



 roadzen

Next-Generation Auto Insurance powered by AI

Industry Data

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Roadzen believes that the use of these non-GAAP financial measures provide an additional tool for investors and lenders to use in evaluating projected operating results and trends in Roadzen's business. Other similar companies may present different non-GAAP measures or calculate similar non-GAAP measures differently. Management does not consider these non-GAAP measures in isolation or as an alternative to financial measures determined in accordance with GAAP. The principal limitation of these non-GAAP financial measures is that they exclude significant expenses that are required to be presented in Roadzen's GAAP financial statements. In addition, they are subject to inherent limitations as they reflect the exercise of judgment by management about which expenses are excluded in determining these non-GAAP financial measures. You should review Roadzen's audited financial statements prepared in accordance with GAAP, which will be included in periodic reports, registration statements and proxy statements to be filed with the SEC.

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The information contained herein is as of March 11, 2024 and does not reflect any subsequent events.

Company Overview



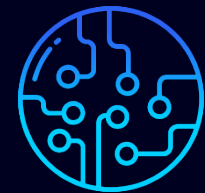
We are building the global leader at the **intersection of AI, Insurance and Mobility**

Mission

We are ushering in a new era for auto insurance industry in an AI-first world - where accidents are prevented, premiums are fair and dynamic, and claims are processed within minutes, not weeks.



Key Investment Highlights



Leading Global Insurtech

First global auto insurance platform with operations in US, EU/UK, and Asia



AI at the Core

Award-winning AI research lab producing industry-leading models in computer vision, telematics and generative AI



Lean Operating Business

Started in India's low-cost, high-growth market and expanded globally with over 70% revenue from high margin US, UK and European markets



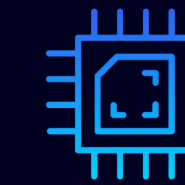
Enterprise and B2B2C Sales Engine

Marquee global client base and strategic partnerships with leaders in insurance, automotive, fleets and financial services



Scalable, High Margin

Accelerating organic growth through two revenue models – Insurance as a Service (IaaS) technology sales, and Risk Solutions (Brokerage Commissions)



Exponential Growth

60x growth from \$1.1m FY 2021 revenue to \$63M FY 2024¹ revenue with recurring revenue and attractive margins



Massive Growth Potential

\$800 billion auto insurance spend annually - 40% on distribution, 52% on claims – areas directly impacted by our technology

AI will be a transformative force in Insurance



With the rise of connected, data-rich and software-defined vehicles, auto insurance represents one of the largest opportunities for real-world applied AI

1.45bn¹

Vehicles On
the Road
(2022)

\$817bn²

Global Auto
Insurance Market
(2022)

7.1%²

Auto-Insurance
Premium Growth
(CAGR, 2022-2032E)

