



Tokio Marine Holdings

To Be a Good Company

Tokio Marine *Insights:*

Tokio Marine Group's Contribution to and Growth Strategies for the Renewables Market

June 24, 2021



I. Tokio Marine Group's promotion of climate change measures P. 2
II. Tokio Marine & Nichido Fire Insurance's initiatives	
a) Green Transformation Task Force (GXTF) P. 3
b) Initiatives to promote offshore wind power generation P. 4
III. GCube's strength in the global renewables market P.14



Tokio Marine Group's promotion of climate change measures

Promotion of renewable energy through GXTF and GCube is extremely important in our effort to contribute to the realization of sustainable society and enhance our social and economic value at the same time

<p>Our unchanging purpose</p>	<p>Protect customers and society in their times of need</p>							
<p>Our vision</p>	<p>Contribute to the realization of sustainable society and simultaneously enhance our social value and economic value (profit growth) by circulating business activities and social issue resolution</p>							
<p>Sustainability core themes</p>	<p>Enhance disaster resilience</p>	<p>Promote climate actions</p>	<p>Support people's healthy lives</p>	<p>Promote and penetrate D&I</p>				
<p>Promote climate actions</p>	<p>Efforts as an insurance company</p> <table border="1"> <tr> <td data-bbox="521 887 1335 1134"> <ul style="list-style-type: none"> ● Support of victims through insurance ● Contribute to creation of a disaster resilient society </td> <td data-bbox="1357 887 2170 1134"> <ul style="list-style-type: none"> ● Contribute to sustainable global environment <ul style="list-style-type: none"> • Promotion of renewable energy through Tokio Marine & Nichido Fire's (TMNF's) Green Transformation Task Force (GXTF) and GCube ,etc. </td> </tr> <tr> <td data-bbox="521 1142 1335 1487"> <p>Efforts as an institutional investor</p> <ul style="list-style-type: none"> ● Promotion of ESG investment (ESG Engagement, ESG Integration) ● Origination of fund for supporting renewable energy business, investment in green bonds </td> <td data-bbox="1357 1142 2170 1487"> <p>Commitment as a global leader</p> <ul style="list-style-type: none"> ● Join international initiatives ● Realize carbon-neutral* </td> </tr> </table>				<ul style="list-style-type: none"> ● Support of victims through insurance ● Contribute to creation of a disaster resilient society 	<ul style="list-style-type: none"> ● Contribute to sustainable global environment <ul style="list-style-type: none"> • Promotion of renewable energy through Tokio Marine & Nichido Fire's (TMNF's) Green Transformation Task Force (GXTF) and GCube ,etc. 	<p>Efforts as an institutional investor</p> <ul style="list-style-type: none"> ● Promotion of ESG investment (ESG Engagement, ESG Integration) ● Origination of fund for supporting renewable energy business, investment in green bonds 	<p>Commitment as a global leader</p> <ul style="list-style-type: none"> ● Join international initiatives ● Realize carbon-neutral*
<ul style="list-style-type: none"> ● Support of victims through insurance ● Contribute to creation of a disaster resilient society 	<ul style="list-style-type: none"> ● Contribute to sustainable global environment <ul style="list-style-type: none"> • Promotion of renewable energy through Tokio Marine & Nichido Fire's (TMNF's) Green Transformation Task Force (GXTF) and GCube ,etc. 							
<p>Efforts as an institutional investor</p> <ul style="list-style-type: none"> ● Promotion of ESG investment (ESG Engagement, ESG Integration) ● Origination of fund for supporting renewable energy business, investment in green bonds 	<p>Commitment as a global leader</p> <ul style="list-style-type: none"> ● Join international initiatives ● Realize carbon-neutral* 							

Growth strategy with GXTF (TMNF)

In the transition to a decarbonized society, which will become increasingly important, supporting initiatives by customers and local communities results in profit growth for the company

What we want to achieve

- **Support initiatives on realizing carbon-neutral and transitioning to a decarbonized society** by all industries and regions
- Through the support and contributions, **be appreciated and selected by customers, resulting in growth of the company**
As the pillar of medium- to long-term growth strategy, **create several-tens-of-billion-yen* market by 2030**
- Establish a brand **closely associating “Green” and “Tokio Marine Group”**

Overview of initiatives

Contribution area	Future plan
<Technical development> Renewable energy (offshore wind, solar), etc.	<ul style="list-style-type: none"> ● Enhance technical research and underwriting capability (including collaboration with GCube) ● Strengthen risk consulting functions
<Market changes> Energy efficient/renewable facilities, customer preference change, etc.	<ul style="list-style-type: none"> ● Provide solutions to resolve issues of businesses and individuals
<Environmental / regulatory changes> TCFD, RE100, ESG investments, etc.	<ul style="list-style-type: none"> ● Provide solutions in line with rules and regulation changes ● Build new business model

