When People protect People

Different protection models

Traditional Insurance

Client 1
Client 2
Client 3
Client 4
Client 5
INSURER

P2P risk sharing

Member 1
Member 2
Member 3
Member 4
Member 5
contract

Mutual Insurance

SURER
SURER

Broker P2P Community 1
Broker P2P Community 2
Member 1.1
Member 1.2
Member 2.1

"P2P" broker

Mutual aid platform

Member 1
Member 2
Member 3
Member 4
Member 5
Mutual aid platform
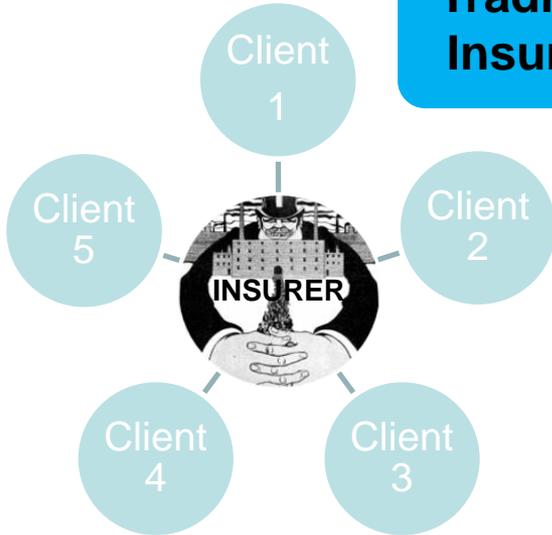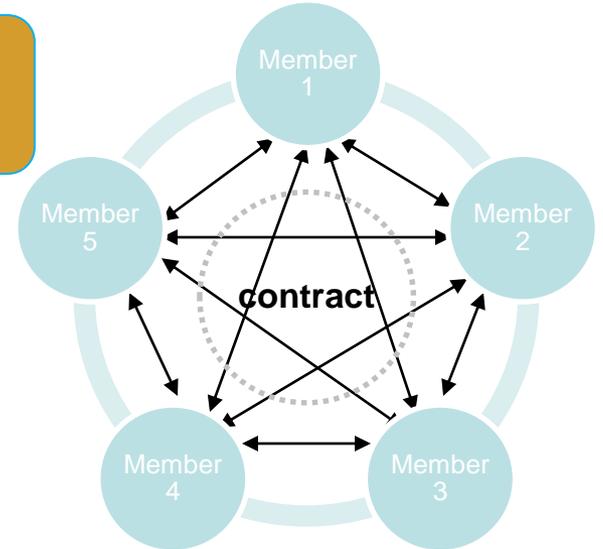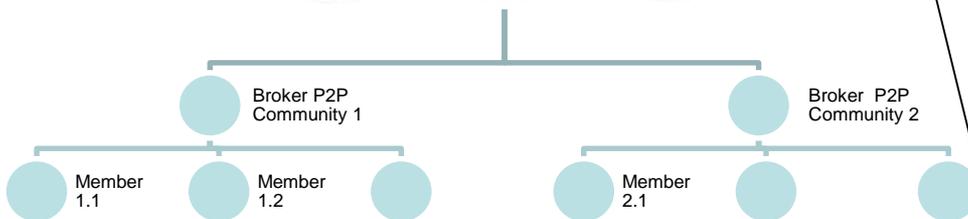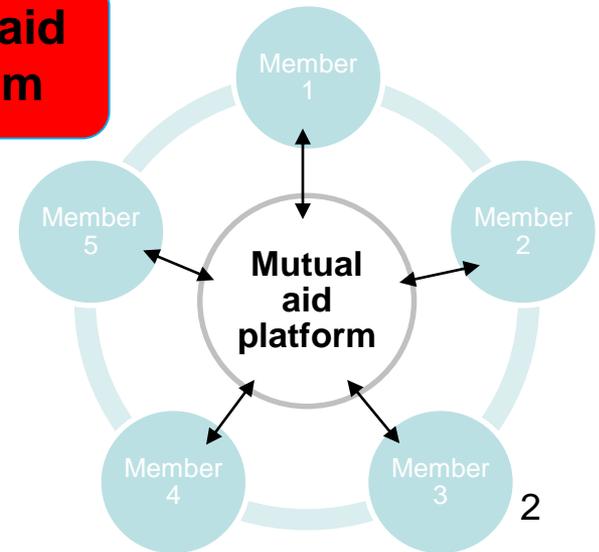
THE 4 WAVES OF PEER-TO-PEER INSURANCE
THE EVOLUTION FROM FRIENDS & FAMILY TO CROWDSURANCE

