

beazley

Small Business Solutions Canada Toolkit

March 2024



Cyber Risks

Limit:

CAD 5m

Territories covered:

- Worldwide
- With offices in Montreal, Toronto and Vancouver

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

Cyber Services:

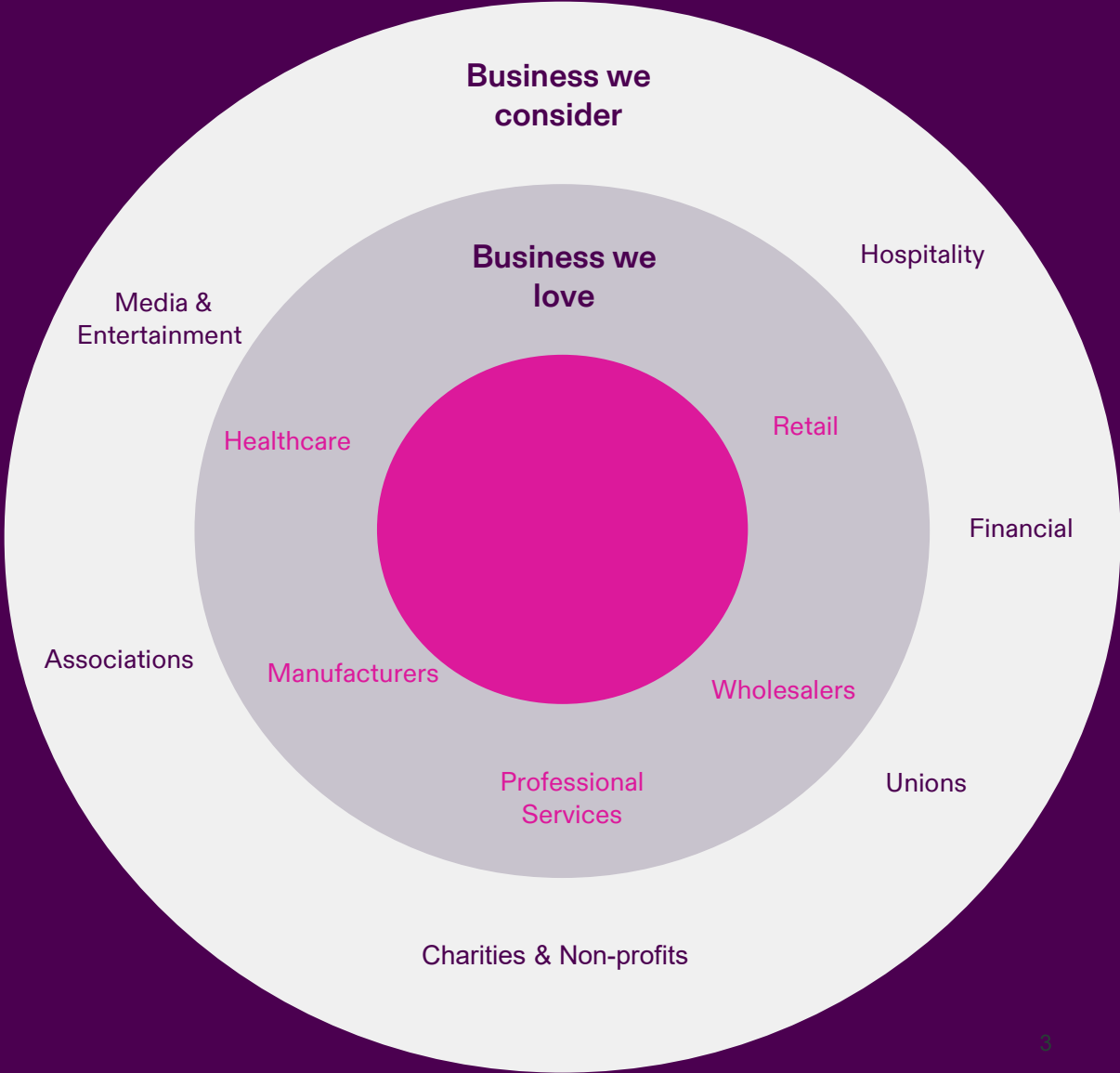
Our clients benefit from cutting-edge pre-breach & risk management tools and expert team to help deal with the incident and support them through the process.