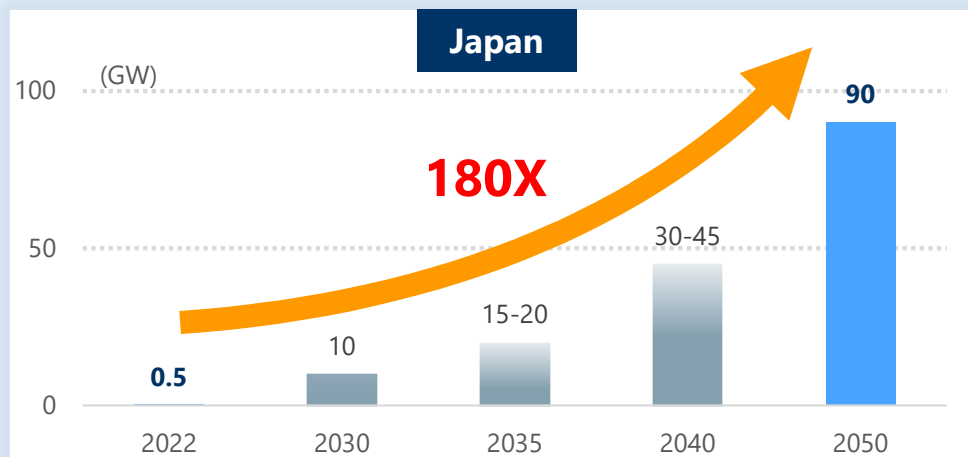
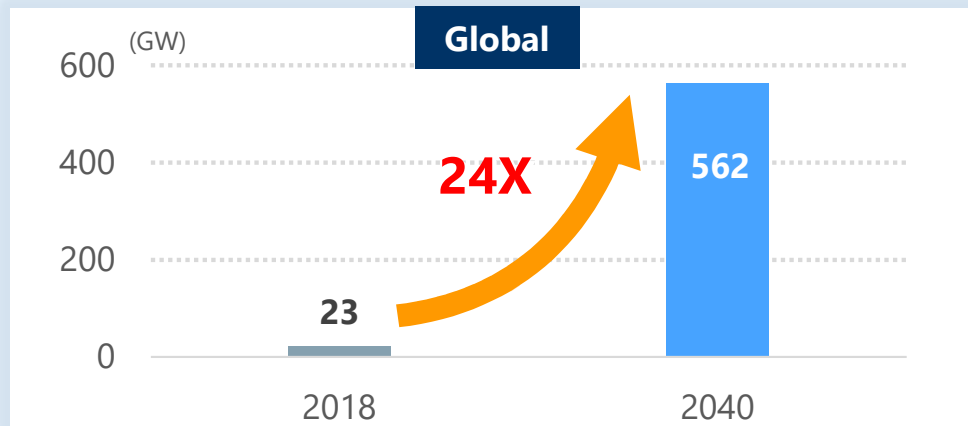
Promotion framework

Promotion through GXTF with 100 staff members mainly at TMNF (Establishment of GX Office in June 2021)

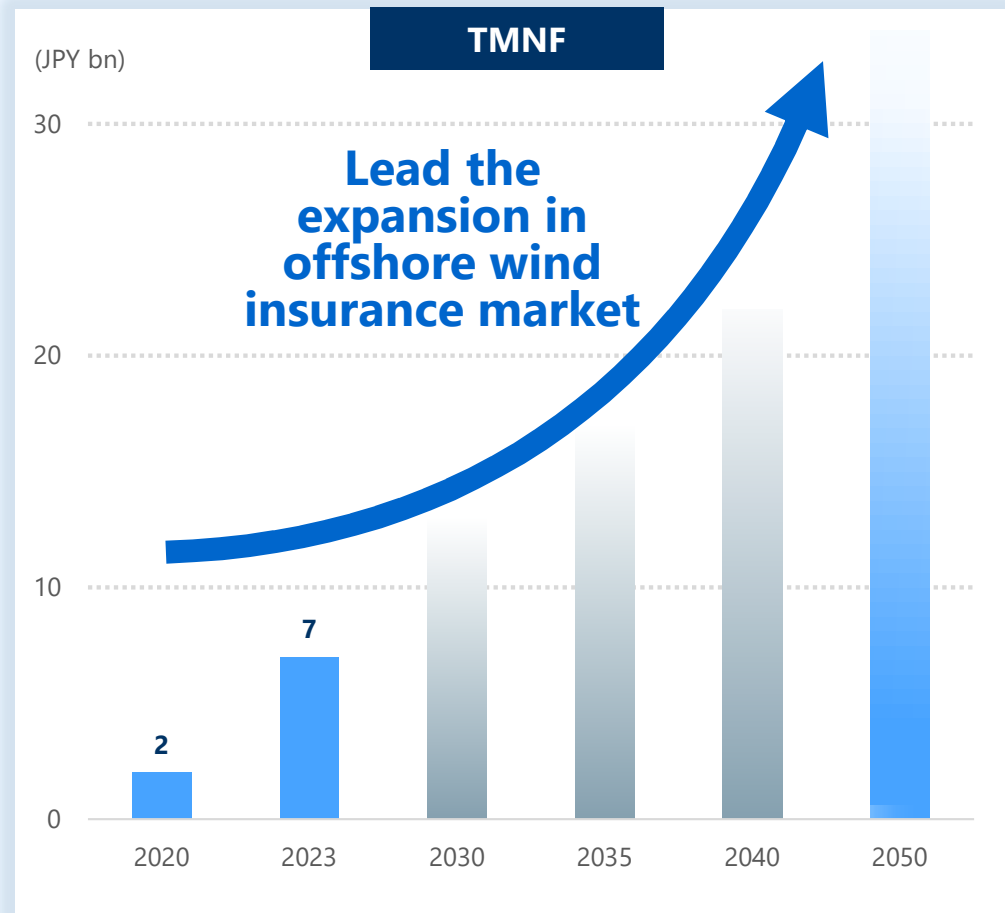
Key to renewable energy: Offshore wind power generation

- Offshore wind power is deemed to be the key for renewables to become the main power source, and increased introduction is expected in Japan and overseas
- Premiums are expected to increase significantly through supporting renewables business