INSURTECH INSIGHTS

WAVE 1	WAVE 2	WAVE 3	WAVE 4
DISTRIBUTION MODEL	CARRIER MODEL	SELF-GOVERNING MODEL	RETAIL INVESTOR MODEL

Credit to Rick Huckstep – TheDigitalInsurer

3

Mutual Aid models : a Chinese view

Kang Ai Gong Shi

Shuidi Huzhu

Zhongtuobang

Bihubao

Tong Ju Bao

Blockchain Projects

SHINE CHAIN
闪链

Solution

01 Advanced Technology

Blockchain is a decentralized distrib
consensus mechanism, openness an
and high security, which makes it a d
chain can be used to issue digital To
tracts.

02 Public Beneficial

Low threshold of entering mutual ins
efit the public. For example, the airli
mutual insurance of 150,000 USDT
USDT SHE (Shine Coin) when users
cident occurs to any member, the Sh
user's insurance account and the i
until the balance of user's SHE ac
case, the user can either choose to
the insurance or quit the mutual con

03 Openness & Transparency

All users in the community can chec
munity insurance account on the blo
transparency can create real trust w

04 Reward and Punishment

The selection of assessment agenci
the payment details are publicized. T
porting dishonesty is implemented i
mechanisms can effectively maintain
in the mutual community.

05 Deflation Mechanism

As the community issues a constant
creasing number of users joining in
more Tokens will enter the lock-in p

SHINE CHAIN

A Global Mutual Insurance Community Based
on Blockchain Technology

White Paper

SHE Features

Public Beneficial
A Public-beneficial Mutual Insurance

Trust
A mutual insurance solving trust problem based on
blockchain technology

Global
A mutual insurance for global users

P2P Protect

Preparation of a blockchain use case, in order to:

- **Optimize process = reduce costs**
- **Automatize claim vetting = trust**
- **Instantaneity = satisfaction**

Plus specifics of P2P Protect model:

- **Return of excesses = money back**
- **Online voting = user power**

5

P2P / Mutual models resolve huge issues

1. Insurance penetration is very low in China, in particular in low income and rural segments : 800 million people in China don't have any insurance at all

