



TOKIO MARINE
HCC

weatherproof

Ensure your
business weathers
the storm





Businesses need to be increasingly aware of the impact weather can have on their revenues. Understanding how current weather patterns and climate change impact trade is integral in today's competitive environment."

Dr Stefan Cecelski

Vice President of Earth Sciences,
Weather Analytics

Whatever the forecast we can help you shine

Is your business at the mercy of the weather? Not anymore, not when Tokio Marine HCC Weatherproof can provide personalised insurance solutions designed to protect your balance sheet, increase your revenue, and improve your market position.

Never again will extreme conditions leave you high and dry.

Who's welcome under our umbrella?

Every business that's ever been washed out, rained on, snowed under, or blown off course can benefit from our superior weather insurance service. From music festivals and sporting events, to fairs and trade shows; film, TV & production agencies to wedding planners and holiday resorts; manufacturers to local authorities and utility companies.

Making a claim? The outlook's excellent...

Fast and efficient, we can provide you with an hour-by-hour weather verification report within 48 hours of you making a claim. No onsite observers, no loss adjusters, no hassle.

Key features



Protects your business –
whatever the weather



Up to \$5m any one risk,
any one location



50 times more global historical
climate data than any
other provider

We're no fair weather insurer

Through our exclusive partnership with Weather Analytics, we can supply weather insurance solutions based on the precise latitude and longitude of your risk, providing tailored, scientific cover to suit your particular exposure to snow, rain, hail, wind, or extremes of temperature.

Why, we can even insure you against ground moisture or surface air pressure.

Insufficient data leads to insufficient cover

Traditional weather insurance markets draw their data from weather stations, but what if the nearest station is 50km or more away from your risk location, or doesn't even record the type of weather to which you're exposed? Government agencies (used by other insurers) tasked with collecting and storing weather data for the public don't provide solution-ready answers for risk managers, claims adjusters or business analysts.

In partnership with Weather Analytics, we do.

All 196
countries

35+
years of hourly
weather data

587
different
weather
variables



It's so refreshing to finally see that weather insurance has evolved away from the traditional methods to providing tailored cover, based on specific locations, dates and times, at a price which accurately reflects the risk you face."

Integral Insurance Brokers



Talk to us: +44 (0)20 7648 1282 tmhccweatherproof.com

How a world of data can brighten your day

Thanks to our strategic alliance with Weather Analytics, a leading provider of global weather data and predictive analytics, your business need never be caught out by adverse conditions again. We can provide accurate, science-based solutions to insure your exposure against all extremes: snow, rain, temperature or wind.

The Global Forecast System model

Scouring the sky, ground, sea and space to gather intelligence, the Weather Analytics team accesses public and private data sources to provide our clients with the most insightful weather analysis available.

Their Global Forecast System model grabs statistics from 40,000 ground stations, geostationary weather satellites, moored and drifted ocean weather buoys, flight path recordings, and military bases. A team of experienced, industry-leading

meteorologists then makes sense of these disparate global weather sources by creating algorithms to collect, fuse, cleanse, format, and rationalise the data.

Where there is a geographical gap, Weather Analytics uses its proprietary aggregation process to assure temporal and spatial consistency to fill it.

The result? Exclusive access to the most advanced forecast data commercially available, enabling Weatherproof to deliver accurate historical data for actionable business solutions.

Our simple 3-step process

1

You supply us with:

- your risk locations
- financial exposure
- weather worries
- risk time periods.

2

We identify the optimal options for your budget and exposure.

3

If the weather wreaks havoc, we'll provide hour-by-hour verification within 48 hours of your claim.

To experience the depth and scope of our data for yourself, and to get an accurate forecast of what the weather may be like, check out the interactive, user-friendly weather widget on our website:

tmhccweatherproof.com



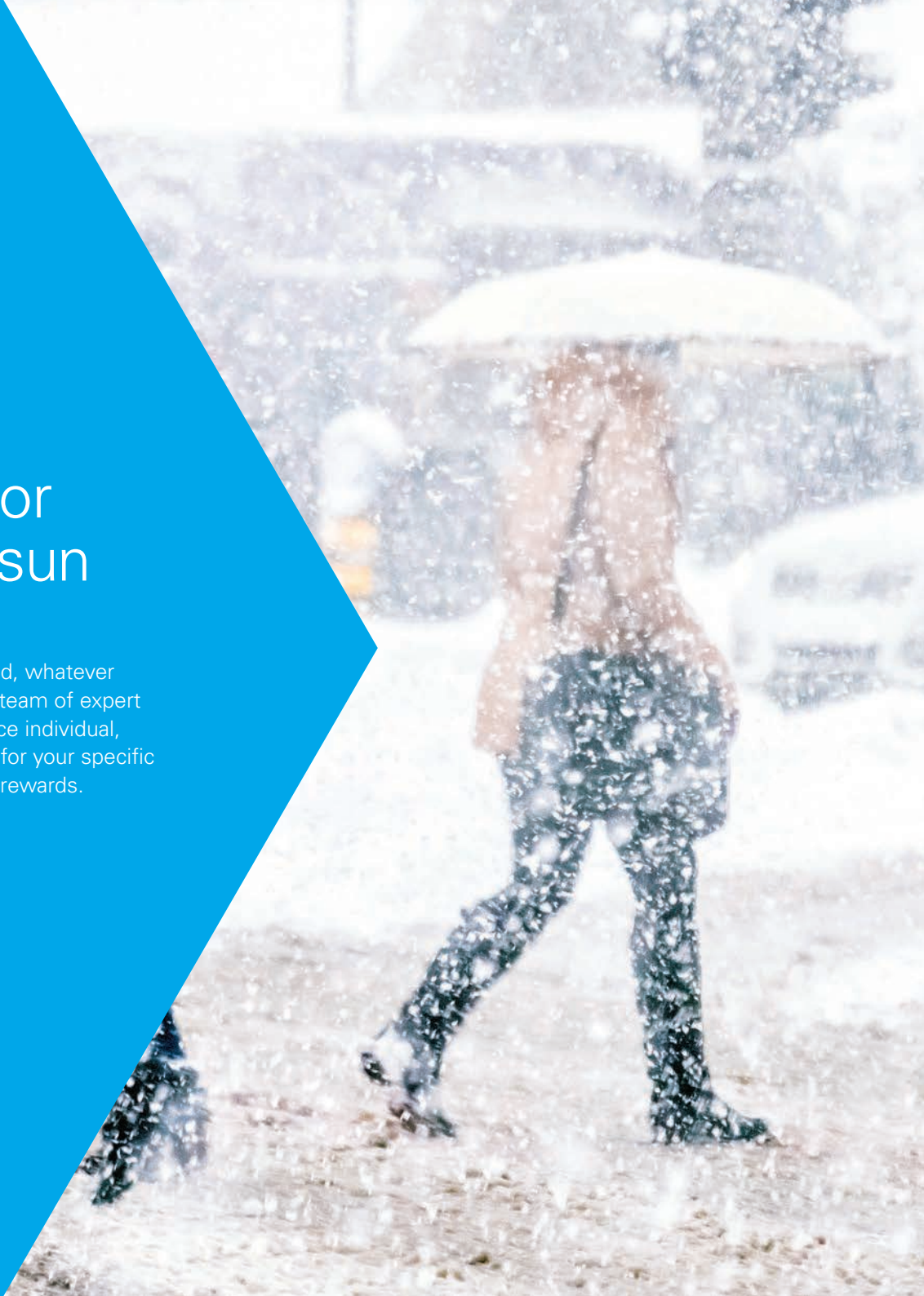
Climate change, global warming and the resulting landscape shift for risk management has been a growing area of concern among governments, the general public, the private sector and of course the (re)insurance industry."

James Waller

PhD Research Meteorologist, GC Analytics

We cover every sector under the sun

Wherever you are in the world, whatever your industry sector, using a team of expert meteorologists, we can source individual, bespoke insurance solutions for your specific exposure, and turn risks into rewards.





Events

Fairs, fetes and festivals are extremely sensitive to the weather with reduced attendance equating to reduced revenue. Our event weather insurance will protect your ticket income if, say, the music at your festival is drowned out, or your fair is hit by a storm.



Leisure

If you run a theme park, a water ski school, or even an outdoor cinema, rain can put a dampener on your business and on your profits. In the event of a wet, miserable summer, our income stabilisation insurance can protect weather sensitive revenues.



Sport

Some sports are more susceptible to the elements than others. For those sports, our event weather insurance can protect walk up revenue if there's a wash out or early finish.