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Our Cyber Risks business 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

Cyber Services

Extensive expertise to help manage the cyber incident.

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.

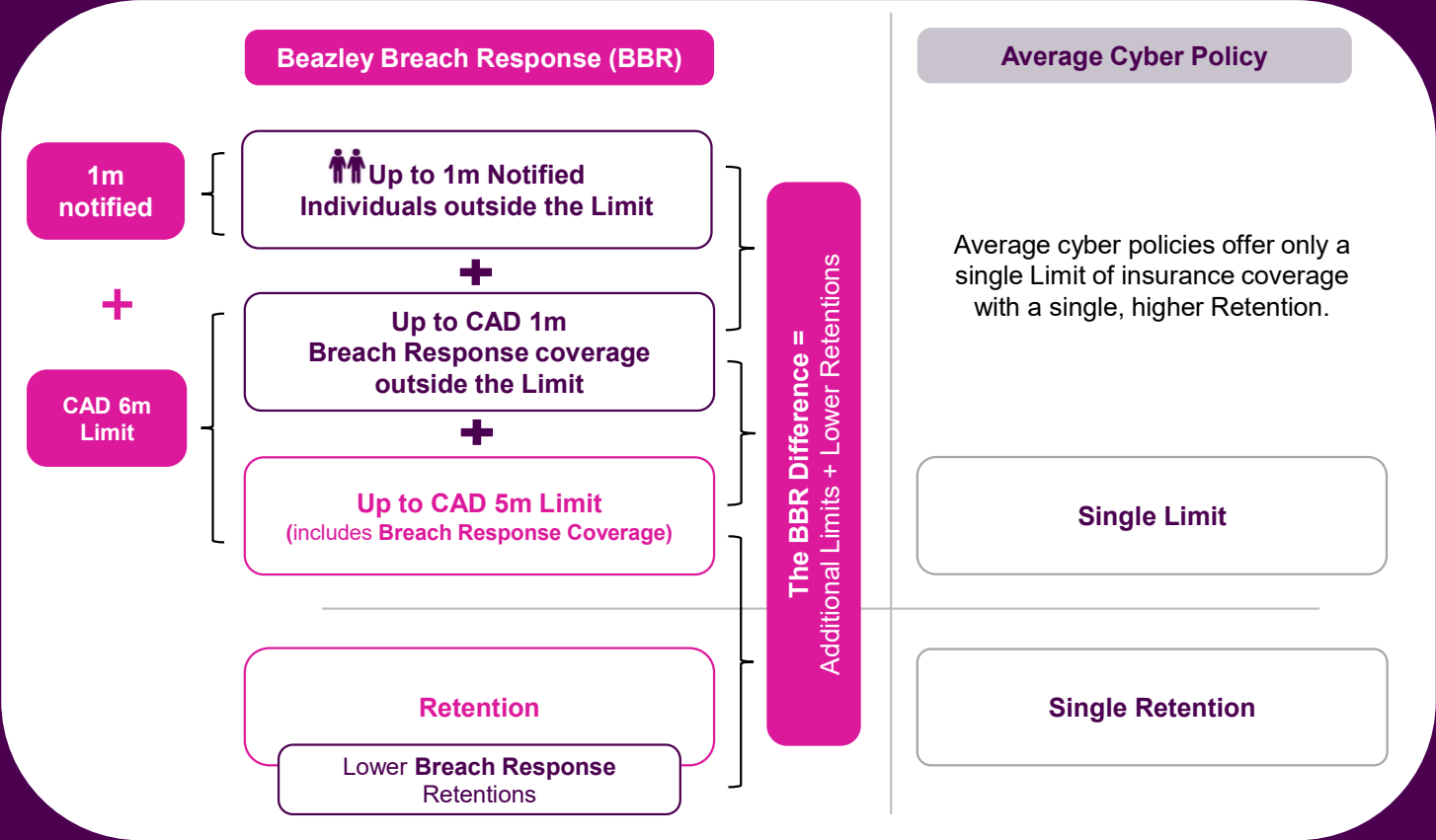
How Beazley Breach Response Works

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

Limit

CAD 10m

Territories covered:

- Worldwide
- With offices in Toronto, Montreal and Vancouver

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What we cover:

