



Blockchain & Insurance

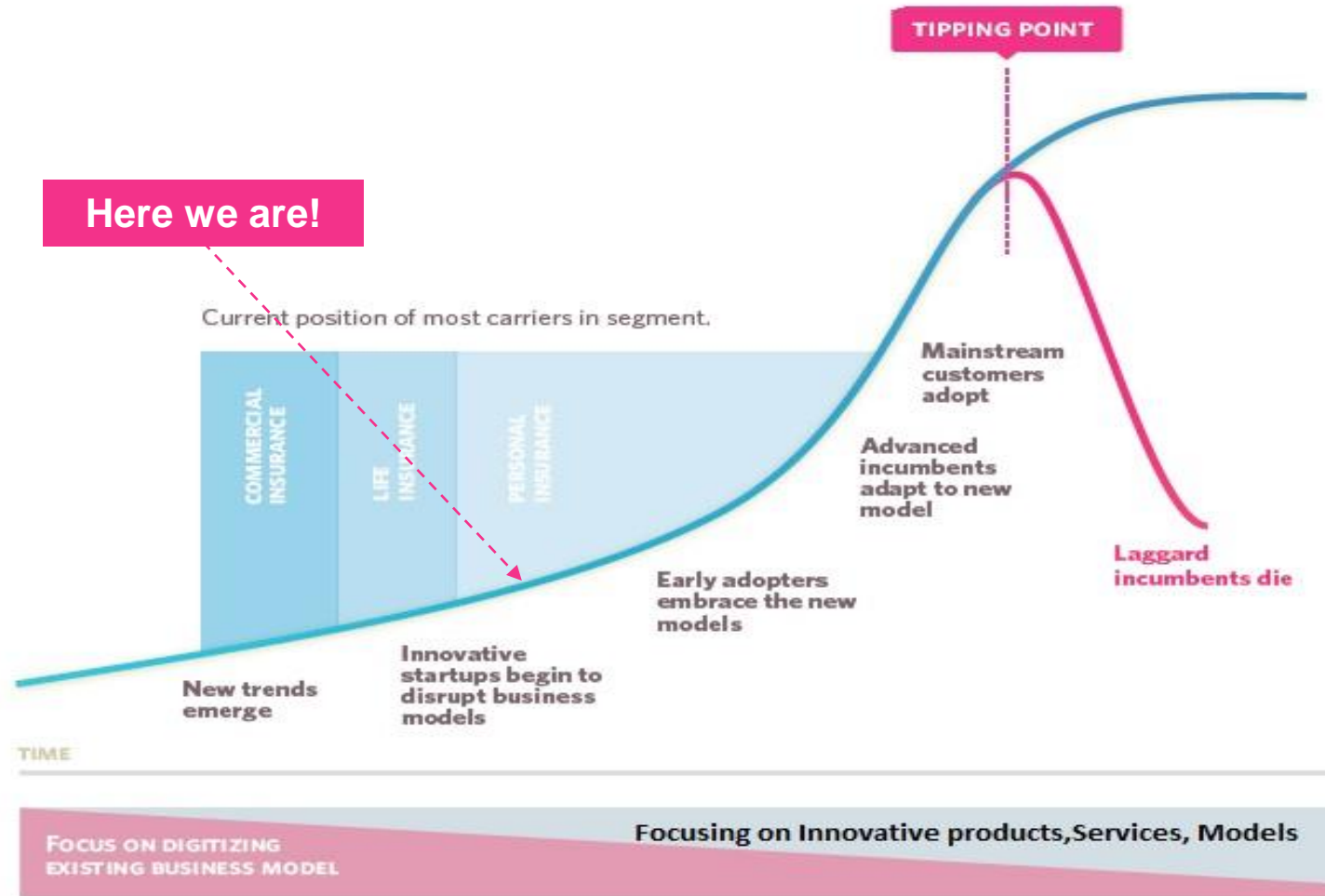
By Leo LIU & Jerry YU

JUN 08th

Nanjing NEXT Summit

保险业处于变革前夜

Insurance on the Eve of Transformation



source: Digital disruption in insurance: cutting through the noise - McKinsey

保险业区块链应用模式

Blockchain Applications in Insurance

保险产品和流程中运用区块链技术

Applying Blockchain Tech in Products & Processes

- 利用区块链的智能合约处理航班延误等指数型保险的自动理赔。在公司流程中分布式对账和溯源等
- Using Smart Contracts in managing claims triggering and payments in flight delay insurance, managing accounting ledgers, etc.

