



TOTAL WEATHER INSURANCE CORN AND SOYBEANS 2012

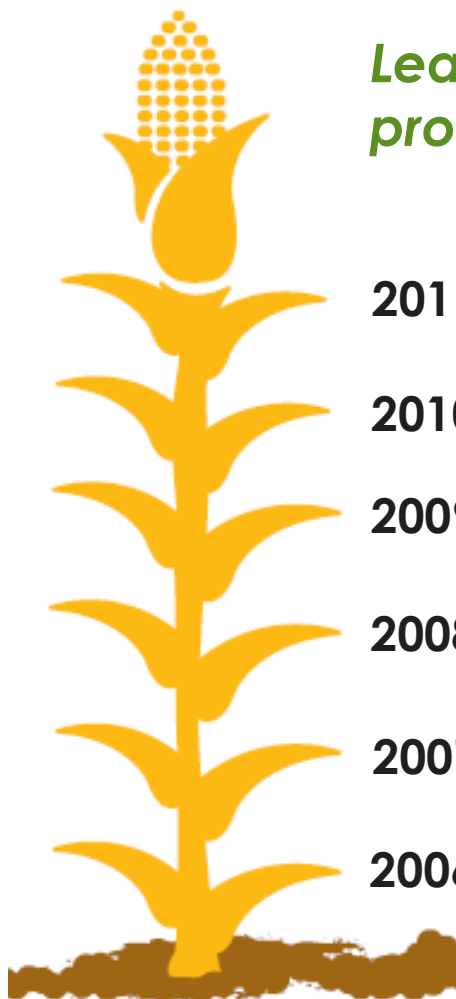




AGENDA

- INTRODUCTION TO THE CLIMATE CORPORATION**
- OVERVIEW OF TOTAL WEATHER INSURANCE (TWI)**
- HOW TWI WORKS**
- YOUR WEATHER RISK REPORT**
- OPTIMIZING A TWI POLICY FOR YOUR OPERATIONS**

About The Climate Corporation



Leading provider of full-season weather insurance to protect grower profits from bad weather

2011 Dramatically enhanced TWI 2012 coverage precision

2010 Launched **full-season Total Weather Insurance™** (TWI)

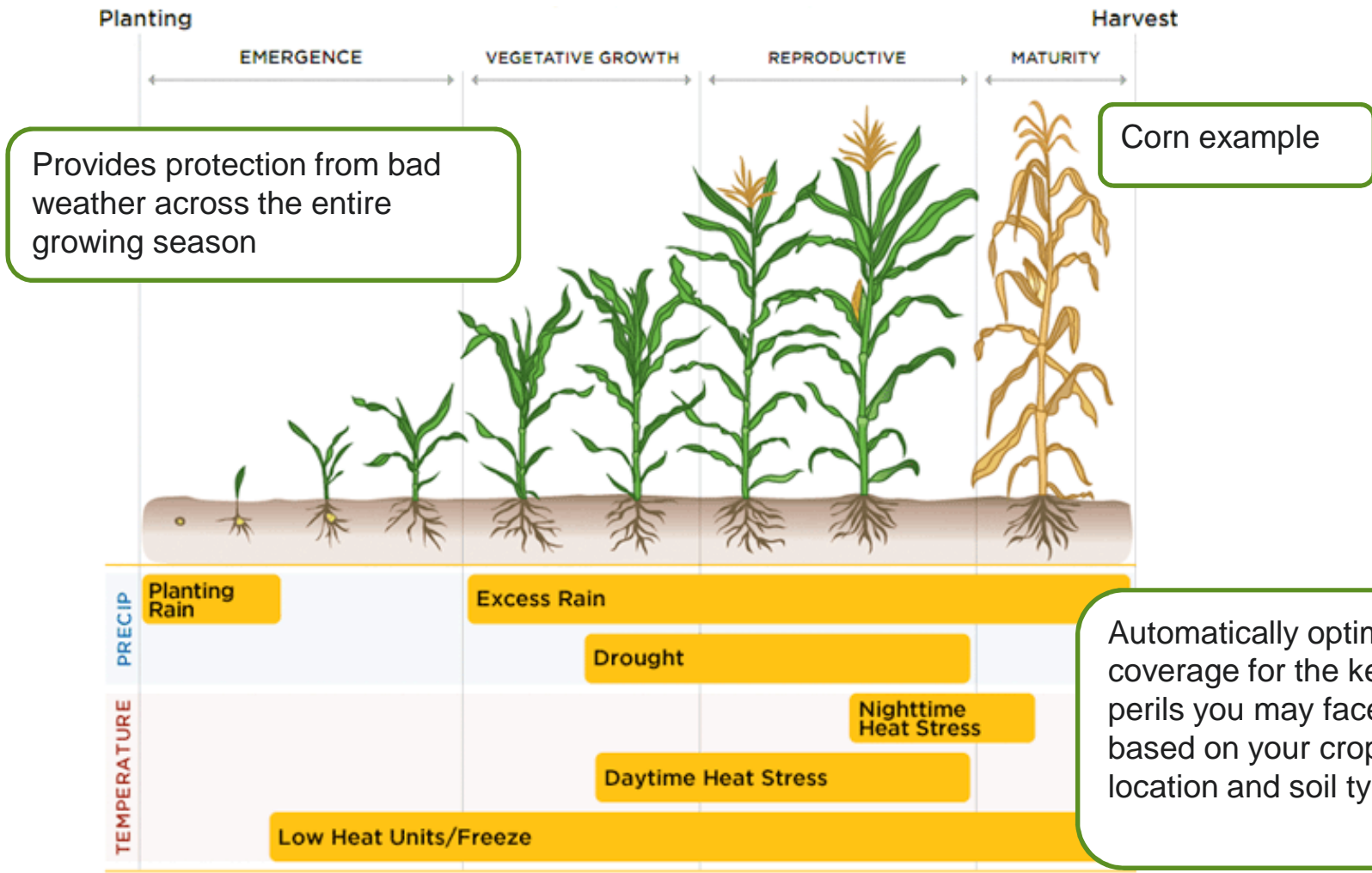
2009 Offered **named-peril** drought & freeze coverage