Coverage Area #1

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

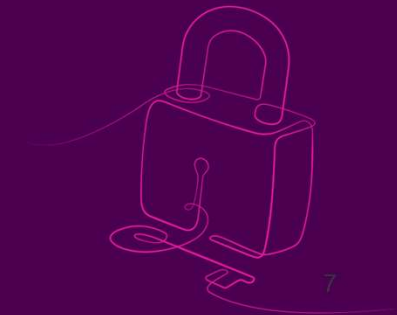
Coverage Area #2

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



Mediatech Coverage Highlights

- Dedicated and additional defense limit available
- First dollar expense coverage available
- Liability coverage for pre-judgement and post-judgement costs
- Unfair competition
- 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 client and broker portal
- Access to cyber response services



Our MediaTech business appetite

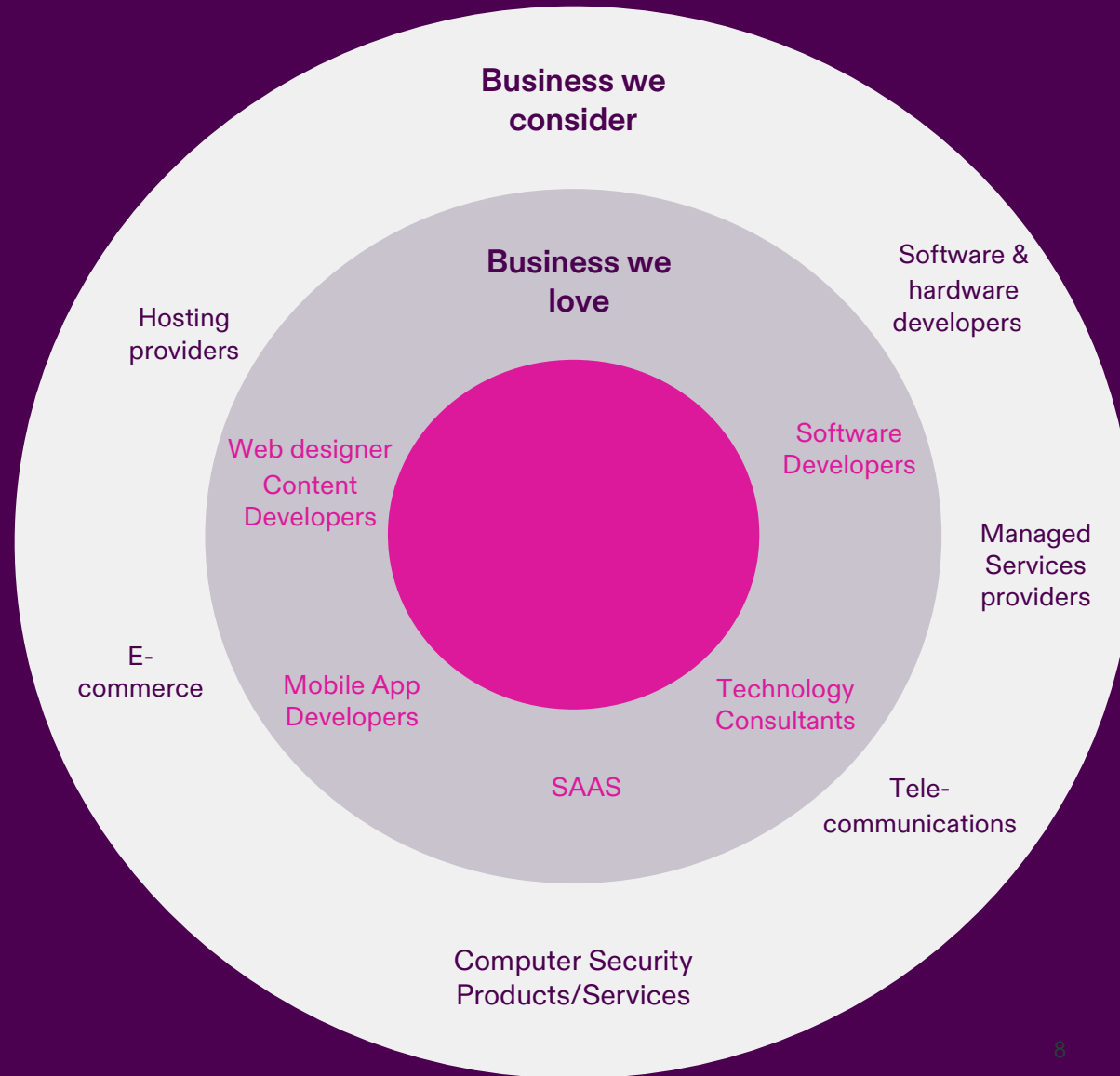
Risks under CAD 75m

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.