保险和再保险的区块链交易平台

Trading Platforms among insurers/reinsurers

- 由15家保险公司，再保险和经纪公司建立的B3i联盟链平台，在此平台上实现再保险的交易和对账
- B3i Platform, formed by 15 insurance giants, focusing on facilitating reinsurance transactions.

区块链上去中心化，人人参与的p2p平台

Decentralized P2P Insurance Platform

- 建立区块链上去中心化的互助保险平台
- e.g. Mutual Insurance Platforms for Homogeneous risks

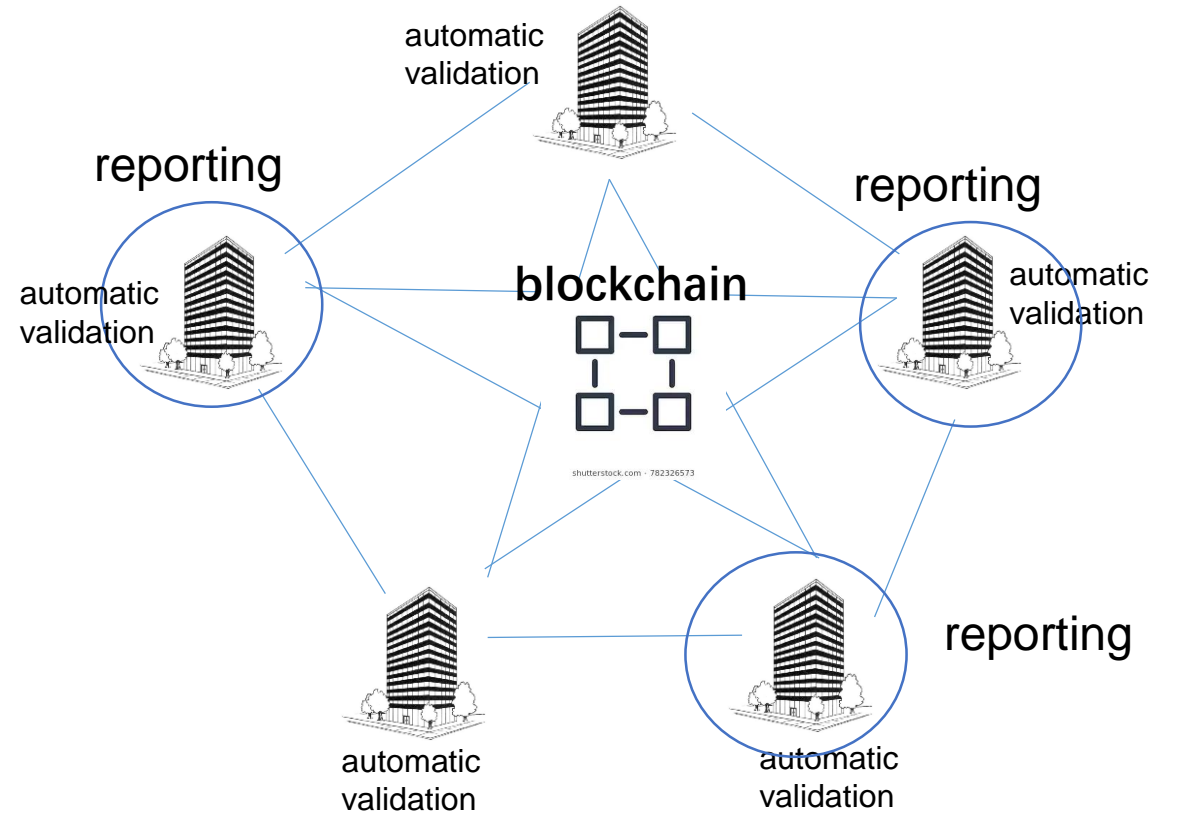
分布式账单提高信任和效率

Decentralized Ledger – improve Trust and Effectiveness

Traditional Ledger



Decentralized Ledger



现代保险商业保险

The Modern Commercial Insurance

定价 Pricing
核保 Underwriting
理赔 Claims



保险公司 Insurer

股权投资
Stock Investment



股东 Shareholders

出损用户获赔
Claimant gets reimbursed

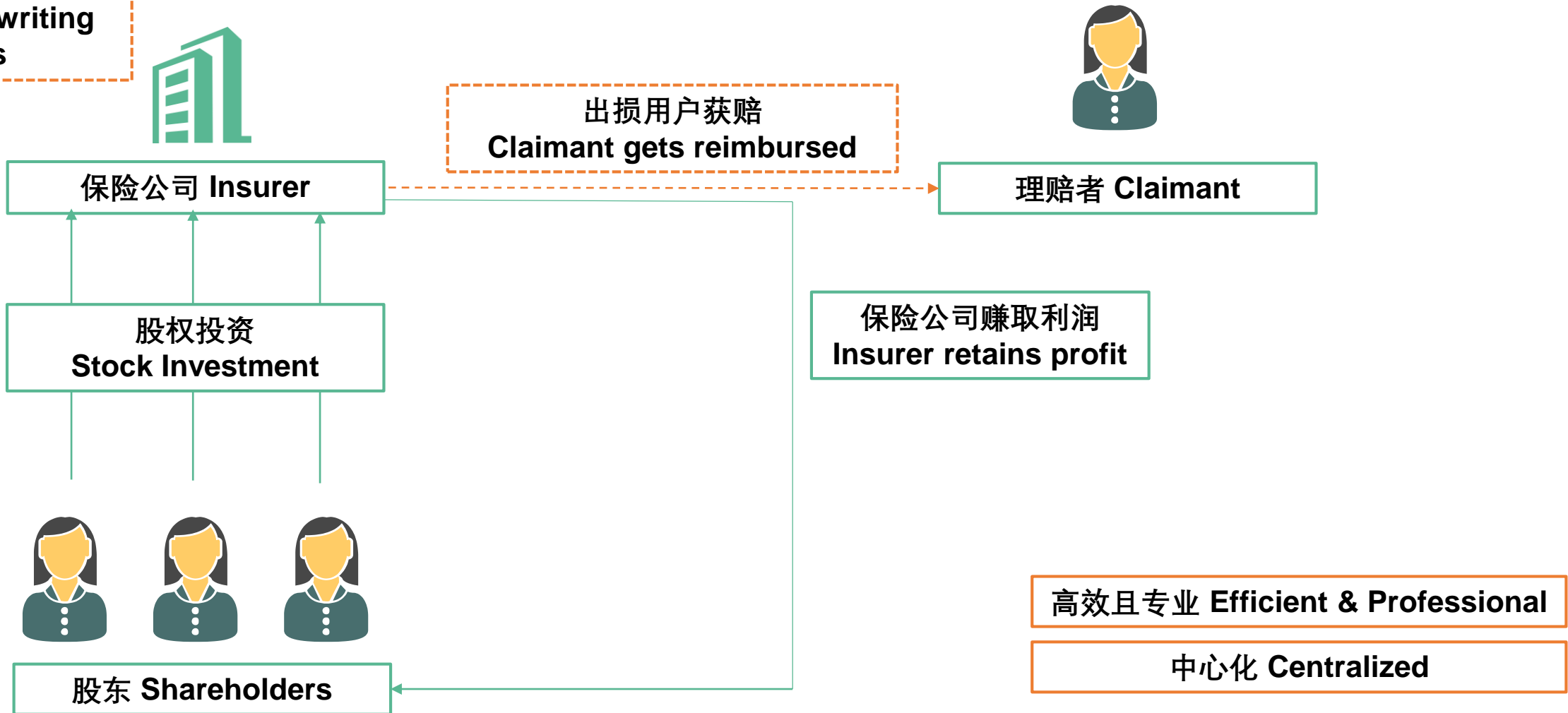


