



# Insurance to enhance Bankability

## Risk Transfer Solutions for Solar PV and Energy Storage

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# Green Tech Solutions within Munich Re

The world's largest reinsurer's financial strength at your side

## Munich Re (Group)

- World's largest reinsurer by premium volume
- Founded in 1880
- Group Result 2017: € 392 mln (2016: € 2.3 bln)
- Approx. 43,000 employees
- Assets under Management: > € 250 bln  
(also investing in Renewable Energy projects)

## Rating

|          |                   |
|----------|-------------------|
| A.M Best | A+ (Superior)     |
| Fitch    | AA (Very Strong)  |
| Moody's  | Aa3 (Excellent)   |
| S&P      | AA- (Very Strong) |

## Green Tech Solutions

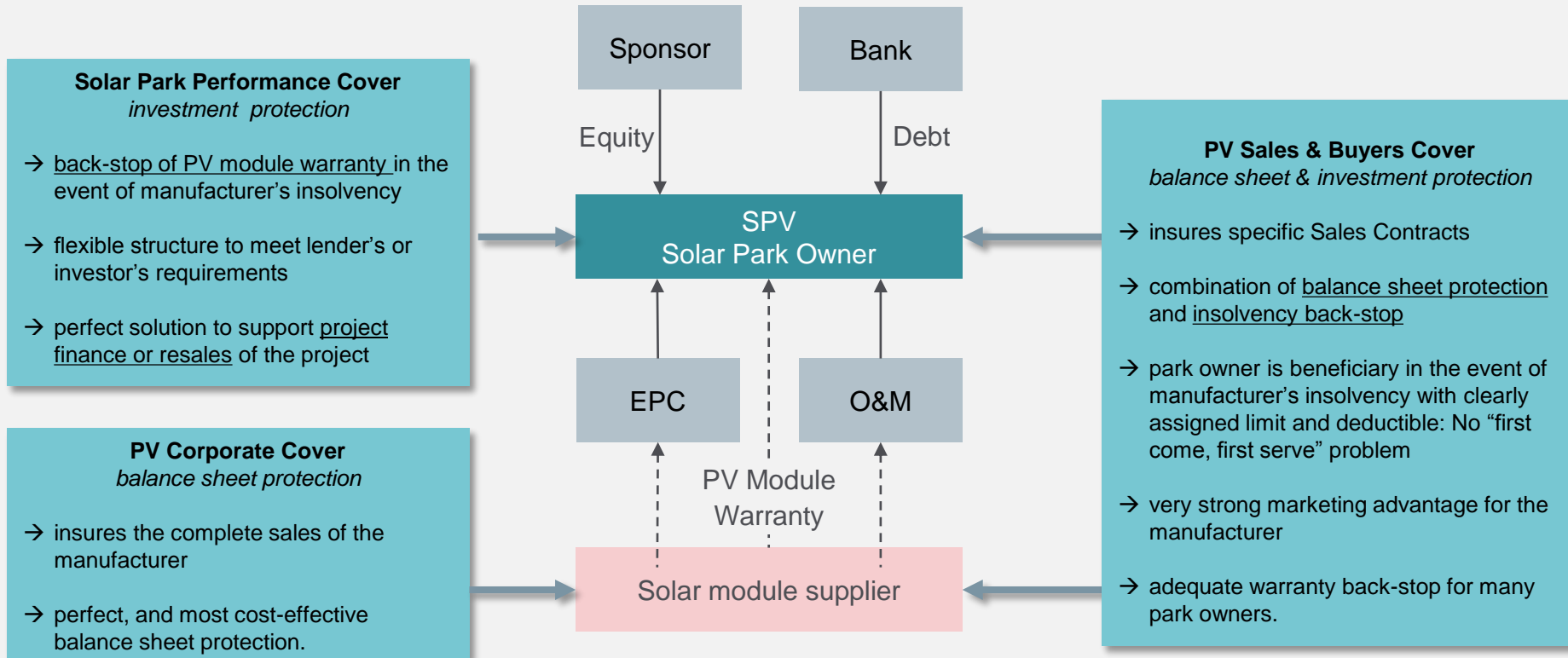
- **Pooling expert resources** and know-how in the field of **renewable energies and energy efficiency**
- **Risk transfer solutions**, covering the performance of new, disruptive, and unproven technologies, are developed and deliver **technical endorsement, bankability and business enabling results** to all project stakeholders