1. <https://www.whichcar.com.au/news/how-many-cars-are-there-in-the-world>

2. <https://www.factmr.com/report/automobile-insurance-market>

Auto Insurance is Challenged

Decoupled, long purchase process

Impersonal coverage

Poor claims experience

Zero meaningful touchpoints

We make it Simple

Easy to buy, **embedded** purchase

Real-time data-based coverage using **telematics** and augmented data

AI-driven approach to claims – proactive, real-time with human touchpoints

Tech-enabled, proactive partnership with customers

Roadzen at a Glance

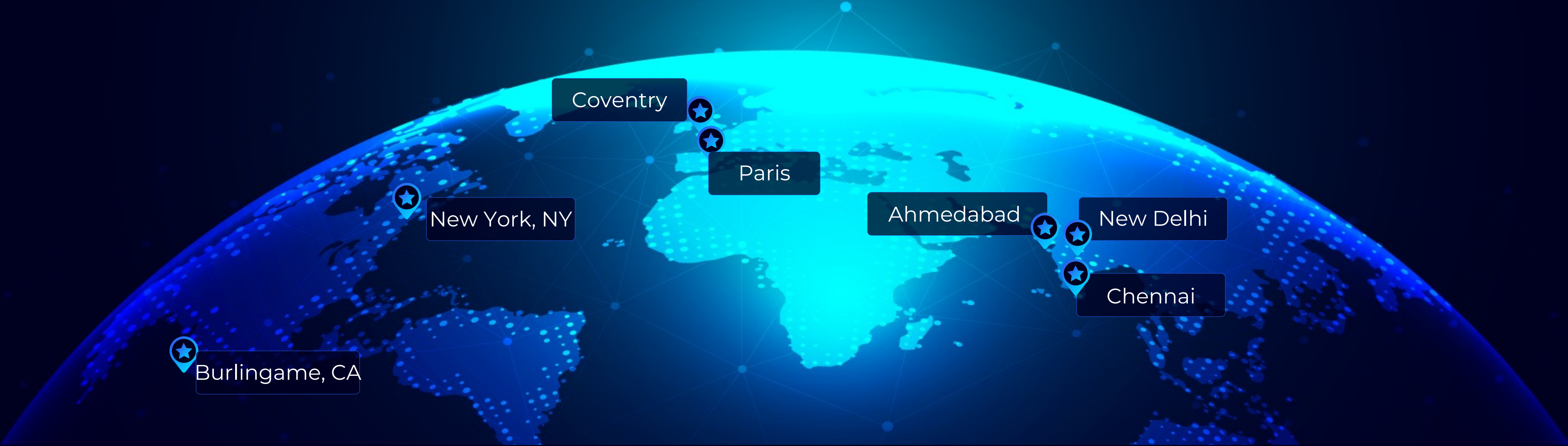


400+
Employees

92
Enterprise Clients

3200
SMB Clients

7
Global Offices



Experienced Management Team that Combines Expertise in AI Research, Mobility and Insurance



Rohan Malhotra

CEO



Ankur Kamboj

COO



Jean-Noël Gallardo

CFO



Bruce Goldberg

General Counsel



Shanon Duthie

CEO, US



Xavier Blanchard

CEO, EU / Insurance
Head



Mohit Pasricha

Head of India



Supported by a Highly Accomplished Board with Extensive Technology and Capital Markets Experience



Rohan Malhotra
roadzen



Steve Carlson
LEHMAN
BROTHERS



Supurna Vedbrat
BlackRock



Saurav Adhikari
HCL



Zoe Ashcroft
WINSTON
& STRAWN
LLP



Ajay Shah
SILVERLAKE

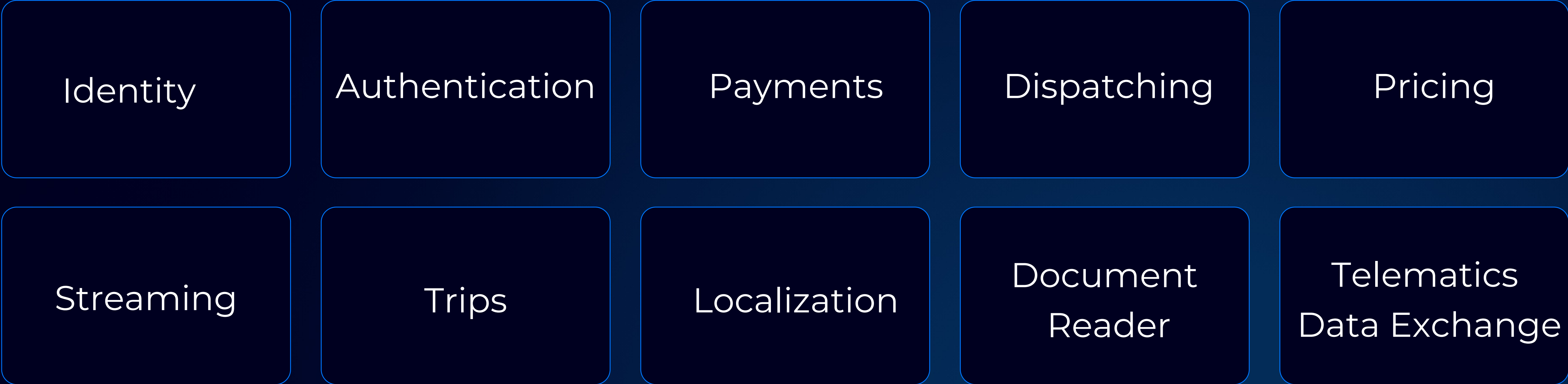


Diane B. Glossman
UBS

Technology & Strategy



An industry-leading technology platform that allows us to build multiple product touchpoints

