

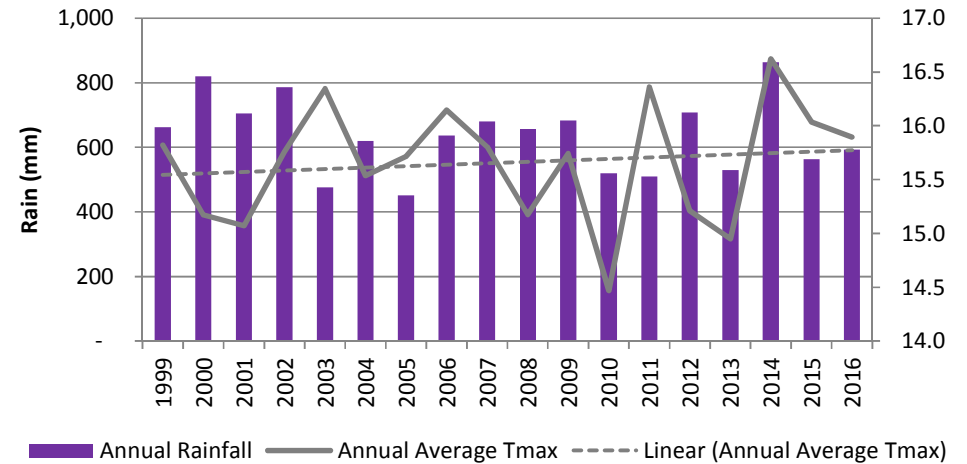
Management of Weather Risks in Other Industry Sectors



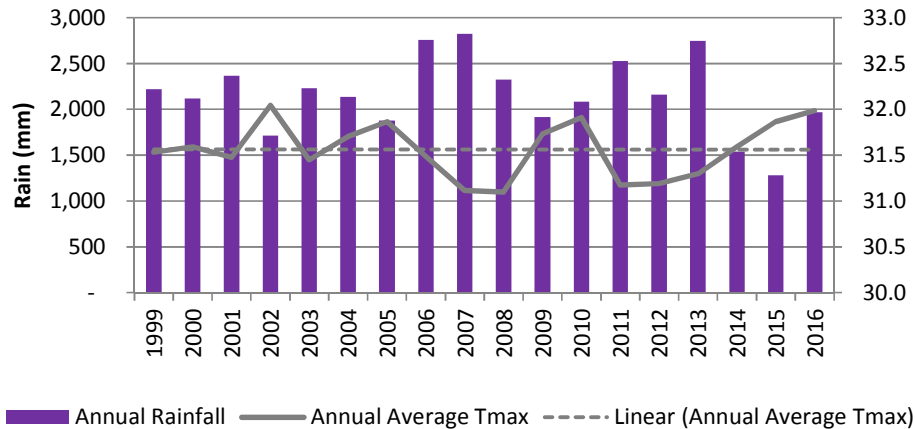
Weather Volatility

- There is significant volatility in all locations (even over a full year)
- Clear warming trend
- There is little correlation between locations

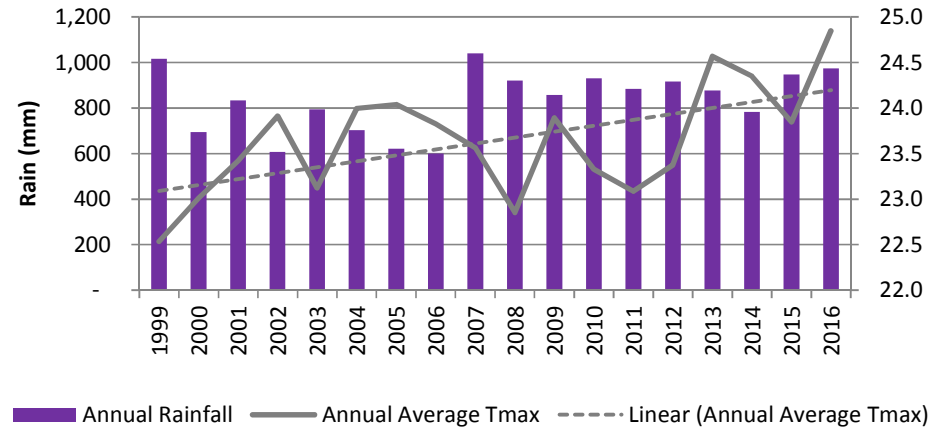
London: Annual Rainfall & Annual Average TMax



