



# Renewable Energy Expertise

**In today's world of volatile and diminishing traditional energy resources, the renewable energy industry is rising to the fore. As the world's leading insurance broker and strategic risk advisor, Marsh has developed a global network of dedicated renewable energy specialists who are experts in the provision of risk solutions for onshore and offshore wind farms; ethanol and bio-diesel plants; solar; hydro, including wave and tidal; and a variety of other renewable energy operations.**

Over USD148 billion in new funding entered the sustainable energy sector globally in 2007, up approximately 60 percent year on year from 2004<sup>1</sup>. This high level of investment illustrates the role of renewable energy technologies as increasingly essential means of power generation.

As the industry continues this expansion, Marsh has the capabilities to support a wide range of organizations, from prototypical solar arrays to the largest wind farm operator. Whatever your risk issue, we are committed to the ongoing development of customized solutions that can help drive your business, and the industry forward.



## What we do

### Risk management

We take a comprehensive approach to risk management. Our deep understanding of renewable energy technologies trends and challenges allows us to address specific risk issues facing our clients. We also have expert knowledge in global renewable energy support mechanisms, such as green certificates and production tax credits, and the implications these may have on risk allocation and insurance coverage.

### Insurance solutions

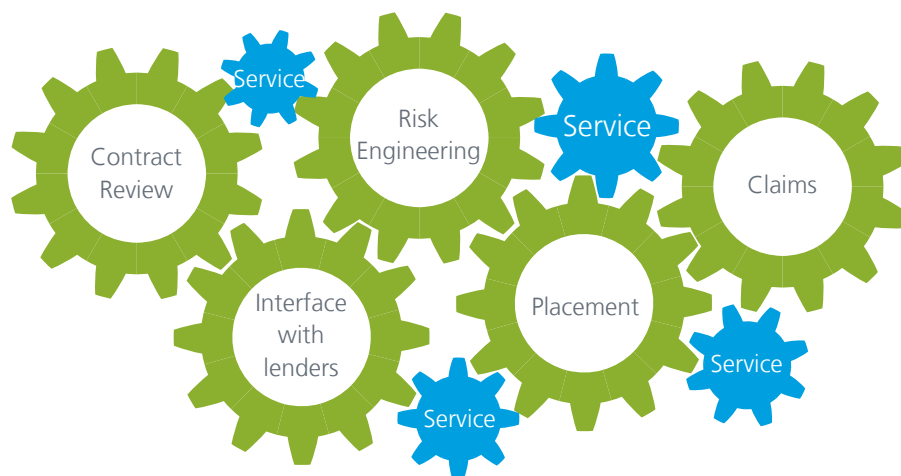
Marsh has developed creative insurance solutions for the renewable energy industry. Whether on a project basis or for comprehensive programs, Marsh is dedicated to meeting our clients' needs. Our bespoke programs are tailored to individual clients around the following critical building blocks: ▶

### Our approach to risk:

- ensure that expenditure on risk management is aligned to corporate goals
- achieve the best balance between risk and reward
- reduce your cost of risk
- attain favorable terms from global markets

<sup>1</sup>Paraphrased; Global Trends in Sustainable Energy Investment 2008, New Energy Finance, pg11.

## ► Building blocks of your bespoke program:



### Seamless account service

Marsh delivers seamless service and solutions across all disciplines involved in your bespoke program. This fundamental element ensures you are continually aware of your programs status and have Marsh experts on hand to resolve any developing issues.

### Contract review

For any renewable project, achieving project milestones on budget, on schedule and in accordance with required performance and quality criteria depends on the accurate allocation of responsibilities between all contractual parties. There are many stakeholders with differing interests that need to be considered from the outset of a project. We have experience in advising on liability, insurance and indemnity provisions within contracts to clearly establish these responsibilities.

### Interface with lenders/advisors

The accurate drafting of liability, indemnity and insurance clauses in project contracts is extremely important. As an experienced broker and risk advisor, Marsh will assist clients in this role, liaising with contract lawyers, banks and other advisors in the process. This exercise has become increasingly complicated with the move towards a multi-contracting approach, but is one we are well versed.

### Risk engineering

We have one of the most renowned risk engineering teams in the energy brokerage industry, respected for the quality of risk assessment and improvement advice, and adaptability to new industry technologies. We involve our engineers early to help understand and offer solutions to the risks you face. Additionally, by analyzing your risk profile with our proprietary benchmarking toolkit, we can help ensure the right level of cover.

### Placement

Our international client base has given us a vast depth of experience when dealing with international insurance markets, as well as the ability to benchmark our clients' performance against their industry peers.

### Claims

Claims can and will happen, the extensive list of renewable industry incidents in 2008 is evidence of this. But with careful advance planning companies can be prepared for the consequences. Marsh's Energy Practice is keenly aware of the importance of claims service and delivery to you. The infrastructure we have to handle renewable industry claims is evidence of our commitment to this goal.

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