

October 3, 2019

Sompo Holdings, Inc.

## **New Entry into the Parking Space Sharing Business**

~Investing in akippa to become an affiliate~

Sompo Holdings, Inc. (Group President and CEO: Kengo Sakurada; hereinafter "Sompo Holdings") has become an affiliate of akippa Inc., the largest provider of parking space sharing services (Representative Director, President, and CEO: Genki Kanaya; head office: Osaka City, Osaka Prefecture; hereinafter "akippa"). The result was achieved by acquiring approximately 33.4% of akippa's shares through transfers from existing shareholders and investments dated October 1.

Note: Parking space sharing services are about acting as an intermediary between parking space users and owners who have unused parking spaces.

### **1. The Background to and Purpose of Entering the Parking Space Business**

MaaS (Mobility as a Service) is an initiative that aims to improve convenience and efficiency by centrally integrating all means of transportation into a single transportation service. In recent years, the initiative has been garnering attention from a variety of fields going beyond the automobile industry, for example being raised as a theme for the first time at meetings on prospective investments.

Sompo Holdings sees the field of MaaS-related business as one that is going to grow in the future, and is entering it from multiple directions. Example areas include developing solutions demonstrating real automated driving services, car sharing between individuals, and services where people lease their own cars. We have been working to expand our business domain in these and other areas with a view toward transforming ourselves into "a theme park for the security, health, and wellbeing of customers."

As a way to drive new growth in MaaS-related business, Sompo Holdings has now decided to enter the parking space sharing business and further accelerate its initiatives.

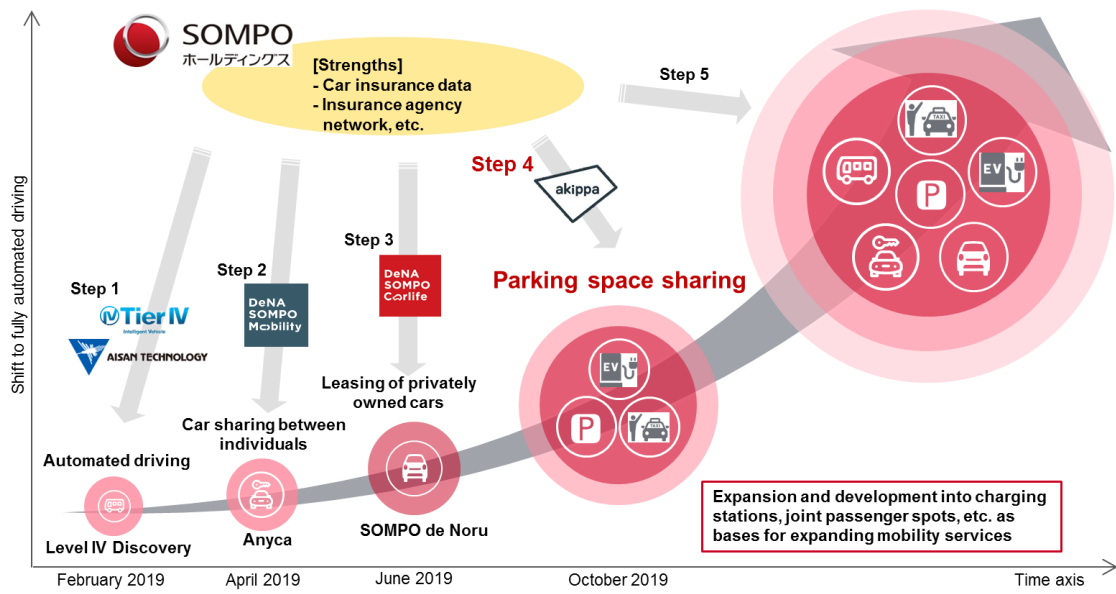
### **2. Overview of the Parking Space Sharing Business**

Sompo Holdings owns about 50,000 locations where a network of real insurance agencies provides peace of mind and safety. We also possess about 13 million sets of car insurance data. akippa has expertise in web platform services. By combining all these strengths and fusing the real and the digital, we aim to expand akippa's shared parking spaces and their membership.

