

## HHL Alumni are Beating up the Southeast Asian Insurance Market

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Team of rabbit finance: (from the left): Michael Steibl, Orramittra Chunhavat, and Thomas Maier. Photo credits: rabbit finance. ()

Three Master in Management graduates of HHL Leipzig Graduate School of Management in leading positions at Thailand's leading online insurance broker rabbit finance.

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Thailand's leading online insurance broker rabbit finance, welcomes a new management team to foster growth: Alongside Orramittra Chunhavat as Commercial Insurance Director there are three of HHL's Master of Science in Management graduates. Michael M. Steibl as Managing Director, André O. Prenzlöw as Technical and Product Director as well as Thomas Maier as Marketing and Project Management Director. The independent insurance and financial comparison portal has grown rapidly over the last four years driven by the strong demand of Thai consumers to compare prices online, both non-life and life insurances.

Michael Steibl and André Prenzlöw are both co-founders of rabbit finance. Thomas Maier and Orramittra Chunhavat, on the other hand, are new members of the management team. Steibl, Prenzlöw and Maier already got to know each other very well from attending the HHL Master class together.

HHL Leipzig Graduate School of Management as a hotbed for entrepreneurs

Not only the co-founders, but also Thomas Maier emphasizes how HHL and its network supported them not only to find the perfect business partners but also to learn how to deal with business challenges: "The training at HHL with just the right mix of theory and practice has prepared us well for starting our business. Furthermore, we owe a lot to the support from HHL's two Entrepreneurship professors Stubner and Velamuri as well as the school's great alumni network. No doubt, HHL Leipzig Graduate School of Management was and still is a professional hotbed for entrepreneurs."

Aside from a close cooperation between industry and science within the studies themselves, SpinLab – The HHL Accelerator is a supportive opportunity for startups to scale up their businesses by offering infrastructure, coaching and mentoring, as well as access to an international network of successful business founders, established market players and

leading investors.

Well established team: Michael Steibl and André Prenzlow

Michael Steibl has gained more than 7 years of experience in the insurance, e-commerce, and fintech industries. The former Operations Director of rabbit finance is now taking over the role of Managing Director. As a partner of Bangkok based Alpha Founders Capital, he already developed a deep understanding of leading and advising technology companies in South East Asia. During his time at Thailand's business school Sasin Graduate Institute of Business Administration (Chulalongkorn University) he established valuable contacts in Thailand's business world. In his new role, Michael will continue leading rabbit finance to sustainable growth, while guaranteeing the highest quality standards benefiting all clients, partners and shareholders.

His co-founder, André Prenzlow is also a serial entrepreneur from Germany, who already successfully exited a company in the B2B hardware and software solutions space. He is an expert in IT, software engineering and product design. Previously, André gained experience in the Thai market as a marketing executive at Thailand's leading e-commerce company. In his new Director position, he will continue leading the Software Engineering and Product division of rabbit finance. André said "A significant part of rabbit finance's success lies in its unparalleled self-learning algorithm that effectively matches the demands and risk profiles of customers with a wide range of products from many different insurance companies, which finally results in substantial savings for our clients."

Reinforcement for the management: Thomas Maier and Orramittra Chunhavat

New entry Thomas Maier is an experienced investment banking associate. He previously worked at Lazard, the world's leading financial advisory and asset management firm, where he advised clients on mergers, acquisitions, and corporate finance issues. In addition, he gained relevant experience working at other leading banking and consulting firms such as Credit Suisse, BNP Paribas, EY, and Deloitte. His interest in e-commerce businesses developed when he was advising Trivago, the global hotel search platform that became publicly traded on the NASDAQ exchange in 2016, on their strategy concept for mobile devices. In his new role, he commits to expand rabbit finance with outstanding marketing initiatives and deliver high quality services to all clients and stakeholders. Thomas said, "I am delighted to be able to contribute to the further development of rabbit finance as well as having the chance to work closely with Thailand's leading banks and insurers."

Orramittra Chunhavat has more than 11 years of experience in the insurance industry. Orramittra previously worked at Tesco General Insurance Broker, where she was the Head of Marketing, responsible for life and non-life insurances. She has also worked with many leading insurance companies in Thailand such as Muang Thai Life Assurance Company and New Hampshire Insurance Company AIG.

Fresh team for new challenges

Michael said "With this new high quality hires, rabbit finance is well equipped to grow exponentially and continue to be the leader of Thailand's online insurance brokers. Thomas is bringing in fresh energy and great experience to further improve our marketing team. Orramittra, on the other hand, has established strong relationships with Thailand's leading commercial insurers. I am convinced that she will be successful in developing our new B2B division. Both Orramittra and Thomas will be great assets to our company and complement our senior management team. André, who has been responsible for IT matters since the foundation of rabbit finance, already impressed me in many occasions and will continue being the backbone of our internet presence and comparison algorithm."

About rabbit finance

rabbit finance is the official brand of the licensed OIC brokerage Rabbit Insurance Broker Company Limited. Thailand's leading online insurance broker, a subsidiary of VGI Global Media PCL, holds both a non-life and life insurance license. The independent insurance and financial comparison portal has grown rapidly over the last four years driven by the strong demand of Thai consumer to compare prices online. The company run by Michael Steibl offers a wide range of financial products such as personal loans and credit cards as well as motor, life, health and travel insurance products. Under the corporate insurance division, the company also offers group health insurances, director liability insurances as

well as property and construction insurances.

About HHL Leipzig Graduate School of Management as a hotbed for entrepreneurs

With over 165 start-ups established by HHL alumni over the past 20 years, HHL Leipzig Graduate School of Management has developed into an incubator for company creation. The founders' entrepreneurial commitment has created more than 3,000 jobs already. In 2013, 2014 and 2017, HHL reached one out of the three first places awarded for the best entrepreneurial universities in Germany cited in the Start-Up Radar ranking published by Stifterverband für die Deutsche Wissenschaft (Founders' Association of German Science) and the German Federal Ministry for Economic Affairs and Energy (BWMi). According to the Financial Times, HHL ranks first in Germany and fifth globally for its entrepreneurship focus within the M.Sc. and EMBA programs.

Weitere Informationen:

- <http://finance.rabbit.co.th>
- <http://www.hhl.de/EntrepreneurialGraduateSchool>

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## Portrait

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