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MSI GuaranteedWeather Partners with HDI-Gerling Industrie Versicherung AG to Offer Weather Insurance in Germany

OVERLAND PARK, KS – January 10, 2012 – MSI GuaranteedWeather, LLC (MSI GW), an international provider of [weather risk management](#) products, is pleased to announce their successful collaboration with HDI-Gerling Industrie Versicherung AG (HG-I), a leading supplier of German insurance solutions on their recently launched weather insurance initiative.

The strategic relationship formed with HG-I is MSI GW's most recent effort to further grow its portfolio of European weather risk. MSI GW is part of Mitsui Sumitomo Insurance Company, Limited and HG-I is part of Talanx Group which includes Talanx AG, the parent company of MSI GW's long-time European partner Hannover Re. The HG-I initiative is focused on medium-sized businesses and offers innovative solutions to uncertainty associated with weather conditions. HG-I began offering weather insurance throughout Germany in September 2011 and was the first German insurer to offer such products to the industrial market. Notable policies range in size, coverage, location and industry. Recent transactions include a temperature policy to cover work delays for a commercial construction company in Hanover and a dual trigger temperature and rain policy to provide income stability for a high traffic outdoor arena in Frankfurt.

“Businesses continue to recognize the dramatic impacts on profitability that can be driven by weather events on local, regional and global scales,” said Brad Davis, MSI GW's President. “This collaboration is a natural and strategic extension of our long-standing relationship with Hannover Re to offer innovative weather risk solutions,” noted Davis.

Environmental Finance has also named MSI GW the Best Dealer in Weather Risk Management in Asia as part of its 12th Annual Market Survey covering business operations in 2011. Through a long-term partnership with Hannover Re, additional expansion into European markets is an organic move for this [weather risk provider](#) and reflects continued strength in the partnership. The initiative also acts as an excellent diversifier when coupled with MSI GW's already existing global portfolio of weather risk. The company expects continued growth in these emerging markets will provide further support for MSI GW's position as a worldwide leader in the weather risk management industry.

For more information about MSI GuaranteedWeather, LLC visit www.GuaranteedWeather.com.



For more information about HDI-Gerling Industrie Versicherung AG visit <http://www.hdi-gerling.com/>.

For more information about Hannover Re visit <http://www.hannover-re.com/>.