2008 Began serving growers with **custom, online quoting**

2007 Built **global weather simulation** modeling system

2006 **Company founded** by former Google employees

Total Weather Insurance (TWI)



New for 2012 Crop Year

- Precision Rainfall Grids™
 - 2.5 x 2.5 mile rainfall grids – over 800,000 grids nationwide
 - 25 times more granular rainfall measurement than TWI 2011
 - Powered by radar-based National Weather Service data
- Soil Moisture Tracker™
 - Daily assessment of excess rain and drought conditions throughout the growing season
 - Estimates the amount of water entering the soil each day through rainfall and the amount of water leaving the soil each day through plant water use and evaporation
 - Utilizes an ultra-high resolution agronomic database that describes soil type and soil depth for every 30 x 30 foot land grid across the continental United States.

Coverage for Corn Perils

Planting Rain

- Protects against excessive precipitation that can delay timely planting and other field work.

Drought with Soil Moisture Tracker™

- Protects against depleted soil moisture that can cause wilting, pollination issues and decreased yields.

Daytime Heat Stress

- Protects against hot days that can reduce crop growth and result in reduced pollination.

Nighttime Heat Stress

- Protects against warm nights that may result in diminished kernel growth due to increased plant respiration.

Excess Rain with Soil Moisture Tracker™

- Protects against excessive local rainfall that can lead to standing water which starves the crop of oxygen and promotes disease.

Low Heat Units/Freeze

- Protects against a cool growing season or early freeze events that can prevent corn from reaching full maturity.

Coverage for Soybean Perils

Planting Rain

- Protects against excessive precipitation that can delay timely planting and other field work.

Drought with Soil Moisture Tracker™

- Protects against depleted soil moisture that can limit reproductive success and yields.

Heat Stress

- Protects against hot days that can limit plant growth, pod count and seed size.

Excess Rain with Soil Moisture Tracker™

- Protects against excessive local rainfall that can lead to standing water which starves the crop of oxygen and disease.

Early Fall Freeze

- Protects against early fall freeze events that may damage plants before full yield potential is realized.

