

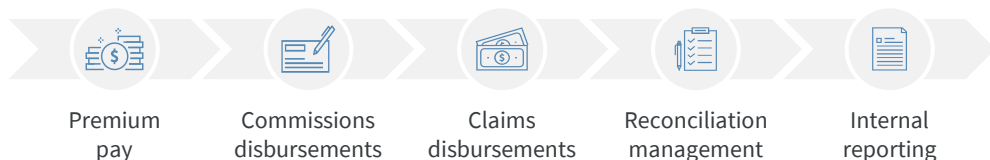
At the Forefront: FinTech P&C Insurance Payments in Focus

As a leading Technology & Services Investment Banking practice in the market, our team is committed to delivering insights and actionable ideas to help you drive your business forward.⁽¹⁾

INNOVATION IN P&C INSURANCE IS ACCELERATING

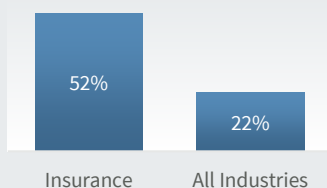
Industry pressures, including missing costs and evolving consumer expectations, are driving insurance companies to accelerate the digitization of payment infrastructure and processes. With a modern approach, insurers are delivering a seamless policy lifecycle experience, while simultaneously removing inefficient reconciliation processes and cutting wasteful mailing expenses. Around half of insurance companies still rely on paper checks, leaving a massive untapped market opportunity, and priming the space for investment and consolidation.

VALUABLE USE CASES ACROSS THE POLICY LIFECYCLE



INSURANCE LAGS OTHER INDUSTRIES

Paper checks' share of disbursements



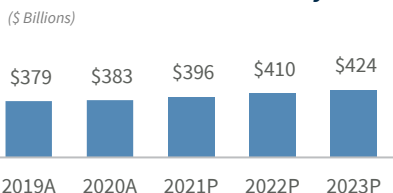
Consumers demand more

- Customers demand **fast, convenient and easily accessible** digital interactions
- One-half of insurance customers **prefer to engage through digital channels**
- **75% of customers expect** companies to adopt new technologies to improve their experience

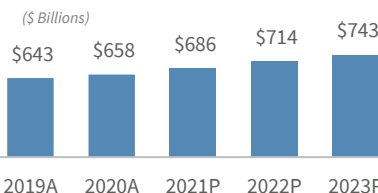
ELECTRONIC PAYMENTS REPRESENT A MASSIVE OPPORTUNITY

\$2.5T
Global
P&C Direct
Written Premiums

U.S. Domestic Net Claim Payments



U.S. P&C Net Written Premiums



KEY TRENDS IMPACTING INSURANCE PAYMENTS



The insurance industry has been a laggard with respect to all technology adoption, including payments



Policyholders are demanding modern customer experiences



Back-office efficiencies, such as the elimination of manual reconciliation processes, save time and money



Digital payments can simply cut costs, as paper checks cost insurers ~10x more than ACH payments



Insurers will benefit from new claims, distribution and reporting tools alongside the modernization of billing and vendor payment methods



Digital payments volume in the industry is growing rapidly

NOTABLE RECENT MARKET TRANSACTIONS

**INSUREPAY'S ACQUISITION OF ACORDPAY | APRIL 2022**

AcordPay, a developer of an intelligent and automated payment system for streamlining insurance receivable and reconciliation processes, was acquired by InsurePay. The deal provides an opportunity to combine features and offer an entire suite of solutions in hopes of becoming the end-to-end billing and payments solution for the insurance industry.

**PRIME VENTURES LEADS SERIES B FUNDING FOR VITESSE | FEBRUARY 2022**

Vitesse, a developer of a settlement and liquidity management system that aims to fix the opaque, costly outdated payments process, raised \$26M from Prime Ventures, Octopus Ventures and Hanover Digital. The funding aids the platform's growth stemming from the insurance sector's rising digitization demands while also assisting product and service development.

**INSUREPAY'S ACQUISITION OF SPLIT LIMIT STUDIOS | JANUARY 2022**

Split Limit Studios, a developer of an enterprise billing platform for the P&C insurance industry, was acquired by InsurePay. InsurePay believes the combined customer base can take advantage of both companies' best and most convenient features, helping to accelerate InsurePay's push to expand its offerings.

