

Protecting Energy Investors from Downside Risk



BEECHER  CARLSON

Passion. Innovation. Accountability.



Beecher Carlson. We know Energy.



There's so much at stake in the Energy industry. It's a complicated piece of the economy, involving big dollars, big expectations and big risks.

Whether you are a private equity firm, an independent power producer, or developer, you're looking for an investment that will stand the test of time. The opportunities are complex and long-term, so your deals must be solid. Insurance and risk management play a substantial role in your success.

At Beecher Carlson, we can help you ensure that your deal is a good one. **In fact, we can make a good deal better.**

Energy is an extremely specialized area of risk — one that Beecher Carlson knows like no one else. Our team has been working with Energy investors for 20+ years, on deals both large and small. Our goal is to help clients create value by providing the counsel and tools they need to understand and manage specific project risks.

Knowing Energy risk management the way we

WE ARE DEDICATED TO THE ENERGY INVESTOR NICHE

Not only are we authorities in the Energy industry overall, we are also specialists in working with Energy investors. We understand more than just the insurability of a given project. We can provide feedback on project quality, long-term costs, industry standards, technologies and trends. We help investors understand the whole notion of risk relative to each opportunity.

WE'RE IN IT WITH YOU

Due diligence must be done. It's a time- and labor-intensive undertaking, and many times, the deal falls through. We understand that. We win and lose with our clients, knowing that when deals get done, we have positioned our clients to move forward with sound insurance and risk management programs in place.

WE HAVE A RECORD OF SUCCESS

The Beecher Carlson Energy Practice has been involved in many of the most celebrated deals of the last decade. Our track record is unparalleled in the industry.

WE KNOW THE PLAYERS

We've been in this business through its endless cycles and are familiar with the top project finance lawyers and bankers involved in these deals. We are expert at helping stakeholders understand our insurance and risk management solutions using their language. In addition, our reputation and relationships in the insurance community are invaluable when it comes to placing coverage.



do makes all the difference

WHAT WE KNOW

WE TAKE CARE OF OUR CLIENTS

Loss prevention and engineering is vitally important in this sector. Claims happen, and you want a claims management team that's advocating on your behalf. We're known for our top-notch services. We won't let you down.

Insurance is among your largest expenses because it's one of the most important. Let us help you make the most of your upside opportunities — and protect you from the downside risks.



Clients turn to Beecher Carlson for input on a wide range of topics. They know that we're plugged into the industry and are students of current Energy and power trends. For example, we often field questions like these from our clients:

- Can you provide an insurance budget estimate for the project to go into our financial model?
- Can you assist us in speaking with lender consultants in order to influence the insurance terms and conditions that are being required for financing?
- Can you provide language for the credit agreement and work directly with our lawyers to craft it appropriately?
- Can you help us differentiate the merits between several technologies we are considering for our project based on insurance losses and outages?
- What are current and historical physical damage and business interruption rates for a project of my size and scope?
- How insurable is this technology? What is its historical rate?





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NATIONAL ENERGY PRACTICE

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