



INSURANCE MANAGERS INC.

Member of the Axis Insurance Group

# Axis Mining Insurance

## INTRODUCTION

Axis Insurance Managers

ABOUT US

## Canada's Mining Insurance Specialist

“Axis has been assisting our business for over 10 years and their mining team have been exemplary business partners. They took the time to learn our business and have been instrumental in developing insurance products specific to our industry to enable us to better mitigate the risks involved in the way our industry does business. They are a valuable bridge between the customer and the insurance companies, ensuring that any claim process goes as smooth as possible. Axis makes the policy language easy to understand and is always available to meet to insure that decision makers accurately understand the available insurance options. We trust their counsel and look forward to working with them for many years to come.”

**- Sean Tetzlaff, Oxygen Capital**

Axis Insurance Managers

## ABOUT US



# A broker that knows what's important to **you.**

We have a specialized focus in developing custom-made insurance solutions for the Mining and Mineral Exploration industry with leading multi-national insurers who understand the specific risks, nuances and business of mining in North America and around the world.

We have a fully qualified team of insurance professionals with extensive experience in mining and mineral exploration to assist you in creating broad protection for the best value.

**Our goal is to provide the best service, advice and products to the mining industry.**

Axis Insurance Managers

## SOLUTION

# Protecting **Your** Corporate Balance Sheet

We are here to help you assess your Business Exposure and find the best Solutions.

Funds raised for exploration and mine development should not be eroded through costly unexpected events. We help structure cost effective risk transfer solutions to protect the corporate treasury and avoid unnecessary shareholder dilution.

Mining and exploration companies have a responsibility to their shareholders to protect the corporate balance sheet from unexpected losses.

Your business is risky enough without taking advantage of traditional insurance products to mitigate unnecessary exposure to loss.

Utilizing traditional insurance products should be a key part of any risk management program to protect against loss or damage to assets, costs and settlements relating to liabilities, and losses resulting from accidents and injuries to employees.

Protecting the Personal Assets of Directors and Officers, the Health and Well-Being of your Employees





## Policies That Protect **Your** Rented / Leased / Owned Physical Assets

- Office Contents & Tenants Improvements
- Property Insurance
- Builder Risk / Construction Insurance
- Loss of Income and Extra Expense
- Marine Insurance
- Aviation Insurance
- Cargo and Transportation Insurance
- Automobile Insurance
- Crime Insurance

\* This list is merely a sample of typical policies available to mining companies and which insure the vast majority of exposures facing the mining industry. Other risks and exposures may require alternate cover solutions.



Policies that provide Third Party Liability Insurance that will protect **you** from losses arising out of your business operations where you are found legally liable for property damage or bodily injury caused to third parties.

- General Liability including Tenants Legal Liability
- Directors' and Officers' Liability Insurance
- Non-owned Aircraft Liability
- Marine Liability
- Automobile Liability
- Employment Practices Liability
- Employers' Liability
- Workers Compensation
- Environmental Liability
- Professional Liability
- Umbrella Liability

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## Other Coverage Options

- Accident Insurance
- Emergency Evacuation
- Kidnap and Ransom Insurance
- Foreign Voluntary Workers Compensation Insurance
- Political Risk Insurance
- Cyber Insurance



## Surety

- Reclamation Bonds
- Power Supply Bonds

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## SOLUTION

# Global Industry = Global Risk Solutions

Our clients operate in all corners of the world, so does our coverage.



Worldwide territorial policy coverage without limitation on where suits can be brought



Experienced insurers with Global appetite



A Rated insurers with deep pockets able to manage significant sized claims

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## SOLUTION

# ESG Risks and Shareholder Activism

Increasingly, ESG factors matter to companies and their shareholders.

Environmental, social and governance (ESG) issues are progressively important for mining companies, whether operating in Canada, the USA or across the globe. The legal and regulatory landscape is changing, and ESG expectations of investors, customers, employees and other stakeholders continue to evolve. Risk management practices and an informed approach to the disclosure landscape is vital.

Failure to implement disclosure protocols and execute on ESG commitments can lead to litigation. Insurance coverage available to mining companies can play an essential role in both balance sheet protection for the company and personal liability of Directors and Officers.

