

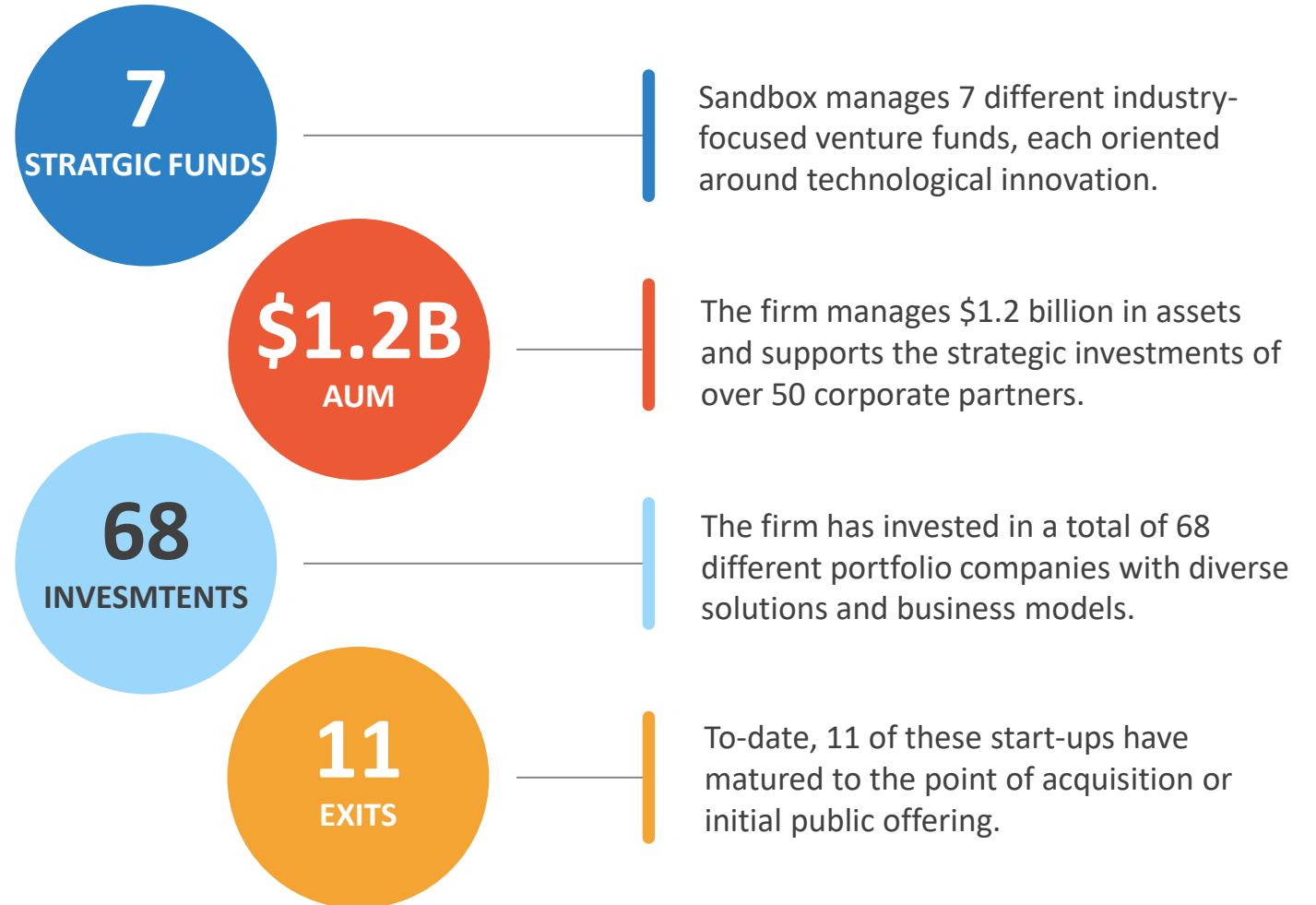
SANDBOX INDUSTRIES

VENTURE CAPITAL

Sandbox Industries is a venture capital firm that makes investments in early-stage start-ups with the goal of **driving technological innovation** in three specific industries: **healthcare, agriculture, and insurance.**

The Limited Partners in our funds are established corporations from each respective industry. Our investment teams seek to understand the inherent business challenges in these industries and **invest in emerging companies** that are addressing the **strategic priorities** of incumbent players.

INDUSTRY-FOCUSED FUNDS



INNOVATION IN INSURANCE

It is an exciting time in the industry. (Re)insurance companies are becoming increasingly savvy about how emerging technologies can transform their operations and **yield competitive advantages**. Partnering with insurtechs can lead to topline **revenue growth**, lowered expense structures, and **improved operational efficiencies**.

