

beazley

Small Business Solutions Canada Toolkit

July 2024



myBeazley Canada Products

Full Spectrum Cyber

Beazley Breach Response (BBR)

MediaTech

Professional, technology, multimedia, privacy and network security liability

Miscellaneous Errors & Omissions

Professional liability

Management Liability

Private Company and Not-For-Profit Directors' & Officers' liability, Employment Practice Liability, and Crime

What we offer

- **Instant quotes** – with automatic options for different scenarios
- **Access to underwriters** – able to make quick underwriting decisions
- **Easy risk referral** – in just two clicks proposal forms, contracts and claims records can be added
- **Mid-term adjustments** – real-time standard adjustments with no underwriter referral required
- **Auto renewals** – annual policy renewal alerts and help with statement of fact documentation*
- **Increased commission** – 20% commission on bound new business

To register as a myBeazley user please contact our [service and experience team](#).

myBeazley

Our quote and bind portal

Quote

Quick & easy initial quotes
& access to underwriters

Automated billing available
Full life cycle coverage
Increased commission

Bind

Instant bind
& easy risk referrals

Streamlined renewals
24/7 portal access

MTA

Mid-term adjustments

Renew

Streamlined renewals at 30 or 60 days

Expert claims service
Scenario quote options
Auto binding available

Partnership engagement managers

Empowered underwriters

Expert claims handlers and services

Technology experts

Multi-lingual support team

Full Spectrum Cyber

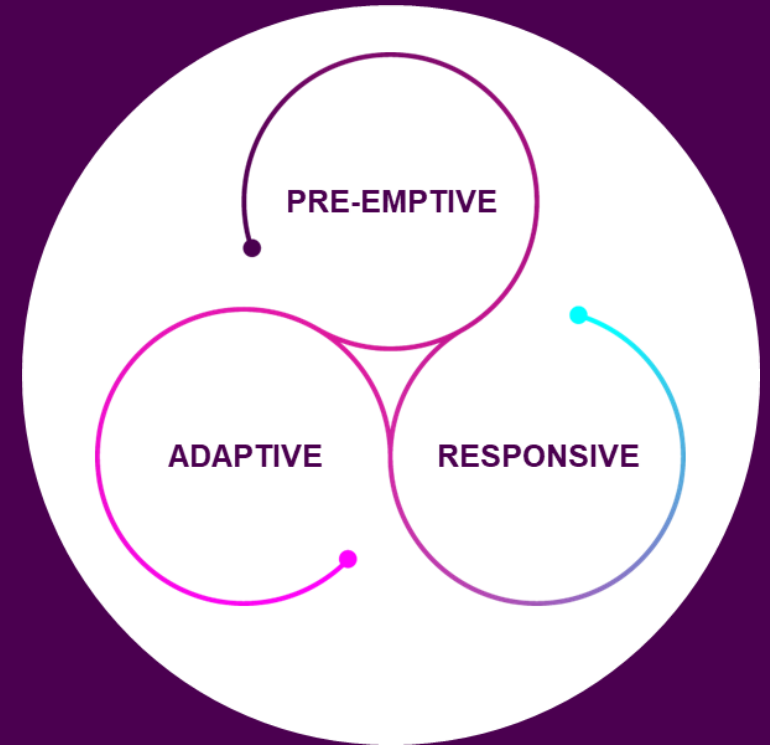


Full Spectrum Cyber:

Our pre-emptive, responsive and adaptive solution to cyber risk focuses as much on keeping clients one step ahead of the cyber threat landscape as it does getting them back into business quickly should the worst happen.

We are the only company that offers in house, end-to-end support from quote to breach and back again thanks to our wholly owned cyber security company – Beazley Security.

It's this constantly evolving approach that makes Full Spectrum Cyber so different from static cyber protection



Full Spectrum Cyber

Our clients stay with us long term, because of how our solution continuously adapts and improves.

