



Customer Product Case and Use

Agribusiness Rental Equipment Revenue Insurance

Financial security and peace of mind for Agribusinesses with VANE's Rental Equipment Revenue Insurance Coverage.

Ag Equipment & Supply

Ag Equipment & Supply is a regional provider of ag equipment and related supplies to farmers in a tri-state area. As equipment has become more capable and technologically advanced, but also more expensive, Ag Equipment offers rental sprayers and harvesting equipment to its customers.

With the increased frequency and severity of weather events, Ag Equipment & Supply is concerned about loss of revenue when its customers cancel equipment rentals due to these events.

Ag Equipment seeks to protect its revenue and balance sheet from weather event equipment cancellations. VANE provides a unique, tailor-made Revenue Insurance Policy protecting Agribusinesses' balance sheets as a result of lost rental equipment business.

Here is how it works:

Ag Equipment & Supply obtains a VANE Revenue Insurance Policy covering the fleet of harvesters that Ag Equipment & Supply leases to its customers.

Ag Equipment leases individual harvesters on an annual lease, charging \$200.00 per separator hour. Each leased harvester has an expected usage of 400 separator hours under the lease terms.

Ag Equipment reaches a break-even for the harvester rental at 300 separator hours of usage. If, due to a weather event, customers' crops cannot be planted (Preventative Plant) or the crop is lost during the crop season, Ag Equipment can cancel the customer's lease and that lost revenue will be covered under VANE's Agribusiness Rental Equipment Revenue Insurance, subject to the policy deductible.