



# Le Hub

ASSURANCE & INNOVATION

## APPLICATION FORM 2019-2020 PROGRAM



French Insurance  
Federation



## BACKGROUND AND OBJECTIVES

The French Insurance Federation (FFA) brings together insurance and reinsurance companies operating in France, representing 280 companies and covering over 99% of the market. It represents the insurance industry before French and international public authorities, before institutions and administrative or market authorities. Life, health, protection insurance, emergence of new risks, climatic hazards: in a changing environment, the FFA accompanies daily changes in society.

For more information: [www.ffa-assurance.fr/en](http://www.ffa-assurance.fr/en).

Faced with deep changes and current technological challenges (big data, artificial intelligence, blockchain, connected objects, ...) that the insurance sector is experiencing, insurers are strongly mobilized. These digital-induced disruptions bring new opportunities, including better risk prediction and prevention, new customer services, but also create risks such as cyber-attacks or identity fraud.

The creation of Le Hub aims to answer these challenges. This ecosystem will bring together established players and start-up to arouse collaborations, using innovation, as a lever for both insurers and customers.



## ABOUT LE HUB

Le Hub – Assurance & Innovation is composed of:

- a **modular space** suitable for conferences,
- and two **coworking spaces**.

The interest of such an initiative is dual: to accompany the digital transformation of the sector and to increase the possibility for entrepreneurs to discuss innovative insurance projects or services related to insurance. As a meeting place, Le Hub will regularly welcome FFA members and collaborators around digital issues and will be a real gateway to the insurance sector for young companies.

Joining the FFA Hub means benefiting from:

- a **participation in meetings with members of different working groups** from the Federation,
- **exchanges with the FFA employees,**
- **an accommodation in the Hub's modular and coworking spaces,** inside the FFA building.

Start-up integrating Le Hub will benefit from all these services free of charge. Le Hub – Assurance & Innovation is located in the French Insurance Federation, 26 boulevard Haussmann, 75009 Paris.



## SELECTION OF PARTICIPANTS

Le Hub selection committee, in charge of evaluating applications, is composed of several representatives of the FFA and its members, as well as outside experts. The start-up will be chosen on the basis of the quality of their project directly linked or related to the insurance sector.

If you wish to join Le Hub's 2019-2020 program, please fill in this application form and send it back in PDF format to [lehub@ffa-assurance.fr](mailto:lehub@ffa-assurance.fr), before June 28th 2019.

The selected start-up will be hosted, according to their wishes, from October the 14th 2019 until May 29th 2020 at the latest.



**PROJECT INITIATOR**

Name and first name

Position in the company

Email

Mobile

**1 PROJECT SUMMARY**

Project or Company name

Legal structure and foundation year (if applicable)

Project description, goals and answers to insurance issues

Development stage (ignition phase, seed stage, in development, industrialization...)

Current partners among French or foreign insurers

## 2 YOUR TEAM

Size, profiles (attach CVs) and key members' roles

Previous entrepreneurial experiences

## 3 INNOVATION

Innovative nature of the technology or service

Achievements to date (MVP, finished product, ...) and time-to-market calendar (if applicable)

Intellectual property titles (patents, license...)

## 4 GROWTH POTENTIAL

**DEVELOPMENT PLAN** Economic model and sources of income



**DEVELOPMENT PLAN** Customer acquisition and distribution channels

**DEVELOPMENT PLAN** Activity (actual sales, expected growth), ongoing partnerships, key performance indicators

**FINANCIAL ELEMENTS** Financial support / fundraising to date (if applicable)

**FINANCIAL ELEMENTS** Company health / solvency (balance sheets, income statements and cash)

**FINANCIAL ELEMENTS** Short financial projection over 3 years



## **5** LE HUB AND YOU

Incentives to integrate Le Hub FFA

Your expectations towards Le Hub

Hosting desired time

Number of employees involved