Limit:

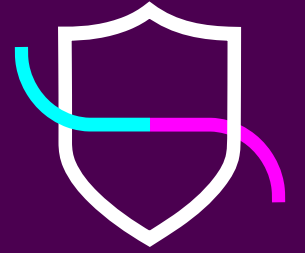
CAD 5m

Territories covered:

Worldwide coverage for Canada-domiciled companies



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What we cover:

- Breach response
- Cyber extortion loss
- Data recovery loss
- Business interruption and dependent business interruption resulting from security breaches and system failures
- Data and network liability
- Third party liability including regulatory defence and penalties
- eCrime

Beazley Security: a real game changer

If an incident happens, we mobilise everything in an instant. Our Beazley Security specialists assist clients at every stage of incident investigation via specialist service providers and vendor services.

As businesses continue to digitize their operations, Beazley Security's data and intelligence helps to continuously improve defences and minimise risks with a range of risk management options.

Cyber Risks appetite

- Risks under CAD 35m
- We will review all industries of all sizes, but our preferences are shown in the appetite diagram.
- We can work with equivalent competitor applications. We are committed to finding a solution for your clients.
- Our Kynd scan is a bespoke assessment of a client's risk profile that identifies vulnerabilities and the cyber services solutions to help remediate any issues.



The Value of Response Services



Beazley Security

Our in-house expertise helps our clients navigate complexity and build the protection they demand.

These complimentary services are available once a policyholder makes a valid claim regarding a cyber incident.

Legal Services

A cyber incident may result in legal and regulatory consequences for the policyholder's organisation. Depending on their industry, they may have additional regulatory notification requirements.

Our partner legal firms assist in assessing the nature and scope of the incident and on the policyholder's legal and regulatory obligations.

Digital Forensics and Incident Response (DFIR)

External assistance is often needed to assess the impact of a breach on the affected computer system. Forensic services will be provided to help to determine the existence, cause and scope of the incident. They will also help ensure that the cyber-criminal no longer has access to the IT systems and identify the data that was compromised or exfiltrated.

Ransomware Negotiations

If a policyholder experiences an extortion event, experienced ransomware negotiators can help to:

- Identify the criminal organisation
- Reduce the extortion amount
- Prevent stolen data from being published whilst working on system restoration from back ups
- Advise on any reputational implications of making an extortion payment

Notifications, Call Centre and credit monitoring services

Our partnership with these specialists enables the policyholder to protect and notify the relevant customers, suppliers and stakeholders that were impacted by the breach.

Their services also include credit and identity monitoring services.

Public Relations/ Crisis Management

Managing the policyholder's reputation during and after a cyber incident is vital. Our partners provide direct expert guidance on how the policyholder can communicate efficiently with their stakeholders, avoid adverse publicity, and reduce any negative impact to relationships with customers and suppliers.