理赔者 Claimant

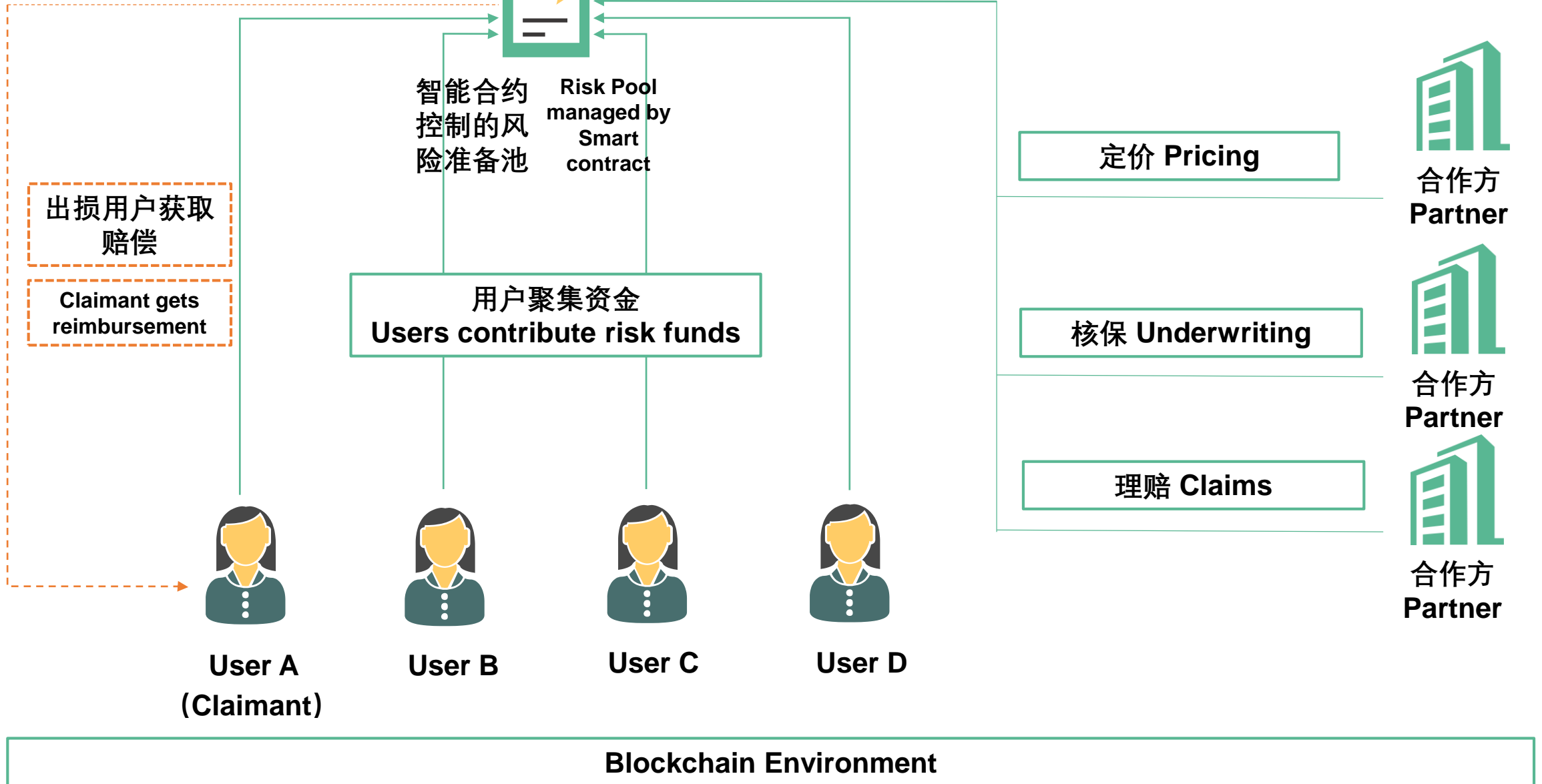
保险公司赚取利润
Insurer retains profit

高效且专业 Efficient & Professional

中心化 Centralized



去中心化的保险模式 Decentralized Insurance Model



区块链保险模式与传统保险模式

Blockchain Insurance vs Traditional Insurance Model

模式	传统保险模式	互联网保险模式	区块链保险模式
Models	Traditional Insurance	Online Insurance	Blockchain Insurance
渠道	传统渠道	互联网渠道，用AI和大数据优化	实现部分保险功能的区块链平台
Channels	Traditional Channels	Online Channels, empowered by AI and big data	Blockchain Platform which partially realize Insurance functions
运作	中心化的管理和操作	中心化的管理和操作	分布式账单和数据存储，智能合约自动执行
Operations	Centralized Management	Centralized Management	Decentralized ledger, transactions are automated
盈利模式	盈利以保费和理赔的差价	中间渠道成本下降（有争议），盈利模式不变	盈利以风险管理和平台服务费，及上下游业务利润
Profitability	Profited by the difference b/t premium & claims	Arguably reduced channel costs, profit model unchanged	Profited by service fees & up/downstream biz
资质	使用自身偿付能力，需要传统地域性保险牌照	使用自身偿付能力，需要专门互联网保险牌照	自身不承担保险风险，可尝试进入监管沙箱
Licenceing	Rely on solvency capabilities, licensed geographically	Rely on solvency capabilities, requires online insurer license	Not undertaking risk itself, supported by regulation sandbox
产品	车险，财产险，意外险，责任险，健康险等	以传统险种为主，辅以创新险种，比如退货险等	初期以指数型，短期，低限额，场景化产品为主
Products	Auto, Property, Accidental, Liability, Health Products	Traditional products plus innovative products, e.g. free return	Index triggered, short term, low limit, scene based products