



AXIS

Multinational Expansion: Your Global Insurance Roadmap

Who We Are

At Axis Insurance, we bring over 20 years of experience helping Canadian companies successfully enter and operate in international markets. We understand the complexities of cross-border operations, regulatory compliance, and local insurance requirements - ensuring our clients are protected from day one. Our team focuses on turning risk into a strategic advantage, enabling businesses to grow with confidence in a new market.

Through strong relationships with over 100 international partners and deep knowledge of both local and global insurance landscapes, we design customized solutions tailored to each client's industry. Whether you're expanding operations, managing global programs, or navigating unique regulatory environments, we provide the clarity and certainty needed to move forward.

Our approach is straight forward: We help you transform risk into success.

Multinational Expansion: Your Insurance Roadmap

Expanding your business beyond Canada opens a world of opportunity, but it also introduces new complexities, especially when it comes to global risk management for your physical assets, operations, and the comprehensive well-being of your employees. This guide provides a roadmap to navigate the essential insurance considerations for your multinational ventures. We'll help you understand what coverage is available and what's needed to protect your assets and your people, no matter where your global footprint takes you.

Step-by-Step Guide to Multinational Insurance Planning

1 Expansion Planning and Market Entry

- **Local Regulatory Requirements** Identify potential expansion countries and determine local regulatory requirements.
- **Local vs. Global Coverage** Determine the appropriate local standard of coverage and whether locally admitted insurance is required or if a global policy provides adequate protection.
- **Risk Analysis** Determine if the desired expansion presents new risks or exposures, and how to best manage those risks (i.e. insured vs. self-insured).
- **Tax & Legal Implications** Determine any local tax and legal implications to ensure that the insurance program is structured efficiently.
- **Employee Benefits and Health Coverage** Ensure employees that operate outside of Canada are sufficiently covered, whether business travelers, those working outside their home country, or local employees. This includes medical and evacuation coverage.

2 Establishing Multinational Coverage

We identify insurers who have capabilities in the various jurisdictions of operations, while taking into account future expansion opportunities to ensure alignment with insurer capabilities. After reviewing local requirements, we structure the insurance program to efficiently meet local requirements while providing consistent coverage across multinational operations. Multinational insurance programs generally have a combination of both locally admitted and controlled master program policies to ensure compliant and consistent coverage.

3 Ongoing Service and Support

We do not believe that our role ends with the initial placement of the policies. We work with clients throughout the entire lifecycle of their multinational operations to ensure that they are kept informed of changing regulatory requirements, litigation trends and overall insurance market changes to ensure that the insurance program continues to respond appropriately to changing risk factors.



Forward Thinking Insurance for Global Thinkers

Innovative Risk Solutions

Axis Insurance stands out with our innovative approach to risk management. We don't just cover risks; we analyze and create strategic solutions that empower businesses and individuals to grow confidently.

Deep Industry Expertise & Insights

Our team's deep expertise in various industries enables us to offer informed, sector-specific insurance advice. This knowledge is crucial for providing our clients with the most effective coverage strategies, tailored to the specific challenges of their industry.

Nationwide Presence, Local Expertise

Our nationwide reach is complemented by a local touch. Axis Insurance combines broad coverage with an understanding of local markets, ensuring clients across Canada receive relevant, region-specific advice and solutions.

Client-Centric Strategy & Service

Our dedication to client focus sets us apart. At Axis, policies are shaped around the client's unique needs, ensuring a personalized and responsive insurance experience that truly aligns with individual lifestyles and business objectives.

Empowering Through Education

Education is at the heart of what we do. Axis Insurance believes in empowering clients with knowledge, offering insights and resources that help them make informed decisions about their insurance needs and the evolving market trends.

Commitment to Sustainability

Axis Insurance is dedicated to sustainability and responsible business practices. Our commitment extends beyond insurance, encompassing community involvement and environmental stewardship, reflecting our role as a conscientious corporate citizen.

Model Portfolio for Multinational Coverage

Expanding operations internationally can expose companies to complex risks, from varied legal and regulatory landscapes to diverse cultural and environmental challenges. A well-structured multinational insurance program is essential to navigate these complexities and ensure seamless protection across borders. Below is a list of important coverages you should consider to safeguard your global enterprise:

Global Protection Against Liability & Damage:

1

General Liability – Local Admitted & Controlled Master Policy

Local admitted policies ensure compliance with regulatory requirements in each country, while the controlled master policy provides consistent global coverage and fills in any gaps. This approach enables multinational companies to manage risk uniformly while meeting local legal obligations.

2

Automobile

Provides coverage for both company-owned automobiles, along with non-owned and hired automobiles. Coverage provided includes third party liability, along with physical damage coverage for owned & hired automobiles.

3

Property & Contractors Equipment

This coverage may be extended on a global basis, but coverage may be required to be purchased locally in-country to ensure compliance with local regulations and avoid potential tax & legal implications in the event of a claim.