Offshore wind total introduced capacity



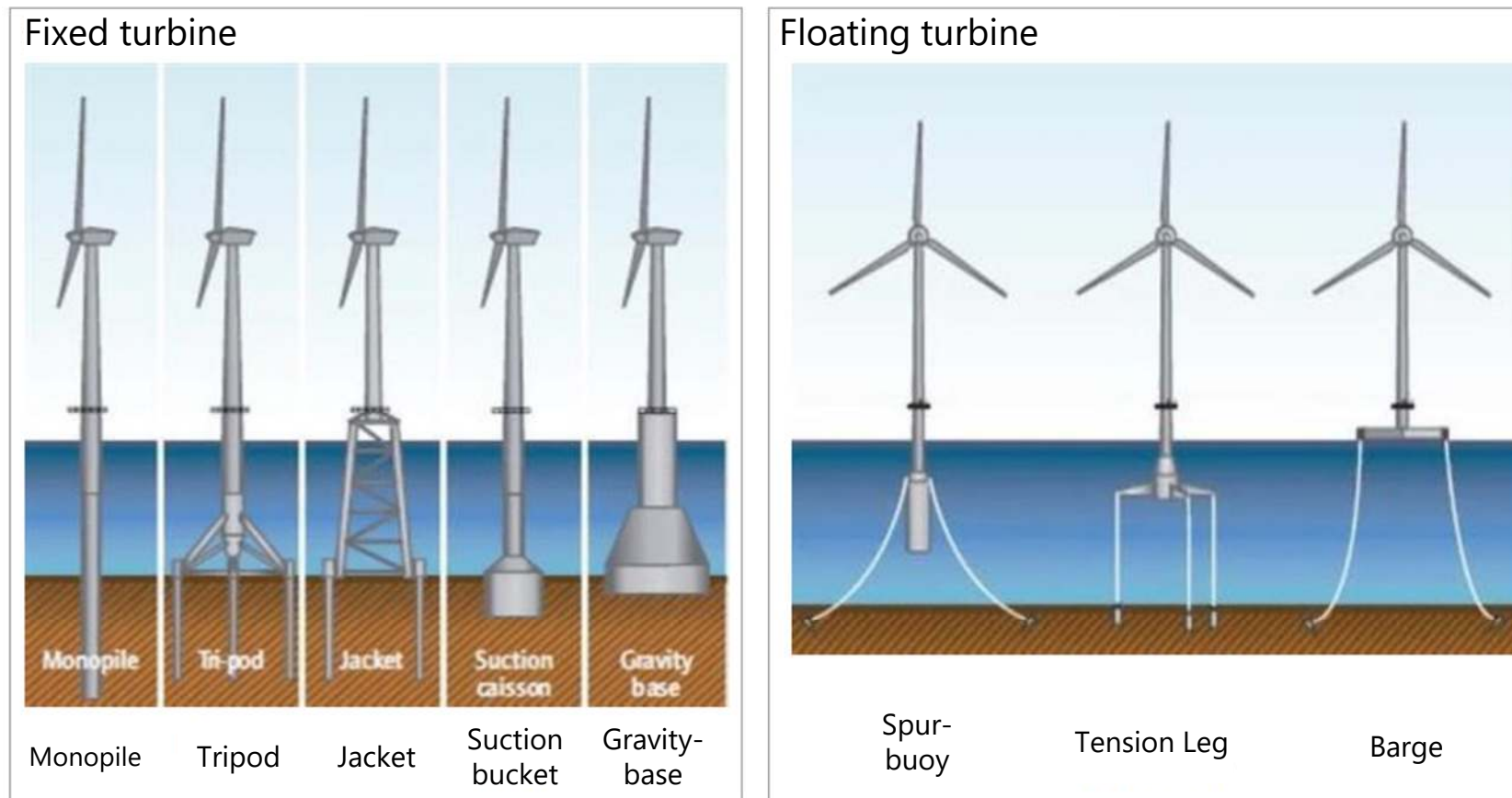
Trend of premiums



*: Source: Overview of the Vision for Offshore Wind Power Industry (1st), Japan Wind Power Association material, Tokio Marine' research for 2022 figure

