

Live Demonstration

SAP BusinessObjects Disclosure Management
for Solvency 2 ORSA and Pillar 3



Abu Dhabi, 21.03.2012

Experts in Business Intelligence and Enterprise Performance Management



cundus
Germany
(Duisburg, Frankfurt, Munich)



cundus
UK
(London)



cundus
USA
(Washington D.C.)



cundus
Canada
(Toronto)



cundus
Switzerland
(Basel, Zürich)

Company Information

Founded in:	2000
Headquarters:	Duisburg, Germany
Employees:	210
Executive Board:	Peter Neisius, Gotthard Tischner, Babara Lix
Chairman :	Dr. Peter Chamoni

Locations

cundus Germany
Duisburg, Frankfurt, Munich

cundus UK
London

cundus USA
Washington D.C.

cundus Canada
Toronto

cundus Switzerland
Basel, Zürich



Agenda

1

Challenge

Internal and external challenges for insurance undertakings

2

SAP BusinessObjects Disclosure Management

Reporting according to qualitative and quantitative Solvency 2 requirements

3

Live Demo

ORSA, RTS, SFCR, QRTs, XBRL

Challenges for insurance providers

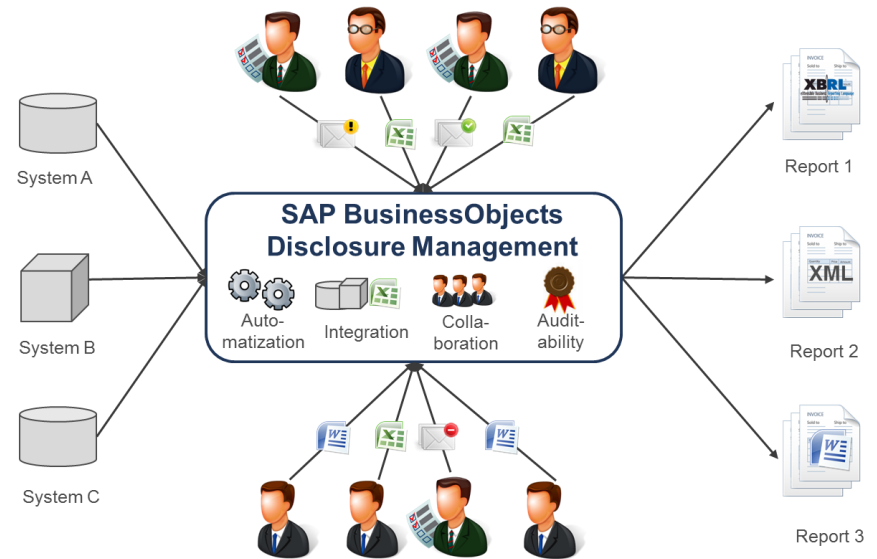
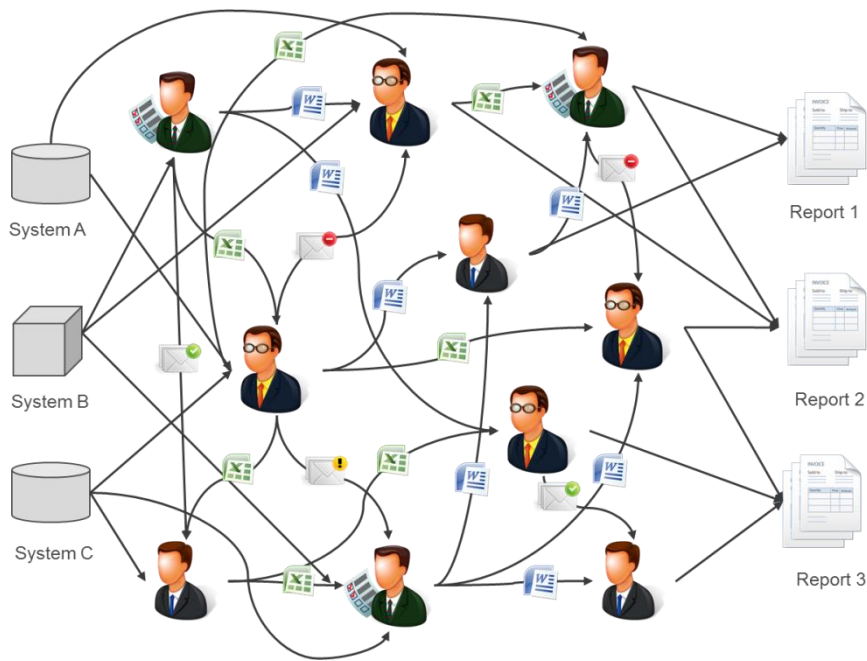
- Increased **frequency of changes** in accounting standards and regulations (IFRSs, Solvency 2, e-Bilanz, GRI, etc.)
- Increased **volume and formats** of required disclosures (Excel, XBRL, Word, PDF, etc.)
- **Complexity** of data and the need to insure data **consistency**
- The new Solvency II reporting requirements (Pillar 2 and 3) are more complex and extensive:
 - Quantitative Information (QRT, ca. 60) with high delegation level (open-ended)
 - Qualitative Information for SFRC, RSR/RTS, ORSA

