



Press release

Paris, May 22, 2018

AXA and Rolls-Royce to jointly develop risk management products for autonomous shipping

AXA Corporate Solutions and Rolls-Royce have signed a Letter of Intent (LOI) to explore ways in which they can combine their respective products, to bring a new offering to the marine market, utilising Rolls-Royce Ship Intelligence systems and equipment and AXA's risk analytics capabilities to support current sailing and future vessels.

Rolls-Royce Ship Intelligence products, including the recently launched Intelligent Awareness product, use a wide array of sensors on-board, streaming data, allowing AXA Corporate Solutions to deliver a new level of service to marine vessels.

Karno Tenovuo, Rolls-Royce, SVP Ship Intelligence said: "Many of our products are designed to improve performance and safety on-board. By working with AXA and their knowledge of risk we hope to further improve our customer's operations. Insurers are a key part of our vision of the future and we are excited to have AXA, an equally innovative company joins us on the journey."

Etienne Champion, CEO Asia-Pacific AXA Corporate Solutions said: "This is a continuation of AXA's commitment to support our customers in their operations through the use of new technologies and products. This cooperation will ensure our services are ready for the next generation of shipping and will accelerate our transformation from Payer to Partner."

Mathieu Daubin, Marine Chief Underwriting Officer, AXA Corporate Solutions said: "This cooperation reflects AXA's continued strong focus on our Marine Specialty line of business and supports our Payer-to-Partner strategy, in line with Ambition 2020. Combining AXA's Marine Underwriting expertise and Rolls-Royce Ship Intelligence will enable both companies to deliver higher customer value through continuous innovation."

Rolls-Royce Ship Intelligence currently offers Intelligent Awareness, Energy and Health Management products, which utilise data and analytics to support maritime operations and provide a new level of insight.





This data may also be used with AXA to manage risks currently covered by their Hull and Machinery insurance, as well as new types of products and services to support customers in volatile and difficult shipping markets. AXA is currently working on insuring autonomous cars and this knowledge will play a key part in establishing standards for insuring autonomous ships.

In the longer term, Rolls-Royce and AXA will look at the changing risk profiles of maritime operations driven by increasing levels of remote control and automation, as well as new maritime business models enabled by unmanned ships.

About AXA Corporate Solutions

AXA Corporate Solutions delivers superior client solutions with its 1,500 employees and a network spanning up to 150 countries. It is the AXA Group company dedicated to providing risk management and insurance solutions to large cap corporate companies. More information on the company and its financial performance is available at www.axa-corporatesolutions.com. Follow us on Twitter at www.twitter.com/AXA_CS.

About Rolls-Royce Holdings plc

1. Rolls-Royce pioneers cutting-edge technologies that deliver the cleanest, safest and most competitive solutions to meet our planet's vital power needs.
2. Rolls-Royce has customers in more than 150 countries, comprising more than 400 airlines and leasing customers, 160 armed forces, 4,000 marine customers including 70 navies, and more than 5,000 power and nuclear customers.
3. Annual underlying revenue was £13.8 billion in 2016, around half of which came from the provision of aftermarket services. The firm and announced order book stood at £82.7 billion at the end of June 2017.
4. In 2016, Rolls-Royce invested £1.3 billion on research and development. We also support a global network of 31 University Technology Centres, which position Rolls-Royce engineers at the forefront of scientific research.
5. Rolls-Royce employs almost 50,000 people in 50 countries. More than 16,500 of these are engineers.
6. The Group has a strong commitment to apprentice and graduate recruitment and to further developing employee skills. In 2016 we recruited 274 graduates and 327 apprentices through our worldwide training programmes.

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