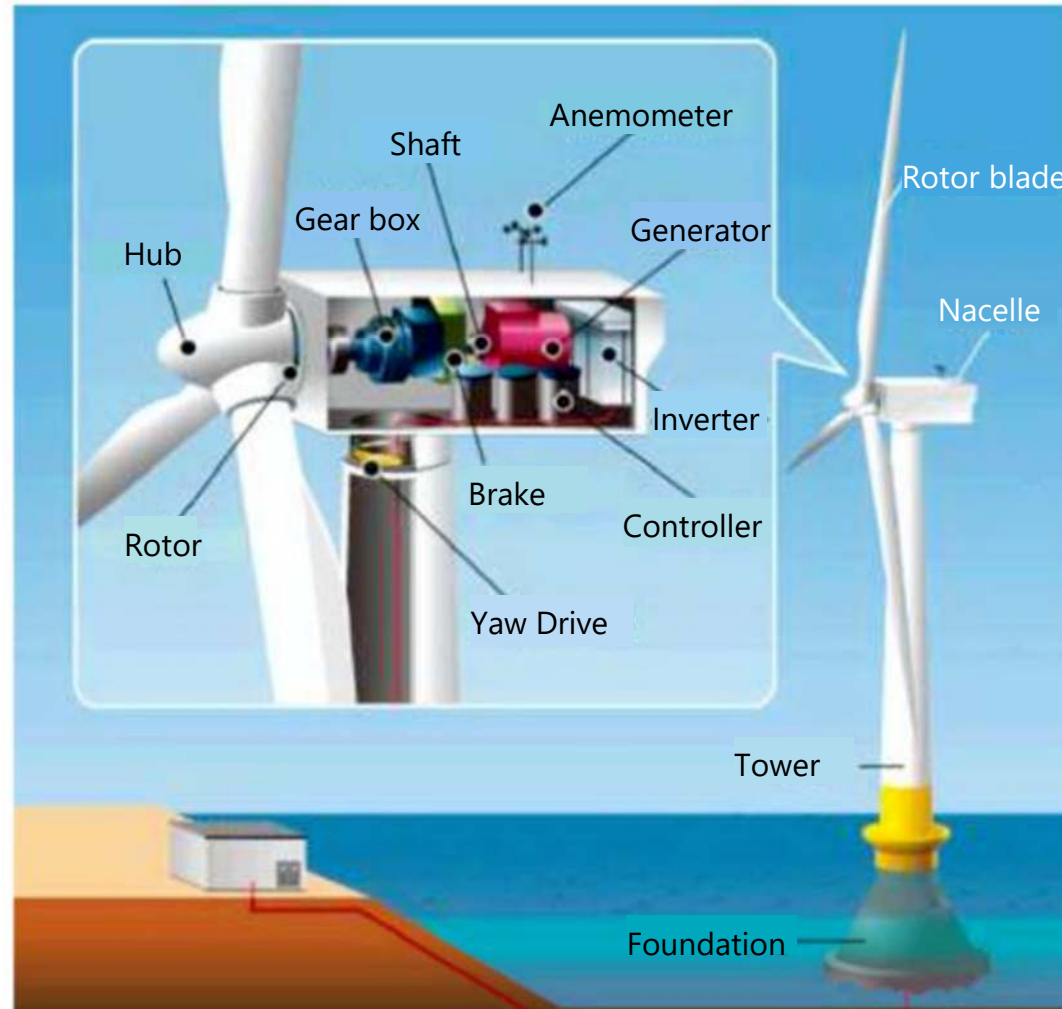
(Reference) Offshore wind turbines

Various types of offshore wind turbines



Source: Adapted from the IPCC, 2011, "Renewable Energy Sources and Climate Change Mitigation"

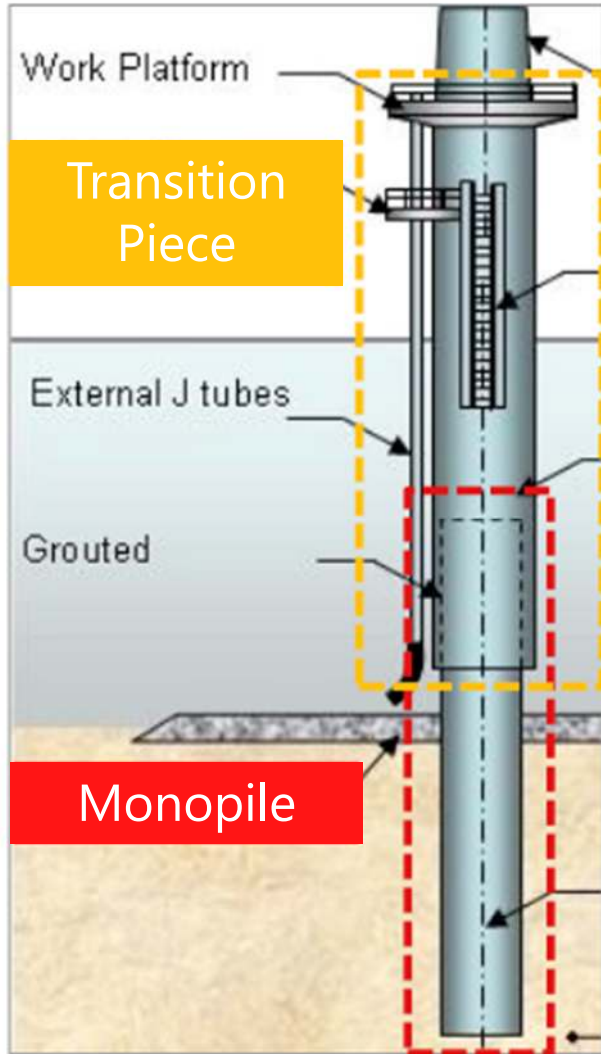
(Reference) Offshore wind turbines



Source: "Structural analysis of wind power generation industry: Fukushima Prefecture"

