Munich Re - Green Tech Solutions
Growing profitable business while tackling climate change

Established Renewables
- Solar Energy
- Wind Energy
- Hydro
- Inverter

Smart Energy
- Electrical Energy Storage
- E-Mobility
- Energy Efficiency
- LED Asset/Installation Performance
- Air Conditioning/Heating
- Sustainability Improvements

Circular Economy
- Bio Energy/Waste to Energy
- Fuel Cells
- Decontamination
- Water Treatment
- Efficient Resource Extraction

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Munich Re GTS’ Value Proposition
Increasing profits and enabling business

- Overall savings due to better financing terms & lower cost of capital
- Risk assessment assures product quality and investment security
- Reserving and freeing-up capital for growth relevant business activities becomes predictable
- Adding the financial credibility to win customer trust & market share

Innovative risk solutions ...

- Higher attractiveness to investors
- Decreased financing cost
- Flexible allocation of capital
- Increased revenue

... to grow your business and drive success

- Higher attractiveness to investors
- Decreased financing cost
- Flexible allocation of capital
- Increased revenue

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Add-on: insolvency protection

Cover Description

- Long-term performance cover for Battery Cells & Packs / Stationary ESS / E-Mobility Applications

Achievements

- Indemnification of excessive claims
- One-time premium based on insured year's revenue
- Non-cancellable for insurer
- Increased predictability for financial reserving
- Boost of growth-relevant cash reserves for R&D / marketing
- Balance Sheet protection

Value Proposition

- Long-term security for manufacturer during multi-year liability period
- Add-on: insolvency protection
Munich Re Green Tech Solutions
Warranty Parties involved and their relationship

- Component Supplier
- Supplier Warranty
- System Provider (Insured)
- System Warranty
- System Owner (potential beneficiary)
- Insurer (MunichRe)

Insured in case of System Provider’s insolvency
Required steps to finalize a tailor-made insurance solution

1. Initial Risk Assessment/Review (e.g., Product Sheets, Test Results, Certificated, Warranty)
2. Case Study with insurance structure (Project Underwriting Agreement)
3. Site Visit & Additional Requirements (e.g., BMS - check by Third Party, Additional Certificates/Tests)
4. Non-Binding Indication (Premium Rate)
5. Contract Wording Alignment
6. In-house technical experts
7. Underwriting in Munich and in local branches
8. Contract signing

Detailed Pricing Model and Scenario Analysis

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