

Getting Started

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Step-by-Step approach



1. We'll take
the first step
together...



2. Nominate a climate Point of Contact for your country

C Contribute to local marketing strategies in collaboration with the CRR

H Help the CRR team by keeping them informed of any new local regulatory changes or market trends



A Act as the first point of contact in the country for climate opportunities

M Motivate your colleagues' interest in climate and engage in climate conversations with clients

P Participate in climate training sessions led by climate specialists from the CRR

Step 3

TRY

LEARN

REFINE

Retail customer | Identification of key contacts to engage

1

Illustrative

Key contact person within Howden Natural Resources, managing the client relationship

BCG BOSTON CONSULTING

Preparation of client-specific pitch

2

Retail customer | Understanding of climate needs

Not exhaustive

Climate transition and adaptation priorities across Infrastructure value chain

Strategic priority

- Reduce scope 1 emissions on
 - Automotive fuel consumption: on both LCV¹ and HDT² by switching to EV and use HVO³ biofuels
 - Buildings heating: switch to gas heatpumps
 - Production of asphalt: production plants' conversion from BTZ fuel to natural gas (bio LNG⁴)
- Reduce scope 2 emissions through:
 - Use of renewable energy sources and PPAs⁵
 - Energy efficiency plans to upgrade tunnels' lighting systems

Motorway management

Mitigation

Sanitized case of climate transition and adaptation needs for an company

Source: SNAM

OMV decarbonization journey

Climate change

Our understanding of your climate journey

Key decarbonization levers to address climate change

- Eliminate routine flaring and venting
- Enhance energy efficiency and fix methane leaks
- Invest in carbon capture and storage (CCS)
- Expand intake of bio feedstock to enhance biofuels production (e.g., HVO, SAF, ...)

Carbon emission reduction

Typical challenges associated to decarbonization levers

- Market dynamics with slow demand for CCS and hydrogen, making investment less attractive and riskier
- Regulatory framework with limited incentive schemes
- New technology still to be proven, facing challenges in performance and cost structure (e.g., CCS, ...)

We can de-risk your journey across multiple dimensions

How we can de-risk your climate journey

Transition	Adaptation	Nature
<ul style="list-style-type: none"> De-risking solutions on low carbon technologies, e.g.,: <ul style="list-style-type: none"> Renewables (e.g., geothermal) Green hydrogen <i>Example next</i> Carbon capture and storage Insurance products and advisory services on retrofitting & repurposing of existing OMV facilities (e.g., revamp to process bio feedstocks) Breaking down nature-based projects to identify insurable risks (e.g., under-delivery on expected volumes of credits, ...) 	<ul style="list-style-type: none"> Index-based solutions against damage and business interruption from climate events Index-based solutions to smooth revenue volatility due to weather-related events Climate risk assessment on physical risk of company's assets and key surrounding dependent infrastructure Risk assessment on climate liability risk Advisory on investment to increase asset resilience and support on adaptation plan 	<ul style="list-style-type: none"> Risk transfer solutions for nature projects and initiatives aimed at restoring and protecting nature and biodiversity while minimizing natural resource exploitation Advisory services on nature impact and dependencies baselining Target setting on nature and biodiversity protection and restoration

4. Build out the **Business Plan** and our **AsiaPac Hub**

CEO Academy & Initial Regional Engagement



Far East Orchard

A Member of Far East Organization



Elite Partners Capital



PAN PACIFIC HOTELS GROUP

A Member of UOL Group



PETRONAS

Identify Opportunities and create a solid business plan

Accelerator 1



Accelerator 2



Monetary Authority of Singapore

As a reminder, these three focus areas have **huge potential** in Asia

Carbon & Nature
Markets De-Risking

Climate
Resilience

Clean Energy
De-risking



Underpinned by innovative parametric and indemnity-based solutions

In the meantime...

Pre-Sale

Free

Friendly

Support

Includes :

- RFP support
- Meeting attendance
- Pitch support
- Insight/Information gathering

**KEY POINTS OF CONTACT IN
REGION : VIPUL AND MIKE**

Post-Sale

Fee

For

Service

Events over the next few months...

JULY

AUGUST

SEP

OCT

NOV



7-9

Howden
Asia
Regional
Conference

4 - 7

Singapore
International
Reinsurance
Conference

16-18

Howden
Business
Strategy
Conference

20

Howden
Group All
Employee
Conference

22-29

New York
Climate Week

21 – 1(Nov)

[Biodiversity]
COP16 Cali,
Colombia

11-24

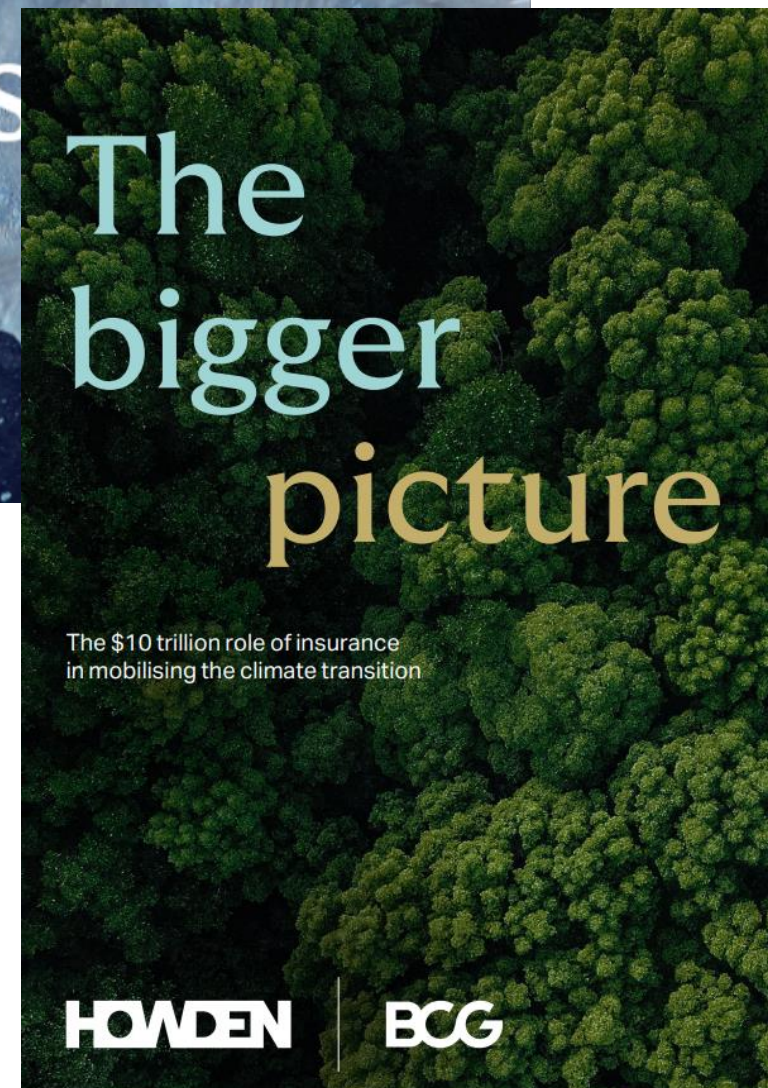
COP29
Baku,
Azerbaijan

HOWDEN

Our Resources

- 2 Pager
- Website
- Microsite
- CRR Overview Deck
- ‘The Bigger Picture’ Whitepaper
- Enquiries inbox

[CRRenquiries@howden
group.com](mailto:CRRenquiries@howdengroup.com)



In parallel... how do we spread the word and raise awareness?

Client / Industry specific events?



Thought Leadership?



CRR Client Surveys?



Regional events?