Singapore: Annual Rainfall & Annual Average TMax



Sydney: Annual Rainfall & Annual Average TMax



Contrasting Concerns in Four Sectors

Retail, Leisure & Hospitality: Protecting revenues

- Loss of attraction and footfall results in loss of revenues

Resilient Communities: Ensuring rapid response

- Delayed emergency response increases the human impact and economic costs



Construction: Mitigating increased costs

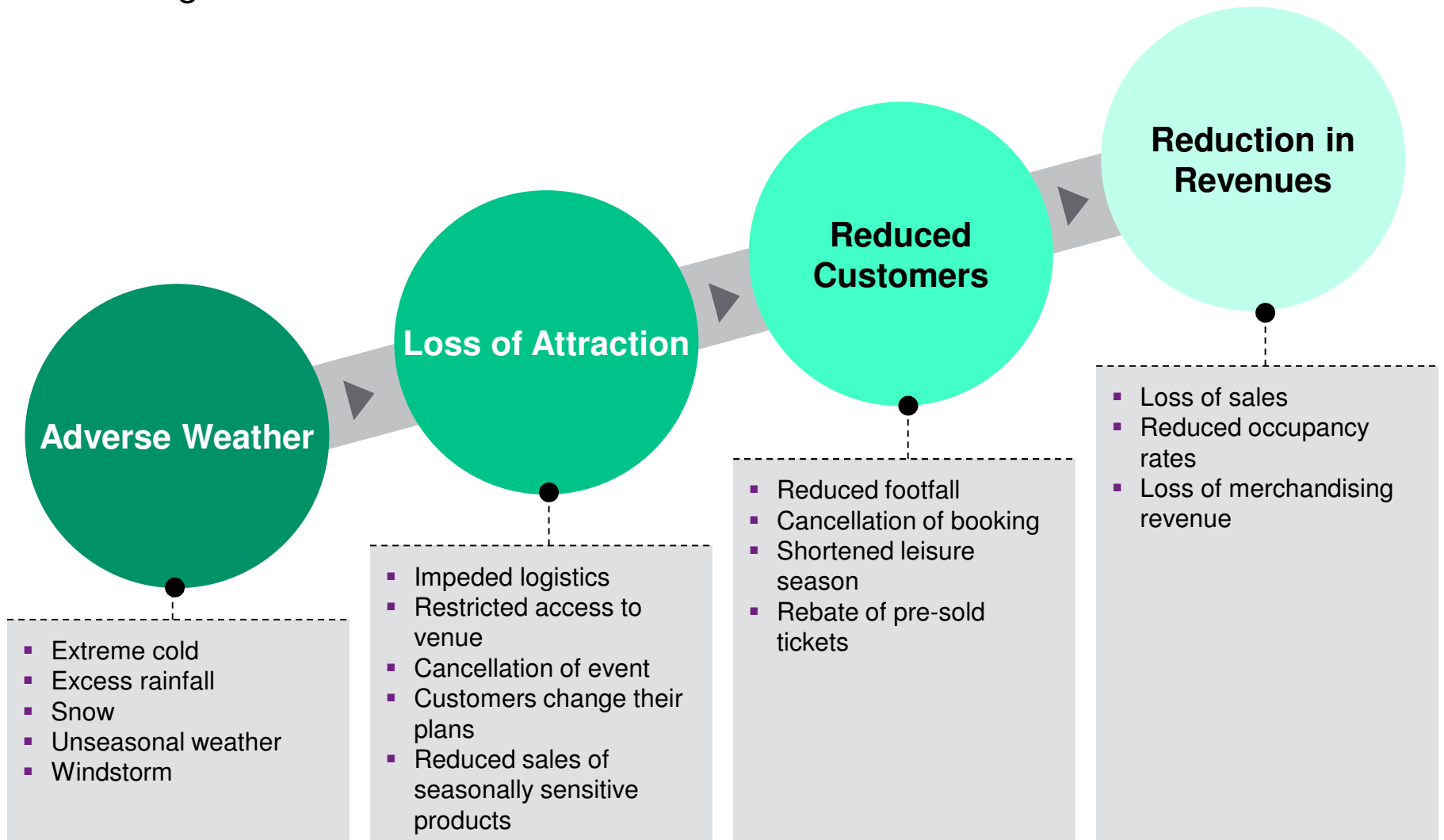
- Project delays result in increased costs or fines