STATE OF THE INDUSTRY



MANDATE AROUND DIGITAL TRANSFORMATION

Insurance executives, regulators, and rating agencies all recognize the necessity of bringing new capabilities to bear



SOPHISTICATED NEW ENTRANTS

Insurtech start-ups are addressing all functions of an insurance company: risk selection, pricing, underwriting, claims



FRESH APPLICATIONS OF TECHNOLOGY

Predictive analytics, machine learning, computer vision, and enhanced modeling can revolutionize traditional methods



APPRECIATION FOR INSTITUTIONAL EXPERTISE

Entrepreneurs are seeking collaboration instead of disruption as they learn the nuances of a centuries-old industry

Pankaj Parashar – CEO Purple Ant



- ✓ Host of 'Purple Ponderings with Pankaj' about IoT in Insurance
- ✓ Passionate about impact of Telematics in Insurance
- ✓ 20+ years – Insurance Practice Leader @ Cognizant/Capgemini/Atos/HP/HCL
- ✓ Passionate Golfer

AND

- ✓ **Looking forward to a post COVID world**

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Purple Ant Solution



Hub and sensors
(Water, Fire, Temp, Motion)



**User interaction for
status/alarms**



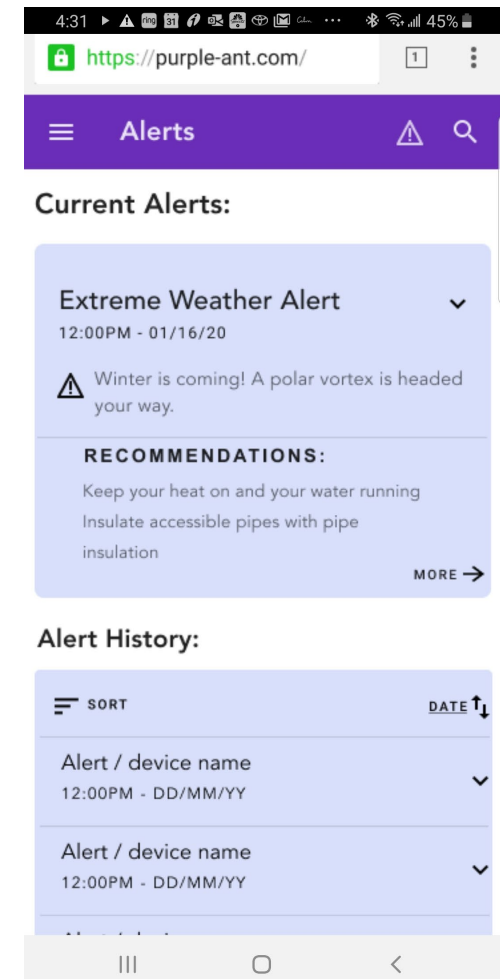
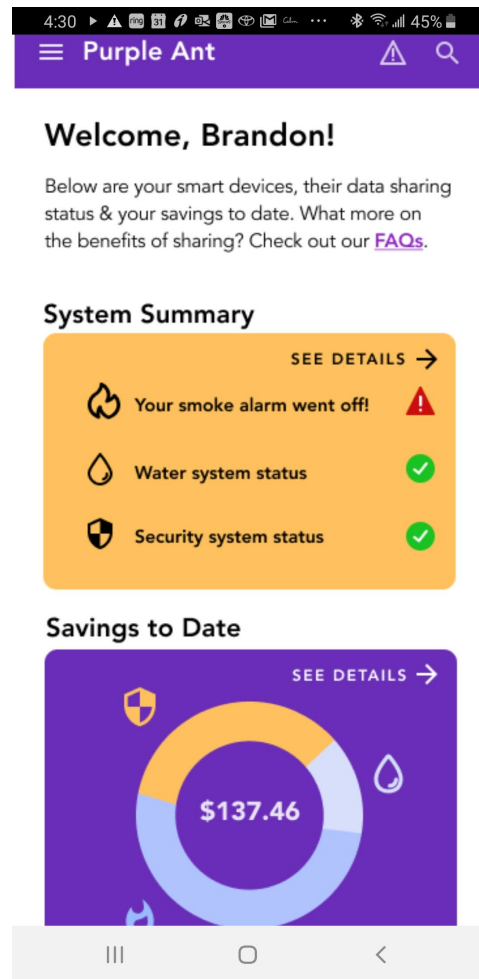
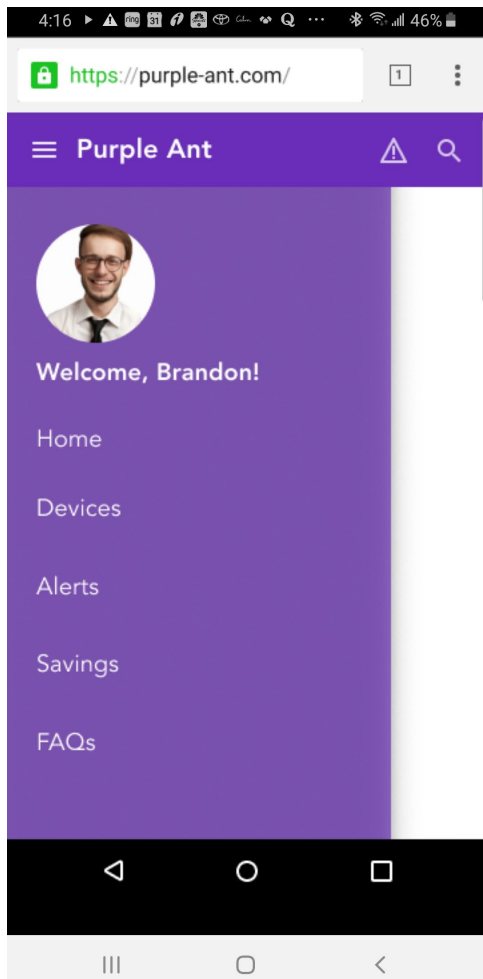
Purple Ant Cloud Platform