Axis is available to consult on the scope of coverage available to protect against insurable ESG risks.





## Directors' & Officers' Liability

- Private or Public Company Solutions
- Existing Public companies listed on an exchange, including US listed or Interrelated main board (NASDAQ, NYSE)
- IPO's RTO's and Filings
- Prospectus liability
- We structure coverage to avoid gaps in coverage that often arise around new listings, past activities and RTO, subsidiary structures and M&A's
- **Unique Operators Liability** to protect the Operating Partner in a Joint Venture

## D&O Insurance Services



Claims & Potential Claims



Board Presentations – Written or Oral



Press Release Review & Market Cap Analysis



Online Applications



Benchmarking Studies



Bespoke Coverage





## Claims & Potential Claims – We Are Here for You

While reporting a claim is quite straightforward, the process is not. There are nuances and coverage interpretations that may be difficult to understand. We placed your insurance, **and WE are the same team that will look after your claim and guide you through the process.**

We understand the coverage you purchased, and have relationships not only with your insurers, but with the Claims Management Teams at those insurance companies.

Under certain circumstances, especially if there are difficulties at renewal, it may be necessary and ideal to put the insurer on Notice of a potential claim. This is a complex procedure that requires expert advice, which we are always ready to provide.



## Board Presentations – Written or Oral

We are here to help your CFO or CEO understand the coverages needed to address your current and forward looking business activity. It is our pleasure to put full presentations together for the Board's consideration or simply to answer any Q&A's that arise



## Press Release Review & Market Cap Analysis

We review **Press Releases** every Friday and we determine if any action needs to be taken accordingly. This service helps us assist our clients by alerting them to events that may trigger a reporting requirement to the insurer, a prompt for additional coverage, and even that an event could give rise to a claim under the policy.

Every Friday we also review your **Market Capitalization**. We check it for any significant recent changes. Sudden market drops can be the result of an event that may lead to a potential claim. Increases can be an indication of significant corporate events that need to be reported or a need for increased policy limits.



## Online Applications

The standard application process is time consuming and a distraction for our clients. We aim to make it easy and avoid duplication. This make the application and renewal process simple and fast.

We read first, ask questions later. If information is in the public domain we will read it. Why ask questions when we can find the answers? **We know time is valuable.**



## Benchmarking Studies

It's not always easy to know what limits of coverage should be purchased, and often Directors have differences of opinion regarding not only the total limits purchased but the balance of coverage between Corporate and Personal Protection. **We can help.** From the extensive portfolio of clients in your peer group, Insurance company intelligence, knowledge of claim settlements, and exposures based on your corporate profile, we are able to provide a Benchmarking Analysis.



## Bespoke Coverage

Clients' needs vary, we are often able to provide solutions to unique problems. We offer **unique coverage** intended to protect you from the liabilities that arise from joint venture operations, particularly when you are the operator of a project.

This coverage is purchased to sit alongside your D&O policy, and can be added to your insurance program without disrupting your current policies or provider.

Axis Insurance Managers  
TEAM



**OUR** Expertise, Knowledge, Efficiency and Professionalism  
**YOUR** Confidence

Our team has the depth of experience, know-how and market relationships to present competitive edge solutions at a fast pace with the absolute minimal impact on your time and resources.



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## TEAM



## 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.

TEAM



David Marsh

Dave is an accountant by training and joined the Axis Insurance finance team when he arrived in Canada in 2006, moving to the insurance side of the business shortly thereafter. Dave is now a partner with a significant book of business focused on the mining and technology industries, as well as any account with complex liability exposures. His product line focus includes directors' and officers' insurance, general liability, property insurance and errors and omissions.

Dave's mining portfolio consists of clients working in various aspects of the industry. These include drilling contractors, geological consultants, and mining and mineral exploration firms at various stages of development. Dave acts as a resource for Axis employees on D&O insurance, and attends industry conferences across North America in order to stay up to date with the most recent trends and topics.