Transport & Logistics: Protecting the brand

- Delays and cancellations result in loss of customers and brand value

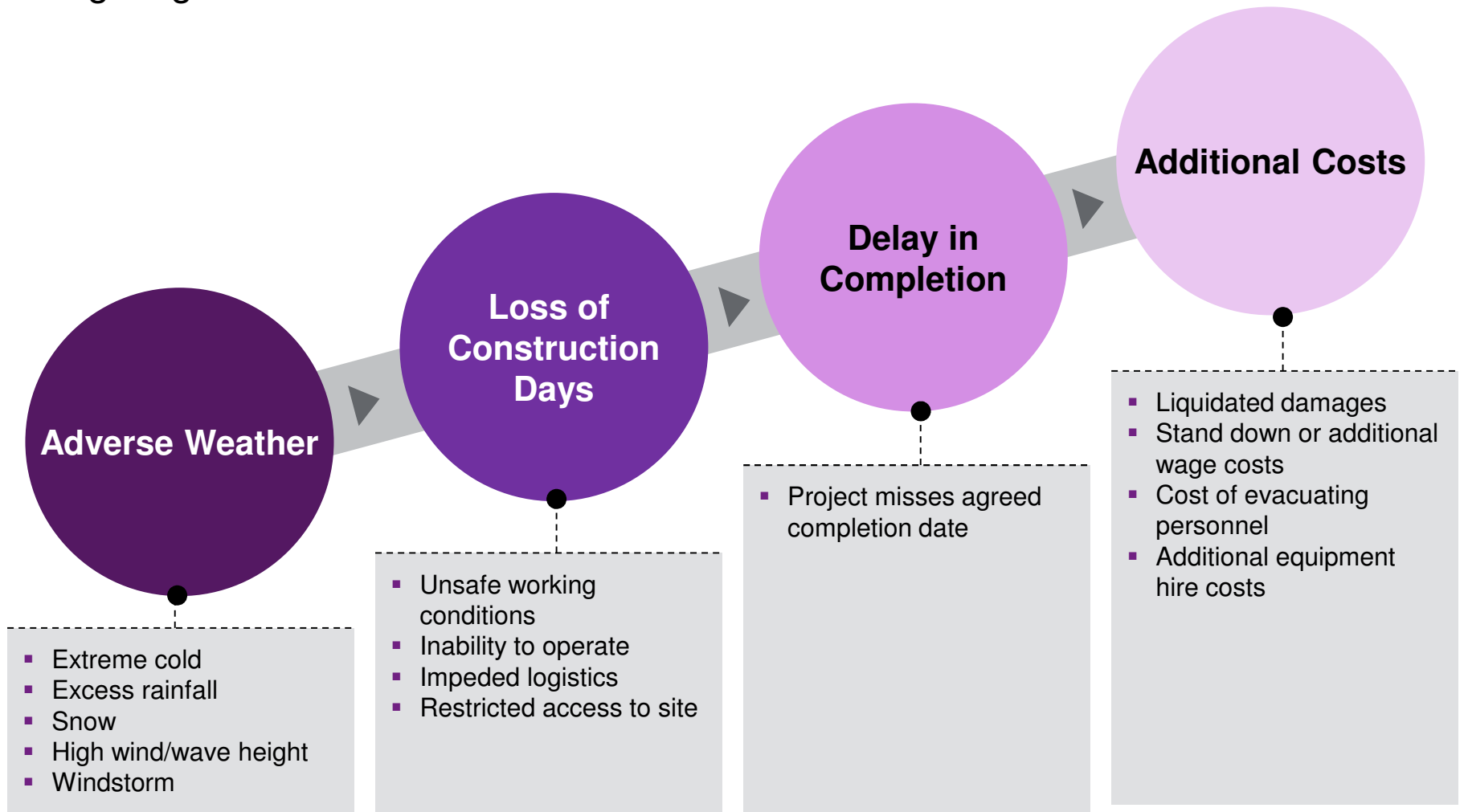
Retail, Leisure & Hospitality

Protecting revenues



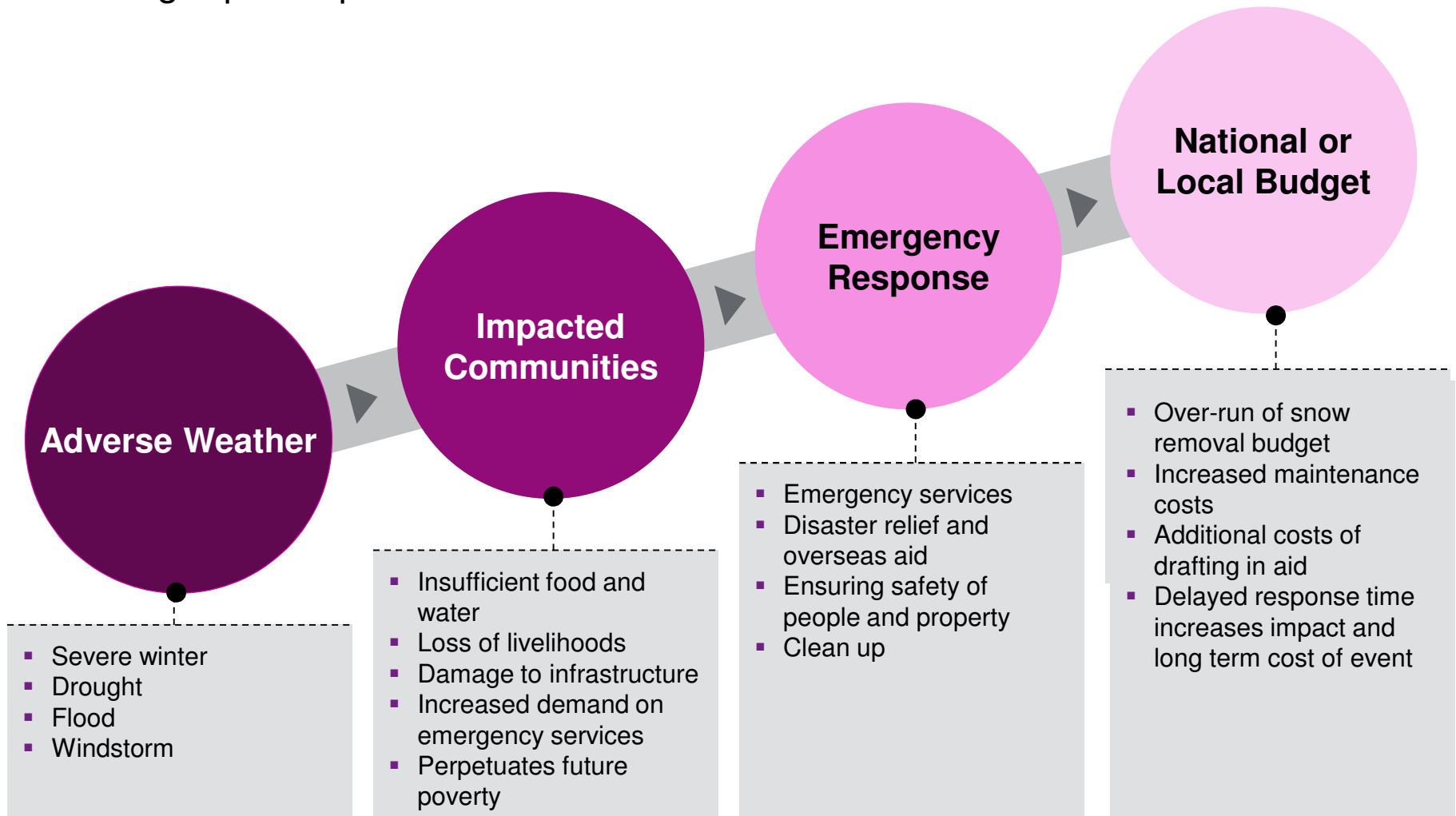
Construction

Mitigating increased costs



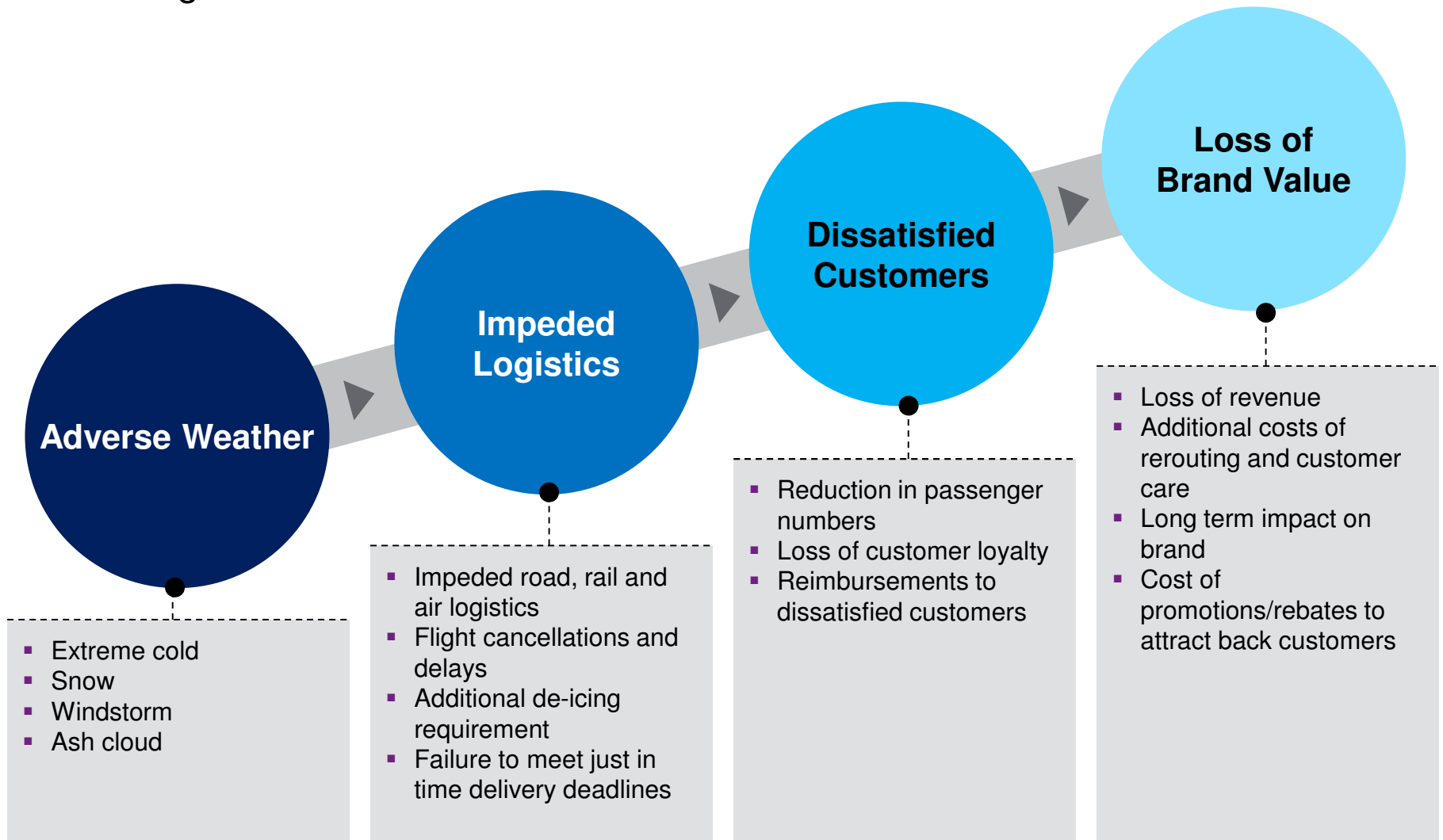
Resilient Communities

Ensuring rapid response



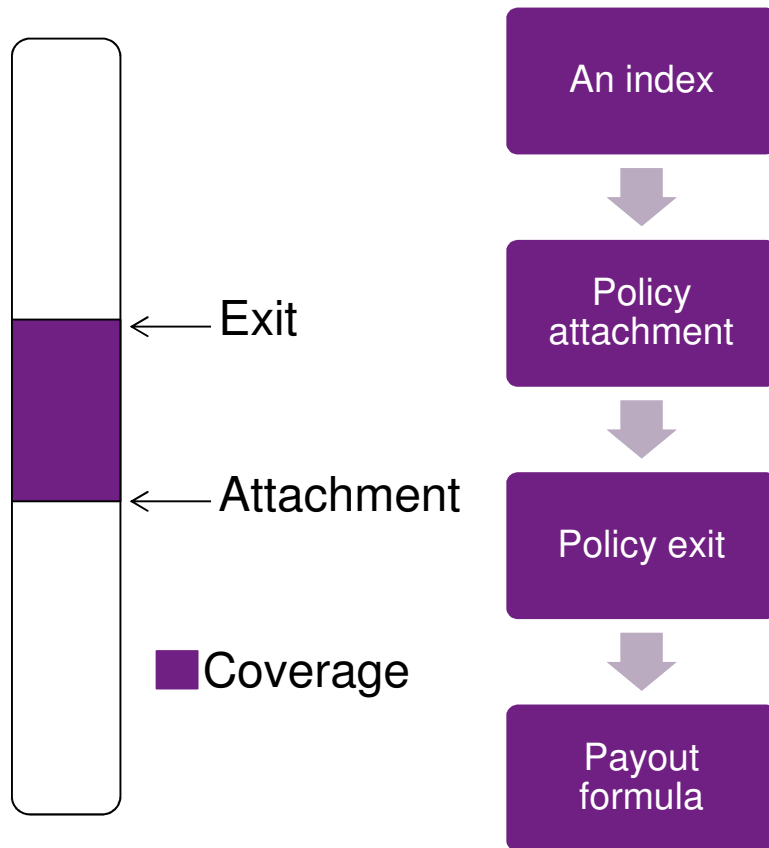
Transportation & Logistics

Protecting the brand



Weather-Index Solutions

How do they work?



