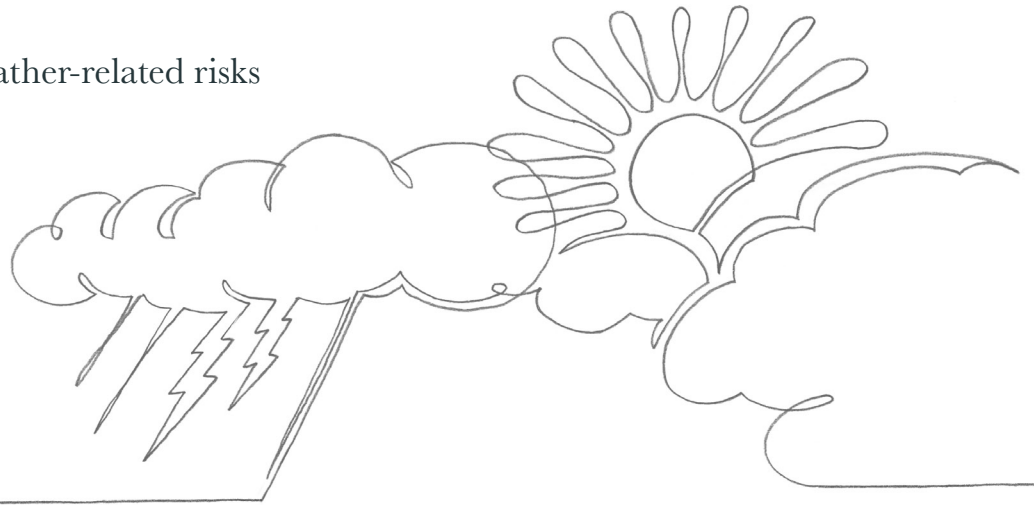


# Beazley Weather Guard

Innovative insurance for weather-related risks





# Beazley Weather Guard

**Adverse weather can jeopardize business growth, lead to unbudgeted expenditure and cause volatility in earnings.**

## Flexible cover

Beazley Weather Guard provides flexible insurance cover that gives the insured control over the key elements of their insurance – the type of cover, peril (precipitation, snow and temperature), trigger level and duration.

The product is powered by Beazley's access to a comprehensive weather database that sources information from over 5,500 weather stations worldwide, providing information on snow, rain and temperature data going back over 40 years. Weather Guard enables Beazley's underwriters to assess the weather risks faced on any date throughout the year and tailor cover to the specific risk.

A range of innovative coverage solutions are available to clients across pluvios, sales promotions, income stabilization and expense protection.

## Timely claims payment

Cover can be purchased either on an indemnity

or an agreed value basis.

For agreed value policies the claims payment will be 100% of the agreed value, irrespective of the actual loss incurred.

The benefits of an agreed value policy are that it speeds up the claims process. Typically, when a claim occurs, all we need to receive is the weather station or independent weather observer's report, resulting in minimal disruption to the insured's business.

For insureds selecting the more traditional indemnity basis, the price charged reflects the direct link between the actual loss incurred by the insured and the claims payment made.

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## Pluvius cover

Sports events, festivals, concerts and many other types of outdoor events rely on favorable weather in the set-up and while the event is live. Beazley Weather Guard can be tailored so that if pre-determined triggers lead to a partial or total cancellation the organizer or promoter is covered.

For example the organizer of a horse race meeting could suffer a loss of revenue if rainfall on the morning of the meeting reduces the number of walk-up spectators, leading to a loss of revenue.

## Supporting sales promotions

In these difficult economic times, consumers are very prudent as to where they spend their money, and differentiating products and services is particularly critical to sales growth. Beazley Weather Guard supports companies running marketing campaigns linked to weather perils, for example:

## Christmas cheer

A department store runs a promotion in July and August, offering its consumers their money back if they purchase goods in the store during the promotion period and a pre-determined weather event occurs (eg snowfall, rainfall or temperature) on Christmas day. The trigger for the policy to pay out is the pre-determined event occurring at a given location on Christmas Day.

## Relaxing vacation

Poor weather can severely hamper the enjoyment of a vacation, and is likely to deter people from returning to the same resort the following year. Beazley Weather Guard could enable a hotel to offer guests an incentive to return to the resort if they encountered bad weather during their stay. In the event that poor weather was experienced over a particular period of days, the guests could receive:

- a full (or partial) refund
- vouchers which can be exchanged for hotel services or purchases in the hotel's shops
- a discount voucher towards their next vacation that can be used for future reservations at the same hotel or hotel chain

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## Stabilizing income

Income stabilization products are of particular interest to companies whose business income is directly impacted by weather conditions.

## Unseasonal rain

A theme park is concerned that unseasonably bad weather during its busiest time of year – in the summer vacation school months – is likely to result in reduced visitor numbers and a subsequent knock-on impact on revenues. To address this concern Beazley Weather Guard can be structured so that if there is a pre-agreed amount of rain between certain hours over a specified period, and visitor numbers drop by more than a certain percentage compared with the previous year, then Beazley Weather Guard may provide coverage for this weather related impact in revenue.

## Protecting expenses

Beazley Weather Guard can be used to provide financial certainty across a wide variety of circumstances for example:

### Extra expense cover: film-shoot wash-out

A film director requires at least eight rain free hours, either consecutively or non-consecutively to shoot an outdoor scene for a film. If there are less than eight rain free hours then the shoot would be a wash-out and considerable expense would be incurred rescheduling the shoot for an alternative date. Beazley Weather Guard can insure the day's shoot, and cover the rescheduling costs should the weather conditions create a claim.

### Cost containment: white-out

An airport operator or local municipality may buy enough grit or road salt to cover up to five feet of snow during a specific period in the winter, but there is no additional budget for buying more grit or road salt during this time. Beazley Weather Guard can tailor a product to cover the cost of the airport operator or local municipality having to purchase additional grit or road salt should it snow more than five feet during the covered period.

## Beazley Group

Two Liberty Place

50 S. 16th Street, Suite 2700

Philadelphia

PA 19102

USA

T +1 (215) 446 8410

F +1 (215) 446 8469

[www.beazley.com/contingency](http://www.beazley.com/contingency)

## About Beazley's contingency team

Beazley's contingency team has over 20 years' experience in providing insurance cover for the sports, entertainment, leisure, conference, exhibition and trade show industries. The team has developed a wide range of products specifically for these markets:

- Event Insurance
- Prize / Promotion Indemnity
- Non-appearance cover
- Over Redemption
- Death, Disablement & Disgrace
- Conference & Exhibition
- Weather Guard
- Terrorism cover

## Contact

Christian Phillips

Contingency Underwriter

T + 1 215 446 8426

M +1 215 410 1881

[christian.phillips@beazley.com](mailto:christian.phillips@beazley.com)

The logo for Beazley, featuring the word "beazley" in a lowercase, outlined, sans-serif font. The letters are white with a thin black outline, and the logo is positioned above a horizontal line that spans the width of the page.

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