Specifically, we propose that if customers have unused spaces because they have given up their cars, they register them as shared parking spaces via an insurance agency belonging to Sompo Japan Nipponkoa Inc. (President: Keiji Nishizawa; hereinafter "Sompo Japan Nipponkoa").

The insurance agencies will receive a commission, so it will connect them with a source of revenue beyond insurance.

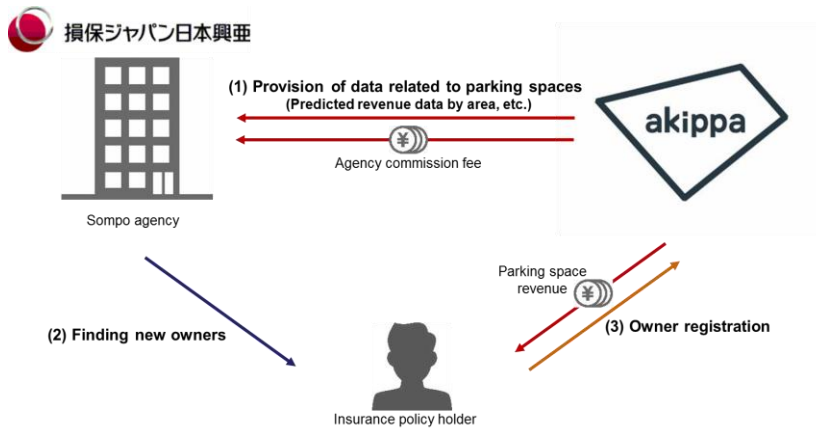
[Overall Perspective on Entering MaaS-Related Areas of Business]



3. Future Initiatives

(1) A picture of business expansion

The parking space sharing industry is expected to grow into a market\* worth about 60 billion to 100 billion yen by FY2030. The current number of akippa members stands at about 1.5 million, and the number of parking lots nationwide is about 30,000. However, by also leveraging the effects of the strategic business alliance with Sompo Holdings, the plan is to expand the number of members to 10 million and the number of parking lots to 200,000 by 2022, three years from now.



\* Sompo Holdings has conducted its own calculations of the potential growth of the parking space sharing market based on data from various surveys.

(2) Reviewing the possibility of providing specialized insurance for parking space sharing

With the aim of using insurance to dispel the concerns of both parking space owners and users, we are reviewing the possibility of providing specialized insurance that addresses the risks related to automobiles in parking spaces.

(3) A partnership between the "Anyca" service for car sharing between individuals and the "SOMPO de Noru" service for leasing of privately owned cars

Leveraging akippa's cheap parking spaces as handover bases for car sharing between individuals will make the service more convenient to use, and therefore, more widely used.

The partnership will also address customers who want to buy a car but need a parking space, or want to buy a bigger car but need a bigger parking space. This will lead to an increase in sales related to leasing of privately owned cars.

**[References]**

**Overview of akippa**

|                                       |  |
|---------------------------------------|--|
| Company name                          | akippa Inc.  |
| Head office address                   | 9th floor, AXIS Hommachi Building, Nishihommachi 1-2-1, Nishi Ward, Osaka City, Osaka Prefecture 550-0005  |
| Established                           | February 2009 (Parking space sharing business began in 2014)   |
| Representative                        | Representative Director, President, and CEO: Genki Kanaya  |
| Capital                               | 2 billion yen (Including statutory reserves) (As of October 1, 2019)   |
| Description of main areas of business | Operating the "akippa" parking space reservation app   |
| Service overview                      | Compared to conventional pay-by-the-hour parking lots, akippa's parking space sharing services let users to do things like book a space beforehand and pay in advance by credit card, so they can be cheaper to use. Also, there is no need for parking space owners to make any initial investment. It is even possible to lend out an unused space for just one car. |

[Image of the service]