Film & TV

Our film and commercial weather insurance protects budgets against adverse conditions that can result in delays to shooting, rescheduling, extra travel, or even complete cancellations with key talent lost due to time conflicts.



Agriculture

We offer an alternative to traditional crop insurance for small farms and growers.

Payouts are triggered by specified measurable weather variables such as temperature or rainfall over a specific time period that result in reduced crop yield.



Construction

In an industry driven by timescales, contractors can ill afford to lose precious days due to weather delays. High winds make the operating of machinery impossible, while low temperatures can prevent the pouring of concrete. Fortunately, we can cover your penalty payments, or the additional cost of working if your project is delayed.



Energy

Utility companies face reductions in revenue during milder than average winters, as a warm season will lead to a decrease in demand, meaning lower revenues and lost profits. We have the insurance solution to help.



Retail

Designed to increase sales, our promotional weather insurance allows retailers to offer full or partial refunds to consumers on items purchased during an agreed promotional period if an agreed weather peril occurs, for example, snow on Christmas Day.



Food & Drink

For restaurants or bars, which rely on footfall, warm or dry weather is often essential to attract trade. During an unseasonably cold season, or at an event affected by the rain, profits can plummet, which is when our weather insurance can step in and plug the gap.



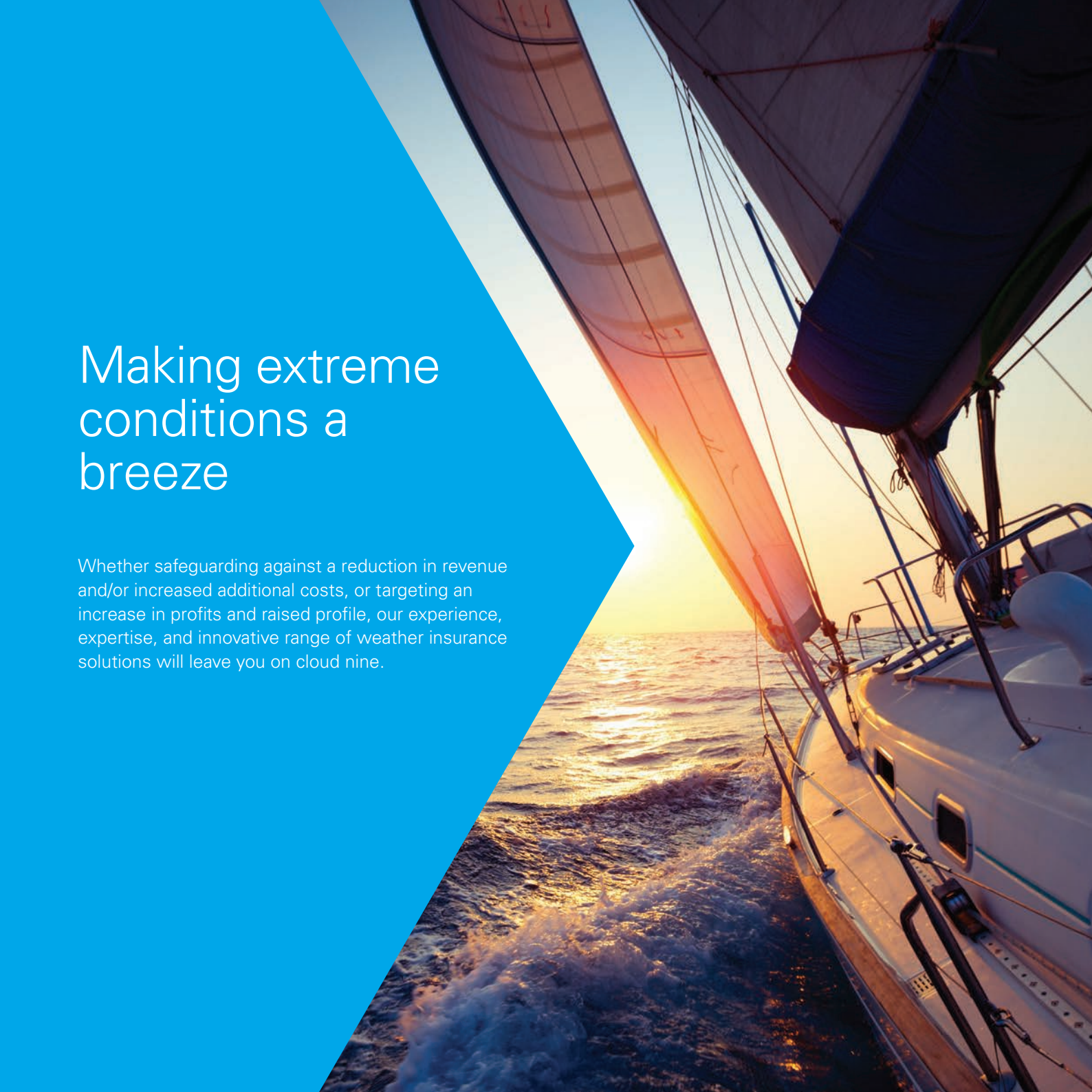
Tourism

Poor summers mean poor sales for the hotel and holiday trade. Our revenue protection products will cover businesses in the event of unseasonably bad weather.



Local Authorities

Local Authorities and Public Services are run on tight budgets and too much of the wrong kind of weather can stretch resources to breaking point. We can keep your annual spend on track and keep services running with bespoke cost containment or income stabilisation insurance solutions.



Making extreme conditions a breeze

Whether safeguarding against a reduction in revenue and/or increased additional costs, or targeting an increase in profits and raised profile, our experience, expertise, and innovative range of weather insurance solutions will leave you on cloud nine.

Event

What is it?

Event weather insurance covers you against defined weather conditions that result in a reduction of revenue from ticket sales, merchandise, or food & drink trade. It can also protect you against increased costs of site preparation ahead of an event opening.

Recommended for:

- Music festivals
- Sporting events
- Fairs or trade shows.

Scenario 1

