

# OUR MISSION



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Our mission is to increase the number of homeowners and small and medium enterprises in the countries of South East Europe and the Caucasus insured against natural perils.



# TARGET MARKETS

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- Membership in Europa Re is open to all countries of Southeast Europe and the Caucasus.
- Europa Re is seeking additional shareholders from the countries of the South East and Central European and Caucasian region who would like to benefit from the opportunity to become involved in Europa Re at an early stage.



# PRODUCTS

- Indemnity style catastrophe insurance coverage for damages caused to property and contents by earthquake, flood, and hail;
- Parametric index-based weather risk insurance coverage for extreme fluctuations in temperature or precipitation, which will protect buyers against the loss of business revenue due to adverse weather.

# Traditional Catastrophe Insurance Products

Earthquake insurance

Flood insurance

Hail insurance



# Parametric Index-based Weather Insurance Products

Precipitation index-based insurance products

Drought Protection

Storm Flood Protection

Snowfall Protection



# Parametric Index-based Weather Insurance Products

Temperature index-based insurance products

Freeze Protection

Heat Stress Protection

# Weather risk insurance benefits

- Hydropower stations: Insurance against loss of power output (and revenue) in cases of drought (i.e. lower than average precipitation).
- Power stations: Insurance against loss of revenue in cases of warm winters (due to reduced demand for heating) and cold summers (due to reduced demand for cooling).
- Resorts: Insurance against loss of revenue due to lost days (due to adverse weather conditions) during a tourist season
- Agro-businesses: Insurance against loss of revenue due to extreme weather events that affect crop yields.
- Ministries of Agriculture: Insurance against their own social safety net obligations to farmers in cases of extreme weather events.

# PRICING

Europa Re is designed as a regional reinsurance pool that will benefit from economies of scale, regional risk diversification and state-of-the art risk management capabilities.

These features will translate into lower premium rates for weather risk and catastrophe insurance products in our member countries.



# MORE SPECIFICALLY:

- (a) Higher effectiveness of investments in insurance risk modeling;
- (b) larger potential markets for catastrophe insurance products;
- (c) risk diversification, making the provision of catastrophe and insurance products both less expensive for consumers and more attractive; and
- (d) insurance policies that are more easily packaged for coverage by the global reinsurance market.

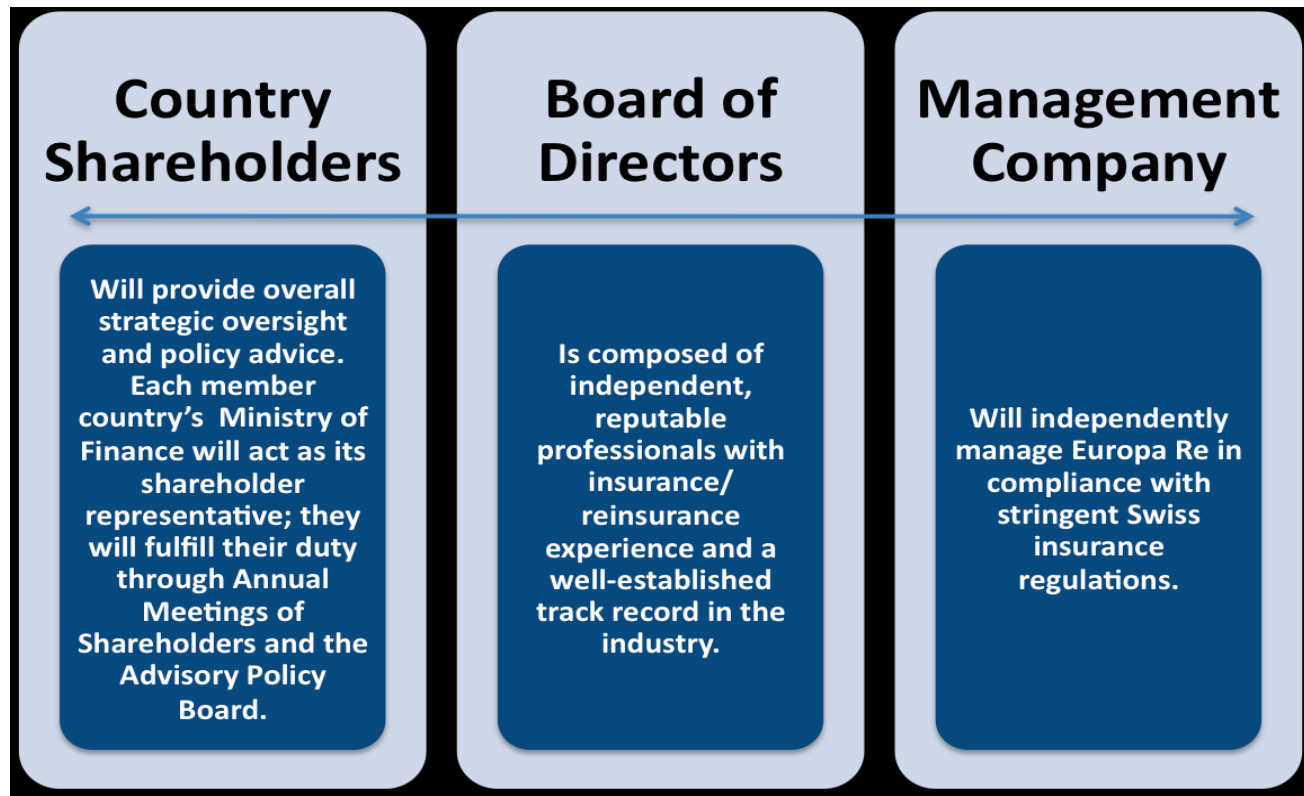
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**Furthermore, the Europa Re approach mirrors the trans-boundary character of most natural disasters, which often affect a number of neighboring countries.**