MediaTech- Additional information

Security Requirements

- Security Awareness training for all employees on recognizing common cyber-crime and information security risks, including social engineering, online fraud, phishing and web browsing risks.
- Back-up critical data to a “cold” or “offline” location that would be unaffected by an issue with your live environment, and you test to ensure that those backups are recoverable.
- MFA (multi-factor-authentication – two factor authentication) for cloud-based services (such as cloud-based email account access) and for all remote access to your network.
- Virtual private network (VPN) for remote access into your environment (not required if using all cloud-based services).

Security Recommendations

- All devices be protected with antivirus, anti-malware, and/or endpoint Protection (EPP) solution which will help detect and block viruses & malware
- Software that scans incoming emails for malicious attachments or link

Miscellaneous Errors & Omissions (E&O)

Limit

CAD 10m

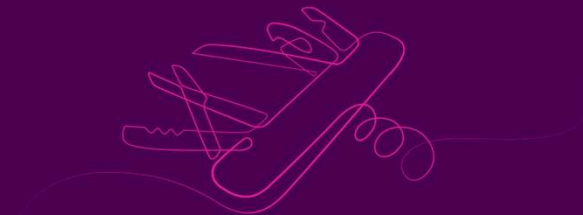
What we cover:

- 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

Territories covered:

- Worldwide
- With offices in Toronto, Montreal and Vancouver

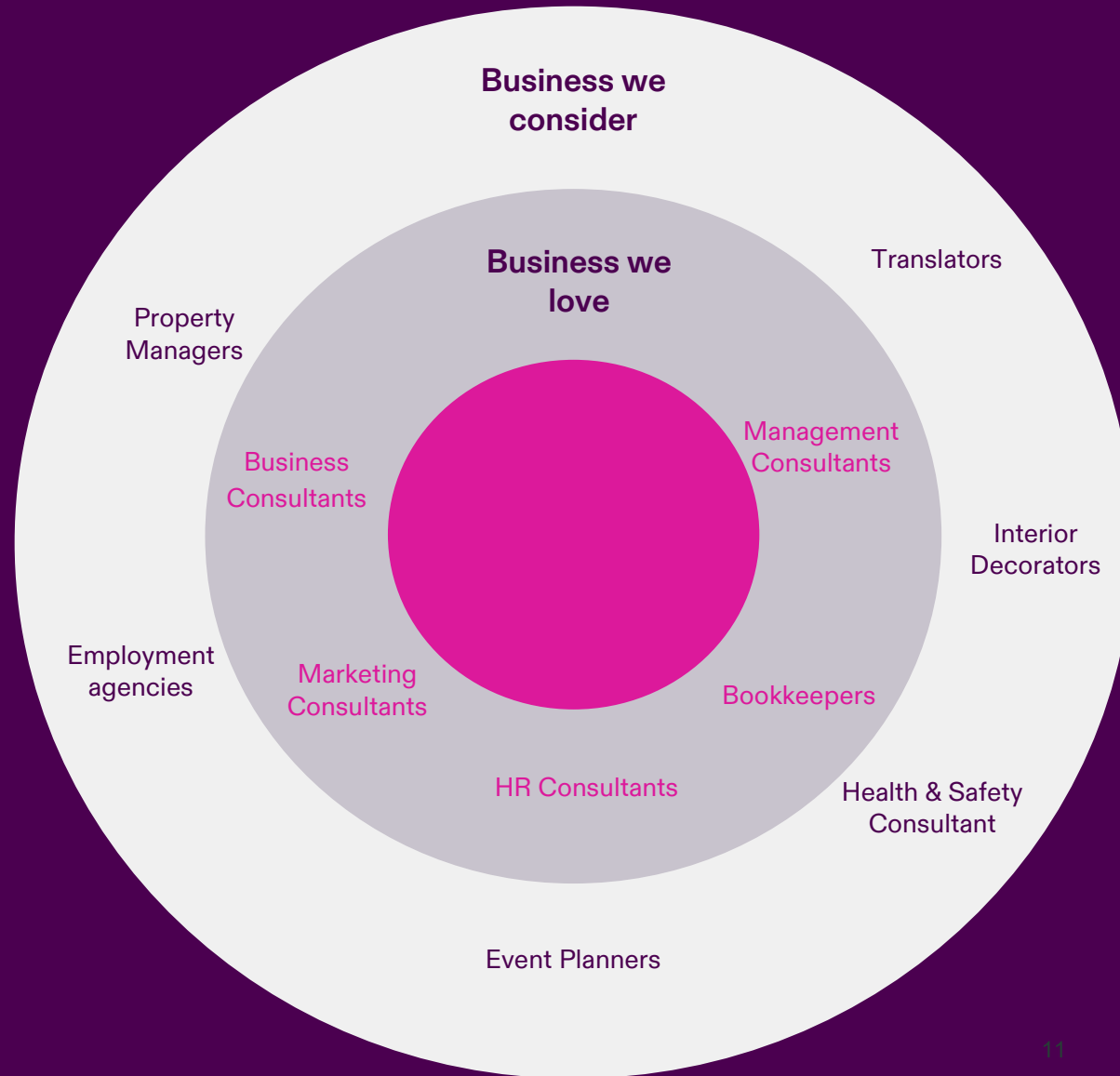
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Our Misc. E&O business appetite