The risk The International Specialty Music Festival runs from the 11th June to the 13th June in Berlin. Each day the gates open at 16:00. But what happens if it rains? The concert still goes ahead of course, people get wet but the festival owners lose out on walk up ticket revenue.

Our solution The International Specialty Music Festival buys weather insurance protecting up to 50% of its daily forecasted walk up ticket revenue should 0.50cm or more of rain fall at the event location between 10:00 and 16:00 on the relevant event day.

Claim 0.76cm of rain falls between 10:00 and 16:00 on the 11th June.

No claim The amount of rain which falls is less than the trigger point e.g. 0.17cm of rain falls between 10:00 and 16:00 on the 11th June.



Event (continued)

Scenario 2

The risk Hall's Ballooning Festival takes place every year on the second weekend of August in Lisbon. It is a free to attend event held on the company director's land. But he knows that if the Wind Speeds reach 50kph on the event morning, it will not be safe to launch the Balloons and the Fair will be cancelled. This will cost him approximately GBP 40,000.

Our solution The company takes out weather insurance to protect against wind speeds gusting at 50kph or more at the event location between 08:00 and 11:00 on the Saturday morning.

Claim The wind speed in Lisbon reaches a maximum of 72kph between 08:00 and 11:00 on the Saturday.

No claim The wind speed in Lisbon reaches a maximum of 48kph between 08:00 and 11:00 on the Saturday. Or the wind speed in Lisbon reaches 72kph between 07:00 and 08:00, but a maximum of 42kph between 08:00 and 11:00.



Scenario 3

The risk Gee Gee Racecourse organises a New Year's Day Horse Racing Meeting each year. If snow or frost occurs in the preceding days, it means that the Client has to hire additional staff to clear the snow and rent frost mats to ensure the day's racing goes ahead.

Our solution A bespoke Weatherproof policy is designed to cover these additional costs if there is more than 5cm of snowfall and/or the temperature falls to or below -5°C between 30th December and 1st January.

Claim Both perils are triggered. The temperature hits a maximum low of -5°C between 00:00 on the 30th December and 00:00 on the 1st January and the snowfall during the same period accumulates to 5.2cm. Only one of the perils is triggered, e.g. either that the temperature hits a maximum low of -6°C between 00:00 on the 30th December and 00:00 on the 1st January and the snowfall during the same period accumulates to 5.2cm.

No claim Neither peril is triggered, e.g. the temperature hits a maximum low of -2°C between 00:00 on the 30th December and 00:00 on the 1st January and the snowfall during the same period accumulates to 4.8cm.

Film & TV

What is it?

Film & TV weather insurance protects your budget against conditions that result in the need to reschedule filming, leading to significant additional costs.