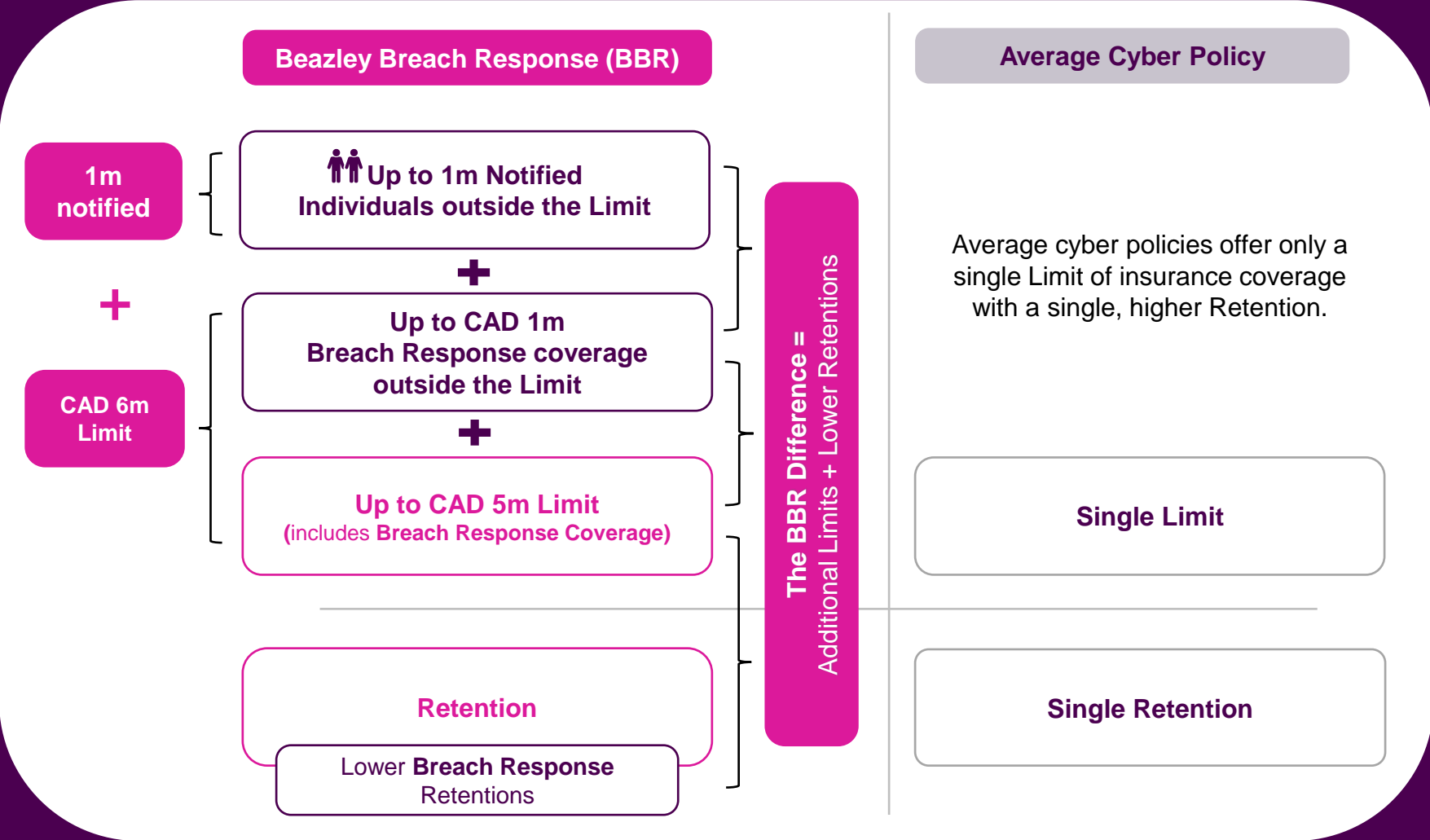
How Beazley Breach Response (BBR) Works

To minimize risk against cyber threats, we recommend our market-leading cyber insurance product, **Beazley Breach Response (BBR)**.

With BBR, policyholders have dedicated **Breach Response coverage limits** that apply **in addition** to the policy aggregate limit of liability.

If the breach response coverage limit and the notified individuals limit are exhausted, insureds can cover the additional costs via the remaining policy limit under the **Additional Breach Response Coverage**.

Lower retentions apply to breach response coverage as well, with a single highest retention per event provision when multiple insuring agreements are triggered.



MediaTech

Professional, technology, multimedia, privacy and network security liability coverage in a single form.

Limit

CAD 10m

Territories covered:

Worldwide coverage for Canada-domiciled companies

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What we cover:

Coverage Area #1

- Technology & professional services
- Technology products
- Media
- Data & Network

Coverage Area #2

- Breach response
- Regulatory defence and penalties
- Payment card liabilities and costs
- First party data and network loss
- eCrime



Mediatech Coverage Highlights

- Dedicated and additional defence limit available
- First dollar expense coverage available
- Liability coverage for pre-judgement and post-judgement costs
- Unfair competition coverage
- Cyber squatting – coverage for improper deep dash linking or framing or infringement of a domain name, including cyber squatting violations
- Full prior acts coverage – which means that a retroactive date no longer applies to any cyber coverage within the policy and expanded definition of insured to include additional insureds and leased or seasonal employees and volunteers
- Access to cyber response services



MediaTech appetite

- We will review all technology industry classes of all sizes
- We can consider a package policy including CGL and property
- We can work with equivalent competitor applications. We are committed to finding a solution for your clients.
- Our Kynd scan is a bespoke assessment of a client's risk profile that identifies vulnerabilities and the cyber services solutions to help remediate any issues



Miscellaneous Errors & Omissions (E&O)

Protection for small and medium-sized businesses starts with professional liability insurance.

