



TOKIO MARINE

July 30, 2021
Tokio Marine Holdings, Inc.
SAP Japan Co., Ltd.

Tokio Marine Holdings and SAP Japan establish collaboration

Develop data-based solutions for small and medium-sized manufacturing enterprises

Tokio Marine Holdings, Inc. (President and Group CEO: Satoru Komiya, hereinafter referred to as "TMHD") and SAP Japan Co., Ltd. (President: Hiroshi Suzuki, hereinafter "SAP Japan") are collaborating to solve the management issues of small and medium-sized manufacturing enterprises and support their digital transformation (DX). By multiplying risk data owned by Tokio Marine Group with the company's business activity data obtained from the corporate system of SAP Japan, both companies aim to jointly develop new service solutions for small and medium-sized manufacturing enterprises.

1. Background

In the midst of major changes in the social environment, it is important to visualize management issues and respond to new risks in order for companies to continue to provide value to customers and society. Utilization of data and digital technologies is indispensable for visualizing and solving a wide range of issues, however, it is difficult especially for small and medium-sized manufacturing enterprises to invest capital in for IT systems and specialized human resources.

Considering the management issues and risks faced by small and medium-sized manufacturing enterprises, Tokio Marine Group has provided insurance products and risk consulting services exclusively designed for such enterprises. In addition, on July 1, 2021, Tokio Marine Group launched Tokio Marine dR Co., Ltd., which plays a central role in the Group's data strategy, and where new products and solutions are developed utilizing data to provide solutions to various risks faced by companies.

In addition, SAP Japan in order to respond more precisely to the needs of companies in 25 industries promotes "Industry Cloud" solutions, which are industry-specific "Solutions for Innovation" based on SAP® Business Technology Platform. At Industry Cloud, integrated solutions are being provided, which are ready to use by clients, and collaborating with clients and partners in every industry.

It has been decided to collaborate, and jointly develop new service solutions to solve the management issues of small and medium-sized manufacturing enterprises, by combining Tokio Marine Group's data related to risks acquired through insurance business and knowledge of risk data analysis related to corporate business activities, and SAP Japan's knowledge of business activity data obtained from corporate systems.

2. Main Initiatives of Collaboration

TMHD and SAP Japan will promote collaboration in the following three fields.

- (1) Development of products and services by popularizing ERP systems[※] and utilizing data

TMHD will promote SAP Japan's ERP system, which aggregates and visualizes data related to the businesses of small and medium-sized manufacturing enterprises, by utilizing the networks of both companies. In addition, by linking the business activity data of the company accumulated in the ERP system with accident data accumulated in Tokio Marine Group or evaluation algorithm related to insurance premiums calculation, Tokio Marine Group and SAP Japan jointly develop a solution that can instantly identify and evaluate the business risks of companies, and aim to provide data-linked insurance products and new risk management services.

※ ERP system is an abbreviation of Enterprise Resource Planning and is a core system for integrating and unifying operations such as accounting, personnel, production, distribution, and sales of a company.

- (2) Development of products and services related to supply chain risk

By linking the data accumulated in SAP Japan's supply chain management system (SAP® Ariba® Supplier Risk) with the accident data accumulated in Tokio Marine Group through its insurance business, Tokio Marine Group and SAP will jointly develop a solution that can instantly identify and evaluate the supply chain risk of companies and aim to provide data-linked insurance products and new risk management services.

- (3) Development of products and services related to IoT / smart factories.

By linking the data accumulated in SAP Japan's IoT / Smart factory-related system (SAP® Asset Strategy and Performance Management) with the accident data accumulated in Tokio Marine Group through its insurance business and evaluation algorithm related to insurance premiums calculation, aim to develop new insurance products and services that can lead to performance management and risk sign detection in the entire equipment and factory production execution process.