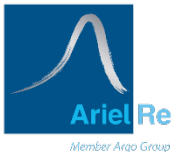


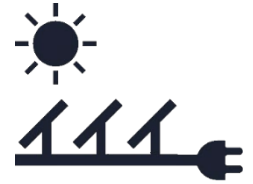


**Ariel Syndicate at Lloyd's of London  
Production / PR Guarantee for Portfolios of Distributed Solar**

**All Energy Australia 2020**



# Case Study



*European Installer of residential and commercial rooftop projects.*

*Provides kWh Production Guarantee at 92% of P50.*

*Ariel Re backs liabilities arising out of EU wide issued kWh Guarantees.*

## **Insured event**

At the end of each 12 month period the actual yield (kWh) is below the insured yield, as a consequence of

- Reduced system performance ratio; from the expected or/and
- Reduced solar irradiation; from the expected

## **Insured Perils**

- Extensive clouding
- Component Performance (modules, inverters, cables)

## **Liability Period**

- 10 years

## **Indemnification**

- Pre-agreed fixed USD/kWh rate for indemnification of loss for each system

# Underwriting milestones

## Planning phase

- Pre-agreed methodology of kWh yield calculation
- Pre-agreed locations where systems are insured
- Pre-agreed:
  - ✓ data source for historical GHI
  - ✓ shading prediction methodology
- Pre-agreed suppliers of solar modules, inverters and other components
- Pre-greed methodology of predicting the initial performance ratio of the system

## Operation phase

- O&M details
- Recovery plans
- 'Live' monitoring of each system yield

## Policy Terms

**Premium:** \$cent/ kWh guaranteed

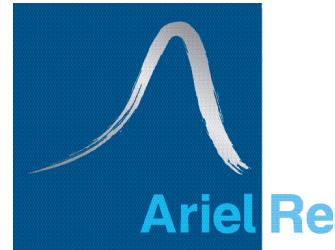
**Deductible:** \$cent/kWh guarantee (if applicable)

**Policy Period:** defines period in which all systems are covered under policy, i.e. build and commissioned

**Premium** is defined based on **Sales Expectations** and adjusted at the end of Policy Period based in **Final Sales**.

# Ariel Reinsurance (Ariel Re)

Leader in providing bespoke Performance Insurance to the CleanTech community



**S&P : A +**

**FITCH : AA-**

**A.M. BEST : A**

## **SOLAR**

- 50+ GW of insured module Performance Guarantees
- 3+ GW of insured project Production / PR Guarantees
- Revenue Put: combining Production Guarantee with credit risk of commercial PPAs

## **WASTE 2 ENERGY**

- Backed \$0.5bn in W2E project debt

## **STORAGE**

- 1+ GWh of insured Capacity Guarantees