Image: Marcus Buck

# Summary of PV Module Warranty Insurance

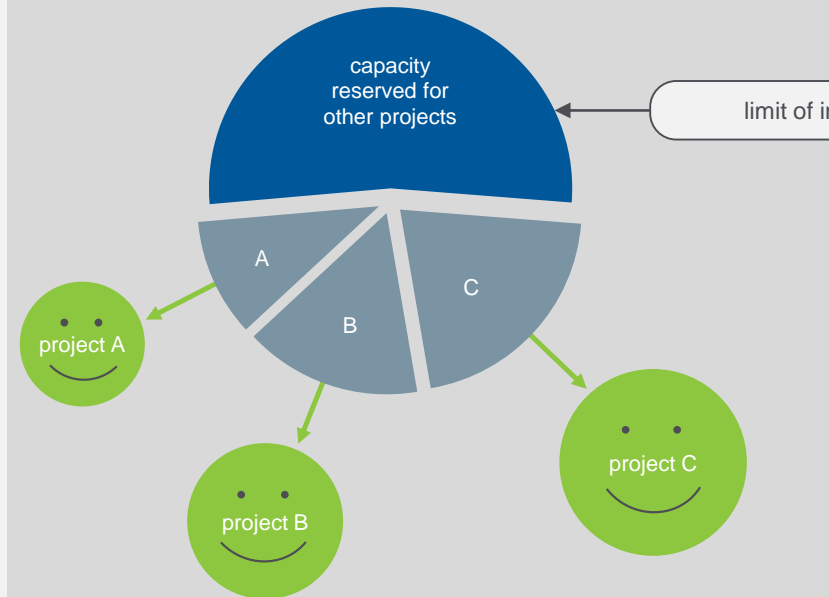
## Three approaches to support PV bankability



# Critical Features in Warranty Insurance Solutions

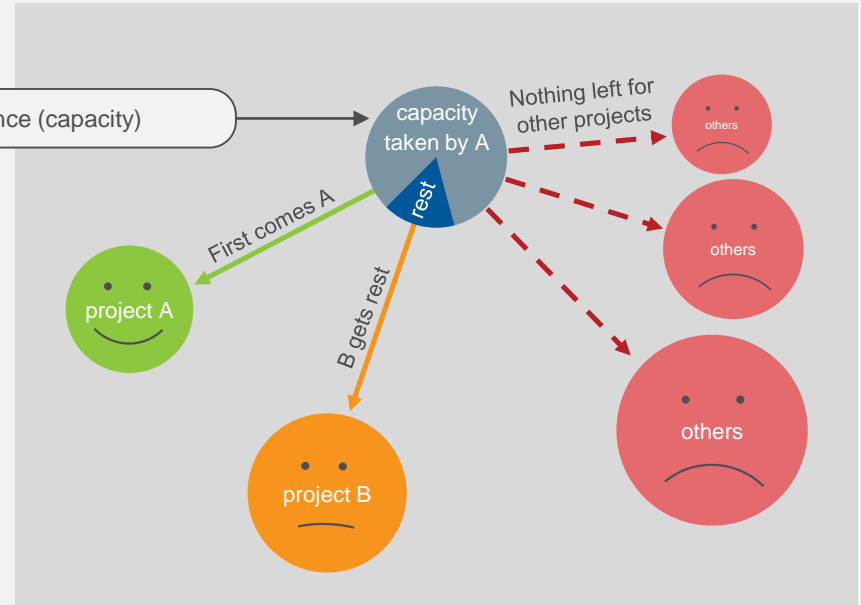
High Limits and individually assigned capacity enhance bankability