Limit

CAD 10m

Territories covered:

Worldwide coverage for Canada-domiciled companies

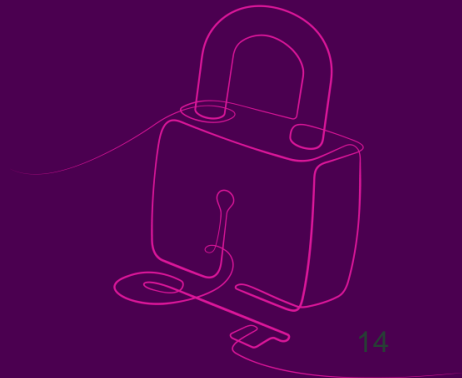
What we cover:

- BI/PD arising from professional services
- Copyright coverage available to full policy limit
- Information security & privacy liability (cyber)
- Privacy notification costs
- Regulatory defences and penalties from breach of privacy law
- Personal injury liability



Miscellaneous E&O Coverage Highlights

- Professional liability coverage provides defence expenses in addition to limit for claims brought in Canada
- Deductible does not apply to defence costs for professional liability claims brought in Canada
- Broad definition of insured to include subsidiaries and spousal, temporary, leased, seasonal and former employees.
- Innocent insured coverage including defence until final adjudication
- Regulatory and administrative actions reimbursement
- Disciplinary proceedings reimbursement
- Pre-claim costs reimbursement
- Expense reimbursement
- Right and duty to defend
- Extended reporting period available
- Excess of other insurance
- Automatic coverage for newly acquired companies - 60 days
- Innocent abuse coverage available



Misc. E&O appetite

- Risks under CAD 100m in revenue
- We can consider primary or excess policies
- We can consider a package policy to include CGL and Property
- We can work with equivalent competitor applications. We are committed to finding a solution for your clients.



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Management Liability

A solution for small businesses



How we protect clients

Running a business is not easy, and **employers are liable** for the people they employ, their conduct and the environment and conditions that they work in. In the unfortunate event that any of these areas are considered unsuitable, the business and its directors are **at risk of a claim**.

Our **Management Liability** package of insurance is designed for SME businesses, giving both the directors and the company financial protection against claims arising from their business-related actions, supported by a range of useful services.

In the event of a claim our policyholders work directly with firms to help resolve the issue as quickly as possible.

How does our cover **protect** clients?

Management Liability Insurance

We offer a flexible insurance offering made up of three covers, each of which can be purchased standalone: Private Company and Not-For-Profit (NFP) Directors' & Officers' (D&Os) liability, Employment Practice Liability, and Crime

Private/NFP Directors' & Officers' Liability

Protection against claims of mismanagement or wrongdoing

We provide up to CAD 5m of D&O and corporate legal liability cover to help D&Os of the firm protect themselves against claims arising from their actions taken in their corporate roles.

We cover claims linked to insolvency, investigations and allegations and shareholder claims.

Employment Practices Liability

Protection against claims and allegations made by employees

We provide up to CAD 5m of cover against claims or allegations made by employees that challenge the employment law.

We cover wrongful termination, discrimination, bullying and harassment.

Crime

Protection against criminal activity

We provide up to CAD 5m of cover for losses relating to employee dishonesty and 3rd party crime.

We cover theft, social engineering fund transfer fraud, forgery and counterfeiting, property and extortion.

Management Liability for SMEs

Not-for-profit Directors' & Officers' Liability

Protection against claims of mismanagement or wrongdoing.