Data/Insights for insurers

- Single Family
- Multi Family
- Small Business

Customer Dashboard



Carrier Dashboard

The dashboard displays a list of events with the following columns: Date of Incident, NAICS Code, Type of Business, Customer, Event Type, Address, State, Alarm, and Intervention. Below the events list is a 'Regions' section with a map of the United States and a 'Regional Data' table. A summary section shows event counts for Theft (27), Water (14), True Events (77), and False Events (6) for this month. A search bar and pagination controls are also visible.

Date of Incident	NAICS Code	Type of Business	Customer	Event Type	Address	State	Alarm	Intervention
02/14/2020	236116	Restaurant	Luigi's Pizza	Fire	6380 N Fresno St #103	California	True	Contractor Dispatch
02/14/2020	445110	Retail Store	ABC Store	Water	9222 Golden Rose Way	Arizona	True	Internal Claims Team
02/14/2020	621310	Office	Burnett Chiropractic	Theft	6567 Canyon Ranch Rd	Colorado	True	Contractor Dispatch
02/13/2020	922120	Home	John Prine	Fire	26 Broad St	Colorado	False	None
02/13/2020	236116	Restaurant	Senor Tacos	Water	4109 W 96 St	California	True	Internal Claims Team
02/13/2020	812990	Home	Greg Fields	Theft	183 Covington Pl	Arizona	True	Contractor Dispatch
02/12/2020	622110	Hospital	Denver General	Fire	1416 Rosalie St	Colorado	True	Resolved by Customer
02/12/2020	236116	Restaurant	Doja Sushi	Water	1751 N Troy St	California	True	Internal Claims Team
02/12/2020	812990	Retail Store	Thrifty Super	Theft	260 Atlantic Ave	Arizona	True	Contractor Dispatch
02/12/2020	922120	Office	Teledyne LLC	Fire	524 Fox Point Dr	California	False	None

Regions	Fire	Water	Theft	Total
West Region	7	4	3	14
Southwest Region	9	6	1	16
Midwest Region	8	7	1	16
Northeast Region	4	4	4	12
South Region	8	6	5	19
Total	36	27	14	77

NAICS Code	Type of Business	Customer	Event Type	Address	State	Alarm	Intervention
2120	Restaurant	Luigi's Pizza	Fire	6380 N Fresno St #103	California	True	Intervention 1
5116	Retail Store	ABC Store	Water	9222 Golden Rose Way	Arizona	True	Intervention 2
8990	Office	Burnett Chiropractic	Theft	6567 Canyon Ranch Rd	Colorado	True	Intervention 1
92120	Home	John Prine	Fire	26 Broad St	Colorado	False	None
5116	Restaurant	Senor Tacos	Water	4109 W 96 St	California	True	Intervention 2
8990	Home	Greg Fields	Theft	183 Covington Pl	Arizona	True	Intervention 1
92120	Hospital	Denver General	Fire	1416 Rosalie St	Colorado	True	Intervention 3
5116	Restaurant	Doja Sushi	Water	1751 N Troy St	California	True	Intervention 2
8990	Retail Store	Thrifty Super	Theft	260 Atlantic Ave	Arizona	True	Intervention 1
92120	Office	Teledyne LLC	Fire	524 Fox Point Dr	California	False	None
92120	Restaurant	Crossfit Albany	Fire	345 Lombard Ave	New York	True	Intervention 1
5116	Retail Store	Sally's Clothing	Water	9828 Wishing St	Georgia	True	Intervention 2
8990	Office	Levine Services	Fire	6567 Canyon Ranch Rd	Colorado	True	Intervention 3
92120	Home	David Jones	Fire	773 Savage Ave	Massachusetts	True	Intervention 3

What is your familiarity with insurtech?

- a) Little to no knowledge
- b) Some familiarity
- c) Quite knowledgeable
- d) Actively work for an insurtech OR partner with insurtech(s)

Which emerging technology will be most impactful over the next decade?

- a) Artificial intelligence
- b) Blockchain / enterprise distributed ledger technology (DLT)
- c) IoT enabled sensors
- d) Geospatial data and use of other unstructured data sources

How disruptive do you believe insurtech will ultimately be?

- a) Not at all disruptive
- b) Incremental change but no fundamental shifts
- c) Pockets of disruption varying by product line
- d) Significant disruption across the insurance ecosystem