

RE  
NEW  
ABLE  
energy

Expert brokers with a personal touch

**100GW**  
**WORLDWIDE**  
**1.5GW**  
**IN GREECE**

We are a leading global renewable specialist insurance broker, offering bespoke insurance solutions to our developers and owners / operators alike.

# THE CLIMATE CHANGE THREAT

Power and utilities companies form the backbone of tomorrow's resource-hungry world. Demand is growing worldwide, especially in the emerging economies and at the same time, regulations are tightening and competition is freeing up almost everywhere.

Howden meets all power generators and utility providers insurance challenges and specific risks from energy generation via coal-fired power plants, combined cycles, nuclear plants or renewable energy projects and water or gas suppliers.

- Risk consulting and service through the entire life cycle of a facility
- Regular plant visits and reports
- Years of compiled data to better monitor trends and advise clients
- Experts with decades of experience in the power and utilities field, both as insurers and in the business itself
- International insurance programs
- Business continuity support
- Crisis management support

Our experts are leading the way in assessing new challenges and risks in power and utilities, especially within the ever-expanding renewable energies sector. Today we can provide clients with complete solutions, from risk consulting at the project stage to flexible underwriting throughout the operation of any power or other utility plant.

# SUSTAIN ABLE SOLUTIONS

Our solutions cover the whole lifecycle of a project from pre-planning to decommissioning, helping clients to identify risks and exposure even before investment decisions are made. We tailor proactive insurance and risk management solutions that ensure cost effective de-risking over the lifetime of assets including:

- ✓ Wind (Onshore & Offshore)
- ✓ Solar (Ground-based, Rooftop & Concentrated)
- ✓ Hydro Power (Dam and run of river)
- ✓ Biomass
- ✓ Biogas (Anaerobic Digestion & Landfill Gas)
- ✓ Waste to Energy
- ✓ Marine (wave and tidal)
- ✓ Subsea cables and Interconnectors
- ✓ Geothermal
- ✓ Battery and hydrogen solutions

Exclusive market facilities negotiated with sustainable energy's leading insurers enable us to design and deliver you market leading programmes:

## **Modular Package Solutions:**

- ✓ Construction all risks and / or Operation all risks
- ✓ Marine cargo and transit
- ✓ Loss, or potential loss, of revenue
- ✓ Mechanical and electrical breakdown
- ✓ Contingent grid export interruptions
- ✓ Difference in condition and limits for Defect coverage and / or deductibles
- ✓ Liabilities of all types
- ✓ Terrorism

## **Standalone Solutions:**

- ✓ Non Physical Damage Loss of Revenue coverage
- ✓ Parametric Solutions
- ✓ Lack of Wind or Sun in combination with forced outage
- ✓ After warranty solutions (machinery breakdown / defects coverage)
- ✓ Terrorism
- ✓ Cyber
- ✓ Surety Bonds

# EXPERTISE & CAPABILITIES

- ▶ For Howden Hellas developing an insurance programme for an energy operator is a sophisticated process that requires the specialist knowledge and expertise on the part of the global insurance and reinsurance markets, combined with the local personal touch that we have proved we can provide.
- ▶ To meet the special needs of the Energy Market we offer a range of services - from advisory and negotiation to risk engineering and placement - and arrange the appropriate insurance cover both quickly and efficiently.
- ▶ Our experience with Renewable Energy is both on Insurance and Reinsurance basis. In Greece during the last 5 years we have provided the full range of services related to Renewable Energy Insurance - from transportation to operation.
- ▶ We have been handling circa 1.5 GW per year (mainly on operating stage) while the loss compensation amount handled by the Howden team of Experts in Greece is above €4ML during the last 5 years.

To address the challenges you face, our value proposition focuses on the “THREE CS”:

## **We minimize your total COST**

We don't just focus on insurance premiums alone, but rather on minimizing the total expense incurred when addressing risks.

Your total cost of risk can be broken down into four categories.

Our aim is always to shrink the size of the entire pie, rather than only one or two aspects of it.

1. Insurance premiums - Includes taxes & surcharges
2. Retained risks - Deductibles, uninsured, above limits, etc
3. Internal expenses - Mitigation Costs, overhead, etc.
4. Service providers - Third-party providers, consultants, legal, etc.