Limit

CAD 10m

Territories covered:

Worldwide coverage for Canada-domiciled companies

What we cover

- Insolvency
- Investigations and allegations by regulatory bodies
- Shareholder claims

Coverage Benefits

- Overseas subsidiaries are covered
- US exposure is included
- Corporate Legal Liability (CLL) cover is included in our D&O cover as well as EPL claims against individuals
- Can consider primary or excess coverage
- Includes fiduciary liability and entity EPL

Management Liability for SMEs

Private Directors' & Officers' Liability

Protection against claims of mismanagement or wrongdoing.

Limit

CAD 10m

Territories covered:

Worldwide coverage for Canada-domiciled companies

What we cover

- Insolvency
- Investigations and allegations by regulatory bodies
- Shareholder claims

Coverage Benefits

- Overseas subsidiaries are covered
- US exposure is included
- Corporate Legal Liability (CLL) cover is included in our D&O cover as well as EPL claims against individuals
- Can consider primary or excess coverage
- Can consider a D&O package policy including fiduciary liability and entity EPL

Management Liability for SMEs

Employment Practices Liability

Protection against claims and allegations made by employees.

Limit

CAD 5m

Territories covered:

Worldwide coverage for Canada-domiciled companies

What we cover

- Wrongful termination
- Discrimination
- Bullying/harassment

Coverage Benefits

- Coverage for Canadian and U.S. employees
- Coverage for claims made by employees, former employees or applicants for employment
- Third party coverage available – for claims made by customers
- Coverage for punitive damages and exemplary damages

Management Liability for SMEs Crime

Protection against criminal activity by employees and third-parties.

Limit

CAD 5m

Territories covered:

Worldwide coverage for Canada-domiciled companies

What we cover:

Employee Crime

- Employee dishonesty

Third-Party Crime

- Forgery and counterfeiting
- Fund transfer fraud
- Social engineering fraud
- Physical loss of or damage to property
- Extortion
- Computer malware
- Expense coverage - includes audit expense coverage and data restoration expense

Management Liability for SMEs

Crime Coverage Highlights

- Broad definition of employee, including: part-time and seasonal employees, volunteers, students, consultants, retirees, trainees, and sixty day post termination
- Per loss language (no policy aggregate limit of liability)
- Coverage for theft by unidentified employees
- Automatic subsidiary coverage with 25% threshold
- 60 Day notice of cancellation
- 60 Day discovery period
- No general aggregate
- Option to include client property coverage

Management Liability Appetite

- Canada based companies and non-profits with a revenues of up to CAD 250m
- We can consider providing terms or clients operating in a wide range of industries



Meet our Team

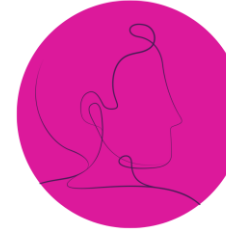
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**What makes us
different?**

Our Story

**All the good things
in life come with
a little risk.
We should know.**

Back in 1986 when we began, the US liability insurance market was in crisis. Things weren't looking good. Not the best time to start a business, you might think. But at Beazley we see every risk as an opportunity to do things differently.

So, we took the plunge and started our business, with just a couple of second-hand desks and a handsome old hat stand.

Insurance is about risk, but it's also about people. We searched for the Industry's brightest sparks to join us. A diverse bunch, all looking for that rare thing in insurance: an adventure. We certainly found one.