**AQUILINE LEADS SERIES B FUNDING FOR INSUREPAY | JANUARY 2022**

InsurePay, a leading insurtech P&C billing payments platform, secured a Series B investment from Aquiline Technology Growth, with significant participation from FINTOP Capital and other strategic investors. The funding aided InsurePay's eventual acquisition of Split Limit Studios that will help serve customers and build a platform to offer the next generation of insurtech billing and payments solutions.

**OPTUM'S ACQUISITION OF VPAY | DECEMBER 2020**

VPAY, a provider of B2B payment solutions which simplifies the reconciliation process while also eliminating processing and management costs, was acquired by Optum. The combination created one of the most comprehensive payment solutions tailored for insurance.

**INSURITY'S ACQUISITION OF BILL IT NOW | OCTOBER 2020**

Bill It Now, a provider of billing-as-a-service solution (BaaS) for insurers, MGAs and program administrators, was acquired by Insurity. Insurity's mature and market-leading cloud technology and core system solutions will extend the value of Bill It Now's unique BaaS platform and help to meet consumers' growing demand for simple payment solutions.






**GREAT HILL PARTNERS'S ACQUISITION OF ONE INC. | FEBRUARY 2020**

One Inc., a provider of a leading digital payment that allows insurance companies to maintain a frictionless payment experience, was acquired by Great Hill Partners. Great Hill has been focused on SaaS and payments and offers One Inc. an ideal strategic partner, allowing the Company to focus on profiting from the sector's robust growth.

**SERENT CAPITAL MAKES A GROWTH INVESTMENT IN EPAYPOLICY | JANUARY 2020**

EPayPolicy, a developer of an online insurance payments platform that simplifies insurance payments collections, received a growth investment from Serent Capital. For Serent Capital, adding ePayPolicy offers the firm the opportunity to syndicate other portfolio companies' products to develop an easy-to-use, end-to-end collection solution.

COMPANIES TO WATCH IN INSURANCE PAYMENTS

					
SUB-SECTOR(S)	P&C integrated payments and premium finance	P&C claims AP platform	P&C integrated payments	Property restoration AR platform	P&C digital bill pay and premium finance
HEADQUARTERS	Palo Alto, CA	Toronto, ON	Austin, TX	Tampa, FL	Woodland Hills, CA
FOUNDED	2021	2014	2014	2017	1984
CURRENT INVESTORS	Hudson Structured Capital Management, Index Ventures, NFP Ventures, XYZ Venture Capital, Others	Blue Sky Ventures, Connecticut Innovations, Fair Ventures, Real Ventures, Others	Serent Capital	CFV Ventures, Green Egg Ventures, IU Ventures, Motivate Ventures, Others	Private

					
SUB-SECTOR(S)	Workers compensation debit card payments platform	P&C integrated payments	P&C integrated payments	P&C and wealth management digital bill pay	P&C digital bill pay
HEADQUARTERS	Lansdale, PA	Jupiter, FL	Folsom, CA	Durham, NC	Cortland, NY
FOUNDED	2007	2003	2012	2006	1981
CURRENT INVESTORS	Private	Aquiline Capital Partners, FinTop Capital	Great Hill Partners, Others	Private	Private

Contact our team to learn more about our detailed views and transaction activity in the Payments market.

- JON STEELE**
Group Co-Head
617.624.7020
jon.steele@raymondjames.com
- PAUL FRICILONE**
Managing Director
312.655.2608
paul.fricilone@raymondjames.com
- CHRISTIAN CLIFFORD**
Managing Director
617.624.7077
christian.clifford@raymondjames.com
- CONRAD REUSCH**
Vice President
617.624.7021
conrad.reusch@raymondjames.com
- NATE LAMBERT**
Vice President
617.624.7004
nate.lambert@raymondjames.com
- DES COLLINS**
Vice President
404.442.5834
des.collins@raymondjames.com

REPRESENTATIVE PAYMENTS AND INSURTECH TRANSACTIONS

























[View our full FinTech transaction list here >](#)

RAYMOND JAMES
RJTECHNOLOGYSERVICES.COM

© 2022 Raymond James & Associates, Inc., Member New York Stock Exchange / SIPC. Past performance is not indicative of future results. Information obtained from third-party sources is considered reliable, but we do not guarantee that the information herein is accurate or complete. This report was prepared within Raymond James & Associates' Investment Banking Department and is for information purposes only. This report is not a product of Raymond James & Associates' Research Department; recipients of this report should not interpret the information herein as sufficient grounds for an investment decision or any other decision.