(Reference) Offshore wind turbines

Monopile



Source: EurekaAlert! website



Source: Adapted from Ministry of the Environment website

(Reference) Offshore wind turbines

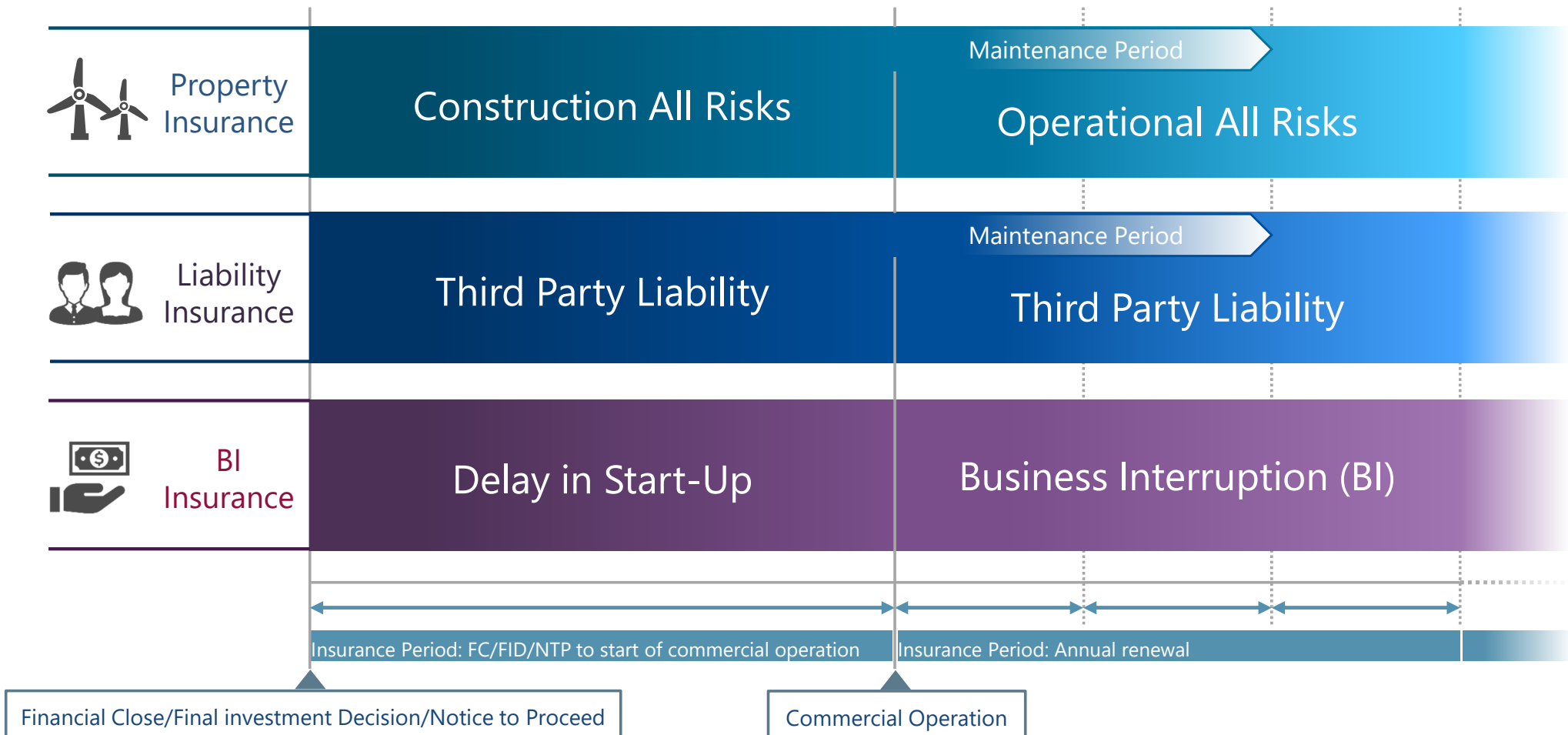
Floating turbine



Source: energyfacts website

(Reference) Offshore wind insurance

Determine various risks involved in each phase and create insurance package providing necessary coverage at a price reflecting the risks



(Reference) SDGs Strategy/Economic Value Award from Nikkei Grand Prix

Tokio Marine Holdings, News Release, Dec. 22, 2020

December 22 2020
Tokio Marine Holdings, Inc.
1-2-1 Marunouchi, Chiyoda-ku, Tokyo

Tokio Marine Holdings Receives the SDGs Strategy/Economic Value Award at the Nikkei SDGs Management Grand Prix

Tokio Marine Holdings, Inc. (President and Group CEO: Satoru Komiya, the "Company") proudly announces that the Company received the SDGs Strategy/Economic Value Award at the Nikkei SDGs Management Grand Prix, which was held for the second time this fiscal year under the sponsorship of Nikkei Inc.

The objective of this henceforth annual award is to commend companies who have successfully enhanced their corporate value by tackling social, economic, and environmental issues through their business by linking the SDGs to management, based on the results of the "Nikkei SDGs Management Survey," a major survey organized by Nikkei Inc., to achieve SDGs.

A recipient of the SDGs Strategy / Economic Value Award is determined based on the comprehensive evaluation of: "Policy", "Reporting and Communication", "Promotion Systems and Internal Penetration", "Services via Business", and "Business Performance".

The Company is highly evaluated for developing businesses though contributing to SDGs especially by developing insurance products for business entities related to offshore wind power generation aiming to promote renewable energies.

The Company will continue to contribute to a resolution of various social issues together with its stakeholders through all employee participation-oriented initiatives rooted by its self-motivated employees with integrity and compassion, to be trusted by all people and society "To Be a Good Company".

<At the Award Ceremony>



(Second from left: Satoru Komiya, President and Group CEO)

■ Tokio Marine Group's Sustainability Initiatives
www.tokiomarinehd.com/en/sustainability/index.html

Offshore wind insurance initiatives and experience

- Engaged from 2013 when construction of offshore wind demonstration generator was considered in Japan, ahead of peers
- Accumulated expertise by underwriting offshore wind projects in Europe


10 countries / regions

About 50 projects

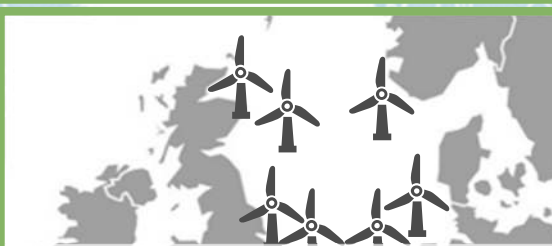
10GW+ total generation capacity

US

Participated in all projects




UK·EU



- Started underwriting from projects involving Japanese companies
- Built relationship with US and European power companies; referrals for non-Japanese projects