The Challenge (internal)

- There is great **time pressure** involved in creating financial, business and sustainability reports
- Texts may already be completed, but **transactions are still being posted**
 - Changes to figures are constantly having to be reintegrated from different data sources
 - Texts have to be adapted because data has changed
- **Several people or departments** are involved within the framework of a workflow
 - The workflow must be transparent and audit-proof
 - A continuous overview of the status is necessary in order for completion to be on time
- The entire process has to be **audit compliant**



Reporting with and without Disclosure Management



The Business Pain of Nowadays

- Error-Prone Process with manual editing of different versions on different places
- Lack of Overview over the steps in editing and the status of the version
- Different formats are sent and need to be integrated in one final format
- Responsibilities within the process are not clearly defined

How future can look like

- Autom. Update out of different sources via mouse click
- Flexible Workflow and transparent Status monitor
- Auditable Editing and tracing of changes
- Direct Integration of data and comprehensive Management of Administration rights

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Acceleration, Cost Saving and Quality Increase in Data Collection and Reporting Process

Corporate Reporting



XBRL
Extensible Business Reporting Language



<HTML>

**SAP BusinessObjects
Disclosure Management**



External / Stakeholder Reporting

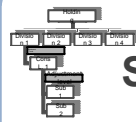
Management / Business Reporting

Corporate Data Integration

Enterprise
Data
Warehouse



Group
Consolidation
System



**SAP BusinessObjects
Notes Management**

- ⇒ IFRS- / Local GAAP-Notes
- ⇒ Business Reporting Data
- ⇒ Sustainability Reporting Data

Company-wide,
form-based data collection

Other
Data Sources



Enterprise
Resource Planning (ERP),
DB-Systems
(SQL, Oracle, etc.),
and XML-/XLS-Files

LE1

LE2

LE3

LE4

Subsidiaries

LE5

LE6

LE7

LE8

SAP BusinessObjects Disclosure Management Architecture

Data Sources

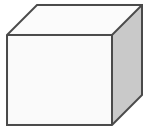
ERP software



controlling files

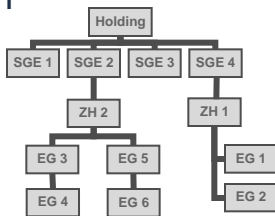


SAP BPC



Consolidation

SAP
Oracle /
Hyperion
IBM / Cognos
IDL
SAP
BusinessObjects
Notes
Management
etc.