- Weather-index solutions provide a way of hedging the financial impact of adverse weather on a business
- Cover responds to changes in a weather index as opposed to specific weather events such as hurricanes
- The reference weather index is based on data from an official source
- Data is required in a consistent format retrospectively for underwriting and prospectively for claims calculation
- Claims paid based purely on the value of the index rather than the actual loss suffered by the insured
- Claims settlement is quick
- Careful calibration of the index is critical to the performance of the solution

Claire Wilkinson

Managing Director, Alternative Risk Transfer Solutions, Willis Towers Watson



Claire is a Managing Director in the Alternative Risk Transfer Solutions practice, and co-head of the Willis Towers Watson Global Weather Practice. Based in London, she is responsible for the origination, structuring and execution of weather-related solutions for companies across all industry sectors on a worldwide basis. She is also responsible for developing alternative risk financing and index based solutions to address complex risks. Claire is supported by a global team of over 50 mathematicians, actuaries, engineers, scientists and risk consultants.

Education and Credentials

- BSc (Hons) degree in Mathematics and Statistics
- Post Graduate Certificate in Education
- Associate, Chartered Insurance Institute (ACII)
- Associate, Risk Management (ARM)
- FCA approved person for securities and financial derivatives

Contact Information:

D: +44 20 3124 6014

E: Claire.Wilkinson@WillisTowersWatson.com

Thank You!