Risks under CAD 100m in revenue

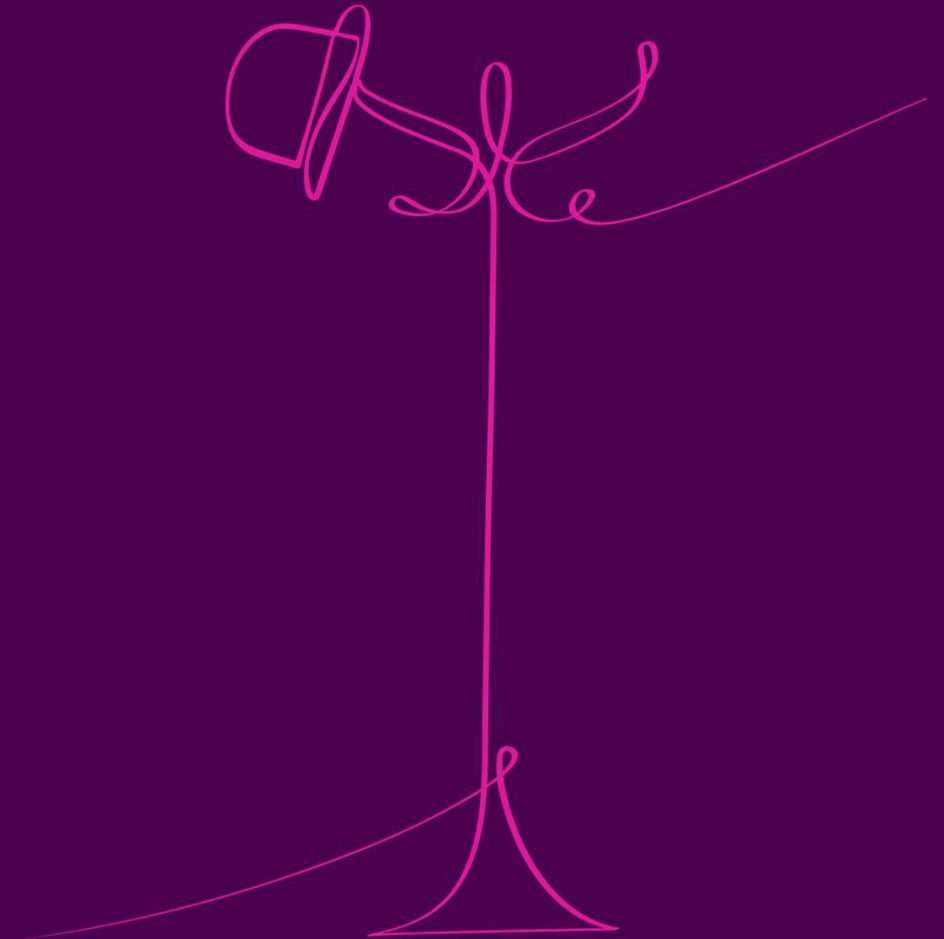
- We can consider primary or excess policies
- We can consider a package policy to include CGL and Property.
- We can work with equivalent competitor applications. We are committed to finding a solution for your clients



