty Company of North Carolina · TIAA CREF · PHILADELPHIA INSURANCE COMPANIES · MUTUAL TRUST FINANCIAL GROUP

Liberty Mutual · TRAVELERS · SHELTER INSURANCE · GREAT AMERICAN INSURANCE GROUP · AXA · Nationwide · ARBELLA INSURANCE HERE. FOR GOOD. · AAA · STATE COMPENSATION INSURANCE FUND · AMERICAN FAMILY INSURANCE All your protection under one roof® · GeoVera HOLDINGS, INC.

HALLMARK SPECIALTY PERSONAL LINES · AmTrust FINANCIAL · Munich RE

Amerisure Insurance · AEGIS · Ohio Bureau of Workers' Compensation · AmeriHealth CASUALTY · CompWest · ADMIRAL INSURANCE GROUP · W. R. Berkley Corporation · SHELTER INSURANCE

UK

MDIS · Exeter Friendly Society · bright grey · LV= LIVERPOOL VICTORIA · SCOTTISH PROVIDENT · TRADEX · Dentists' Provident · RSA · Royal Liver Assurance · WESLEYAN · BARCLAYS

HAVERFORD · HISCOX · Guardian Financial Services · Hollard. · iconica · AEGON · SCOTTISH WIDOWS · MPS · ROYAL LONDON FINANCIAL SENSE

Continental Europe

LB GROUP · IAK · ORANTA INSURANCE · AXA CORPORATE SOLUTIONS · Mutualités Libres Onafhankelijke Ziekenfondsen · PartnerRe · INTERAMERICAN Bulgaria · CNP · AVIVA · polis direct · MetLife

Hertshten Group · EuroLife · achmea · ANADOLU SIGORTA · EH EULER HERMES Our knowledge serving your success · vanbreda INTERNATIONAL · KBC Bank & Verzekering · CLAL INSURANCE · GENERALI · FNB INSURANCE

APAC

L&T Insurance · CO-OP · Groupama · PREVOIR · Rabobank achmea · santam · RAC Insurance For the better · VISION SUPER · direct asia.com · fiserv. · auto & general

SAPIENS Partnering for Success

3

Our Value Proposition

Leading technology

Domain expertise

End-to-end solutions

Award-winning, packaged solutions

Consultative approach

Decades of proven project delivery

Global Presence

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4

Our Offering – Insurance Software Suites

Property & Casualty	Core: Policy administration solutions	Reinsurance		Financial & Compliance

Life & Annuities	Core: Policy administration solutions	Underwriting	e App
		Illustration	Financial & Compliance
		Needs analysis	

Digital Suite

Agent portal

Client portal

Customer engagement

Business Intelligence

Decision Management

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5

Wide Range of Professional Services

Implementation & Support

Program management

Business transformation

Training & Self-sufficiency

Testing services

Migration

System integration

Consultancy

Managed services

Hosting services & SaaS

Sapiens IDIT

P&C Platform for EMEA and APAC

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Sapiens IDIT

A comprehensive, cutting edge software solution

Supports the entire insurance lifecycle through a wide range of powerful features and technology

Enables success in a rapidly industry changes.

IDIT – Component-Based Software Solution

Built for P&C /GI
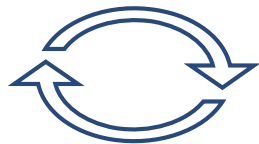
End to end insurance functionality

Full suite or modular components

Take all or part of the solution

Modern Technology
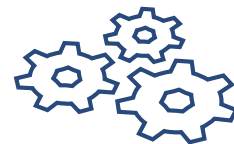
Cutting edge technology, open system

Gain operational & business excellence with a modern, cross LOB, E2E insurance solution

SAPIENS
IDIT

Sapiens IDIT awarded XCELENT Advanced Technology 2018 in EMEA

Figure 6: XCelent Technology and XCelent Functionality

Sapiens IDIT

Advanced Technology

Breadth of Functionality

Source: Celent

SAPIENS *Partnering for Success*
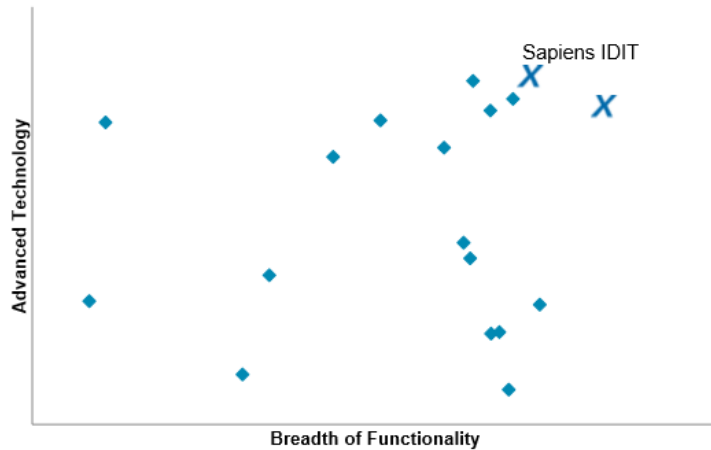
Sapiens IDIT – Award Winning Over Time