2. No adequately priced products for the majority of the population to have basic supports against critical illness

3. Many social risks not covered by traditional insurance (divorce, child trafficking, migrant's family precarity)

4. Insurance often perceived as a bad answer to real problems("they take your money and they keep it")

5. Negative perception is exacerbated for Y and Millenials generation
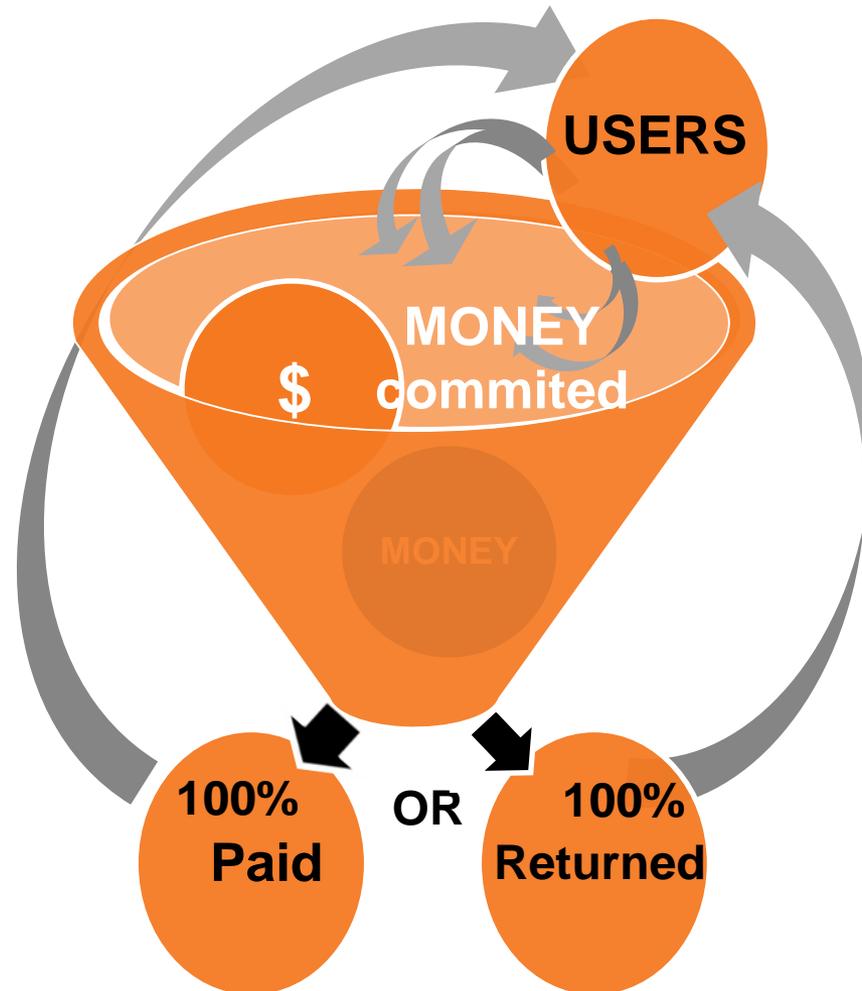
P2P Protect focus: back to users
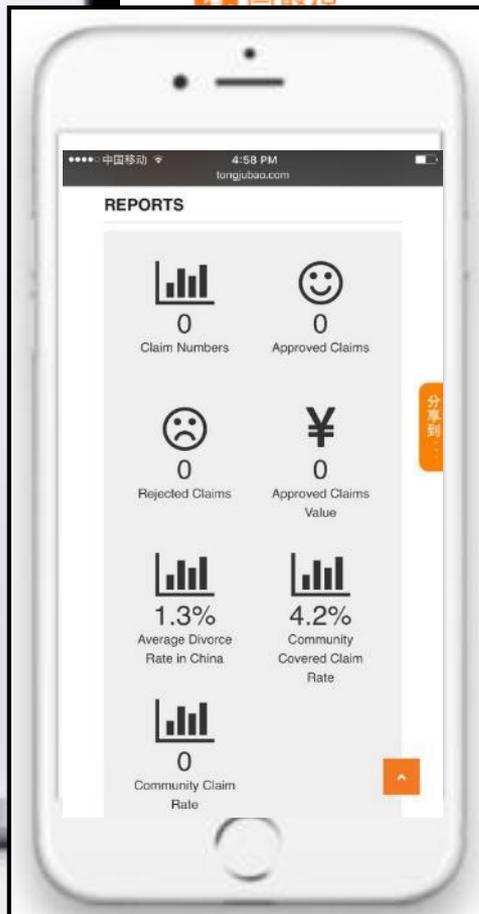
Return Money