# STRUCTURE



# BUSINESS FLOW

In Europa Re's business model, locally licensed private insurance companies in participating countries will issue standalone catastrophe insurance policies to homeowners, farmers and small and medium size enterprises and will settle claims.





# BUSINESS FLOW CONT.

Reinsurance coverage will be available from Europa Re for all insurance policies issued by insurers in accordance with the recommended risk underwriting and pricing guidelines of the Facility and administered through the web-based underwriting platform.



# BUSINESS FLOW CONT.

Europa Re will cede off to the professional reinsurance market all exposures exceeding its own capacity



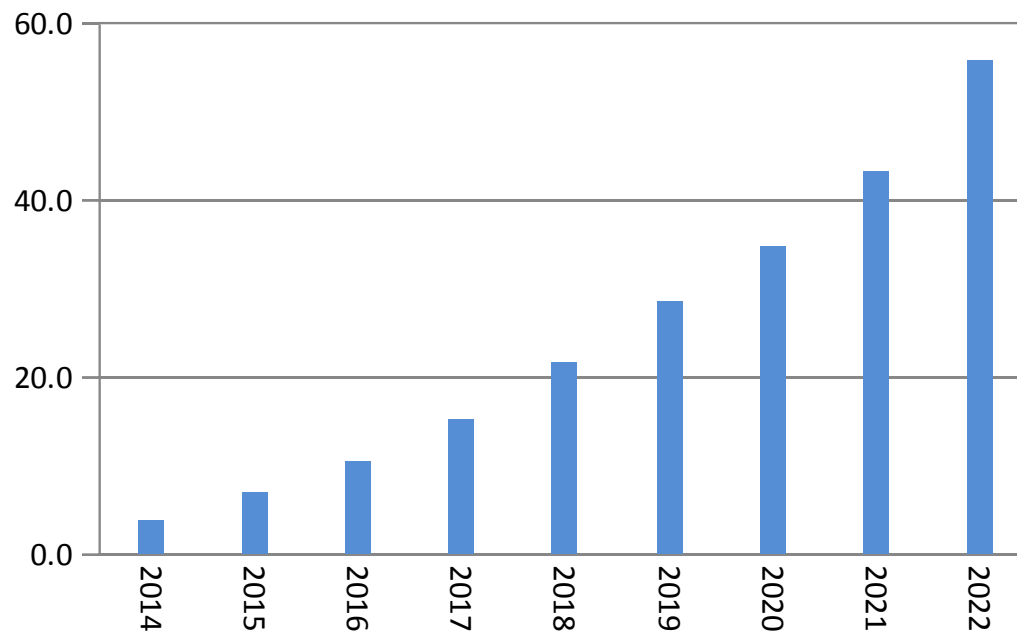
# FINANCIALS

We expect our equity capital to achieve 15 million Swiss Francs, or about 15 million US dollars, minimally.



# Volume Projections

Europa Re gross incoming premiums (Million Euro)



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- Reinsurance commissions.



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- Additional risk premium (in case of risk retention).



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- Potential sale commissions (mark-ups on minimum technical premium).



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- Reinsurance commissions.
- Additional risk premium (in case of risk retention).
- Potential sale commissions (mark-ups on minimum technical premium).
- Access to new clients (facilitated by a public information campaign and government policy actions) i.e. cross selling!

