

México's first fully digital life and health insurance brokerage platform

About Mango Life

Mango Life is the first fully digital life and health insurance broker in México. They work with insurance providers to offer tailored and unique solutions with digitized processes to protect families against external financial shocks. With a simple UX, Mango Life offers an intuitive and guided in-app experience for users.

Why Mango Life

Only 10% of Méxicans have life insurance, and only 7% have private health insurance. As an industry, insurance remains misunderstood and complicated for users. Mango Life was built out of the urgency to change the insurtech landscape in the country and the rest of the continent. Mango Life offers life insurance, retirement insurance, education Insurance and insurance for hospitalization expenses.

They offer a simple, user-first approach, and have reduced the underwriting process time from 15 days to 5 minutes.



How it works

1 —————
Users access buying process on web and mobile app. Mango Life uses "Mangobot" to conversationally helps users choose the right protection

2 —————
Automated underwriting and digital KYC lead to a zero paperwork, 100% digital experience. Mango Life also provides assistance over the phone/ Whatsapp if a user needs it

3 —————
Customers can purchase a policy in under 5 minute. Mango Life offers a self-service portal to initiate claims or make changes to the policy

Who we are



Maik Schaefer

Co-Founder and CEO

A serial entrepreneur, Maik has over 12 years of experience in the insurance industry and also serves as a Board member of Mexican InsurTech Association



Francisco Reyes

Co-Founder, CTO and CMO

Formerly the founder of an e-commerce startup, Francisco also has several years of working in the insurance industry. He is certified in agile methodologies and inbound marketing

Key statistics + impact:

Traction

133

policies issued

95%

retention rate

Funding raised

USD \$545K

Market potential

\$13.5 Bn

Customer testimonial

"I'm an independent professional, so I know that is up to me to take care of my retirement, I know it's going to be more difficult for our generation so I acquired moderate insurance as something is better than nothing."

Ricardo Guzman, 30 years old

Key partners + investors

PLUGANDPLAY

aim

hey, banco

Startupbootcamp

Awards + recognition

Selected by **Plug&Play**
Mexico

elected by Startupbootcamp
program for **FinTech Scale**
Mexico

Selected by **Catalyst Fund**
accelerator