



VANECustomer Product Case and Use

Agribusiness Replant Protection

Agro Seed Company

Agro Seed is a regional seed and nutrient provider to farmers across 10 midwestern states. In a highly competitive market, Agro Seed provides a wide array of products and services to its customers and seeks to build even stronger customer loyalty through its Replant Guarantee Program.

Agro provides a 100% Replant Guarantee for its premier products allowing customers to Replant their crop with Agro's product at no additional cost. And while most farmers have Replant Insurance Coverage through their Federal Crop Insurance Policy, the cost of replanting often exceeds the amount of insurance coverage. Agro's Replant Guarantee is a value add and appreciated by its customers.

While the Replant Guarantee program provides significant benefits to Agro's customers, it also creates balance sheet risk for Agro and uncertainty with increased frequency and severity of weather events. Moreover, Replant Claim administration can be burdensome for Agro and its dealers.

VANE provides a tailor-made Replant Guarantee Insurance Policy protecting Agribusinesses like Agro Seed from loss of revenue and balance sheet risk caused by weather events. VANE also provides complete Replant Program Administration with easy-to-use technology that simplifies the Replant loss reporting for customers and Agro. Financial security, peace of mind and operational efficiency for Replant Guarantee Program Administration.

Here is how it works

Agro has a replant guarantee covering 100,000 acres of their soybean treatment program. VANE insurers at the field level, the 100,000 acres at \$30 per acre.

Agro customers suffer 5,000 acres of replant claims from a weather insured event. VANE provides complete claim administration and payment to Agro, for their Replant Guaranty Claim of \$150,000 minus a policy deductible (generally between 10 and 25%).

VANE requires no contact with Agro customers or any field visits.

VANE's solution is simple, efficient, and provides peace of mind for Agro, protecting their balance sheet from Replant Guarantee Claims.