SAP BusinessObjects Disclosure Management



Workflow



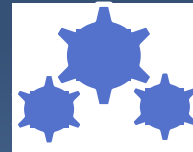
Data Cache



Document Mgmt



Output Processor



Word Processor



Output

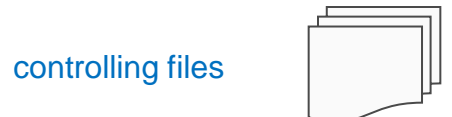


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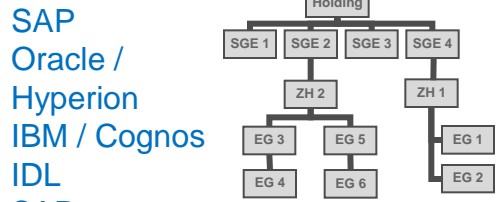


SAP BusinessObjects Disclosure Management Documents Based on Chapters with Text and Fact Tables

Data Sources

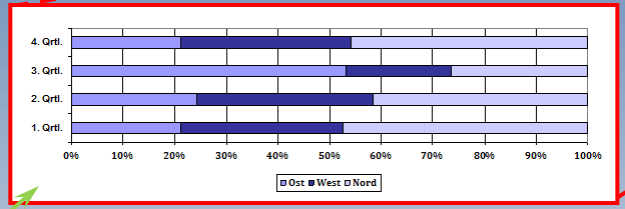


Consolidation



SAP BusinessObjects Disclosure Management

Data Cache



	2010	2009
Absatz (Automobile)	5766	5593
im Inland	2343	2273
im Ausland	3423	3320
Produktion (Automobile)	7599	7371
im Inland	3244	3147
im Ausland	4355	4224
Belegschaft (im Jahresdurchschnitt)	1466	1422
im Inland	788	764
im Ausland	678	658

...extremely pleasing result. We would like to point out positively that the costs were reduced more than **5%**, although the production increased by about **8%** during the same period compared to last year. Furthermore, it is to ...

1

Heading 1

Text of paragraph, unde ornem dea natus error et volutpat accumsan, dignemque hendrerit, totam rem aperiam neque ipsa, quae ab illo nemore verterat et quae profectus hincet videri dicitur, explicare, nempe enim ipsam volutpat, quam volutpat in, reperiatur vel non et fugit, sed qui connumerat omnia, dicitur dea, qui dicitur nonnulli esse, hincet, neque enim perit quibusdam est, qui dicitur ipsa, qui dicitur et, unde, connumerat, aliquo veli, sed qua non mancipio esse, modis tempore hendrerit, et labora...

2

Heading 2

Text of paragraph, unde ornem dea natus error et volutpat accumsan, dignemque hendrerit, totam rem aperiam neque ipsa, quae ab illo nemore verterat et quae profectus hincet videri dicitur, explicare, nempe enim ipsam volutpat, quam volutpat in, reperiatur vel non et fugit, sed qui connumerat omnia, dicitur dea, qui dicitur nonnulli esse, hincet, neque enim perit quibusdam est, qui dicitur ipsa, qui dicitur et, unde, connumerat, aliquo veli, sed qua non mancipio esse, modis tempore hendrerit, et labora...

	2009	2010	2011
Absatz (Automobile)	5593	5766	5920
im Inland	2273	2343	2380
im Ausland	3320	3423	3540
Produktion (Automobile)	7371	7599	7800
im Inland	3147	3244	3300
im Ausland	4224	4355	4500
Belegschaft (im Jahresdurchschnitt)	1422	1466	1500
im Inland	764	788	800
im Ausland	658	678	700

3

Heading 3

Text of paragraph, unde ornem dea natus error et volutpat accumsan, dignemque hendrerit, totam rem aperiam neque ipsa, quae ab illo nemore verterat et quae profectus hincet videri dicitur, explicare, nempe enim ipsam volutpat, quam volutpat in, reperiatur vel non et fugit, sed qui connumerat omnia, dicitur dea, qui dicitur nonnulli esse, hincet, neque enim perit quibusdam est, qui dicitur ipsa, qui dicitur et, unde, connumerat, aliquo veli, sed qua non mancipio esse, modis tempore hendrerit, et labora...

Sustainability Report
Infotank (C) Copyright (2015) All Rights Reserved

SAP BusinessObjects Disclosure Management Managing Financial Documents and Chapters

The screenshot displays the SAP BusinessObjects Disclosure Management interface. On the left, a navigation tree shows the structure of the financial statements, including sections like 'Consolidated Financial Statements' and 'Notes'. The main area on the right shows a preview of a report with three numbered sections:

1 **Heading 1**
Duis aute vel cum litora dolor hendrerit in vulputate velit esse mollis consectetur, vel illum dolore eu feugiat nulla facilisis at vero eros et accumsan et iusto odio dignissim qui blandit praesent luptatum zzril delenit augue duis dolore et feugiat nulla facilisis.

