

SOMPO INTERNATIONAL **WeatherLock® for the Real Estate & Hospitality Industry**



Sompo Global Weather enables its clients to take control of weather volatility with its WeatherLock® suite of products...

Fluctuations in weather conditions can create planning uncertainty for businesses and negative surprises in financial outcomes. Sompo Global Weather enables its clients to take control of this weather volatility with its WeatherLock® suite of products, where payments can be structured to protect against financial exposure due to variations across a range of perils, such as rainfall, snowfall and temperature, that can impact the Real Estate and Hospitality industry.

TARGET MARKETS

Sompo Global Weather is a leading provider of weather protection products across the world and works with our dedicated Real Estate and Hospitality team in Sompo Global Risk Solutions to structure solutions across a range of classes within the industry:

- Real Estate Funds and Investment Trusts
- Global Real Estate Service Firms
- Building Owners
- Recreational Venues
- Golf Club Owners/Operators
- Hotel Owners & Operators
- Property Managers
- Restaurants
- Cultural Institutions
- Gaming/Casinos
- Parking Operators



Sompo Global Risk Solutions Capabilities

TAILORED PRODUCTS

We offer significant transactional capacity for our WeatherLock® financial products with payments structured to address volatility in key weather perils that can impact business volumes and associated revenues as well as operating costs for clients in the Real Estate and Hospitality markets. This suite of products includes:

- **TempLock®** – Building owners can protect against increased energy bills arising from high energy usage due to cold winters and hot summers
- **RainLock®** – Golf course operators can protect against lost greens fees and concession revenues due to a high number of rainy days in a season
- **SnowLock®** – Property managers can protect against additional snow removal costs arising from a snowy winter

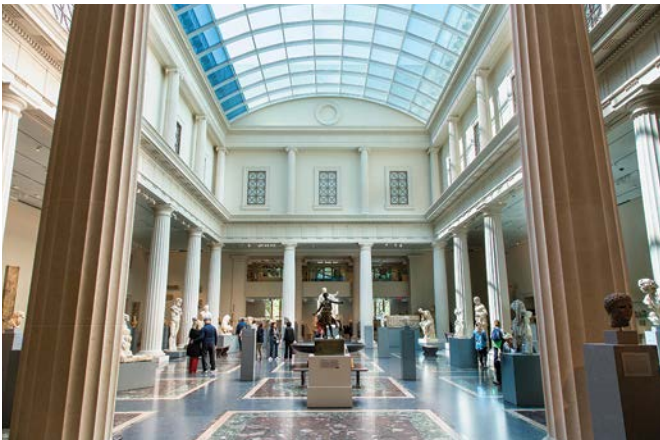


SOMPO GLOBAL WEATHER

Sompo's Global Weather team writes tailored weather-driven risk management derivatives and (re)insurance products indexed to weather indices, as measured and reported by global meteorological agencies. Products can also be structured based on the interaction of weather and commodity price indices, including natural gas and power prices. Our contracts are written on a global basis and in a variety of major currencies ranging in duration from several days to several years.

SOMPO GLOBAL RISK SOLUTIONS

Sompo Global Risk Solutions offers comprehensive multi-line capabilities targeted at industry verticals, including the Real Estate & Hospitality industry. Servicing middle market and large accounts domiciled in the U.S., we work through a network of retail brokers who share our commitment to long-term partnerships built on white glove service.



FOR MORE INFORMATION, CONTACT:

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