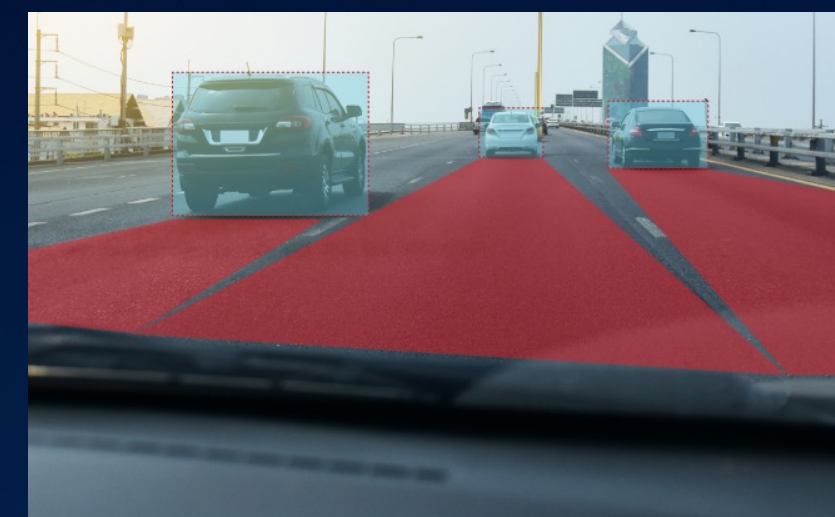




Powered by our award-Winning AI Research Lab with 100s of AI Models Harnessing Computer Vision, Generative AI and Advanced Telematics