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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:

Private Company and Not-For-Profit (NFP) Directors' & Officers' (D&Os) liability and Employment Practice Liability and Crime cover

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 PlatinumPlus

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

Directors' & Officers' Liability

Limits up to CAD 5m

Why it's necessary:

D&O insurance covers any decision makers in the business (including senior managers) for claims and investigations made against them personally. Often, decision makers will make quick decisions and will come under intense scrutiny if the wrong decision is made.

What we cover:

Directors & Officers

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

Territories covered:

- We offer worldwide cover for Canadian-domiciled organisations

Our 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

Management Liability for SMEs (Not-For-Profit)

Directors' & Officers' Liability

Limits up to CAD 5m

Why it's necessary:

D&O insurance covers any decision makers in the organisation (including senior managers) for claims and investigations made against them personally. Often, decision makers will make quick decisions and will come under intense scrutiny if the wrong decision is made.

What we cover:

Directors & Officers

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

Territories covered:

- We offer worldwide cover for Canadian-domiciled organisations

Our 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

Management Liability for SMEs

Employment Practices Liability

Limits up to CAD 5m

Crime PlatinumPlus

Limits up to CAD 5m

What we cover:

Employment Practices Liability

- Wrongful termination
- Discrimination
- Bullying/ harassment

Crime

- Theft
- Social engineering
- Fund transfer fraud
- Forgery & counterfeiting
- Physical loss
- Damage to property
- Extortion

Territories covered:

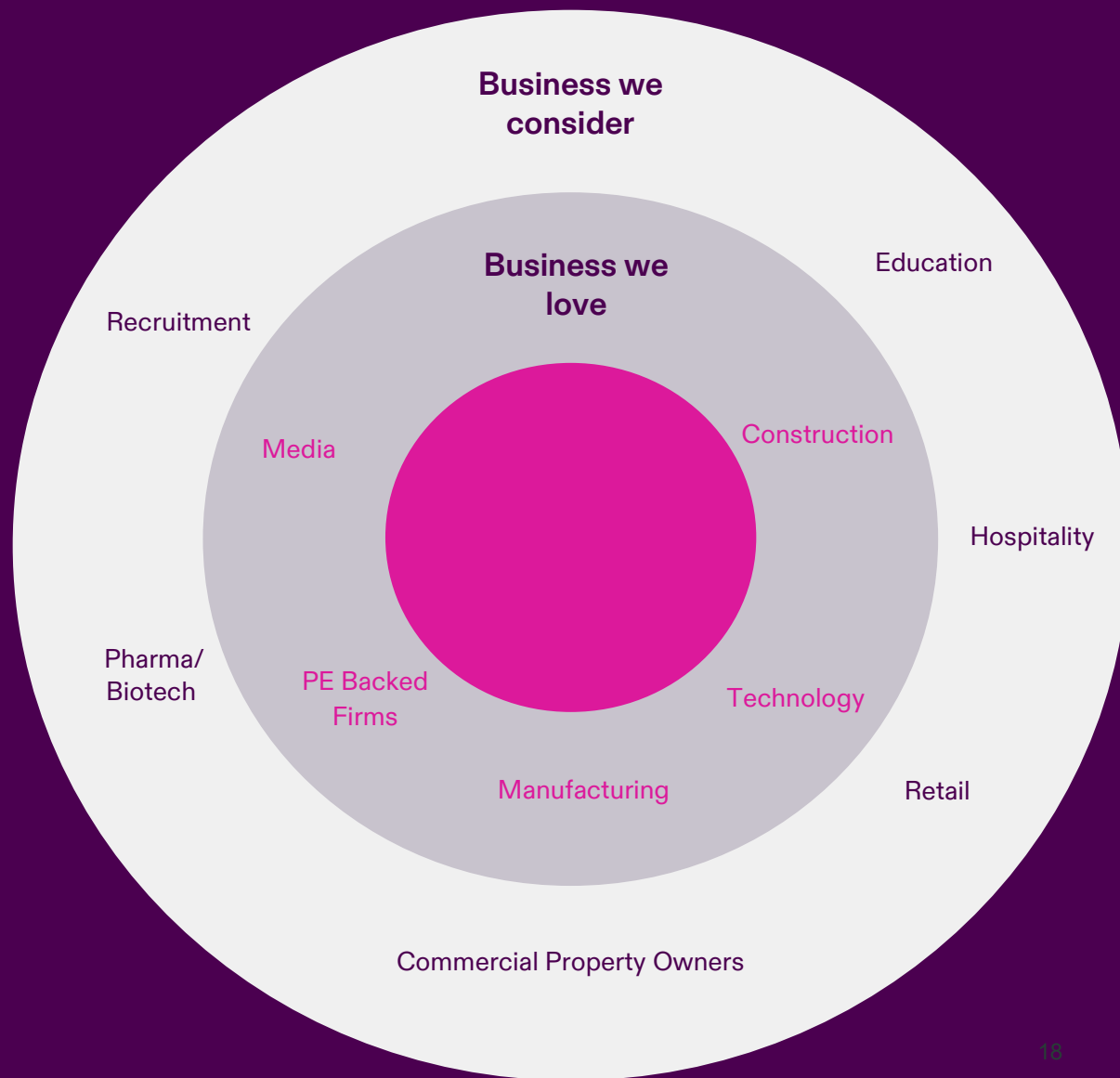
- We offer worldwide cover for UK domiciled organisations