Empower users

Full disclosure
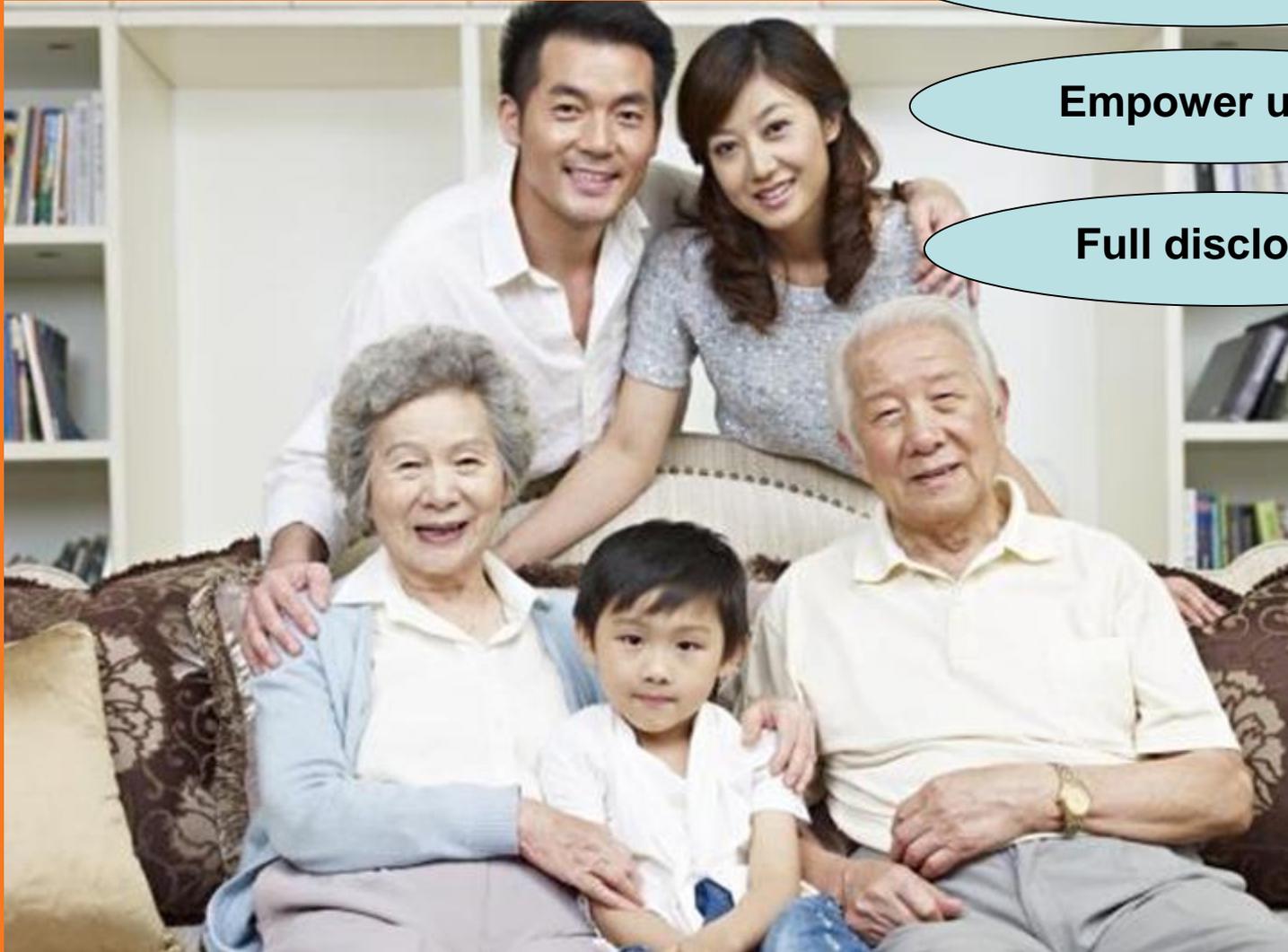
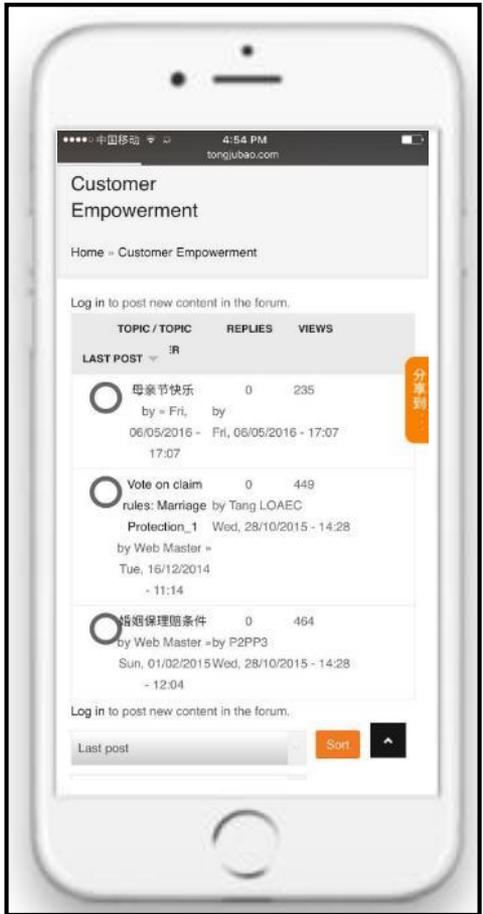➔ **Community <u>always</u> get it 100% back**

