

Recovery Floor (20%+), RVI

Recovery, remarketing coordination, and residual value insurance.

Residual values control return profiles.

Equity investors and lessors inherently take a different risk from lenders. The risk is not that the project doesn't recover the initial cost, but that it doesn't generate sufficient returns.

A firm floor on the future value of the equipment in 3-5 years allows equity investors and lessors to have confidence in a minimum IRR.

Minimum resale floor for equipment.

Agree on what the equipment will be worth; if it sells for less, the policy covers the shortfall.

We have skin in the game and we'll work to control losses: we'll help guide you through recovery, recommend remarketers, and help you find the equipment buyer.

Example:

- The project needed a 20% residual in 3 years.
- The equipment sells for 5% of original value.
- The policy pays the missing 15%.

The policy does not cover fire, theft, or defects (that's property cover or OEM warranty). It does not cover unmaintained equipment, a skipped process, bad faith, war, or sanctions.

FAQ

Who do you serve?

Equity investors, equipment finance, ABS.

What's your role?

It's our program, our policy form, our pricing. Investment-grade capacity carries the risk.

Real risk transfer?

Yes, actual insurance policies. Not just an accounting gimmick, or an informal promise.

How much does it cost? What residuals?

Depends. Send us a residual ask and list of equipment; we'll get back with an indication.

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A-
rated insurers
(A.M. Best)

600,000+
secondary-market
data points



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