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## 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 the 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 entrepreneurial-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

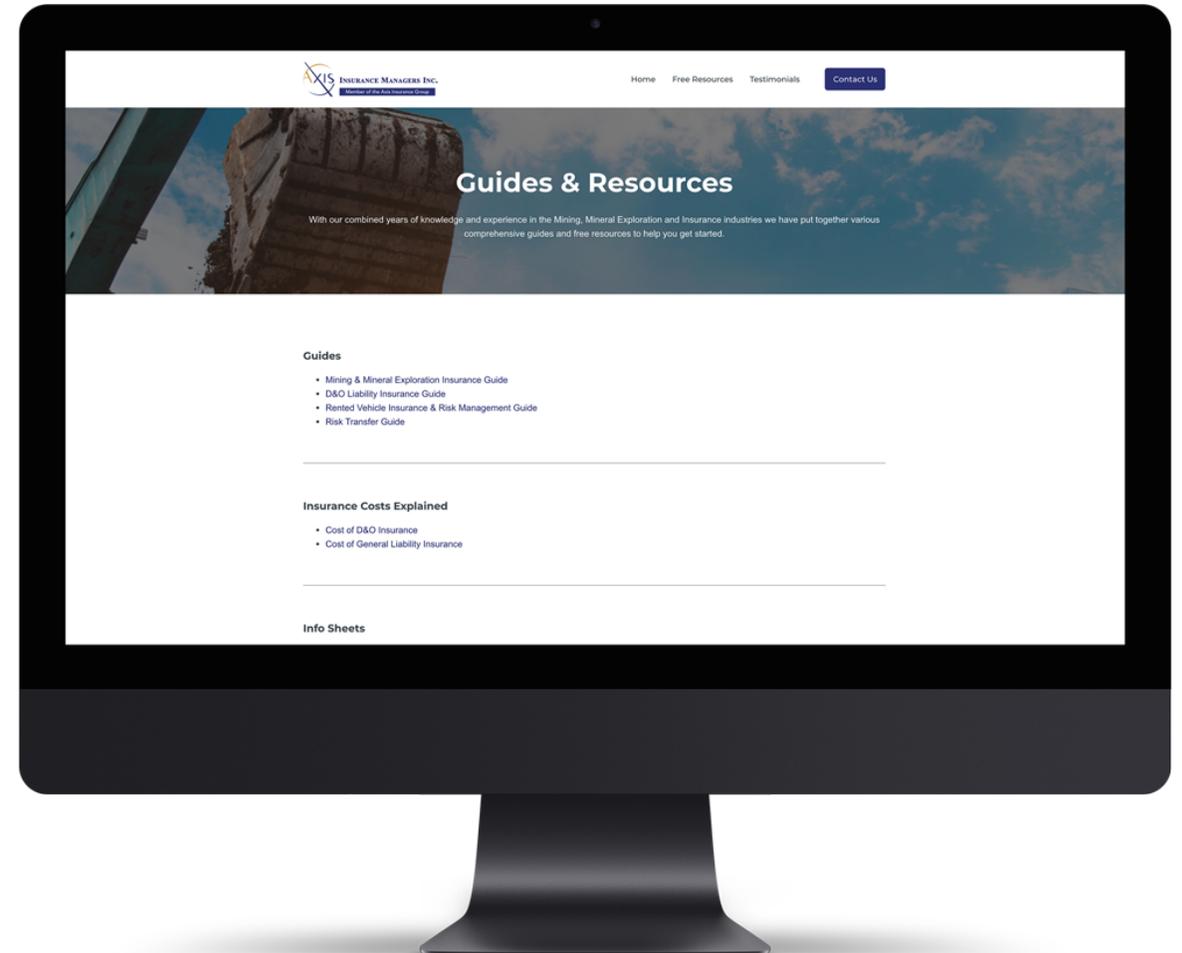
## Online Resource Center

We have an extensive online library of resources available to our mining clients. Simply visit:

**<https://info.axisgroup.insure/mining-guide-resources>**

Here you will find Risk Management Guides, Info-Sheets, Articles, and Premium Cost Models

Or, simply tell us what you need and we will deliver it directly to your inbox.



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## CONTACT

Have questions? **We have the answers.**

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.

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We invite you to visit our Mining Site to download additional insights from our team **[info.axisgroup.insure/mining](https://info.axisgroup.insure/mining)**