Large Vision Model for Mobility



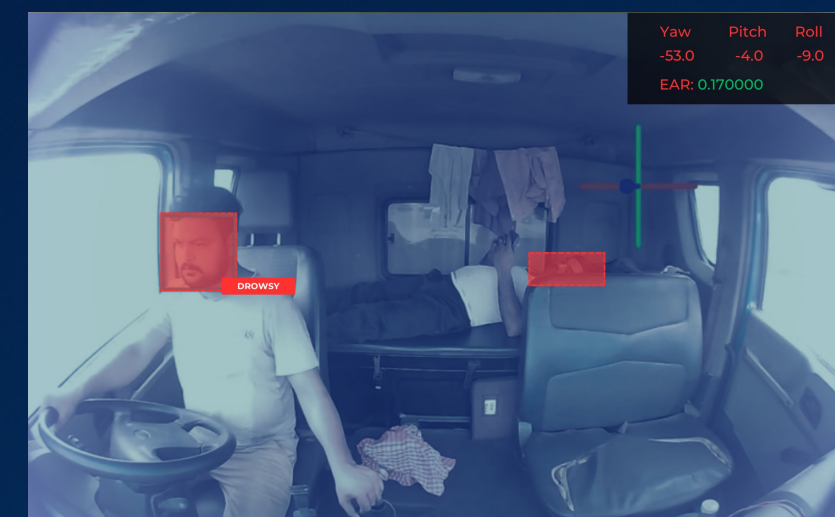
Drivable Area Detection



Accident Detection



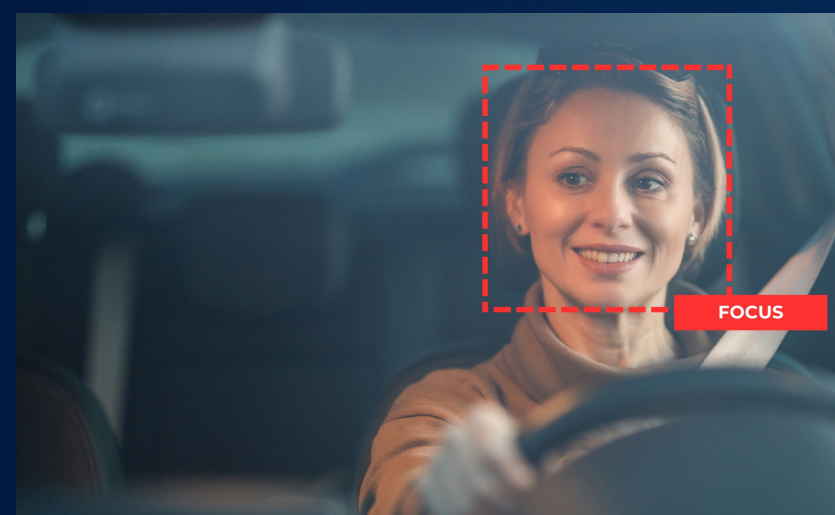
Distraction Alert



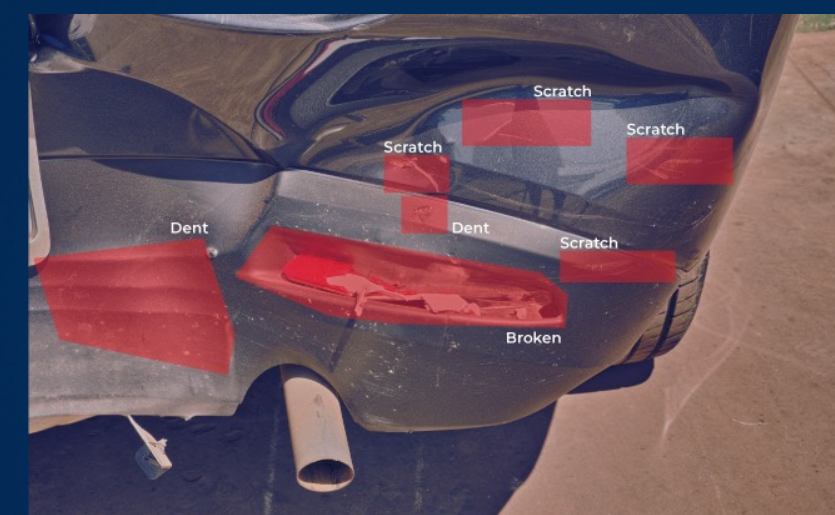
Drowsiness Alert



Road Condition Detection



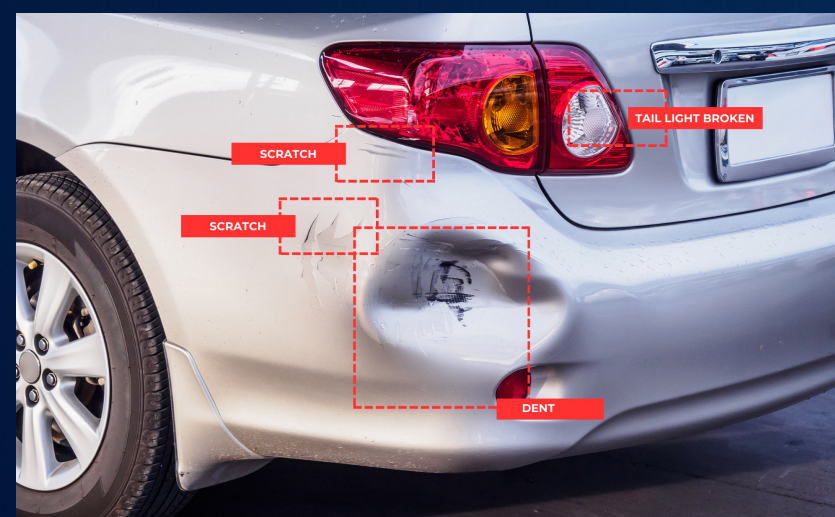
Focus Monitoring



Damage Detection



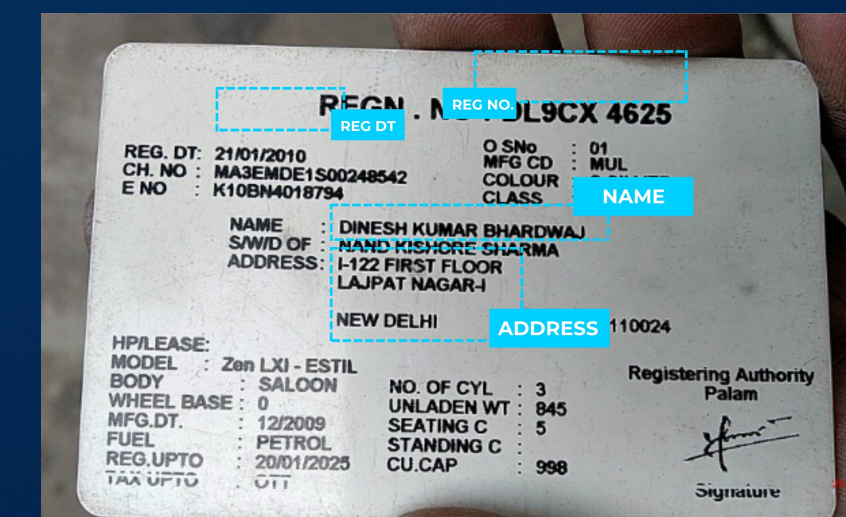
Car Part Detection



Algorithm Assessment



Synthetic AI



Insurance Co-Pilot

Twin-Engine for Revenue that spans the entire auto insurance value chain

Our technology powers leading insurers, intermediaries, fleets and vehicle manufacturers (OEMs) to make drivers safer, launch new insurance products to their captives and resolve claims faster.

Our brokerage licenses allow us to embed and sell auto insurance through a B2B2C partnership-led approach while providing a seamless customer experience from quote to claim.

01

IaaS Platform Sales

Earns a fixed fee per-vehicle, per-policy, per-claim per usage

02

Broker/MGA¹

Earns commission, policy admin and claims fees as a % of Gross Written Premium per policy sold

1. MGA: Managing General Agent: MGAs are insurance intermediaries, but unlike retail and wholesale brokers, they are often granted binding authority from insurance partners. This means they can quote and bind policies that fit within the agreed-upon risk parameters of their insurer relationships. Gross written premium is the total direct and assumed premium written by an insurer before deductions for reinsurance and ceding commissions

We work with 4 major client types across the world with a focus on enterprise and embedded/B2B2C sales



Insurance

Insurers, reinsurers, agents, brokers, captive insurance and reinsurance.



