



### Commercial General Liability

In the mining exploration business: however safe and well managed your operation is, it is an unfortunate fact of life that underwriters and the insurers they work for usually consider the mining industry to be hazardous and risky. Their mindset tends to first think of the potential for large catastrophic losses and serious injury that can give rise to big liability claims (costing them money) – and therefore believe the industry is difficult to underwrite and shy away from it.

This misconception of exploration and mining has led to a restriction of the number of insurers that underwrite mining risks or prioritized it as a specialty class of business. A consequence is a lack of competition among insurers that has driven up pricing and limited coverage.

Even though your business may be operated and managed well, there are risks to your business – not only from contractors working with unfamiliar heavy equipment or the failure to explain all the potential hazards at the site to workers. There are also risks associated with pressure for increased production, different safety standards between you and your contractor – along with the use of explosives, mobile equipment, fuel storage, machinery and ATVs.

You can even still be liable on inactive projects. For example, there is a famous case where a hiker went on to a property which was not even being worked on. The hiker explored a mine and fell through a shaft sustaining serious injury. This led to a multi-million-dollar award in the US – even though the property was not even active exploration project.

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

**Clive Bird** 604 817 8072 · [clive.bird@axisinsurance.ca](mailto:clive.bird@axisinsurance.ca)

**Stacey Copeland** 604 619 7775 · [stacey.copeland@axisinsurance.ca](mailto:stacey.copeland@axisinsurance.ca)

The good news is that Axis Insurance Managers' has a long history of working with mining and mineral exploration companies. We understand the mining business intimately and how our clients operate. We are therefore much better equipped than most brokers to present the risks you face to a market that generally misunderstands the business.

We work with superior clients and thorough knowledge of the mining and exploration industry we can help deliver profitable results by lowering the cost of insurance for our customers. Our clients incorporate proper risk management practices and therefore we can present our clients to the insurance market in a positive light and get the best results for them.

Our expertise has allowed us to design coverage that protects our clients from unique risks to the mining industry that would otherwise be excluded from standard forms. We are also able to explain to underwriters why the risks of sustaining a loss are low and what our clients are doing that make them better, well-managed companies. We have built the trust with insurers that will benefit you and your business.

Mining is a global industry and therefore your insurance coverage should apply anywhere in the world. Again, with our experience we are fully conversant with the rules regulating insurance in international jurisdictions. We have also created custom designed application forms that help us achieve the best possible terms and pricing.

Thanks to many clients in the mining industry, Axis Insurance Managers has an enormous breadth and depth of knowledge and experience. We are able to use that proven track record to your benefit by simplifying mining and exploration to a skeptical insurance industry and deliver tailor-made insurance cover with the broadest scope, as well as true value for money.

We can put you in touch with other clients who will be able to tell you how we helped them and saved them money. We can also put together a tailor-made proposal that you can compare to others. We are certain you will not get a better or more comprehensive deal anywhere else.

Unlike standardized General Liability insurance policies which have been adopted by the Canadian Insurance industry, we have created a specialized policy which does not restrict coverage in several important areas.

Although many insurers have produced their own versions of policy wordings, in nearly all cases there is still cause for concern due to the exclusions and conditions that they include which are detrimental to many mining and mineral exploration companies.

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### Partnering on Experience & Expertise

The Mining Team at Axis Insurance shares a combined 70+ years providing best-in-class insurance service and solutions to the mining industry. We have experience partnering with mining companies with projects across Canada and all over the world. We understand stock market listings, how to explain share price fluctuations, navigating transactions and how to best position your company to insurance markets.

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

To find out more about CGL Insurance or have us answer any other questions you may have related to Mining Insurance, please call or email one of our Mining Team Specialists.

We would also be pleased to outline the benefits of CGL Insurance with your management team or board members. If you would like to schedule a meeting.

#### 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.

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We invite you to visit our Mining Site to download additional insights from our team

**[info.axisgroup.insure/mining](http://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.