



Guidewire Sees Increased Adoption of Guidewire InsurancePlatform by Latin American Insurers

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Company grows team in region and extends alliance relationships to help better serve insurers

FOSTER CITY, Calif.--(BUSINESS WIRE)--Sep. 19, 2018-- Guidewire Software, Inc. (NYSE: GWRE), provider of the industry platform Property and Casualty (P&C) insurers rely upon, today announced that its customer base across Latin America, including the Caribbean, has increased over 133% over the past three years.*

Over the course of the last three years, Guidewire has added eight new customers (representing 29 product selections) in Latin America and now has 14 customers in nine countries across the region. Ten of these insurers are in production with at least one or more Guidewire InsurancePlatform™ products, and some of these customers include: Pacifico Seguros, San Cristobal Seguros Generales, Sancor Seguros, SulAmérica Seguros, Sura Colombia, Universal Group Inc., and Zurich Mexico.

Juan Mazzini, Senior Analyst, Celent said, "Guidewire has demonstrated strong adoption of its products and has achieved an admirable series of implementation successes across Latin America. They are definitely a company to watch in the region."

"We have a very strong complement of alliance partners, some in specific countries and others spanning the region, who work with us in helping serve insurers embarking on transformation journeys," said Lisa Walsh, Vice President of Consulting Partner Alliances, Guidewire.

Other Latin American-related highlights include:

- Signed first customers in Colombia and Curaçao. Seven of the eight new customers signed, purchased more than one Guidewire product.
- Also signed first Guidewire Predictive Analytics customer, Ennia.
- Increased focus on the region resulted in the addition of new PartnerConnect Consulting alliance partners, expanding the options available to insurers as they implement their InsurancePlatform projects. A sampling of regional consulting alliance members includes:
 - Accenture
 - Capgemini
 - Deloitte
 - EY
 - GFT Technologies SE
 - PwC
 - SBI Technology
- Local resource investment to better serve customers and meet increased demand.
 - Guidewire nearly tripled the number of employees and doubled its salesforce, most recently adding a sales executive for Brazil.
- Added a country specific accelerator, the Argentina Tax (ARTax) Accelerator, to the Guidewire Marketplace and is working on others to help insurers comply with local requirements. For insurers quoting a policy in Guidewire PolicyCenter™, the ARTax Accelerator provides classes, methods, and rating tools to easily implement the inclusion and calculation of various taxes that policies issued in Argentina are subjected to.

"We have seen an increased level of activity from Latin American insurers looking to modernize their systems to better serve their customers in a digital, data-driven world," said Larry Chlebeck, Group Vice President - Latin America, Guidewire. "We thank our customers for entrusting Guidewire with their strategic imperatives and are honored to help them meet their business needs in this time of accelerating industry change. Guidewire looks forward to exciting years ahead in the region."

About Guidewire Software

Guidewire delivers the industry platform that Property and Casualty (P&C) insurers rely upon to adapt and succeed in a time of accelerating change. We provide the software, services, and partner ecosystem to enable our customers to run, differentiate, and grow their business. We are privileged to serve more than 350 companies in 32 countries. For more information, please visit www.guidewire.com and follow us on twitter: [@Guidewire_PandC](https://twitter.com/Guidewire_PandC).

*for the period January 1, 2015 – July 20, 2018

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