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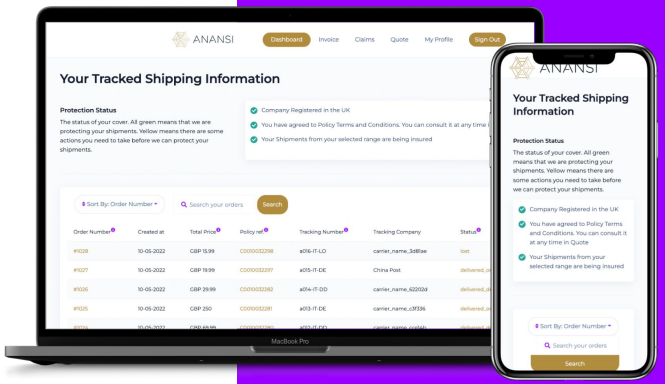
Shipping Insurance Platform Powering Last-Mile Logistics



PITCH DECK

Megan Bingham-Walker
Founder & CEO

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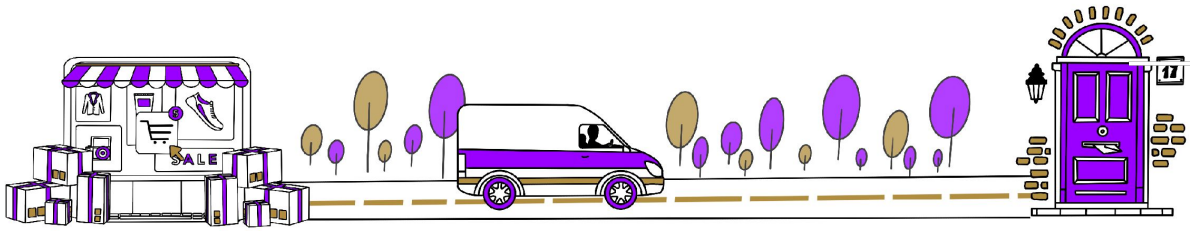
Problem

When goods are lost, delayed or damaged in transit it's not the courier or the ecom platform (ie Amazon) who bears the loss.

It's the seller



85%
gap in compensation for loss and damage in transit

1-3 month
delay in receiving compensation

30+ mins
Manual processing per claim

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Market Size

Currently insurance claims & invoice verification are addressed manually and ripe to be taken over by AI-powered efficiency.

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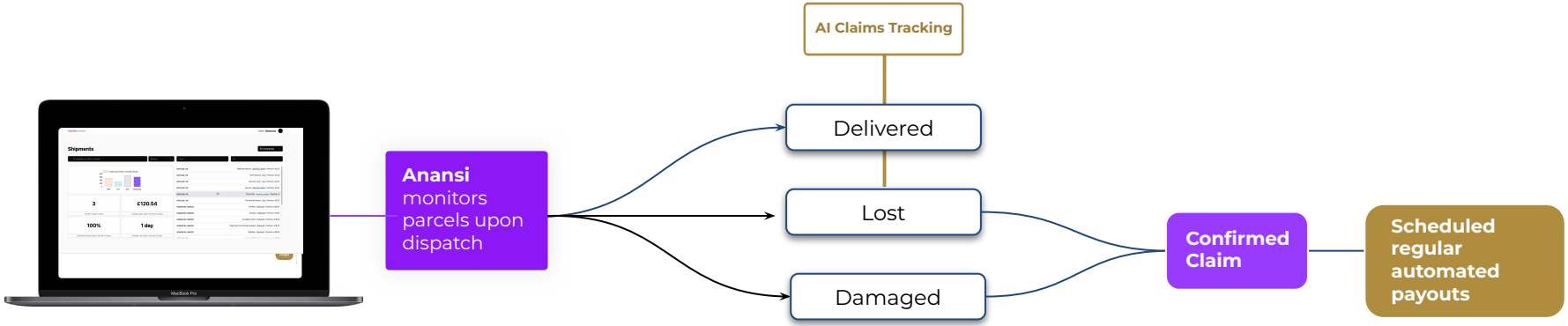
Proprietary AI-powered B2B solution



Backed by:

TOKIO MARINE HCC
Liberty Specialty Markets
Arch
CHUBB

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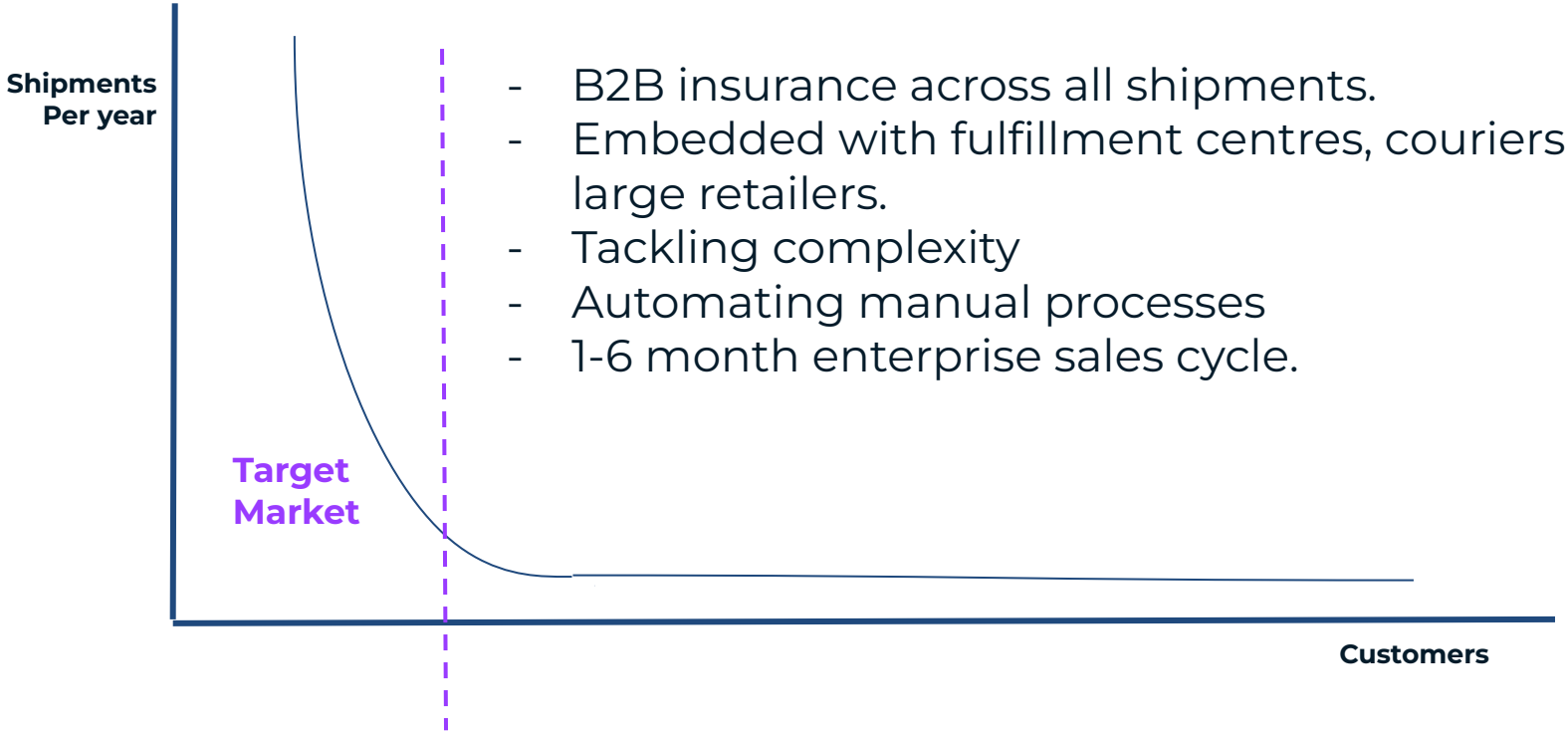
Go-to-Market Strategy



- B2B insurance across all shipments.
- Embedded with fulfillment centres, couriers & large retailers.
- Tackling complexity
- Automating manual processes
- 1-6 month enterprise sales cycle.

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Traction

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Competition

Anansi's USP is providing a complete solution including in-built claims automation irrespective of courier firm.

Feature	ANANSI	XCOVER.COM	UPS	Shipsurance	7bridges	Manual
B2B or B2C	B2B	B2C	B2B	B2B	B2B	B2B
Courier-agnostic regulated insurance	✓	✓	✗	✓	✗	✗
AI-powered claims automation	✓	✗	✓	✗	✗	✗
AI-Invoice verification	✓	✗	✗	✗	✓	✗
Continuous SLA monitoring & AI-performance improvements	✓	✗	✗	✗	✗	✗
60% cost saving	✓	✗	✗	✗	✗	✗

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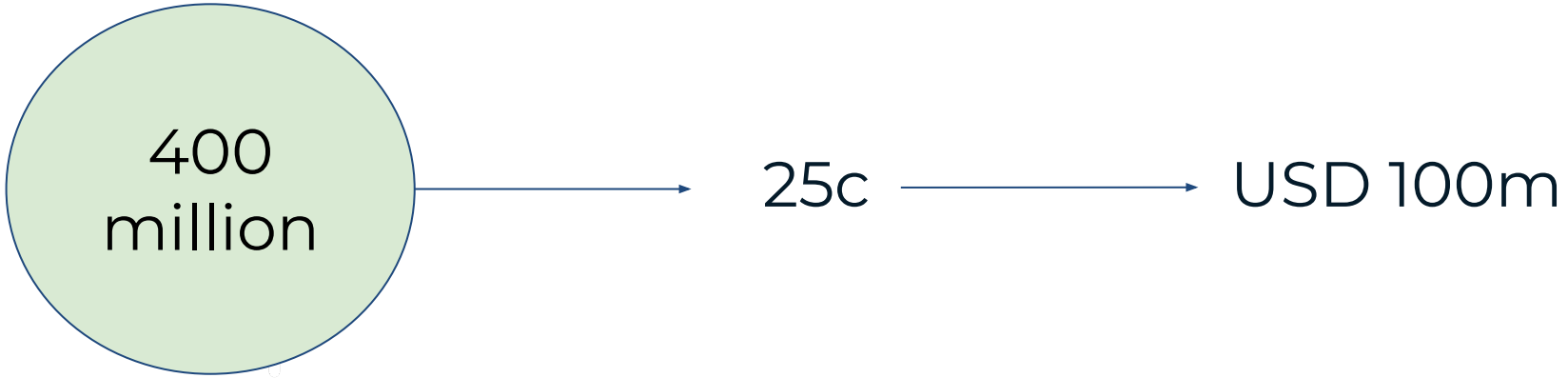
Revenue Model