High limit of insurance with dedicated portion for each project



Meaningful risk-transfer for project owners, improved bankability

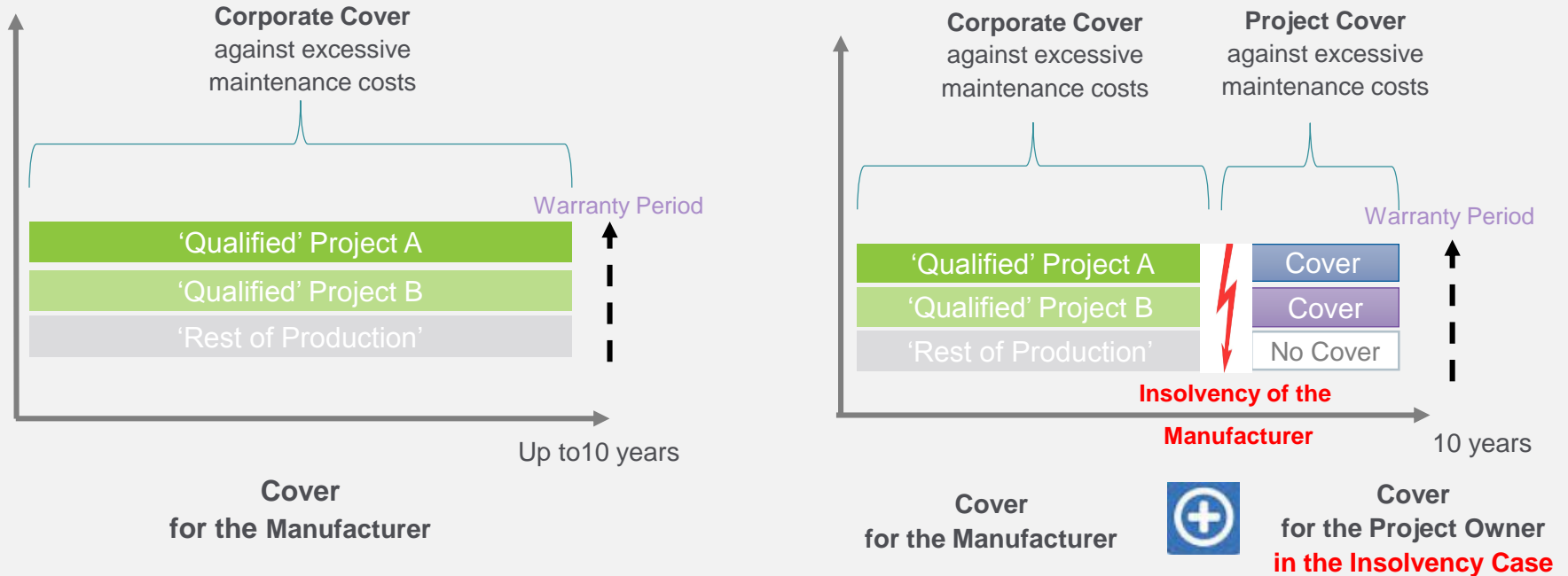
Low limit of insurance accessible on a „first come, first serve“ basis



No real risk-transfer for project owners

# Risk Transfer Structure for Energy Storage Systems

A flexible framework to satisfy the needs of manufacturers and customers



# Information required for the underwriting and risk assessment

## Desktop information exchange plus manufacturer audit\*



- Name of the Developer / EPC
- Manufacturer of the PV modules
- Module Types and certificates
- DC power, location and time plan of the Park
- A detailed questionnaire will be shared subject to a NDA



- Name of the BESS Manufacturer
  - Technology, type and power/capacity of the BESS
  - Name of the Battery Cell / Module / Rack Manufacturer (non-flow)
  - Underlying supplier warranties regarding the sub-components of the BESS
  - Warranty and O&M-Plan according to the planned usecase
  - Depending on the above Q's a specific questionnaire will be shared under NDA
- 
- Resources risks (irradiation / wind) and market price risks might be covered in specific cases upon special request

\* With our existing clients we already performed the manufacturer audits

# Green Tech Solutions – Our Team

Talk to us...

Further information, flyers and contacts at:

- [www.munichre.com/gts](http://www.munichre.com/gts)
- [www.munichre.com/battery](http://www.munichre.com/battery)

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