

**2A. The Company has identified four main climate impacts related to its insurance business, each of which could create both risks and opportunities:**

Impact	Risk	Opportunity
Chronic temperature rise	Could lead to increased mortality and related claims; impact on customer disposable income	Increased demand for life insurance policies
Extreme weather events	Could lead to increased mortality and related claims; impact on customer disposable income; prevent sales force from traveling to clients; cause power outages	Increased demand for life insurance policies
Climate-related regulation	Could cause shifts in labor markets and reduce customer disposable income	Capitalize on labor market shifts and build a more climate-resilient investment portfolio
Reputational risk	Investment portfolio has some exposure to carbon-intensive sectors	Enhance communications with investment advisor to ensure that investment community has all relevant information