Timeline: 2005 — 2007 — 2009 — 2011 — 2013 — 2015 — 2017
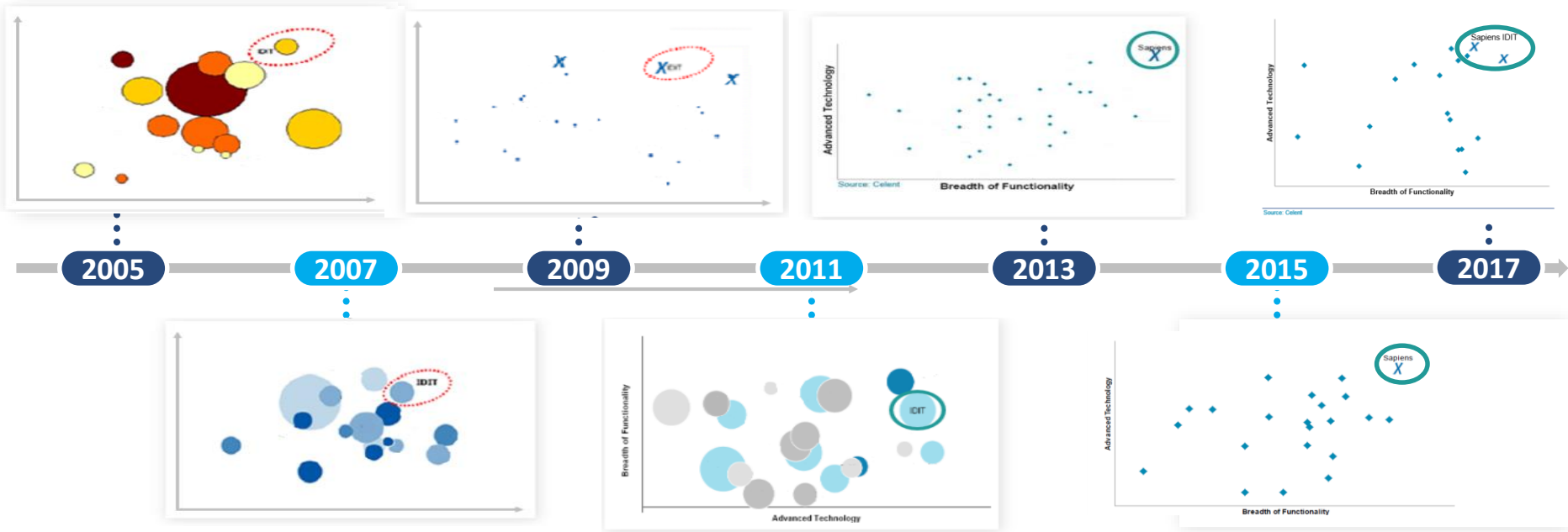
Celent leading position held for 12 consecutive years

IDIT: Benefits & Advantages

Multi-national, **multi-currency** and **multi-lingual**

Straight-Through Processing Direct updates across all processes

Supporting **all LOBs** for Personal, Commercial and specialty lines

Fully **Configurable and Rules** based system

Web-based N-tier architecture**, Scalable** and fully **agnostic**

Component based and **Integrates** with **any application** with **any technology** – fully **SOA**

Digital in IDIT


Analytics

Mobile

Portal

360 view

E-document

Automated Workflow

Rapid develop and deploy

SOA open system

Sapiens IDIT Key Features

Enterprise wide and global –
Multi-national, multi-currency and multi-lingual

Supporting **all LOBs** for Personal, Commercial and specialty lines

Fully **Configurable & Rules** based system

Straight-Through Processing across the value chain

Web-based N-tier architecture, **Scalable** & **agnostic**
Integrates with **any application** with **any technology** – fully **SOA**

Why Sapiens IDIT?

Award winning platform	**Business agility for fast Time to Market**	**Modular end to end solution**
Intuitive and modern user experience	**Digital, Omni-Channel**	**Multinational platform**
One Stop Shop	**SAPIENS** **IDIT**	**Proven Delivery & migration Track**

Thank You