



# Trusted Solutions for Complex Technical Solutions



A Munich Re company



# Not all insurance is equal

Today's industrial world is a complex, ever-changing environment. HSB's Technical Risk Underwriting Solutions Team exists to provide the highest level of service for clients in primary industries - power generation, renewable energy, forestry, mining and metals. We aren't just another insurance company - we partner with our technical risk clients to support their risk management objectives, providing bespoke insurance and technical solutions to complex risks.



TECHNICAL

RISK

UNDERWRITING

SOLUTIONS

TEAM

**TRUST**

**HSB Canada, part of Munich Re, is a technology-driven company built on a foundation of specialty insurance, engineering, and technology, all working to drive innovation in a modern world, to keep you ahead of risk.**



## Technical

### **Technical risks require expertise**

HSB has the data, knowledge, experience, and technical talent to understand, underwrite and insure equipment-intensive, high hazard risks, such as power generation, renewable energy, forestry, chemical, oil and gas, mining and metals.

As Canada's Equipment Breakdown leader since 1875 and together with our HSB Group partners and Munich Re, our engineering and inspection force is one of the largest in the world, with over 1,200 engineers, inspectors and technical personnel around the globe.

We offer first-class underwriting and engineering-based risk management services.



## Risk

### **We understand evolving risks**

As technology and industries evolve, so do the risks.

HSB has unsurpassed understanding and experience in high hazard equipment, and is also at the forefront of knowledge in the evolution of equipment in both conventional and new industries.

We view our role as not just another insurance company, but as a partner in risk management, working with our clients to assist in minimizing risk in any industrial situation.

Our knowledge of sensor and other emerging technologies helps clients keep pace with and better manage risk.



## Underwriting

### **Significant exposures require precise, stable underwriting**

Because each high hazard risk is unique, HSB combines bespoke wordings and solutions with a stable underwriting philosophy, to provide clients with reliable coverage and peace of mind.

To meet the specialized needs of our clients, we have designed our policies to be issued as either stand-alone or in partnership with other property insurers.



## Solutions

### **We strive for the win/win**

#### **Meeting challenges holistically**

Each risk is different. Every client is unique. By applying a holistic mindset, mobilizing broad and deep expertise and engaging all stakeholders, we are able to meet the challenges and demands of each risk, and deliver a win/win outcome for our clients.

#### **Global capabilities, local solutions**

Large industrial operations such as utilities, energy and resource-based industries may have facilities around the world. These global clients require great care and knowledge from all parties involved.

As a proud member of Munich Re, HSB is able to leverage our global resources to provide expert solutions and prove a valuable partner.



## Team

### **High hazard risks are complex**

To best manage and reduce such complex, high-value risks, we have assembled a team of in-house experts who work in partnership with our insureds, brokers and partner insurers.



#### **The Account Executive**

is a seasoned engineering insurance professional with expertise in tailoring wordings to specific client needs. He or she supports the needs of all stakeholders involved in the risk: the insured, broker and partner insurer.



#### **The Account Engineer**

brings a deep level of technical knowledge and expertise, overseeing risk assessment, loss control and claims investigations.



#### **The Inspector**

is primarily involved in loss prevention, conducting inspections to detect potential issues, and providing recommendations. He or she is geographically positioned to be close to the insured, to deliver timely and efficient service.



#### **The Claims Specialist**

brings specialized knowledge to help manage and assist in the effective, timely and fair settlement of complex claims.



# Trusted Leadership

**140+**

As Canada's  
equipment  
breakdown leader

**years**

**A++**

(Superior) by  
A.M. Best  
since 2011

**rating**

**#1**

for equipment  
breakdown  
by brokers

**choice**

Forum Research, 2018.

## Part of HSB Group Worldwide



1,200 engineers, inspectors  
and technicians



Over 1.5 million on-site  
inspections

## Industries Served



power gen



renewables



forestry



mining



metals

**HSB is carrying on a 150 year tradition of thinking differently about what is and what could be. We are your innovation engine – redefining the boundaries of loss prevention, engineering risk and inspection compliance to find new and better ways to protect businesses and property.**

For all coverages, terms, conditions and exclusions, please refer to actual insurance policy.

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**HSB Canada**  
390 Bay St, Suite 2000  
Toronto, ON M5H 2Y2  
Tel: (416) 363-5491

HSB Canada



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