Recommended for:

- Television & film production companies
- Advertising agencies.

Scenario 1

The risk Marshal Media has been commissioned by PD Golfwear to shoot a television commercial for its all-weather golf range. The shoot stars Don Neil, a world class golfer who has been scheduled for the 24th and the 25th April at the Highland Golf Resort in Scotland. The production company has chosen the venue due to its frequent rainfall and hopes to showcase the all-weather gear in inclement conditions. A filming day starts at 08:00 and finishes at 18:00 and to complete the shoot, Marshal Media needs at least four hours of wet weather over the two days. Don Neil must leave at 18:30 on the 25th to catch a flight to Spain for his next tournament. Unseasonably nice weather will mean that the shoot will have to be rescheduled at great expense to PD Golfwear.

Our solution Marshal Media purchases weather insurance at the request of PD Golfwear to cover the entire production budget in the event that 0.25cm of rain doesn't fall in at least four of the twenty available shooting hours.

Claim There are only three hours of wet weather over the two shooting days with a wet weather hour defined as an hour in which at least 0.25cm of rain falls.

No claim There are four hours or more of wet weather over the two shooting days with a wet weather hour defined as an hour in which at least 0.25cm of rain falls.



Film & TV (continued)

Scenario 2

The risk Crow Productions produces wildlife documentaries for a terrestrial TV channel. It is headed to a remote location in Nepal for three days in early September to film the habitat of the snow leopard. The only circumstances which would prevent the shoot from going ahead would be blizzard conditions on each of the three days.

Our solution Crow Productions chooses to insure flight and accommodation costs and works with Weatherproof to define blizzard conditions as 'wind speeds gusting at 56kph or faster at any point during a 24 period and simultaneously, snowfall of 15cm or more during the same 24 hour period'. These conditions must occur on each of the three scheduled filming days for the policy to be triggered.

Claim Gusting wind speeds peak at 60kph, 57kph and 62kph an hour on each respective day, and a blizzard results in 16cm, 20cm and 18cm of fresh snow falling at the shoot location.

No claim The client benefits from 20kph gusting winds on the first day with just 4cm of snow falling before a blizzard arrives affecting day two and three with wind speeds reaching 61kph and 62 kph and snow fall of 18cm and 20cm on consecutive days.



Scenario 3

The risk Snap Advertising is shooting a promotional film for Rapid Car's newest sports car. The production company is on location for 10 hours between 08:00 and 18:00 but needs eight hours with no rain to complete the day's filming.

Our solution Weatherproof pays client for the additional costs to stay on location for an additional day if there are more than two hours of rain in the 10 hour period. Rain is defined as 0.03cm or more within any insured hour.

Claim 0.03cm of rain or more falls in three or more separate hours between 08:00 and 18:00 on the shoot day.

No claim There is no rain during the days filming or 0.05cm of rain occurs in just two of the ten hour filming period between 08:00 and 18:00.

Cost Containment

What is it?

Cost Containment insurance is designed to limit additional costs incurred from unseasonal weather conditions. Typical scenarios include increased snow removal expenses in an unexpectedly harsh winter, or added air conditioning expenditure over a hot, prolonged summer.

Recommended for:

- Utility companies
- Hospitals
- Airlines
- Private schools
- Property managers
- Local authorities.

Scenario 1

The risk Berghampshire Town Council has an annual gritting budget of GBP 500,000 based on average snowfall between November and March of 25cm. In the event of an unexpected and harsh winter, it will be faced with costs in excess of what they can afford and other areas of public services will suffer as a result.

Our solution Berghampshire Town Council buys weather insurance to safeguard its budget. The policy will pay a stated value of GBP 20,000 per centimetre of snow to fall in excess of the budgeted 25cm in Berghampshire between November and March.

Claim The actual snowfall exceeds the trigger e.g. if 28cm of snow falls in Berghampshire between November and March the pay-out is GBP 60,000 or if 29cm of snow falls in Berghampshire between November and March the pay-out is GBP 80,000.

No claim The actual snowfall does not exceed the trigger by a centimetre or more e.g. 25.5cm of snow falls in Berghampshire between November and March.