Transparency

Dashboard

Reports

Discussions board

Vote on products

Vote results

10
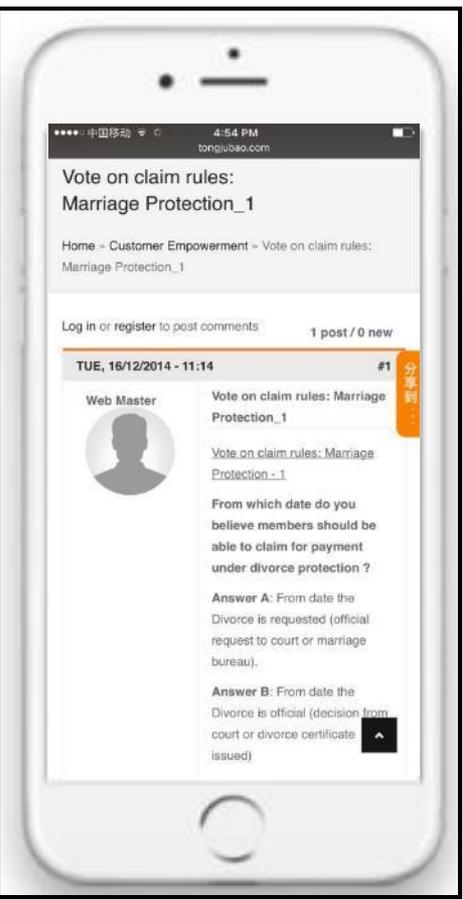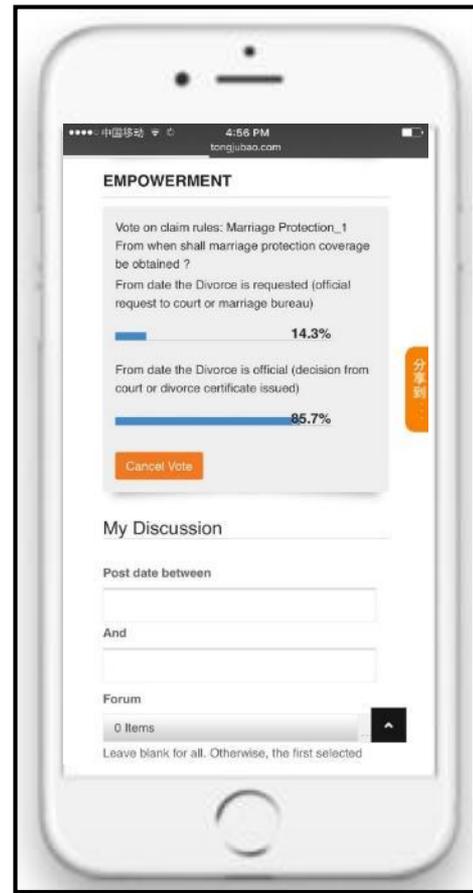
Intensive social media usage