How Total Weather Insurance™ Works



1 Customized Weather Risk Report



2 Optimized Weather Insurance Plan



3 Weather Happens



4 Get Paid Automatically



“We’ve seen a lot of crop failures and federal crop insurance just doesn’t cover enough. **Total Weather Insurance guarantees my livelihood for another year.**”

– Robert Jones, TWI 2011

Step 1: Evaluate Your Risk



- FREE Weather Risk Report on www.climate.com
- Customized based on your 2012 corn or soybean production plan
 - Location, soil type, APH, target production, input costs, MPCl coverage level
- Shows your potential insurance gap – and therefore profit exposure – with MPCl alone or no insurance at all
- Shows historical causes of crop loss specific to your county

“I tell others that with 15-30% of your crops uninsured after crop insurance, this is another way that is reasonable to insure yourself. This is really a nice program that you can fit to your style, and you can work your way into it if you want. When you’re talking \$7 corn, \$15 beans, you have to think about it. It’s not hard in a wet year to lose 5-10% of your crop.”

- Greg Mace, TWI 2011

Step 2: Optimize Your TWI Policy

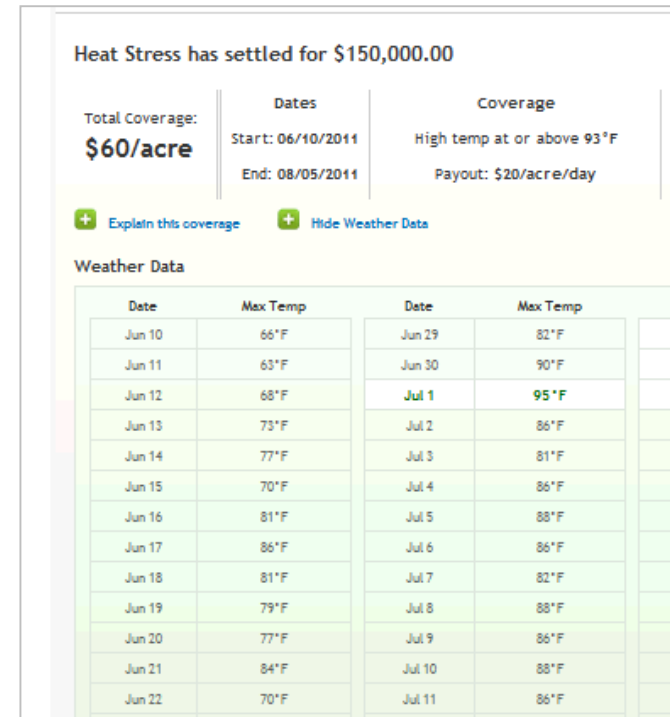


- Select one or more 2.5 x 2.5 mile Precision Rainfall Grids and associated temperature stations
- Farm-Level Optimizer™ recommends coverage
 - Dynamically determines the weather conditions that can make or break your yields based on crop, location and soil type
 - Automatically optimizes full-season weather protection for your farm
- Review policy details
 - TWI steps you through recommended coverage periods and thresholds for each policy component
 - While coverage is automatically optimized, it can in be further customized for specialized farming practices

Step 3: Weather Happens



- TWI policies can be monitored at any time from www.climate.com
- View the latest weather data for any policy component
- Know immediately if a payout has been triggered and amount of payout



"TWI has been so much easier to work with than federal crop insurance – I really love that I can go online and just type in my policy number and see how I'm doing it helps me feel more confident about our business decisions."

- Matt Haulk, TWI 2011

Step 4: You Get Paid Automatically



- Checks are sent automatically, within 10 days of the end of coverage for each policy component
- You can receive multiple checks per year
- No claims process, no paperwork, no adjuster
- Payouts credited against policy premium until payouts exceed premium
- You submit net premium at the end of the growing season *if* premium exceeds payouts

“We received a net payout after certain components settled. That was helpful, to not have to wait for a payment at the end of the season.”

- Christina Gann, TWI 2011

TWI Complements Federal Crop Insurance

- Federal crop insurance is based on *historical* production
 - Your target production is likely much higher than APH, even when trend-adjusted
 - Doesn't account for high input-cost investment made to achieve higher yield
- TWI is based on *target* production
 - Designed to pay out at higher yields and more frequently than MPCl
 - Helps you manage your operation with more profit certainty
 - TWI payouts based solely on occurrence of adverse weather; no documentation required
 - TWI payouts are independent of MPCl claims

“Purchasing Total Weather Insurance wasn't a difficult decision because the product is straightforward and fit into my farming practices very well. It plugged some voids in my risk management plan that I was struggling to fill.”

- Louis Wischmeier, TWI 2011



UP NEXT: WEATHER RISK REPORT