## **We optimize your COVERAGE**

Only by truly understanding your business' risk appetite and exposures are we able to identify if there are any redundancies in your existing policies as well as any gaps in your coverage.

To get a complete picture of your organization's risk portfolio and optimize your coverage, we follow a five-step Risk Management Framework.

1. Risk identification
2. Risk assessment
3. Risk control & mitigation
4. Risk retention
5. Risk transfer

## **We maximize our CAPABILITY**

Service excellence is a core part of our value proposition.

We don't just place policies and disappear until renewals. A true risk partner stays in touch throughout the policy period.

Our experienced team works with you to deeply understand your priorities so that we can deliver what you need when you need it.

# FINANCING & INSURANCE

Financial security related to renewable energy sector can only be achieved through insurance of desirable energy investments against risk management services arising from the threat of climate change.

With the advent of the new EU legislation on emissions trading, energy efficiency and wider environmental issues (as well as soaring crude oil prices), the RE investment interest is rapidly increasing throughout Europe.

Accordingly, the interest in new technologies is constantly stimulating the insurance community to create new products that can be used by the banking community as a platform for finance.

For Howden it is clear that at this stage of the renewable energy market's development, where financial innovation is required to support the development of small- to medium-size enterprises and projects, a specialist and focused risk transfer/finance operation with dedicated capital and low overheads will be a prerequisite to provide efficiently priced risk management solutions, especially for small and medium-scale developers.

## SURETY BOND SOLUTIONS

Under the provisions of the recent Law 4819/2021, which delegated powers to the Regulatory Authority for Energy (RAE), Renewable Energy Producer's Certificate applicants are required to submit a LoG / Surety Bond in order for the issuance application to be admissible by the Producer's Certificate issuing authority i.e. RAE.

The amount of the LoG / Surety Bond is set to €35,000 per MW of maximum capacity. The LoG may be issued by banking, financial and insurance institutions operating in Greece or within the European Union and the European Economic Area. We, at Howden Hellas, are able to provide credible and very competitive solutions, through our range of partners, Greek and International highly rated Insurance companies.

# HOWDEN HELLAS AT A GLANCE

the largest corporate broker in Greece

850+

corporate clients

105+

expert brokers &  
technicians

08+

claims experts  
& lawyers



offices in Athens, Thessaloniki,  
Ioannina & Crete



## Building a sustainable business

01

### People first

We have seen time and time again that when we give our teams the space to perform and the support to grow, our clients reap the rewards.

02

### Proudly Independent

Our independence lets us move fast while making decisions for the long-term. It gives us the freedom to deliver for our clients, grow our base of employee shareholders, and stay true to ourselves.

03

### Expertise and technology

Risks are getting more complex every day. But our investment in technology allows us to make data-driven decisions, and our specialist teams have the global resources to handle even the most challenging risks.

04

### Committed to simplicity

Our business is run by brokers focused on getting the right expert in the room with our clients. We get out of our own way to provide an experience free of needless complexity – just the advice you need in a language you understand

Howden Broking Group

# Someone to rely on

- Howden territories
- Howden One territories
- Headquarters

# worldwide

**\$14,5bn**

in written premiums

**40+**

territories

**9,000**

specialists

**90+**

**20,000+**

Howden One increases our reach to over 90 territories and 20.000 professionals

Howden Group  
Holdings

Howden is part of Howden Group Holdings, the largest independent insurance intermediary group outside the US, together with:

QUAL

HX

# COMPANIES WE WORK WITH



## MAJOR ADVISORY PROJECTS

- ▶ GREEK MINISTRY OF INFRASTRUCTURE AND TRANSPORT
- ▶ THRIASIO LOGISTICS CENTRE
- ▶ TAIPED SA (HRADF)
- ▶ OSE SA
- ▶ PIRAEUS BANK SA
- ▶ EUROPEAN INVESTMENT BANK
- ▶ NATIONAL BANK OF GREECE SA
- ▶ ALPHA BANK SA
- ▶ ATHENS INTERNATIONAL AIRPORT ELEFTHERIOS VENIZELOS SA



Other examples can be provided upon request.



[www.howden-brokers.com](http://www.howden-brokers.com)

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