

Why Zurich?





- Zurich is one of the largest construction insurers in North America with over 50,000 customers.
- Zurich North America Commercial was named top-rated construction insurer by *National Underwriter* magazine's first annual "Risk Manager Choice Awards." (October 21, 2009)
- More than 25 percent of Zurich's portfolio is comprised of construction risks.
- Zurich's global risk engineering network is one of the world's largest with more than 1,000 professionals spanning 30 countries.
- Zurich offers 30 insurance products and over 70 loss mitigation services for contractors, and over 20 products for manufacturing customers.
- Over 60% of the manufacturers on the Fortune 1000 list are Zurich customers. (August 2009).
- Workers' compensation customers who worked alongside Risk Engineering on workplace safety achieved a 13 percent reduction in claims frequency and more than 25 percent reduction in total loss costs. (2007 & 2008).
- Zurich's financial ratings remain strong. For ratings and financial information about Zurich American Insurance Company, visit www.zurichna.com.

A sample of Zurich's commitment to alternative energy

- January, 2008 launch of Zurich's Global Climate office (Zurich) leading the development of new products and services addressing the evolving risks associated with climate change
- April, 2008, launch of alternative energy team by Zurich Global Energy, unit of Global Corporate business division
- 2008, launch of Better Green™ property endorsement offering opportunity to offset green upgrade costs

Zurich risk management services for alternative energy

Over 70 risk management services and 17 online tools to help you mitigate losses and reduce both operational and financial risks

	Wind Energy	Solar Energy
Make it 	<p>A turbine manufacturer bids for work. The wind farm owner requires Lean-Six Sigma certification.</p> <p>Our Risk Engineering solution: <i>Zurich's 30 Risk Engineering consultants are Lean-Six Sigma certified and qualified to provide manufacturers a detailed analysis of the requirements for certification.</i></p>	<p>Due to increasing workers' compensation claims, a solar panel manufacturer struggles to pre-qualify in order to bid work.</p> <p>Our Risk Engineering solution: <i>Workers' compensation customers who worked alongside Risk Engineering on workplace safety achieved a 13 percent reduction in claims frequency and more than 25 percent reduction in total loss costs. (2007 & 2008)</i></p>
Ship it 	<p>A shipment of windmill blades may require multiple "oversize" shipments. One mishap can delay timely delivery, causing significant project delays.</p> <p>Our Risk Engineering solution: <i>Zurich Risk Engineering consultants use a proven methodology that can analyze the overall fleet as well as secure the load.</i></p>	<p>A shipment of solar panels with fragile components that are highly susceptible to damage, is in transport. Damage to these panels could lead to significant project delays.</p> <p>Our Risk Engineering solution: <i>Zurich's Risk Engineering consultants can help. Zurich's Benchmark Comparison to ANSI Z15.1(American National Standards Institute) tool offers a methodical analysis of risks and controls for safe operation of motor vehicles owned or operated by organizations.</i></p>
Build it 	<p>A new wind farm construction requires excavating a column 2.5 stories deep, adding safety challenges for workers.</p> <p>Our Risk Engineering solution: <i>Zurich Risk Engineering consultants with wind farm projects experience offer robust, on-site assessments and recommendations, from preplanning to commissioning.</i></p>	<p>A concentrated solar power plant is being built in a remote area involving heavy hauling and rigging. The contractor realizes that understanding the unique and complex lift processes for solar panel installation is critical to completing the project safely and affordably.</p> <p>Our Risk Engineering solution: <i>Zurich's Risk Engineering consultants have over 30 years of experience in the construction industry operating cranes and developing critical lifts plans.</i></p>
Use it 	<p>A farm owner implemented several new safety, health and environmental controls over the past 18 months and wants to obtain a third-party view of their effectiveness.</p> <p>Our Risk Engineering solution: <i>In 2008, Zurich Risk Engineering energy specialists, with over 20 years industry-specific experience, completed over 1,000 risk assessment and consulting projects.</i></p>	<p>The owner of a large solar field has concerns regarding the impact of wind and hail damage to his operations.</p> <p>Our Risk Engineering solution: <i>Zurich's Risk Engineering property and HPR risk specialists provide on-site risk assessments and recommendations.</i></p>

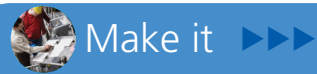


Zurich alternative energy risk transfer solutions

Insurance solutions for all development phases of alternative energy



*Nuclear reaction or nuclear radiation or radioactive contamination, all whether controlled or uncontrolled, or due to any act or condition incident to any of the foregoing, whether such loss be direct or indirect, proximate or remote or be in whole or in part caused by, contributed to, or aggravated by, any physical loss or damage insured against by this policy. However, subject to the foregoing and all provisions of this policy, direct loss by fire resulting from nuclear reaction or nuclear radiation or radioactive contamination is insured against by this policy. This is intended as a general description of certain types of insurance and services available to qualified customers through the companies of Zurich in North America. Your policy is the contract that specifically and fully describes your coverage. The description of the policy provisions gives a broad overview of coverages and does not revise or amend the policy. The comments contained in this presentation are for general distribution and cannot apply to any single set of specific circumstances. Any and all information contained herein is not intended to constitute legal advice and accordingly, you should consult with your own attorneys when developing programs and policies. Risk engineering services are provided by Zurich Services Corporation. Zurich Services Corporation does not guarantee particular outcomes and there may be conditions on your premises or within your organization which may not be apparent to us. You are in the best position to understand your business and your organization and to take steps to minimize risk, and we wish to assist you by providing the information and tools to assess your changing risk environment. Insurance coverages underwritten by individual member companies of Zurich in North America, including Zurich American Insurance Company. Certain coverages not available in all states. Some coverages may be written on a nonadmitted basis through licensed surplus lines brokers. Risk engineering services are provided by Zurich Services Corporation. © 2009 Zurich American Insurance Company.



