

Foresight WAE Technology EIS Fund

Previsico



Company Key Facts	
Business Description	A market-leading flood forecasting and warning software platform that predicts flood impacts, including surface water flooding, and provides automated alerts to enable users to protect assets and minimise damage
Company Website	www.previsico.com
Headquarters	Loughborough
Industry	Insurtech
Fund Investment Date(s)	August 2021
Fund Investment Total	£0.6m
Current Investment Performance	●

Trading Update

- In the twelve months to 30 June 2023, Previsico generated over £1m revenues and surpassed £1m of annualised recurring revenues ("ARR"), an important milestone. The biggest contributor was a three-year contract with Zurich signed last year and renewed in June this year.
- The company has secured a contract with Liberty Insurance, and discussions are on-going with Aviva. Additionally, Previsico has onboarded several self-insured asset owners and environmental services companies as clients. With revenue to date in line with budget, the company is on track to meet its £2.8m sales target for 2023.
- With its upfront payment model Previsico should continue to improve its cash position as the business grows, however, additional capital is likely to be required to accelerate growth.

Recent Events

- The technical team is working on ways to streamline the user on-boarding process as this could be a bottleneck for Zurich as the number of new subscribers increases.
- Recruitment continues to be a challenge for both technical roles, where the company is competing with large software companies for development talent, and for sales roles, where knowledge of insurance and environmental services is difficult to source. Despite the challenges, four new hires joined the team during this quarter.

Current Focus and Outlook

- Previsico closed a c.£1.8m funding round led by 24 Haymarket in July. Following the round close, the board will welcome an additional independent board member appointed by 24 Haymarket.
- The company's core focus is to increase recurring revenues, diversify the client base towards asset owners and initiate business expansion into the US.

FWT Value-Add

- Foresight has made a few introductions to potential investors and partners and continues to support the company through its Investor Director on the board.