Automotive

OEMs, dealerships, online-to-offline car sales platforms.



Fleets

Small and medium fleets, taxicabs, ridesharing platforms, commercial and corporate fleets.



Other

Auto lenders, Fuel Cards, System Integrators, Telematics providers, garages.

Financial Overview



Roadzen has built a solid foundation that is poised for strong growth

Highly capital efficient, with profitable contractual margins

01

Attractive recurring revenue profile driven by long-term contracts

02

Secular acceleration across twin engines of growth: **IaaS** and **Brokerage**

03

High organic growth with **low capex, low regulatory capital requirements and no underwriting risk**

04

Significant M&A opportunities to consolidate a fragmented brokerage market and expand globally

05

Significant growth with 171% CAGR over the last 4 years and further runway

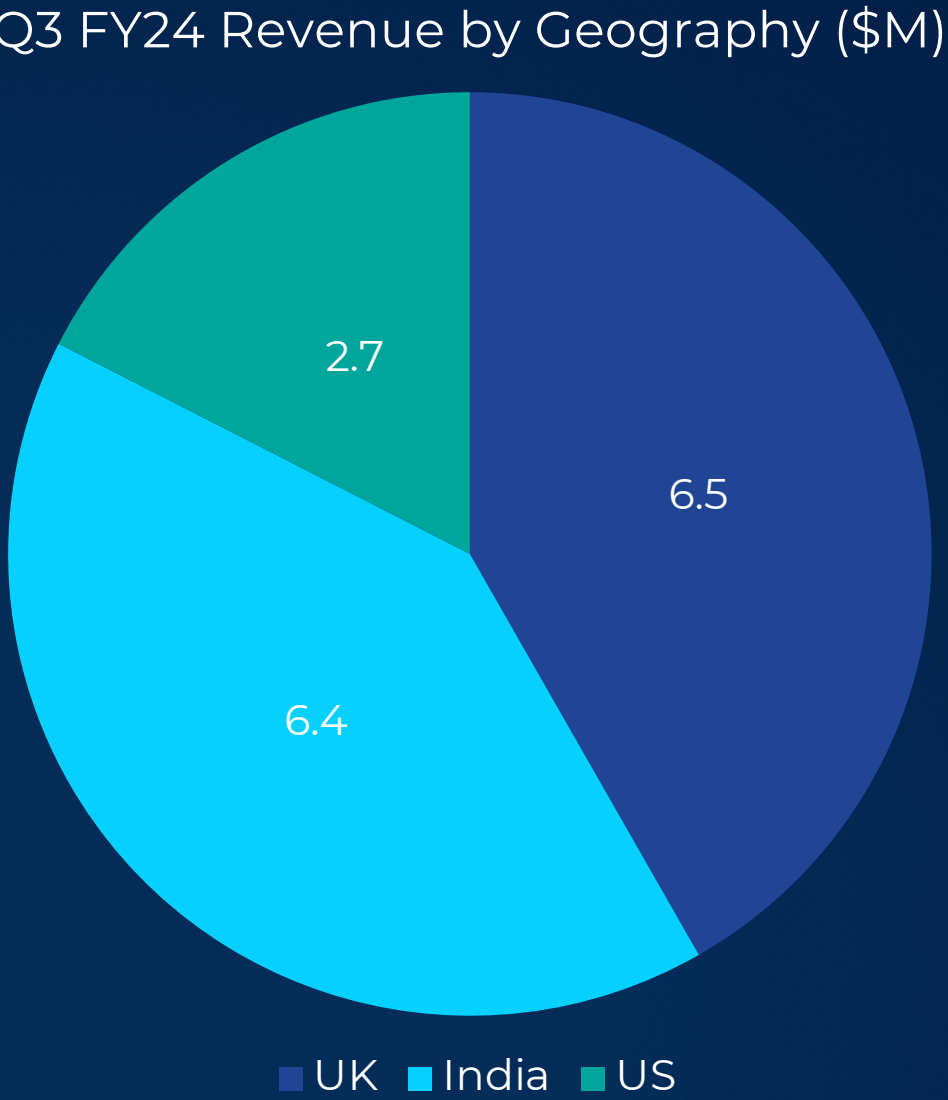
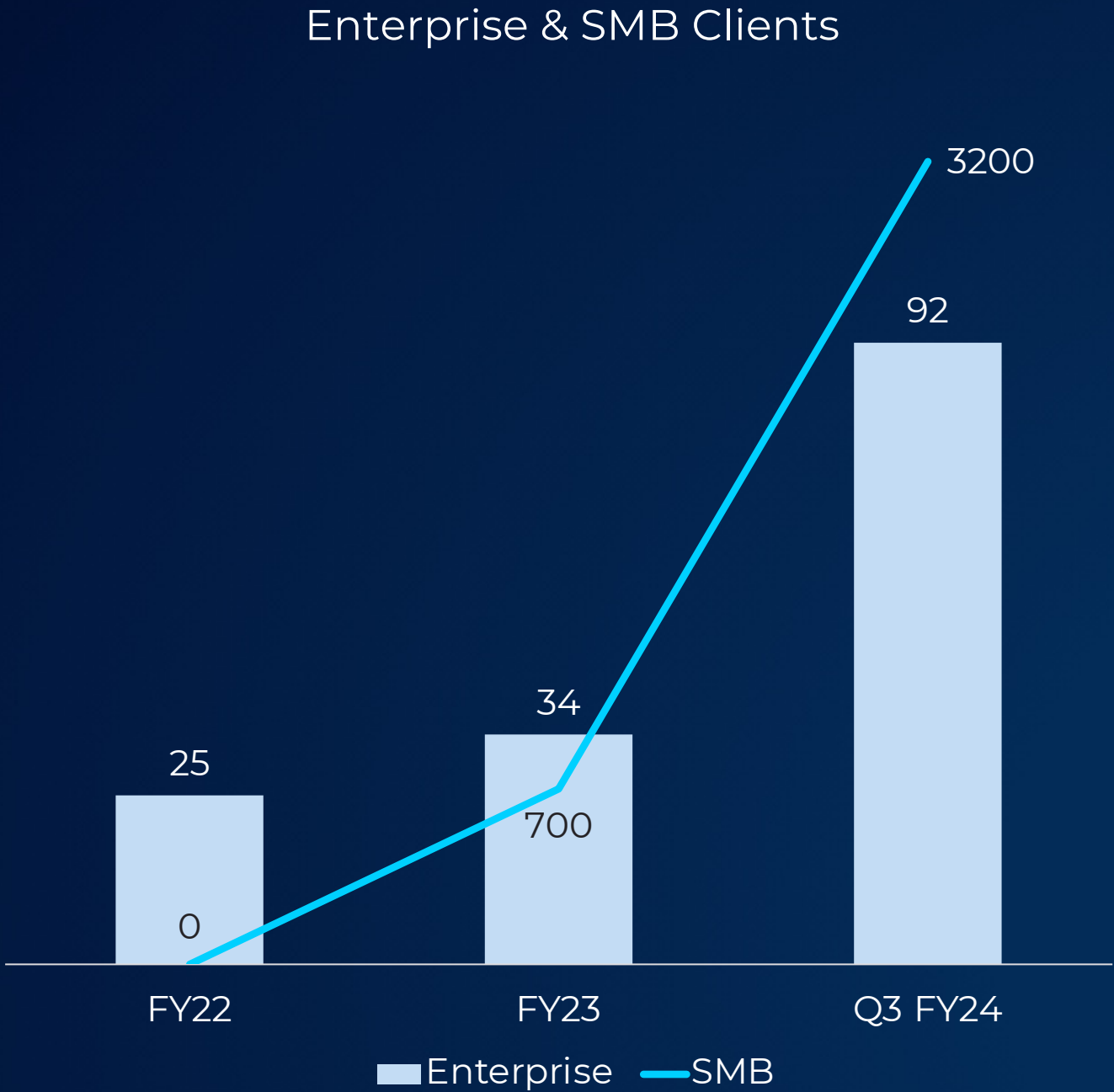
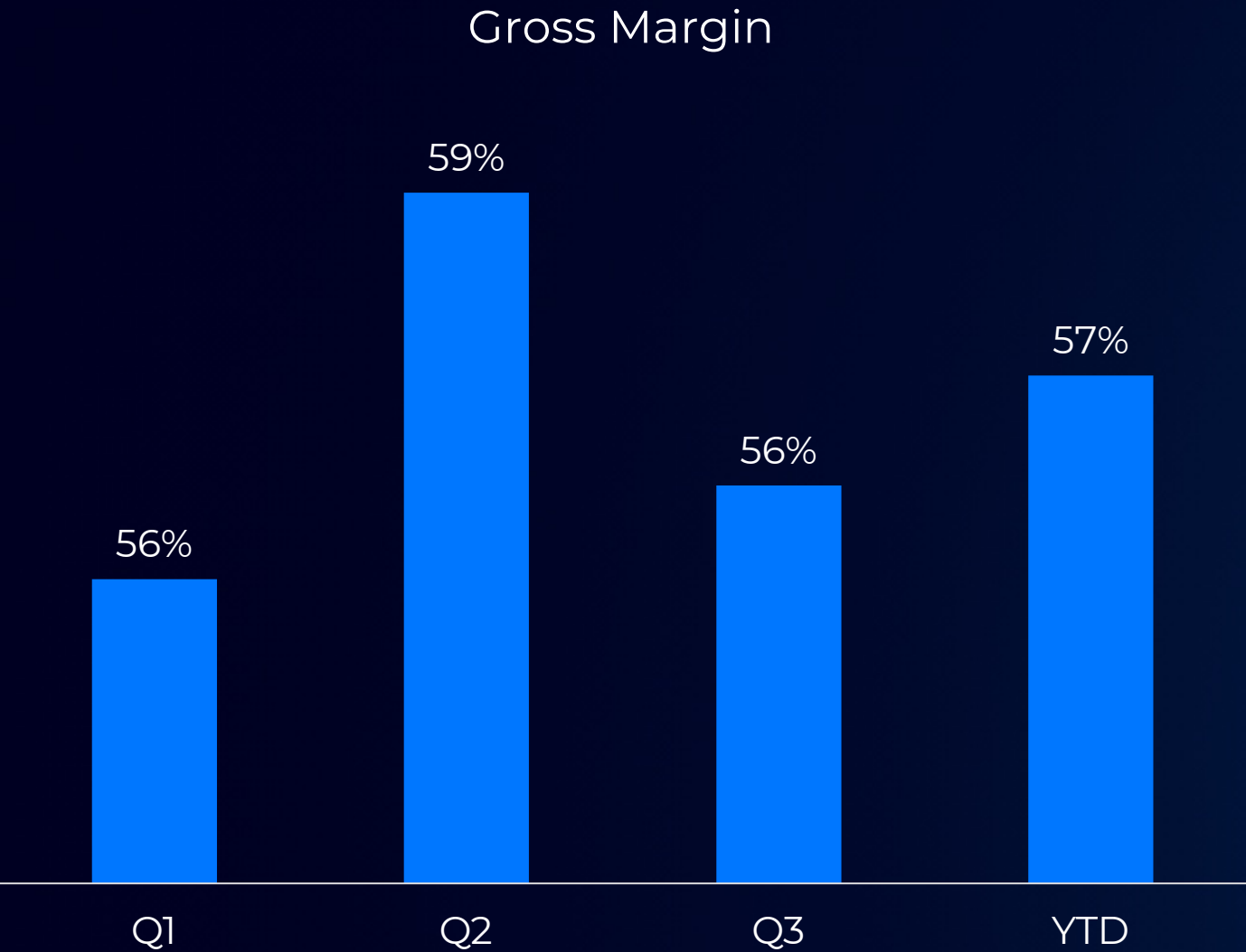


