International Council of the Aeronautical Sciences

11-12 September 2023

Kyoto, Japan
Introduction

Today’s Presenter

Yoichi (Joe) Tamura
Head of “Center of Excellence
Japan Global Practice Group
JGPG: Global services organization that responds to various risks
of Japanese multi-national companies

WTW
Willis Japan Services K.K.
Hibiya Park Front 13F, 2-1-6 Uchisaiwai-cho,
Chiyoda-ku, Tokyo 100-0011, Japan
Direct: +81 3 4565 6180
Mobile: +81 90 4423 4362
Email: yoichi.tamura@wtwco.com

Emerging Technology Forum

Future Air Mobility
Barriers and Enablers

- Joined WTW in June 2020
- 40 years in the industry including 34 years with Tokio Marine & Nichido (TMNF). 15 years cumulatively in London, Houston & Atlanta
- Domestic and international commercial lines
- 2012-2017 - TMNF Aerospace Dept
Overview

We have 46,000 employees
Serving more than 140+ countries and markets

We work with

449 of the Fortune Global 500
89 of the U.S. Fortune 1000

and thousands of non-Fortune-listed companies

Revenue $8.9 billion (2022)
About WTW

2 Business Segments

Risk & Broking

Health, Wealth & Career
Global Marine and Aviation Experience

We’ve been putting clients first since 1828

Brokered insurance for the maiden voyage of the Titanic in 1912

Brokered insurance for the first satellite to the Moon in 1977
The convergence of technologies in the current generation have meant that innovation in a number of industries can be accelerated by the core technology building blocks of:

- AI/Machine learning
- Cloud
- Chip Design
- 5G
- Cloud
- Edge

What does this mean for Autonomy

- Acceleration of Testing
- Increased data
- Regulators Outpaced
3 Geographies

Headquarters:
- London
- Arlington - US

North America
Europe
International
How we support our clients

We design and deliver solutions that manage risk, optimise benefits, cultivate talent, and expand the power of capital to protect and strengthen institutions and individuals.
Highlights

WTW in Japan

- Since merging in 2016, 4 independent corporations in Japan, run as a single comprehensive entity under “One WTW” umbrella
- Single Japan Country Manager

Four organizations of WTW in Japan

- **Willis Japan Holdings K.K.**
  Holding company (general affairs, human resources, accounts, finance, compliance)

- **Willis Japan Services K.K.**
  Insurance agency, general risk management, benefits consulting, captives

- **Towers Watson K.K.**
  Global human resources solutions, data, and advisory services

- **Towers Watson Investment Services K.K.**
  Asset management services

- **One WTW**

- HQ - Chiyoda-ku, Tokyo
- 2 locations – Tokyo, Osaka
- Dedicated Account Lead Relationship Manager to service all lines of P&C business
- JGPG responding to global & local risks of multi-national Japanese companies
- Analytical and agile approach to solutions
- Accessible to all sectors of global expertise and lines of business
Future Air Mobility / Barriers & Enablers
Understanding and Mitigating the Evolving Risk

Breaking New Ground…

- Ambition
- R&D, experimentation
- New frontiers
- First movers

Integrating your risks…

1. Define your risk tolerance
2. Areas of risk: Strategic, Safety and Security, Operational, Financial, Transitional
3. Align risk decisions with financial imperatives by establishing appetite and capacity for risk
Future Air Mobility / Barriers & Enablers
Understanding and Mitigating the Evolving Risk

Properties of an industrial revolution...
- Innovating
- Influencing
- Enabling
- Challenging
- Analysis

The complex web of interrelated risks...
- Artificial Intelligence and machine learning
- Blockchain
- Robotics
- Automation
- Miniaturisation
- Digital printing
- Internet of things
- Biotechnology
- Mobile, sensors
- Companies as platforms, Deconstruction of work into activities, Talent on demand ‘Uberisation’
How do you *measure* risk?

Understand your Environment Challenges / Opportunities

- Critical geographies
- Infrastructure
- Dependencies / Supply Chain
- People
- B-2-B vulnerabilities

**Company Operations**

- Customised analytical solutions
- Optimised insurance design/purchasing
- Risk strategy supports corporate objectives
- Aligned insurance to risk exposures/budget/tolerances
- Support corporate governance/audit trail

**Financials**

- Quantity/improve understanding of cost of risk/variability
- Connect risk decisions to financial performance
- Improve certainty in financial planning
Future Air Mobility / Barriers & Enablers
Understanding and Mitigating the Evolving Risk

How do you manage risk?

- Diversify portfolio
- Host country business partnerships
- Understand political dynamics
- Crisis Management Protocols
- Legal frameworks

Risk Transfer/Insurance Solutions

- Transfer risks which can not be mitigated elsewhere

Captives

- Absorb risk management into your own insurance structure

Parametric Solutions

- Develop measurable key metrics risk index to manage risks
Future Air Mobility / Barriers & Enablers

How Corporate Risk and Insurance Broking can help

- Realise threat / opportunity
- Market-leading analytics
- Thought-leadership / shared learnings
- Consultancy
- Risk Strategy Review
- Insurance Market Capacity

Examples of Insurance Covers
- Political & Trade Credit
- Aviation & Space
- Property
- Mergers & Acquisitions
- Cyber
- D&O
- Crime
- Construction
- Reputation
- Natural Resources
- Product Recall
- Environmental

Decision support
Future Air Mobility / Barriers & Enablers

How Corporate Risk and Insurance Broking can help

Build the Intelligence

Understand the transitional risks

Transitional Risks: Largest challenge for the board

Know your dependencies

Insurance Broker

Insurance Cover

Business Protection
THANK YOU
QUESTIONS?
Japan

Tokyo
Hibiya Park Front 13F
2-1-6 Uchisaiwai-Cho
Chiyoda-ku
Tokyo 100-0011
Phone: +81 3 4565 6120

Osaka
2-2-2 Umeda
Hilton Plaza West Office Tower, 16F
Osaka-shi Kita Ward
Osaka 530-0001
Phone: +81 6 4796 5560

WTW offers insurance-related services through its appropriately licensed and authorised companies in each country in which WTW operates. For further authorisation and regulatory details about our WW legal entities, operating in your country please refer to our WTW website https://www.wtwco.com/en-GB/Notices/global-regulatory-disclosures. It is a regulatory requirement for us to consider our local licensing requirements.

The information given in this publication is believed to be an accurate at the date of publication shown at the top of this document. This information may have subsequently changed or have been superseded and should not be relied upon to be accurate or suitable after this date.

This publication offers a general overview of its subject matter. It does not necessarily address every aspect of its subject or every product available in the market and we disclaimer all liability to the fullest extent permitted by law. It is not intended to be, and should not be used to replace specific advice relating to individual situations and we do not offer, and this should not be seen as legal, accounting or tax advice. If you intend to take any action or make any decision on the basis of this content of this publication, you should first seek specific advice from an appropriate professional. Some of the information in this publication may be compiled from third party sources we consider to be reliable. However, we do not guarantee and are not responsible for the accuracy of such. The views expressed are not necessarily those of WTW.