Cost Containment (continued)

Scenario 2

The risk Woods Property Ltd manages 750 luxury flats in the Bahamas. The tenants pay an annual service charge out of which the annual air conditioning costs are met. Woods Property Ltd uses annual monthly weather averages to budget for this and to adapt the service charges accordingly. In the event of prolonged summer, the company will face expenditure which exceeds their initial forecast. The company knows that for every degree above the monthly average, the additional monthly cost will be USD 10.00 per flat. As it has budgeted prudently, they can afford the occasional heatwave but any monthly average over 3°C higher than the expected will cause financial difficulty.

Our solution Woods Property Ltd buys a Weatherproof Policy which will pay USD 7,500 per degree in excess of 3°C above the monthly average for Nassau.

Claim The actual monthly average exceeds historical average by more 3°C e.g. if historic July average is 25°C in Nassau the policy would pay USD 7,500.

No claim The actual temperature doesn't average over the excess of the 3°C trigger e.g. with the stated average temperature for July being 25°C in Nassau and the actual temperature averages under 28°C.



Scenario 3

The risk Digger Construction Ltd has 12 months for the construction of a new motorway connecting two towns in Melbourne. It has factored in 15 'wet' days into the contract where no construction work can be undertaken.

Our solution Weatherproof pays the Client for the contractual penalty for a delay in the construction per 'wet' day (defined as any day where 5cm of rain or more occurs between 08:00 and 17:00) in excess of 15 wet days.

Claim The peril and the excess are triggered e.g. there are 16 days over the 12 month contract in which 5cm or more of rain falls between 08:00 and 17:00 the policy pays for one day's contractual penalty or there are 32 days over the 12 month contract in which 5cm or more of rain falls. The policy pays for 17 days' contractual penalties.

No claim There are 15 days or fewer over the 12 month contract in which 5cm or more of rain falls between 08:00 and 17:00.

Income Stabilisation

What is it?

Income Stabilisation insurance is simplified business interruption cover. It can be tied solely to those critical periods in a year that drive revenue. In the event of abnormal weather conditions occurring at these times, we would pay an agreed upon amount per day, week, month, or season to offset the shortfall.

Recommended for:

- Restaurants
- Theme parks
- Car washes
- Ice cream sellers
- Cinemas
- Pay for play golf courses.

Scenario 1

The risk The Seafood Supper Shack is a thriving beachside restaurant in Melbourne, which opens for the summer season of December, January and February, but only on a Saturday and Sunday. The owner Sally doesn't have another job, so relies on these three months for her annual income. Sally knows that if it rains on more than three of those 24 weekend days, her profits will sink.

Our solution Sally takes out income stabilisation insurance to cover her profits of AUD 10,000 per day, for each day it rains over her three day threshold. Based on her insurance budget, she works with us to define the trigger as an incremental accumulation of rain of 1.3cm or more between 11:00 and 23:00 per weekend day between December and March.

Claim Of the 24 insured weekend days, four of them have an accumulated rainfall of 1.3cm or more. The policy pays out AUD 10,000 to cover her profits or of the 24 insured weekend days, six of them have an accumulated rainfall of 1.3cm or more. The policy pays out AUD 30,000 to cover her profits.

No claim Of the 24 insured weekend days, three of them have an accumulated rainfall of 1.3cm or more.

Of the 24 insured weekend days, two of them have an accumulated rainfall of 1.3cm or more.



Income Stabilisation (continued)

Scenario 2

The risk PJH Parking manages an overflow parking lot attached to the Montreal shopping mall. Its annual operational costs are CAD 100,000 and it must guarantee the Centre that owns the car park CAD 50,000. Its annual revenue is CAD 200,000. The bulk of its income is attached to the Christmas Season which runs throughout November and December. In unseasonably cold weather however, shoppers will take the train rather than drive due to bad driving conditions and potentially leave PJH Parking unable to meet their CAD 150,000 break even costs.

Our solution PJH Parking works with Weatherproof to analyse the overnight monthly temperature averages between 20:00 and 08:00 to create a bespoke policy which protects the company for 50% of their breakeven costs (CAD 75,000), prorated per day in the event that nightly temperatures average -1°C or below at Montreal shopping mall during the Christmas Season.

Claim Of the 61 insured days, four record an average nightly temperature (between 20:00 and 08:00) of -1°C or below. The policy pays out a pro rata claim.

No claim Of the 61 insured days, none record an average nightly temperature (between 20:00 and 08:00) of -1°C or below.



