

NOT IF, BUT HOW



# Energy storage. Safe and sound.

## Green Tech Solutions

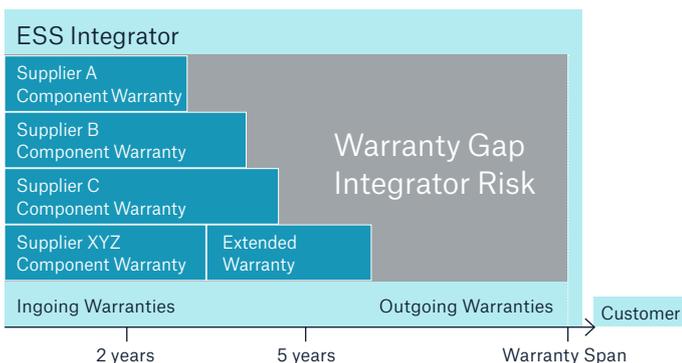
### Renewable energy requires reliable energy storage

Renewables like wind and solar energy are intermittent by nature. To successfully transition to an increasing percentage of renewable energy, we need energy storage systems that provide the necessary supply stability.

This opens up huge growth opportunities for solution providers – but it also requires huge investments, whose profitability depends on the long-term performance of the assets.

### Know the risks

Energy storage systems often involve the complex integration of multiple high-tech components. These are all prone to failure and malfunction, particularly over long periods of ten years and more. As a consequence, a serial failure event can cause high cumulative warranty claims and jeopardise your balance sheet.



### Choose safe or safe

Talk with Munich Re's Green Tech Solutions to find a suitable insurance solution that will enhance your product's reliability and protect your balance sheet on a long-term basis.

|   | Corporate cover  | Solvency cover   |
|---|--|--|
|  <b>Who is it for?</b> | System integrator  | System owner   |
|  <b>Cover</b>          | Product Warranty Insurance   |  |
|   | Performance Warranty Insurance   |  |
|  <b>How it works</b>   | Shields you from excessive warranty costs for large claims and serial defects, protecting your balance sheet and boosting your sales efforts | Continues to uphold your warranty claims even in the case of the manufacturer's insolvency |

## Here's how it works



### Quality and reliability check

It all starts with technical due diligence by our industrial technology experts, giving your clients confidence in your viability. This seal of approval is especially important for start-ups and larger corporates entering new markets but is also a sales argument for high-volume manufacturers.



### Tailored coverage

Whether you are a manufacturer, integrator or system operator, we understand your risks and can help you gauge the warranty costs of your projects and scale the level of protection needed depending on your budget and business model.

## A strong case for your investors and clients

### Trust

With a partner like Munich Re's Green Tech Solutions by your side, you can fulfill your investors' demands for long-term security and bankable solutions in a rapidly consolidating market. As a global leader in reinsurance, Munich Re has been enabling emerging business models for more than a century, by fostering trust, financial security and technical expertise.

### Protection

The product and performance warranty of your system is protected for the entirety of the warranty period. Your balance sheet is strengthened, as the right cover reduces your insolvency risk and the risk of serial losses. The contract cannot be terminated by the insurance company – your protection will stay in place no matter what. And you only pay once for the entire compensation period.

## Ready for more market share?

By partnering with Green Tech Solutions, you lay the foundation for sustainable business growth:

- You will be displayed as a trusted partner on our website and can actively use this status for marketing purposes. As an official partner, you can build greater confidence among your clients in the long-term performance of your systems.
- With regard to the risk transfer solution and its benefits, Green Tech Solutions offers sales trainings for your team to help you make the most of your potential.
- Your cash reserves are freed up for new investments as you no longer have to freeze capital for massive warranty reserves.

## Why Green Tech Solutions? Play it safe

- A **global player** that stands for trust and financial stability
- **AA- rated** by S&P Global Ratings
- **In-house technological expertise** and a track record in renewables of more than 12 years
- Independent **research network** with partners like VDE Renewables and Sinovoltaics

## Start your energy storage success story.

Let's connect and find out how we can work together to make your energy storage business grow on a global level.



Learn more:  
[www.munichre.com/electrical-energy-storage](http://www.munichre.com/electrical-energy-storage)

© 2022  
Münchener Rückversicherungs-Gesellschaft  
Königinstrasse 107, 80802 München, Germany

Picture credits: phonlamaipphoto/stock.adobe.com

Münchener Rückversicherungs-Gesellschaft (Munich Reinsurance Company) is a reinsurance company organised under the laws of Germany. In some countries, including in the United States, Munich Reinsurance Company holds the status of an unauthorised reinsurer. Policies are underwritten by Munich Reinsurance Company or its affiliated insurance and reinsurance subsidiaries. Certain coverages are not available in all jurisdictions.

Any description in this document is for general information purposes only and does not constitute an offer to sell or a solicitation of an offer to buy any product.