Our 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

Target Market

- 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



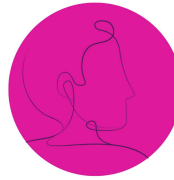
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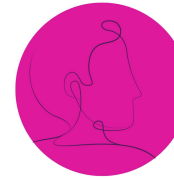
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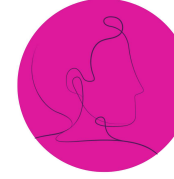
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**What makes us
different?**

Beazley at a glance

**Founded
1986**

**Listed
2002**

**\$5 billion in
premiums**

1800 staff

**22 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

2022

Gross written premiums passes \$5bn

\$5,268.7m

Insurance type

Insurance

93%

Reinsurance

7%

Geographical distribution

USA

55%

Worldwide

24%

Europe

21%

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

Key financials: 2022

5,268.7 \$m

Gross Premiums written

Six consecutive years of sustainable growth have more than doubled our GWP

402 \$m

Underwriting profit

Nearly double 2021

89%

Combined Ratio

Our best COR for seven years

\$2 billion

Gross Premiums written

US business reached historic milestone in Oct 2022

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.

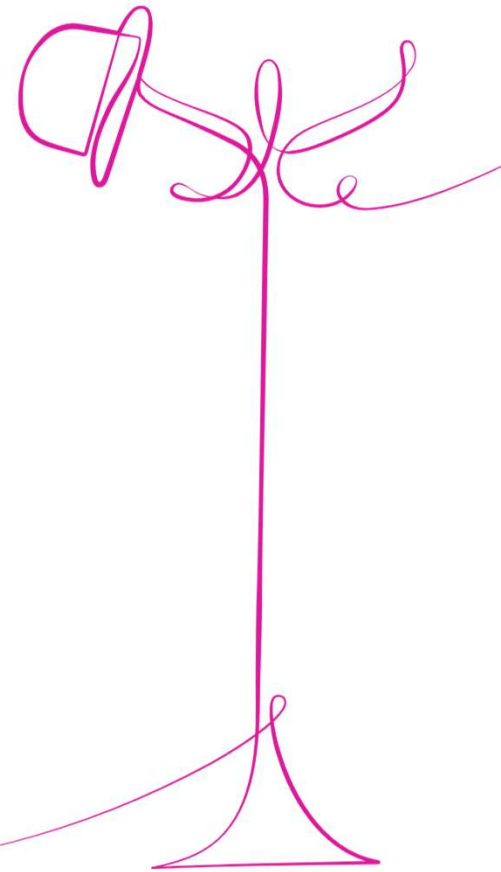
We began putting our heads together to tackle our clients' biggest challenges. And in a world fast becoming head-scratchingly complex, we set ourselves the goal to become the Industry's go to problem solvers.

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

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.**





Disclaimer

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