Scenario 3

The risk Loop-the-Loop Attractions Inc is a theme park. 40% of the Client's revenue is generated on just five Public Holidays – these key days make or break the Client's annual results. Rain occurring in the morning of these critical days means customers will not visit the theme park.

Our solution Weatherproof pays the Client if there is more than 0.50cm of rainfall and/or the average temperature is less than 10°C between 07:00 and 12:00 on the five Public Holidays.

Claim Either one or both of the perils are triggered e.g. 1.3cm of rain falls between 07:00 and 12:00 on one of the insured days and/or the average temperature is under 10°C . The policy pays out for each one of the five days upon which this trigger occurred.

No claim Neither peril is triggered e.g. 1.2cm of rain falls between 07:00 and 12:00 on one of the insured days and/or the average temperature is over 10°C .

Promotion

What is it?

Promotion weather insurance permits buyers to offer full, or partial refunds to consumers on items purchased during an agreed promotional period, if a defined weather peril occurs during the period agreed at a specified location.

Recommended for:

- Retail outlets
- Jewellers
- Furniture sellers
- Car dealerships
- Electronics stores.

Scenario 1

The risk Prestige Cycling Apparel is a global sportswear brand. Sales in the UK are in need of a boost and it is looking at ways to tie their fortunes to the upcoming, and eagerly anticipated, Tour de Wales starting in Swansea on the 24th June. The company's usual turnover is GBP 20,000 from UK online business in May, but predicts that with an attractive promotion it can increase this to GBP 30,000. It has an insurance budget of GBP 2,000.

Our solution It runs a sales promotion offering a 50% refund on all products purchased through its website in May, if 2.5cm of rain falls in Swansea on the day of the Grand Depart on 24th June.

Claim Prestige Cycling Apparel generates GBP 28,000 revenue online in May. 4.6cm of rain is recorded in Swansea between 00:00 and 24:00 on the 24th June. The policy pays out GBP 14,000.

No claim Prestige Cycling Apparel generates GBP 28,000 revenue online in May. 1.3cm of rain is recorded in Swansea between 00:00 and 24:00 on the 24th June.



Promotion (continued)

Scenario 2

The risk Star Travel is a hotel chain specialising in mini-breaks to Rotterdam. In recent years, it has seen profits fall over the months of April and May and it is looking for ways of increasing revenue.

Our solution Star Travel works with Weatherproof who offer them a number of solutions at varying budget points based on their predicted sales. After reviewing their options, the company runs a sales promotion whereby they offer a 50% refund on all flight and hotel packages purchased at least 21 days prior to the trip should the temperature average 10°C or below in Rotterdam in daylight hours (08:00 until 20:00) on the Saturday of their stay.

Claim The temperature in Amsterdam averages 10°C or below between 08:00 and 20:00 on four of the nine Saturdays during the Insured period. The Policy pays Star Travel 50% of the value of all the eligible trips.

No claim April and May are particularly warm and none of the nine Saturdays are triggered. Star Travel profits anyway due to increased sales on the back of the weather promotion.



Scenario 3

The risk 24 Carat Gold Ltd, a jewellery retailer, has launched a promotion to increase sales around the critical day of Valentine's Day. Any customer who bought gold jewellery in the month of January would get sent a free sales voucher worth USD 200 if it snows on Valentine's Day.

Our solution Weatherproof pays the Client the value of all the sales vouchers from the eligible sales period if it snows on Valentine's Day.

Claim 24 Carat Gold Ltd sell gold jewellery to 40 separate customers in January. 0.03cm of snow or more falls between 00:00 and 24:00 on the 28th February at the store location. The policy pays out USD 8,000.

No claim 24 Carat Gold Ltd sells gold jewellery to 40 separate customers in January. No snow falls between 00:00 and 24:00 on the 28th February at the store location.



It is vital that business owners and companies alike understand the very real risk that climate change and severe weather events can have on the future success of their companies. We at Tokio Marine HCC can help customers minimise this impact, lower their risk, adapt to the change, and take advantage of the opportunities that are available.”

Neil Paddon

Senior Underwriter, Tokio Marine HCC

tmhccweatherproof.com

Calm before the storm

To protect your business, get a quote today

To ensure calm before, during and after the storm, simply contact one of our team of weather insurance experts.

Talk to us on: +44 (0)20 7648 1282

Email us: weatherproof@tmhcc.com

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*To Be a **Good Company***

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