Taiwan

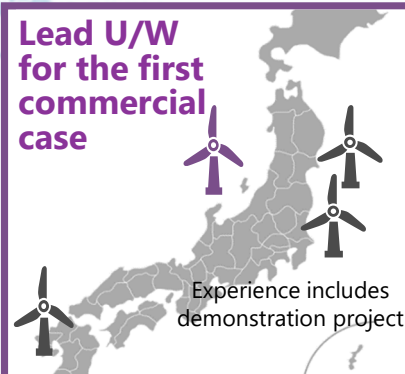
Participated in all projects



Japan

Lead U/W for the first commercial case

Experience includes demonstration project



Added-value for Japanese customers

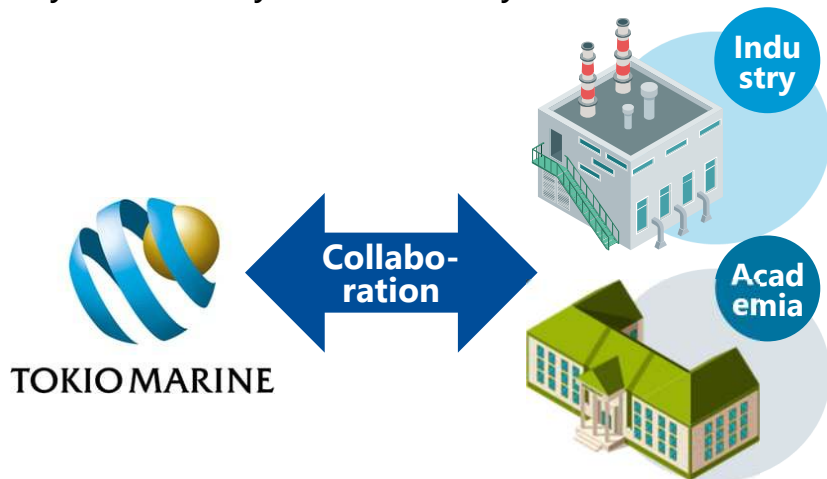
Provide services which meet customers' expectations based on Japan's unique circumstances (natural catastrophes, etc.) and leveraging on our experience in industry-academia collaboration and European projects

Insurance services expected by customers

- Underwriting
- Probable maximum loss calculation
- Risk assessment
- Accident response
- Loss prevention
- Insurance procurement advice

Build unique risk model for Japan

Build unique risk model for Japan in industry-academia collaboration with Nippon Kaiji Kyokai and Kyoto University



Apply European wind power project experience to Japan

Prepare Japanese version of the Marine Warranty Survey Guideline based on the marine warranty survey required for underwriting offshore wind insurance in Europe, adjusted to the Japanese weather and marine conditions and construction contractors and operators' practices



Collaboration with GCube

Achieve both resolution of social issues and our economic growth (profit growth) through initiatives as One Tokio Marine Group under stronger cooperation with GCube

Marine Industry Production Dept.
started underwriting offshore
wind insurance

2013

Participation in Tokio Marine Group
 TOKIO MARINE
HCC Acquisition  GCube
Renewable Energy Insurance

2020

Accelerate initiatives as
One Tokio Marine Group

2021

Collaboration with GCube: Past initiatives

1. Offshore wind underwriting using GCube reinsurance scheme (about 40 contracts)
2. Joint meeting with Tokyo customers with presentation on European case studies and insurance arrangements, etc.
3. GCube underwriter presentation at our offshore wind seminar (use of drones for offshore wind, in Tokyo and Taipei)
4. Knowledge and know-how sharing (underwriting, risk engineering, loss prevention)

Post-acquisition

1. Enhanced collaboration between TMHCC and GCube
2. Periodic Tokio Marine Group Offshore Wind Strategy Meeting and joint approach to overseas power generators and international insurance brokers
3. Group approach for European offshore wind and US solar projects (4 successful contracts)

Future

1. Strengthen underwriting platform with enhanced rating model, etc.
2. Launch GCube original product in Japan
3. Enhance presence in global insurance market

GCube Overview

World-leading Underwriting Unit specialized in risks related to renewable energy, such as wind, solar and hydro, joined Tokio Marine Group in May 2020



- Underwritten over 70 offshore wind projects around the world
- As a leading player in the industry, GCube underwrites renewable energy risks mainly in the United States and Europe, in addition to Australia, South Africa and Asia
- Leading renewable energy insurer with
 - (1) **underwriting capacity;**
 - (2) **loss servicing capability; and**
 - (3) **industry presence**