Make it >>>



Ship it >>>



Build it >>>



Use it

Zurich, a leader in **manufacturing** insurance solutions for clean technology/alternative energy, offers over 20 products to meet virtually all the insurance exposures of manufacturers of alternative energy technology parts and components.

Property and Casualty:

- Property (\$400M), GL(1/2/2M*), Auto (up to \$1M, WC (statutory), Umbrella (up to \$25M), E&O (up to \$25M)
- \$1M occurrence, \$2M products aggregate, \$2M general aggregate

International

- P&C, FVWC/EL, crime, ocean cargo, travel accident, DBA, Political risk (minimum premium for all \$2,500)

Management liability:

- EPLI, crime, fiduciary, surety (up to \$25M)

Environmental

- Z-Choice® (environmental liability program \$50M capacity, minimum premium \$5,000)
- Contractor's Pollution Liability (CPL) (\$50M capacity, minimum premium \$5,000)

Accident & Health

- AD&D, travel accident, medical stop loss, excess occupational accident (\$2,000 minimum premium for all)

Product Highlight

Property Portfolio Protection (P3)/Business interruption: An electronic component manufacturer maintains a single source of supply for a wind and solar construction project. A fire breaks out at the company's supplier, interrupting production and delivery of this critical component. Our Property Portfolio Protection (P3) features contingent business interruption that protects that loss of income for the insured even though the fire happened at a location they don't own or control.

Moving critical equipment and materials from alternative energy manufacturers to remote sites requires **ocean and inland marine** transit solutions that can navigate fast-moving risks and the changing regulatory and security environment.

- Ocean and Inland Marine, Delay in Start Up (\$100M in combined limit capacity with additional capacity available)
- Hull and marine liabilities (\$25M in capacity)

Product Highlight

Ocean and Inland Transit, Delay in Start UP: Provides critical component coverage to keep project financing requirements afloat and to assist in getting your project back on schedule

The erection of a wind farm or solar energy panels requires a holistic **construction** risk management program from an experienced insurer. Zurich, one of the largest **construction** insurers for over 30 years, has provided coverage for nearly \$42 billion in energy projects in 2008.

Property

- Domestic and international Builders Risk including delay in start-up (\$500M)
- Offshore property (\$150M)
- Political risk (\$150M)
- Boiler Warranty Solution (\$100M)

Liability

- Contractor's Pollutions Liability (CPL) (\$50M)
- Controlled Insurance Programs including excess (\$52M)
- Foreign (\$2M primary)
- Owners Protective Professional Indemnity (OPPI™) (\$50M)

Exploration & Production:

- Physical damage, business interruption and machinery breakdown (\$150M)

International casualty

- GL, contractor's pollution liability, time element pollution extension, onshore and offshore liability (\$100M)

Subcontractor default

- Subguard® protects contractors by covering costs should a subcontractor or supplier default.

Product Highlight

Onshore Property: Includes construction coverages offered for energy accounts such as physical damage, business interruption, extra expense and Delay in Start Up (DSU).

Once up and running, a robust **Operational P&C** insurance program requires the assistance of a team experienced with the unique aspects of alternative energy risk management.

Onshore property*

- Physical damage, business interruption, extra expense, delay in start up (\$100M)

Exploration & Production

- Physical damage, business interruption and machinery breakdown (\$150M)

International casualty

- P&C, FVWC/EL, crime, ocean cargo, travel accident, DBA, political risk, (\$1,00M, \$2,500 minimum premium for all)
- GL, contractor's pollution liability, time element pollution extension, onshore and offshore liability \$100M

Primary U.S. casualty

- WC (statutory)
- GL (\$1M/\$2M/\$2M)
- Auto (\$1M)
- Umbrella (\$25M in capacity)

Product Highlight

Customized energy solutions: Stand-alone or comprehensive global energy risk management programs that address alternative, as well as traditional energy risks.

Alternative Energy Segments

Wind Energy Harnessing wind into electric power through wind farms connected to existing electricity grids. **Solar Energy** Concentrated Solar Power (CSP) plants that harness the sun's energy to help augment traditional electricity energy sources.

Others Geothermal, Storage (LIO batteries), Fuel Cells, Smart Grid, Hydropower, Biomass, Wave Power.



Finance it



- Given the new technology embedded in many alternative energy products, lenders are requiring specific capital protections within the loan agreements

- Benefits of Zurich's structured insurance solutions for relationship customers include:

- Capital, otherwise tied up in loan agreements, can be released for client's use in new projects or other business operations - Solutions are highly customized and are manuscripted on a client by client basis - Tend to be dual-trigger, multi-year coverages