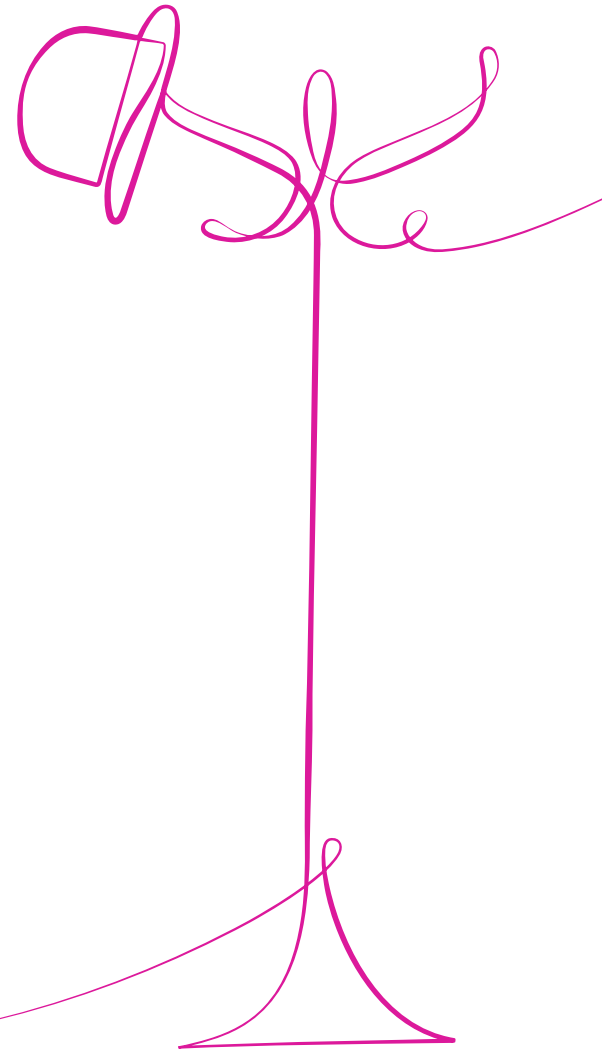
We began putting our heads together to tackle our clients' biggest challenges. And in a world fast becoming head-scratchingly complex, we set ourselves the goal to become the Industry's go to problem solvers.

We've done things differently ever since. In an age of easy assumptions and talking big, we keep an open mind and listen more.

Persevering until we've found the right solution. Our quiet and boundless curiosity have seen us embrace all manner of risks: Boldly going further, from the bottom of the ocean to the surface of the moon.

So that's our story, in a nutshell. The moral of the tale? Life's a risky business. But by enabling our clients to explore, create and build a different world, we're helping to make it a better one. And by striving to do the right thing rather than the easy thing, we're shaping a brighter future for our people, our partners and the planet.

**We definitely think
that's a risk worth
taking.**



Beazley at a glance

**Founded
1986**

**Listed
2002**

**\$5.6 billion
in premiums**

2300 staff

**25 offices across
the globe**

2002

Flotation raised £150m to set up Beazley Group plc

\$675.6m
Managed gross premiums

2005

Beazley MGA started in the US

\$1,485.1m
Managed gross premiums

2017

Beazley Insurance dac acquires licence to write business within the EU

\$2,857.1m
Managed gross premiums

2023

Profit passes \$1billion
\$1,254.4.7m

Insurance type

Insurance
92%

Reinsurance
8%

Platform distribution

USA
40%

Worldwide
53%

Europe
7%

**All Beazley entities
are rated A(excellent)
by AM Best or A+
strong by S&P**

Key financials: 2023

5,601.4 \$m

Gross Premiums written

**More than doubled
in 5 years**

1,254.4 \$m

Underwriting profit

Record profit

74%

Combined Ratio

**Our best ever
combined ratio**

\$2 billion

Gross Premiums written

**US business reached
historic milestone in
Oct 2022**

Disclaimer

The descriptions contained in this brochure are for preliminary informational purposes only and does not constitute an insurance policy anywhere in Canada. The coverages described are underwritten by underwriters at Lloyd's of London issued through Beazley Canada Limited and may be unavailable or vary depending on applicable jurisdictional requirements. The exact coverage afforded by the product(s) described in this brochure are subject to and governed by the terms and conditions of each policy as issued. The publication and dissemination of the information contained herein is not intended as a solicitation, negotiation, offer or advice relative to the purchase or sale of insurance on any Canadian risk, and more particularly is not a solicitation, negotiation, offer or advice for the purchase or sale of insurance in Nunavut or Northwest Territories. BZDG037.