SHIPMENTS
Out of 161 billion global shipments = 0.25%

AVERAGE REVENUE
per shipment
30% commission
and/or SaaS fee

REVENUE
for Anansi

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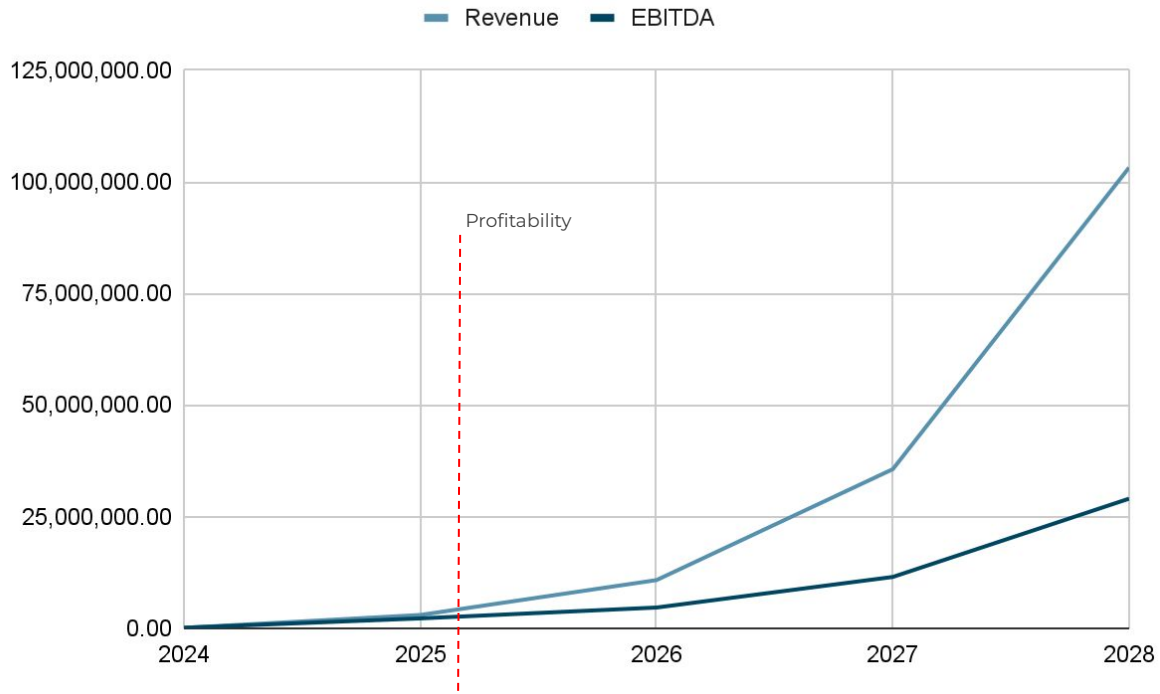
Roadmap to USD 100m ARR



Current Monthly Metrics

- Sales = $10k/m (Feb) $80k/m (March)
- Opex = $80k
- Headcount = 5 FT + 2 contractors

Profitability forecast for Q1 2025

Ultimate goal to be the category for logistics insurance through the full goods-in-transit value chain.

Key hires:

- Claims/Customer Service
- Fractional CFO
- Tech/AI team
- Business Development

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Team of
Domain Experts

Megan Bingham-Walker Founder & CEO

18 years in fintech, machine learning, data science and ecommerce

Alex Cooper-Smith Head of Insurance

Insurance professional with 18 years experience.

COVER GENIUS RSA towergate Allianz

Toni Vicars Head of Marketing

26 years of Marketing experience. Expert in Value Proposition, Marketing Strategy & GTM.

basho RAINMAKING INNOVATION

Vasco Correia Senior Software Engineer

10 years Senior Software Engineer ex-TalkDesk. talkdesk

JP O'Hara Senior Product Manager

10 years in insurance specialising in product management.

ManyPets Allianz Hastings DIRECT

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Asks for RevTech

- Work with Program team and mentors to plan Anansi's US market entry including:
  - Introductions to brokers specialising in logistics that we can partner with to offer our shipping insurance platform.
  - Introductions to relevant capacity partners
  - Deepening our understanding of the intricacies of the US regulatory environment & setup requirements.
  - Advice on how to hire the first consultant to lead this work.

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Join us in making Anansi, a category defining AI-platform for logistics.

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