



Go from digital laggard to insurance leader with innovative payment solutions.



The insurance industry may be poised for digital transformation – and the possibilities are endless. Learn how payments can go beyond checkout to help you reach new audiences, build efficient processes and stay ahead of your competition.



Boost Your Reach

PayPal Checkout

- ➔ Help reach younger demographics with PayPal Wallet, PayPal Pay Later and Venmo.
- ➔ Also offer traditional credit, debit and ACH.

Digital wallets

- ➔ Connect with 426+ million global active PayPal accounts, and offer Apple Pay, Google Pay and more.

New sales channels

- ➔ Build new partnerships to help expand your reach and scale across channels, devices and markets.



PayPal and Venmo are the two most-used payment providers in the US.¹



72% of surveyed consumers currently have a digital wallet account.²



Help Reduce Churn

Frictionless checkout

- ➔ Help drive conversion with frictionless experiences and fewer clicks to checkout.

Saved payments

- ➔ Securely store payment details so shoppers can check out quickly and seamlessly in the future.

Recurring payments

- ➔ Make premium payments easy for customers with automatic recurring payments.

30%

higher checkout conversion with PayPal than other checkout options.³

13%

increase in repeat purchases from the same merchant when using PayPal.⁴



Reveal New Efficiencies

Payouts

- ➔ Help reduce the high cost of checks and settle claims fast with instant digital payouts.

Fraud Protection

- ➔ Help mitigate fraud more efficiently with embedded authentication, security and compliance controls.

Authentication

- ➔ Help improve auth rates with account updater, tokenization and global FinTech rails that help keep data fresh and accurate.

629%

increase in payout volume for one merchant after PayPal integration.⁵



2% increase in approvals could translate into millions of dollars of previously unrealized revenue.⁶



Put the world of PayPal to work for you

Visit paypal.com/us/webapps/mpp/enterprise/insurance-business-payment-solutions

¹ Statista Global Consumer Survey, May 2020. It is being conducted as an interactive online survey; the target population are internet users in the US between 18 and 64 years of age.

² IDC. An IDC Thought Leadership White Paper, Commissioned by PayPal, June 2021. IDC partnered with PayPal to study how ecommerce-enabled enterprises in the US are adapting to today's digital economy and which business-level objectives are driving technology investments. n = 653 | Base = all respondents.

³ Nielsen, Commissioned by PayPal, Nielsen Media Behavioral Panel of USA with 75,311 SMB desktop purchase transactions from April 2020 to March 2021.

⁴ Nielsen, Commissioned by PayPal, July 2020 to September 2020 of 15,144 US consumers to understand and measure the impact that PayPal has for US-based LE merchants across different verticals.

⁵ When comparing Q2 and Q3 of 2020. Note: Results are based on internal PayPal data from 2020. Results may not be typical and may vary substantially by business.

⁶ A Mercator Advisory Group Research Brief, "Are You Maximizing Your Revenue Potential?" Sponsored by PayPal, December 2020.

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