2 **Heading 2**
Duis aute vel cum litora dolor hendrerit in vulputate velit esse mollis consectetur, vel illum dolore eu feugiat nulla facilisis at vero eros et accumsan et iusto odio dignissim qui blandit praesent luptatum zzril delenit augue duis dolore et feugiat nulla facilisis.

3 **Heading 3**
Duis aute vel cum litora dolor hendrerit in vulputate velit esse mollis consectetur, vel illum dolore eu feugiat nulla facilisis at vero eros et accumsan et iusto odio dignissim qui blandit praesent luptatum zzril delenit augue duis dolore et feugiat nulla facilisis.

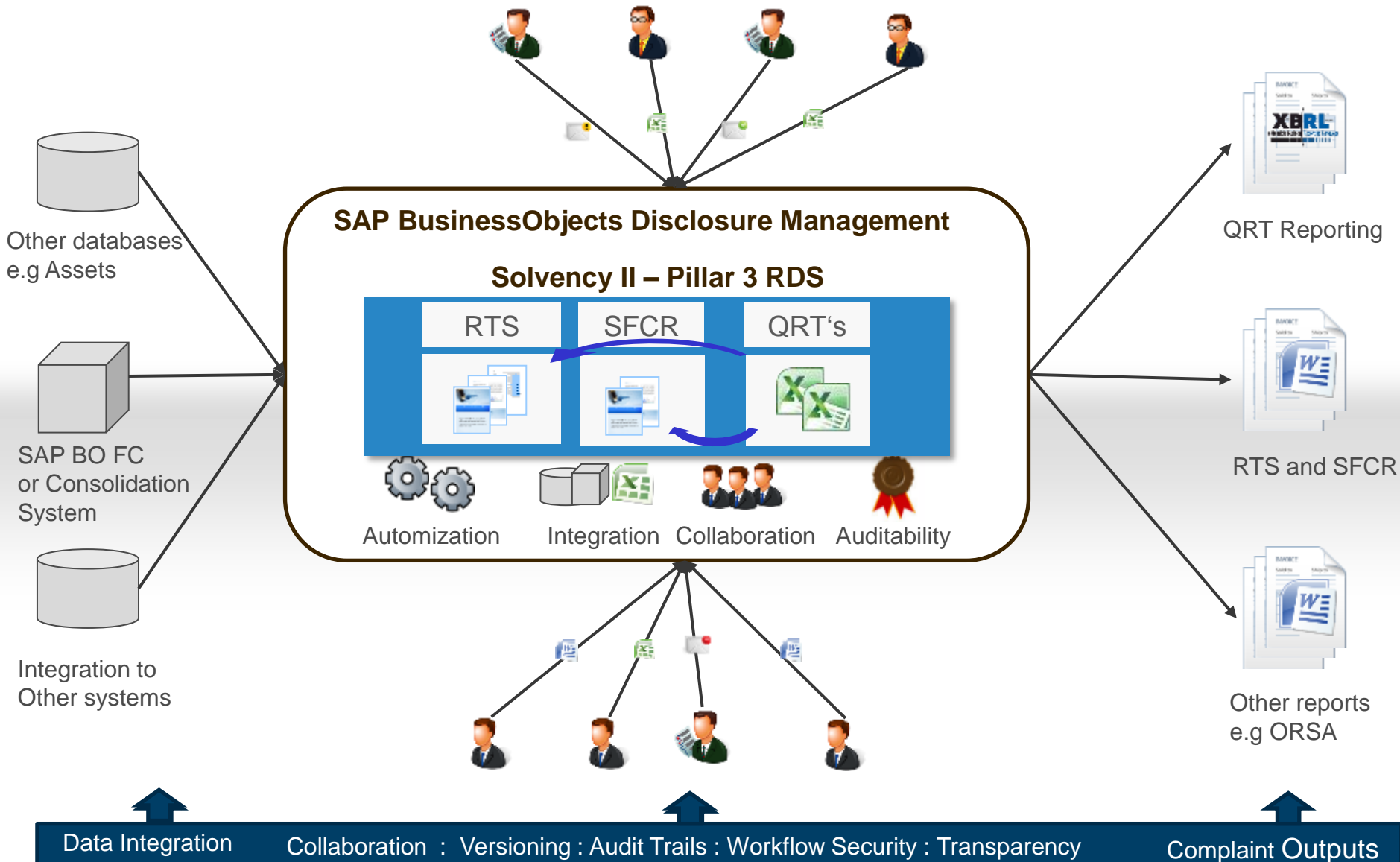
The report also includes a bar chart, a table, and a pie chart. The table shows data for three years (2012, 2013, 2014) across various categories.

