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FOR IMMEDIATE RELEASE

ROANOKE TRADE OFFERS NEW QUALITY SHORTFALL COVERAGE FOR WINE SHIPMENTS BASED ON ePROVENANCE MONITORING SOLUTIONS

Pairing top monitoring technology and proprietary analytics tools from eProvenance with Munich Re insurance product creates pioneering coverage for wines and wine brands.

Schaumburg, IL—April 4, 2018—**Roanoke Trade**, a subsidiary of **Munich Reinsurance Company** (Munich, Germany), and the leading provider of insurance and surety solutions for transportation and logistics providers, today announced a new **Quality Shortfall Coverage** for the wine industry. The coverage is based on advanced technology solutions developed by **eProvenance** for monitoring fine wine during transport and storage. Proper temperature conditions are key to protecting the color, taste, aroma and aging ability of wine, and thus the value of the brand itself. To address this particular insurance coverage challenge, Roanoke parent company, Munich Re, has adopted proprietary technology and analytics solutions developed by eProvenance, including the **eProvenance Score**, which clearly indicates whether a shipment has come through in good condition or has been damaged, not just whether it has experienced problematic temperatures.

The new Quality Shortfall Coverage will protect insured wine shipments against reduction in value during transit, as well as storage incidental to transit. When proper conditions are not maintained and the wine falls below the insured score, indicating it has suffered quality damage, the insured can opt to have the shipment destroyed, thereby protecting the brand, and the insured will be reimbursed as per the terms of the coverage.

“We are very impressed with the expertise and accomplishments at eProvenance and are excited to work with them to deliver innovative insurance coverage for the wine industry,” said Rick Bridges, Vice President at Roanoke. “There is tremendous synergy between our companies; our goals align and our joint development efforts are intended to answer a call from the wine industry,” commented Bob Kielbas Vice President at Roanoke.

Tony Parise, COO/SVP at The Sorting Table, an early adopter of the new coverage, said: “The Sorting Table selects family owned, estate grown and sustainably farmed producers that care deeply about protecting their quality every step of the route to market. Having monitored our shipments effectively with eProvenance technology since 2014, it made perfect sense to add the new Quality Shortfall Coverage from Roanoke to protect the excellence of our company and winery partners.”

“Combining our monitoring and analytics with insurance coverage for the wine industry completes the quality assurance promise,” said Robin Grumman-Vogt, CEO of eProvenance. “Long committed to protecting wine quality with our technology, our data show monitoring improves handling throughout the chain. Monitoring reveals and clarifies conditions so that good practices can be reinforced, problems corrected and resulting benefits promoted, thus there are fewer disappointments when bottles are opened by the end consumer,” said Grumman-Vogt.

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About Roanoke Trade

Established in 1935, we were the first company in the United States to serve the needs of customs brokers and their clients. Our mission has always been—and continues to be—to set the industry standard in delivering quality insurance, surety and risk management services to those businesses involved in importing, exporting or transporting goods. Roanoke Trade is a subsidiary of Munich Re, one of the 10 commercial insurers and one of the top 100 largest companies worldwide. We are also an affiliate of the Munich Re Syndicate, Ltd., the leading syndicate underwriting transportation risks at Lloyd's of London. We're strategically represented in ten cities throughout the United States and hold appropriate resident and non-resident insurance licenses in all 50 states and in the District of Columbia

About eProvenance: A leader in monitoring wine shipments, eProvenance offers innovative technology solutions to protect the quality of fine wines, fine art and other fine goods at the container, pallet and case level. The company offers solutions for monitoring shipment temperature, humidity and geolocation to fit a wide range of needs and budgets. eProvenance has monitored shipments and collected millions of data points for nearly 400 producers, 300 importers and 200 transporters in 65 countries. The company has offices in the USA and France, and works with Bordeaux châteaux, estates in Burgundy, wineries in California, as well as importers and top wine merchants globally. eProvenance holds granted patents and patents pending for its technology in the European Union, the United States, Hong Kong, New Zealand, Australia and China.

Munich Re stands for exceptional solution-based expertise, consistent risk management, financial stability and client proximity. This is how Munich Re creates value for clients, shareholders and staff. In the financial year 2017, the Group—which combines primary insurance and reinsurance under one roof—achieved a profit of €0.4bn. It operates in all lines of insurance, with over 42,000 employees throughout the world. With premium income of around €32bn from reinsurance alone, it is one of the world's leading reinsurers. Especially when clients require solutions for complex risks, Munich Re is a much sought-after risk carrier. Its primary insurance operations are concentrated mainly in ERGO, one of the leading insurance groups in Germany and Europe. ERGO is represented in over 30 countries worldwide and offers a comprehensive range of insurances, provision products and services. In 2017, ERGO posted premium income of €17.5bn. Munich Re's global investments (excluding insurance-related investments) amounting to €218bn are managed by MEAG, which also makes its competence available to private and institutional investors outside the Group.

***Disclaimer:** This press release contains forward-looking statements that are based on current assumptions and forecasts of the management of Munich Re. Known and unknown risks, uncertainties and other factors could lead to material differences between the forward-looking statements given here and the actual development, in particular the results, financial situation and performance of our Company. The Company assumes no liability to update these forward-looking statements or to conform them to future events or developments.*

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