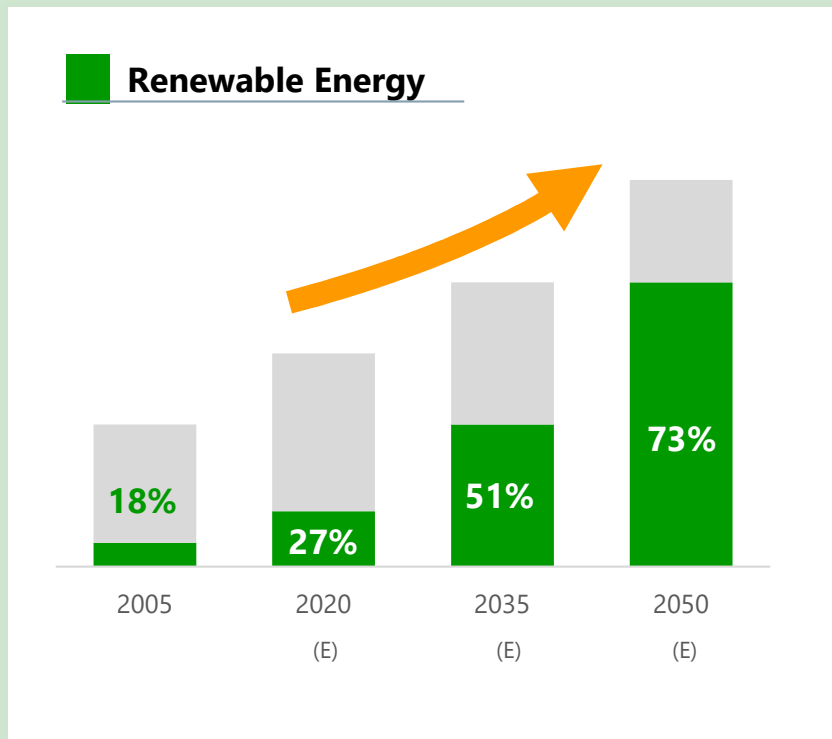
Year of establishment	1987
Primary office location	London, UK
Nature of business	Underwriting Unit of TMHCC specialized in renewable energy risks
Agency premium	Circa USD 120 Million (Fiscal 2020)
Insurance products	Construction insurance, marine cargo insurance for materials in transit, operational all risks, etc.



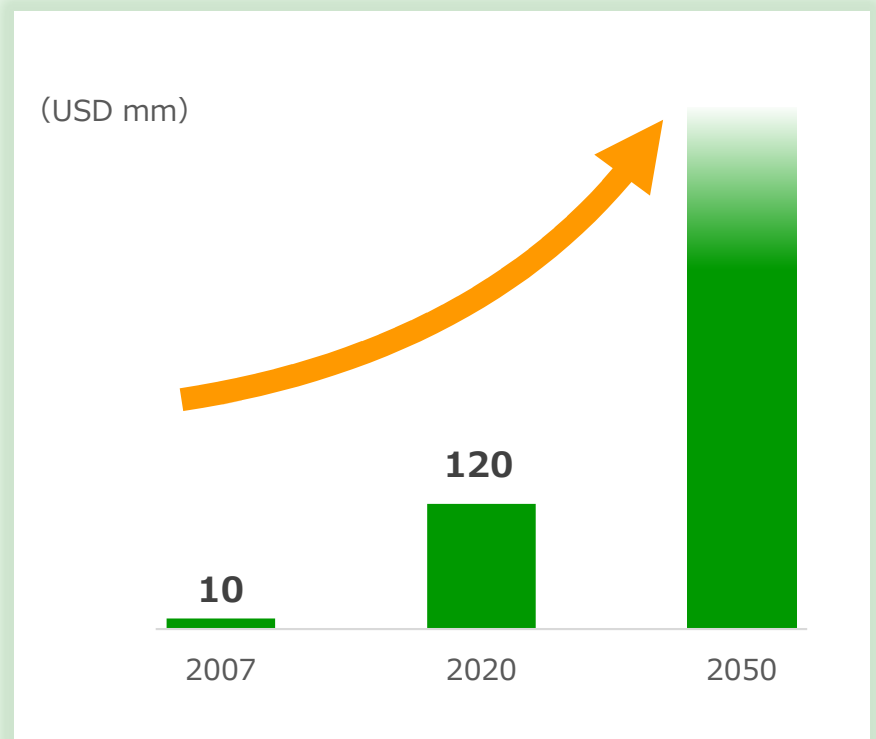
Growth potential of renewable energy market

Insurance premiums to expand along with renewable energy market growth

Renewable energy business* (Ratio to global power supply)



Trends of GCube premium



*: Source: McKinsey

GCube's strength: (1) Underwriting capacity

Strength built upon the huge volume of loss data accumulated over almost three decades since founding

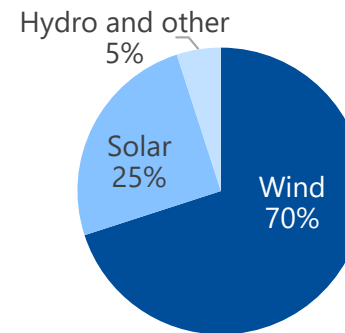
Loss data accumulated since founding

Appropriate pricing of premiums



Focus on technology, past performance, geographic location, and post construction operation and maintenance

Appropriate selection of risks



Specialize in wind, solar, and hydro of which GCube has capability

Industry leading underwriting capacity

USD 300M

(Reference) Underwriting capacity

Underwriting considerations: Technology / contractors & suppliers

What foundation type?	<ul style="list-style-type: none"> • MP, Jacket, Gravity-based, Suction bucket, Floating • Grouted or bolted connection
Contractor's plant and equipment?	<ul style="list-style-type: none"> • Hammers • Drills • (Double) Big Bubble Curtains
Surveys	<ul style="list-style-type: none"> • Geophysical, UXO, MCSS, etc. • Soil / borehole analysis
Suppliers	<ul style="list-style-type: none"> • Track record, experience • Visibility of equipment testing • Level of liability under supply contract
Contractors	<ul style="list-style-type: none"> • Track record, experience • Level of liability under EPC



(Reference) Underwriting capacity

Underwriting considerations: Location

Well established tools for estimating onshore exposure:

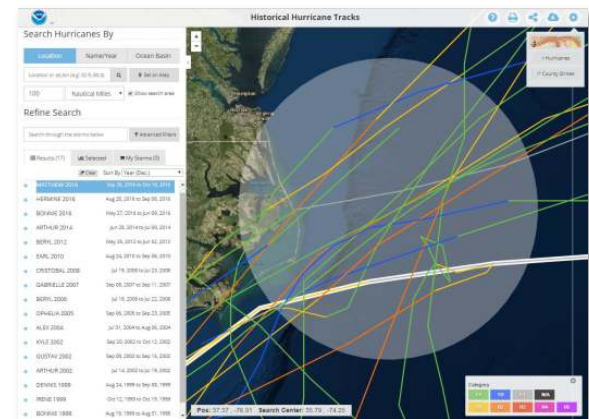
- NATHAN
- CAT NET
- RMS
- RISK METER

Modeling of complicated offshore wind data:

- ABS Group
- NOAA
- Universities
- Coastline Proxy (for nearshore)

Seabed conditions / Distance from the coast:

- Soil conditions
- Distance from the shore
- Environmental concerns



GCube's strength: (2) Loss servicing capability

Provide high added-value to customers leveraging on in-house loss adjusters utilized for providing loss prevention advice, based on large number of paid claims

1 Paid claims

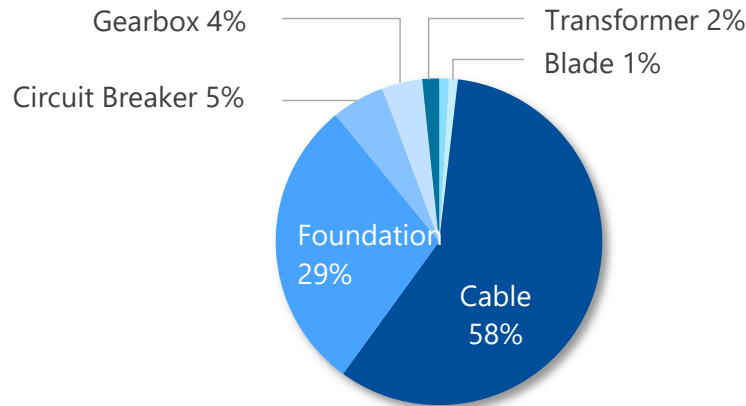
<2011-2020>

Individual paid claims: over 4,000

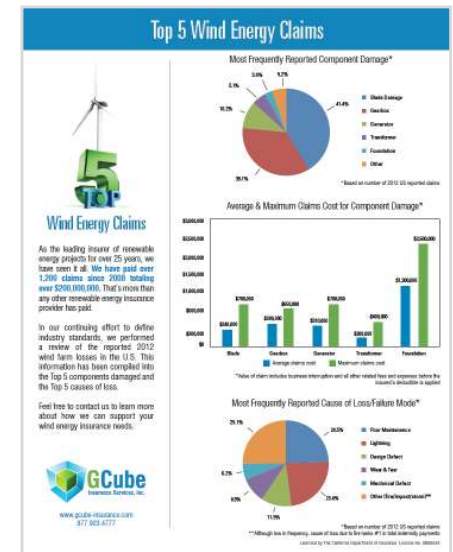
Paid amount: over USD 700M

2 Loss prevention advice

In-house adjusters provide loss prevention advice based on latest loss statistics



3 Provide loss data



Strong appreciation from customers

(Reference) Loss servicing capability

Loss Mitigation - Renewable Energy Loss Adjusters (RELA)

RELA is a trusted renewable energy claims and risk assessment specialist

Loss Adjusting

Using our expert knowledge, we ensure that losses are resolved equitably, claims expenses are minimized and assets are returned to operation once more in the shortest possible timeframe

In addition, provide services as below

- Establish loss causation
- Advise on business interruption losses
- Advise on a settlement / mediation strategy ,etc.

Risk Engineering Surveys

Pre-risk surveys, available globally, help renewable energy project stakeholders and investors to be informed assessments of their assets



GCube's strength: (3) Industry presence

Referrals to most of the main projects throughout the world because of the market presence

1

Almost 30 years of renewable energy business experience

2

Strong track record and brand as the market leader

3

Eight out of the top 10 renewable energy companies in the world are our customers

4

Extremely good relationship with major brokers

Group synergies

Increase group synergies through collaboration



Tokio Marine Nichido Fire (Japan)

- Excellent working relationship with TMNF offshore team
- Working together on world famous offshore wind projects in US, Europe and Japan



Tokio Marine America (USA)

- Successful in working with Tokio Marine America in US
- Have successfully bound and written a US solar project working together

GCube Growth Story

**Climate change is the most important global issue
for all of mankind**

**We will contribute to resolution of this significant social
issue by supporting the spread of renewable energy through
insurance and risk consulting**

Our business will grow together

Disclaimer

These presentation materials include business projections and forecasts relating to expected financial and operating results of Tokio Marine Holdings and certain of its affiliates in current and future periods. All such forward looking information is based on information and assumptions available to Tokio Marine Holdings when the materials were prepared and is subject to a range of inherent risks and uncertainties. Actual results may vary materially from those estimated, anticipated, expected or projected in the accompanying materials and no assurances can be given that any such forward looking information will prove to have been accurate. Investors are cautioned not to place undue reliance on forward looking statements in these materials. Tokio Marine Holdings undertakes no obligation to update or revise any of this forward looking information, whether as a result of new information, recent or future developments, or otherwise.

These presentation materials do not constitute an offering of securities in any jurisdiction. To the extent distribution of these presentation materials or the information included herein is restricted by law, persons receiving these materials must inform themselves of and observe any such restrictions.

For further information...

**Investor Relations Group, Corporate Planning Dept.
Tokio Marine Holdings, Inc.**

URL : www.tokiomarinehd.com/en/inquiry/

TEL : +81-3-3285-0350

*To Be a **Good Company***



TOKIO MARINE

Tokio Marine Holdings