	2012	2013	2014
Alles (Automobile)	3762	3762	3762
Inland	244	279	265
Exland	3518	3483	3497
Produktion (Automobile)	3599	3731	3739
Inland	244	227	227
Exland	3355	3504	3512
Belieferung (Einbauteile/Handwerk)	482	424	407
Inland	308	264	261
Exland	174	160	146

- A complete statement document is partitioned in its chapters,
- Every chapter is even a single document and is edited independently
- Chapters can be linked to each other and into other documents
- Within every chapter document the figures and charts are linked to the “data cache” of the Disclosure Management

SAP BO Disclosure Management

Solvency II Rapid Deployment Solution



Business Value of SAP BusinessObjects Disclosure Management

- Time and cost savings
- Direct access to the data sources ensures consistent data
- Traceability of results and auditing acceptability
- Control of process and overview of status
- High user friendliness and user acceptance
- Direct integration of ERP systems, consolidation system data sources and systems
- Short times for implementation and rollout
- Use of proven cundus technology

Balance Sheet

	Period	Actual
Assets	2009-09-30	1.121.000.000
Liabilities	2009-09-30	1.121.000.000

Sales Volume

The sales in September could be increased by 247.026, % to 436 EUR.

Goal of management, under strict risk control, under the supervision of the Board of Directors, to ensure that the sales volume in September 2009 is at least 436 EUR.

Actual sales in September 2009: 1.121.000,00 EUR

Target sales in September 2009: 1.121.000,00 EUR

Deviation: 0,00 EUR

Management Report Denmark - SEP 2009
inMotive AG

One of the key events of the 2009 financial year was the financing agreement of the Group. The new 100-million-€ loan is a strong and flexible financial instrument with comprehensive options. Thanks to the new loan, interest rates and credit conditions are improved. We are focused on successful business with clearly defined strategies and good prospects for the future.

Our overall business development was already very positive in 2009; our operating result (EBIT) of 1.637,7 million exceeded the target we had set for the year of at least 1.615 million.

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cundus Business Content SAP Disclosure Management

- **End-to-end solution** for financial institutions fulfilling new regulatory requirements with SAP BusinessObjects Disclosure Management
- Comprehensive (in full) **business content for ITSs** (Solvency 2 Pillar 3)
- All templates prepared for **customising** (frequencies, content packages – solo / group)
- All templates **pre-tagged** for official EIOPA XBRL taxonomies
- All templates and tagging compliant with the official **EIOPA Data Point Model definition**
- All official EIOPA **validation rules** included (in Excel and in XBRL formula when available)
- **Interface definition** for seamless, quick and easy data connection and project acceleration
- **Multiple-language** support
- **Multi-filing** support through XBRL Factory of SAP BusinessObjects Disclosure Management
- **Maintenance** packages and support offering
- **Consistency factor** with qualitative reporting (IFRS, Risk Report)



Duisburg • Frankfurt • München • Zürich • Basel • London • Washington D. C. • Toronto

Head Office

cundus AG
Schifferstraße 190
47059 Duisburg

info@cundus.de
www.cundus.de
Telefon: +49 203 3175-00

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