Fiscal Years ended 3/31

* Annualized Q3 run rate

1. Adjusted EBITDA is a non-GAAP measure. See reconciliation of net loss reported in accordance with US GAAP to Adjusted EBITDA later in this presentation

Multiple Growth initiatives on both revenue and margin expansion



Fiscal Years ended 3/31

Q2 & Q3 FY24 include acquisitions of Global Insurance Management Ltd. & National Automobile Club

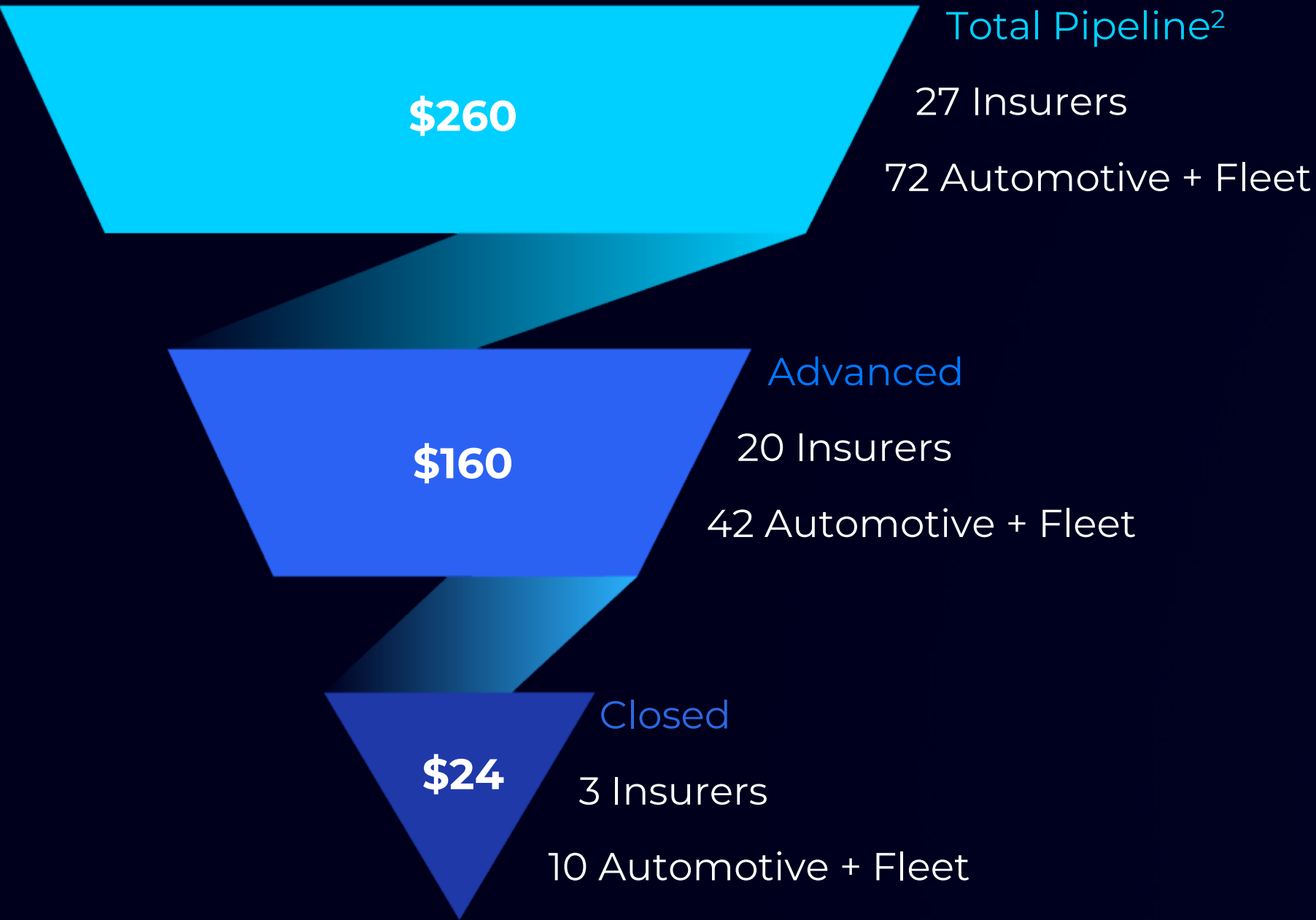
* Year to Date for the nine months ended December 31, 2023

Growth Levers



Backed by a Strong Pipeline of Global Clients and Significant Inorganic Growth Potential

Sales Funnel (\$M)



M&A Process and Opportunity

Roadzen has delivered a successful playbook of acquisitions which integrates its AI and claims platform to lower costs, shifting operations to the India Global Delivery Center and integrating the global sales teams - leading to higher revenues, lower operating costs and a seamless digital customer experience for the end user.

1. Gross Written Premium

2."Total Pipeline" of all stages. Before "Advanced" the clients are in "Engaged" stage (the first stage of client contact) and that pipeline is \$76mn which includes 24 Clients (4 Insurance and 20 Automotive + Fleet)

Roadzen is poised to dominate the auto insurance market



Industry Leading Platform

Uniquely placed with the global operating scale and marquee client relationships to dominate the market

AI-First Company hitting scale

Industry-leading AI models that work across the value chain with a clear monetization model hitting early scale

Massive Global TAM

Substantial runway for growth supported by massive addressable markets at the cross-roads of insurance and mobility





investors@roadzen.ai

Non-GAAP Reconciliation



Quarterly reconciliation of net loss reported in accordance with **US GAAP** to **Adjusted EBITDA**



FY24 - GAAP NET LOSS TO ADJUSTED EBITDA	Q1	Q2	Q3	YTD
Net loss	(4,066,996)	(31,121,257)	(30,610,414)	(65,798,667)
Adjusted for:				
Other (income)/expense net	(62,430)	(637,492)	(83,347)	(783,269)
Interest (income)/expense	217,954	617,470	723,561	1,558,985
Fair value changes in financial instruments carried at fair value	-	23,590,000	(1,220,362)	22,369,638
Tax (benefit)/expense	22,411	10,939	(126,732)	(93,382)
Depreciation and amortization	367,538	413,315	451,773	1,232,626
Stock based compensation expense	-	3,526,209	27,253,455	30,779,664
Non-cash expenses	-	171,891	56,133	228,024
Non-recurring expenses	1,819,746	-	457,703	2,277,449
Adjusted EBITDA	(1,701,777)	(3,428,925)	(3,098,230)	(8,228,932)