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STRATEGIC INSURANCE INSIGHT

Insurance insights for Renewable Energy Projects in Romania

Navigating market evolution, battery storage (BESS), hybrid assets, and advanced risk transfer

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MARKET TRANSFORMATION

Rapid Expansion Across Solar, Wind & Storage

> 8 GW Solar PV Capacity

Includes commercial utility-scale arrays and prosumer capacity.

> 3.2 GW Wind Power Capacity

Regaining momentum with a new wave of utility project builds.

38.3% 2030 Renewable Target

National target for gross final energy consumption under NECP.



ℹ Supported by EU grant funding and the rollout of Romania's Contracts for Difference (CfD) support mechanism

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BATTERY STORAGE EXPANSION

BESS: Critical Infrastructure for Grid Flexibility

OPERATIONAL CAPACITY

989 MV

~ 2,000 MWh Active Energy Storage

Operational storage capacity doubled in record time through August 2026, up from under 100 MW in previous years.

Storage is now essential energy infrastructure.

DECEMBER 2026 FORECAST

1,500 MV

Targeted grid-connected battery capacity by year-end.

TOTAL PLANNED PIPELINE

> 9,100 MV

Across 143 advanced projects integrating battery storage.



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Hybrid Projects: Interconnected System Exposure



Independent Performance

The asset operates as a single system. The reliability of one component directly dictates overall plant revenue.

Operational interdependency



Cascading Loss Scenario

A thermal runaway fire in a battery container can cause severe physical damage to adjacent solar arrays or substations.

Collateral physical damage



Holistic Risk Assessment

Underwriting must move beyond isolated asset registers toward full-facility financial loss modelling.

Integrated underwriting

Key Takeaway: Delayed BESS commissioning directly postpones the Commercial Operation Date (COD) for the entire facility.

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Are Traditional Property Wordings Fit for Purpose?

Legacy Industrial Policies
✖ Designed for traditional manufacturing plants.
✖ Treats components as independent, standalone assets.
✖ Ignores weather yield volatility & grid dependencies.
✖ Leaves severe coverage gaps during complex losses.

☹ UNACCEPTABLE COVERAGE GAPS FOR LENDERS

Modern Renewable Wording
☑ Weather yield volatility and curtailment considerations.
☑ Grid availability & long transmission line exposures.
☑ Supply chain bottlenecks & battery degradation curves.
☑ Bespoke interdependency & business interruption extensions.

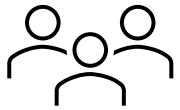
☺ TAILORED RENEWABLE POLICY CLAUSES

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Bridging the BESS Technical Knowledge Gap

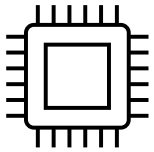
Step 1
Industry Collaboration

- WTW brought battery OEMs, risk engineers, and local insurance underwriters into joint technical sessions.



Step 2
Technical Demystification

- Detailed presentation of early off-gas detection, thermal runaway isolation, and suppression systems.



Step 3
Underwriting Confidence

- Replaced market hesitation with engineering facts, unlocking insurer capacity and fair policy terms.



Engineering clarity directly turns underwriter hesitation into solid market capacity and competitive terms.

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Lifecycle Protection for Renewable Energy Assets



Construction & Operational Core

Comprehensive CAR / DSU during build and operational PD / MB / BI throughout asset lifetime.



Transmission Lines & Utilities

Dedicated extensions for high-voltage grid connection lines and off-site Utilities Failure protection.



Contingent Revenue Loss

Revenue protection against physical damage occurring at non-owned offsite substations or grid nodes.



Cyber, Guarantees & Parametrics

Coverage for SCADA cyber incidents, manufacturer performance guarantees, and weather parametric hedges.

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Market Appetite & Technical Due Diligence

Underwriting Focus Areas	Required Technical Information
NatCat Exposure: Detailed modelling for severe hail, storm, and flood.	Independent risk & geotechnical engineering studies.
Equipment Quality: Proven Tier-1 equipment vendor track record.	Certified technical specifications & UL/IEC safety compliance.
O&M & EPC Standards: Contractor experience & maintenance protocols.	Documented emergency response & factory acceptance testing (FAT).
BESS Fire Safety: Thermal runaway prevention & active suppression.	Clear EPC & O&M contractual risk allocation.

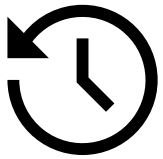
Underwriting Summary: Capacity is strong for well-prepared projects. Technical clarity unlocks optimal policy terms.

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Involve Your Insurance Advisor from Day One

Insurance should never be an afterthought reviewed right before financial close. It must be an integral part of project design from the very start.

Early engagement prevents locking unrealistic BESS thermal runaway deductibles or uninsurable lender covenants into EPC and O&M agreements long before market placement.



Prevent costly post-signing policy adjustments



Strategic alignment: Lenders • Developers • Insurers

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Thank you.

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