



Choosing the Right Insurer: Financial Integrity, Reputation and Management of Insurer Solvency Risk

Placing your insurance and trust with Axis Insurance Managers Inc. is just one part of the complex business of insurance. In partnership with Axis are the actual insurance companies and underwriters. They are the companies who agree to accept the risk; they will be the organizations that have to pay out should a claim be made against the policy. Axis has relationships with all of the key insurers – large and small. This is most meaningful as we are therefore able to write policies to suit your exact requirements. With our years of experience, we will match your insurance needs with the right insurance company. Following is a brief outline of what we do on your behalf to choose the right insurer.

A Global Business

Canada has a large Insurance industry comprises both domestic and international insurers. Authorized insurance companies are regulated in Canada through the Office of the Superintendent of Financial Institutions (OSFI). Unauthorized insurers can write certain classes of business in Canada, providing they comply with particular rules and regulations which relate to the payment of premium taxes levied by Provincial and/or Federal governments. However, the rules do not relate to the financial integrity of the unauthorized insurer so any solvency risk would be at the insured's peril.

Have questions? We have the answers.

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Authorized Insurers

The vast majority of insurance written in the Canadian market is through companies that are authorized (or licensed) to underwrite and transact business in Canada. A significant portion of Canadian insurance business is conducted by foreign companies. Usually these companies are large multinational, US or European-based insurers that operate in Canada either as a branch office or a fully owned Canadian subsidiary of the international parent. Many of the largest insurers operating in Canada are easily recognizable brand names including Royal Sun Alliance, Aviva, AXA, Travelers, AIG, Chubb and Lloyds (which has a special status in Canada). Being an authorized insurer in itself provides the consumer with a fair degree of protection. The OSFI enforces solvency regulations and asset controls. This is particularly important in the case of foreign companies as assets held in Canada cannot simply be removed from the country to bail out an overseas parent company. These circumstances were highlighted during the recent financial crises where AIG remained robust in the Canadian market due to its significant asset base here.

Rating Agencies

The insurance industry is closely followed by major rating agencies with AM Best specializing in the insurance industry. The rating scores issued by the agencies, particularly S&P and AM Best, is an important guide to the insurers' financial integrity. All insurers report regularly and these agencies have up-to-the-minute detail. At Axis we follow closely the financial security ratings of all insurers with whom we do business. Generally, we only deal with those insurers who maintain a credit a rating of A- or greater. Relying on credit rating agencies alone is obviously not a complete solution. Neither an adequate credit rating score, nor being licensed in Canada, is enough on its own to alleviate concerns regarding solvency. Reserve and capital requirements maybe strictly enforced but premium to capital ratios do not alone guarantee insurer solvency.

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Axis Monitoring and Analysis

At Axis Insurance Managers we track the insurance companies closely. We monitor performance levels, reputation and risk tolerance. We combine a technical approach based on commercial ratings with an intuitive professional insight based on our extensive experience, market relationship and global partnerships to assess trends in insurer performance. There are insurers with whom we will not transact business and others with whom we will only recommend using with extreme caution. Our analysis is not only rooted in the solvency of the insurer as a whole, but also on a line of business basis - for example, when a new insurer steps into a difficult or highly volatile class of business, offering unrealistically low pricing to quickly gain market share, we may be negative towards placing business. This often happens in competitive markets as insurers can be tempted by the large premiums available. However, a long tail portfolio - where losses can develop over many years - may lead to an insurer's sudden withdrawal from an entire business class. Although remaining solvent on their entire portfolio, an insurer left to settle claims on a class from which they have withdrawn and where the underwriting and claims expertise is no longer available is not an ideal insurer – especially if the files of a particular line of business are in the hands of the lawyers. A company that has demonstrated a continued commitment to that business segment with a steady and profitable portfolio will be a much better fit for our clients.

The Axis Difference

Market security is a vital part of the unparalleled service you get from Axis. We work incredibly hard to ensure the insurance companies we use have undergone extensive quantitative and qualitative analysis. Our expert team has long experience in the global insurance industry which gives us a wide and deep understanding of the issues and changes that affect the worldwide insurance market. Our approach at Axis is always to help you choose the best insurance – both in terms of premium and coverage, as well as an insurer that is authorized, financially secure and stable. We will deliver analysis, research and opinion on which insurer will suit your needs best – meaning you can have all the information at hand when you make your insurance decisions.

Your Axis insurance manager will be able to help create a tailor-made policy to suit your exact requirements.

Next Step?

Let's engage in dynamic discussion around the factors and variables that are unique to your business so we can obtain the best product, from reliable and stable insurers to meet your needs.

Axis Insurance Managers

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For more information visit info.axisgroup.insure/mining

Mining Team

Clive Bird



Clive is an insurance risk specialist, investor, entrepreneur, and product developer for bespoke insurance risks. For over 15 years Axis Insurance enjoyed a reputation for quality, innovation, creativity and relationship building.

Clive began his Insurance career at Lloyd's of London, renowned for its technical underwriting expertise and a creative approach to risk, providing him with opportunities to push the boundaries of product innovation. Moving to the West Coast of Canada, he has expanded his broad Insurance knowledge and London market relationships to produce products for Canadian clients working across the globe.

Clive has worked extensively with public companies with a strong focus on mining and mineral exploration industry, addressing the broad range of risk exposures they face worldwide. Dynamic business enterprises are starved for the innovation and market relationships Clive can deliver. As an entrepreneurially-minded investor himself, he is embracing new technology and the shifting business landscape to stimulate new market capacity and technically efficient insurance products for the new business era.

Stacey Copeland



Stacey is an account executive with 30 years of experience focused in the resource-based industry in Western Canada. Stacey joined Finning International in 1997 after 7 years at AON, and was quickly promoted to a management position with a mandate to build a highly competitive insurance facility for Finning customers. A combination of high service excellence, successful claims management, and expanded insurance offering meant a fivefold increase in net profitability.

Stacey joined Axis Insurance in 2005 as a senior shareholder and partner, immediately helping the company grow through a series of strategic acquisitions and partnerships and was instrumental in the sale of the company in 2016 to the Vertical Group, now renamed the Axis Group. Although specializing in mining, mineral exploration, forestry and energy sectors, Stacey has expanded her knowledge to include construction, transportation, cryptocurrencies, blockchain and other emerging markets and technology risks.

She aligns herself with clients that are best in class and embraces their technical challenges, meets their high service expectations and considers it the ultimate success to place the broadest coverage, at competitive pricing with A+ rated insurers.