4

Workers Compensation

Workers Compensation provides coverage for local nationals who suffer work related injuries or illnesses. Coverage generally includes medical expenses, lost wages, rehabilitation costs and disability or death benefits.



5

Foreign Voluntary Workers Compensation (FVWC)

FVWC extends traditional workers compensation coverage to employee's who are working outside of their home country (including expatriates). FVWC coverage is generally designed to mirror coverage that would be provided in the employees home country and also includes repatriation costs to return an injured employee to their home country.

6

Directors & Officers Liability (D&O)

While most D&O policies provide coverage on a worldwide basis, some countries require that coverage is purchased locally in-country to meet local compliance requirements. Board members of local subsidiaries may also request that local coverage is provided to avoid any tax & legal implications in the event of a claim.

7

Kidnap, Ransom & Extortion

Kidnap, Ransom & Extortion policies provide coverage for various risks including kidnapping, extortion, illegal detention and hijacking, or the threat thereof. Policies also include access to crisis management consultants who provide expert assistance throughout a Kidnap, Ransom & Extortion event.

8

Cyber Liability

Cyber Liability is generally provided on a worldwide basis, but some countries may require coverage to be purchased locally to meet local compliance requirements. Local policies may also provide access to localized resources who specialize in handling Cyber claims.

Global Benefits Planning

1

Business Travel Medical

This coverage is designed to protect employees, directors, contractors, and vendors during short-term international business travel. It provides emergency medical coverage for trips up to 180 days, with no exclusions for pre-existing conditions. The policy is issued on a blanket basis—one annual premium with no need for individual enrollment.

2

Expatriate Benefits Plan

Our expatriate plans offer comprehensive coverage—often mirroring domestic benefit programs including health, dental, vision, life, and long-term disability. These plans are ideal for third-country nationals (individuals working outside their home country) and “key local nationals”, ensuring consistency and quality of care across borders.

3

Local Benefits Outside Canada

Through our network of trusted global partners, we help organizations establish compliant, competitive benefits for employees residing abroad as local nationals. These solutions are tailored to meet in-country regulatory and cultural expectations while supporting overall talent strategy.

4

International Evacuation

This service ensures rapid evacuation in the event of a medical emergency, environmental disaster, political unrest, or security threat. It also includes pre-travel risk assessments and in-country support services to help mitigate risks before and during travel.

5

Employer of Record (EOR)

An Employer of Record allows your organization to hire international talent without setting up a local legal entity. The EOR manages local employment compliance, payroll, and benefits administration—allowing you to quickly and compliantly expand your global workforce.

Additional Coverage Considerations

Axis Insurance provides tailored insurance solutions for over 50 industries. Beyond the foundational coverage provided in our model portfolio for multinational coverage, we provide additional services designed to enhance risk management, operational efficiency, and strategic decision-making.

Some additional coverages to consider are:

Political Risk

Political Risk coverage can be important for companies who are operating in emerging or politically unstable regions and provides coverage against various threats which may include; Expropriation or nationalization of assets, war/terrorism, currency inconvertibility, regulatory changes, and non-payment or breach of contract by local government.

Trade Credit

Trade Credit provides coverage against the risk of non-payment or default by customers due to various factors, including insolvency or political events. Trade Credit allows companies to expand to new territories while reducing exposure to bad debt.

Cargo/Stock Throughput

Cargo and Stock Throughput coverages provide end-to-end coverage for multinational companies who are moving materials/products between their own locations or to customers. Coverage is provided for goods while in transit, and while in storage at warehouses or storage facilities.

Global reach. Local expertise. Unwavering protection.

Contact us today to learn how we can help safeguard your multinational expansion and enable your continued success in the global marketplace.

About Axis Insurance

Axis Insurance is an award-winning insurance brokerage serving local, national, and international clients with insurance and risk management services. Our professionals analyze business, personal, and professional risk to provide advice and solutions that mitigate, reduce, or transfer those risks. With roots dating back to 1928, Axis has grown into a leading national brokerage with over 350 employees, making it one of the fastest-growing insurance brokerages in the country.

At the core of our mission lies a guiding principle: we transform risk into avenues for opportunity growth. We believe in strategically leaning into risk for business expansion, balanced by Canada's best-in-class risk management.

Our values set us apart and pave the way to our mutual success

Client Focus	Ownership
Teamwork	Innovation
Integrity	Expertise

10 / 350+

National Presence

10 physical offices and over 350 employees throughout Canada.

\$400M

Gross Written Premium

Over \$400 Million.

30% up

Revenue

We've achieved over a 30% increase in revenue over the last three years.

No 1.

Industry Leadership

We are recognized across Canada as leading the Aviation, Mining and Professional Liability industries.

150

Market Representation

150+ leading insurance markets.

Assurex Tech Assure CRMS

Key Memberships

Memberships to several industry associations.



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