WeChat in China / Facebook in the West -
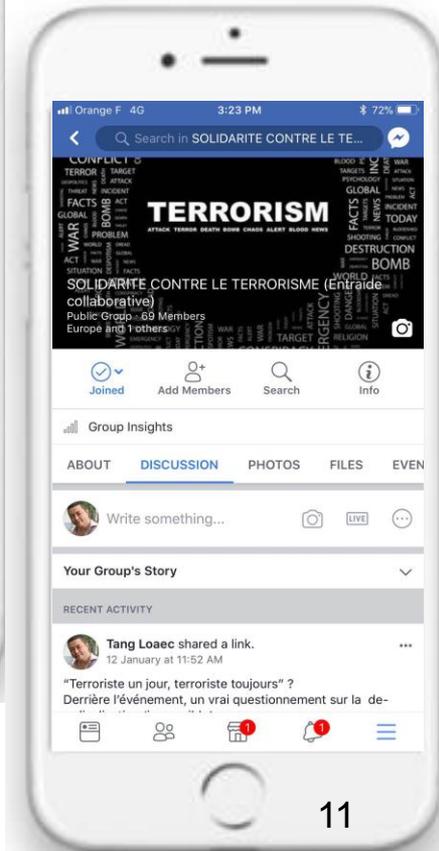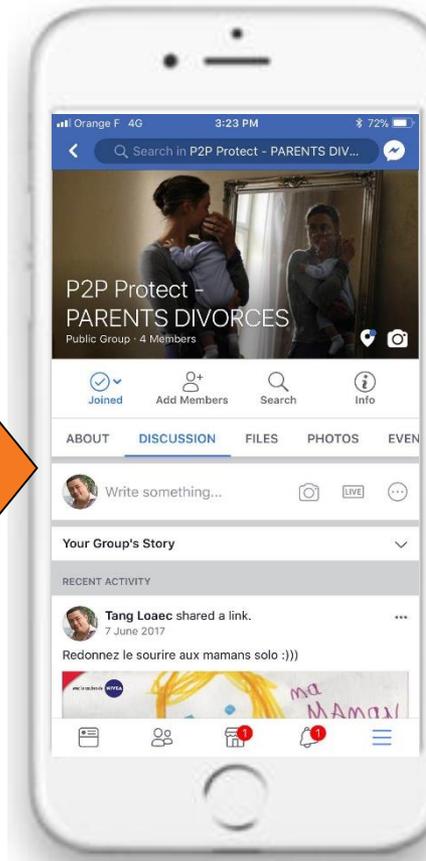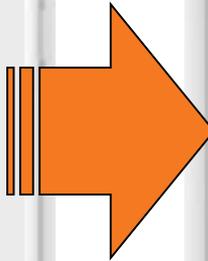
Protected Risks

2015 – 2017 China		2018 – 2019 France project & Social partners	
	Divorce	**Overindebtedness ; credit insurance ; divorce**	CRÉSUS®
	ID Loss (Migrants Workers)	**Solidarity against terrorism**	AfVT.org Association française des Victimes du Terrorisme
	Child traficking	**Rental payment insurance, access to housing**	CRÉSUS®

2019 – 2010

Africa topics : discussion with major Mobile Payment operator: Critical Health – Hospitalisation – Small Merchants ?

**USER GROWTH
=
CHINA PHASE 1 RESULTS**

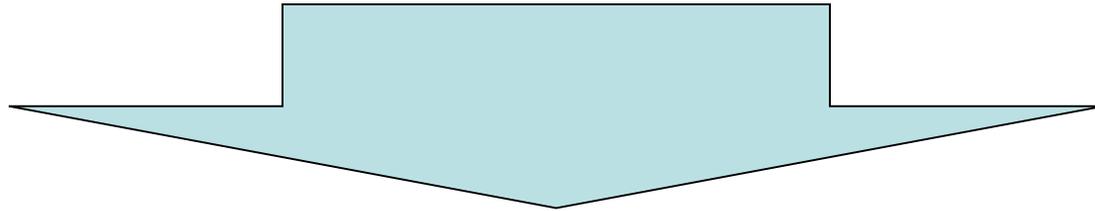|			
ACQUISITION	**=**	**(+) low cost**	**< 50% cost per user**
RETENTION	**>**	**superior to traditional insurance**	**90%**
VIRALITY	**>**	**superior to traditional insurance but requires full experience cycle**	**60%**

- **Regulators are held responsible for ensuring financial system stability**

- **But innovation is by essence movement, by definition it has not been time tested**

**Is it part of regulators' mission to facilitate and nurture innovation,
to permit that new models bring new protections or benefits
to the same or new, un-reached portion of the population ?**

**Of course… as entrepreneurs and innovators, we hope you do
WE NEED YOU.**

Innovation is frail !

There are so many way a regulator can kill it, not even knowing !

Regulator's story 1

Unintended death kisses

Regulator's story 2

Sleeping beauties… do not stop aging.

We need loving and nurturing regulators
Thank you

tang@p2pprotect.com

www.linkedin.com/in/tangloaec