

The background of the slide is a photograph of a mountain range under a night sky with the aurora borealis. The mountains are dark and rugged, with some snow or ice visible. The sky is a deep teal color, and the aurora borealis is visible as a bright, glowing green and yellow light in the upper right. The entire image is framed by a large, dark blue geometric shape that resembles a stylized 'A' or a large arrow pointing upwards and to the right.

BROKER PRODUCT TOOLKIT

Aurora Underwriting Solutions is a commercial insurance wholesale broker serving retail brokers across Canada. Our underwriting team provides first-class insurance products to meet clients' ever-changing risk-management needs. We offer a wide range of products and work with brokers to provide the best coverage at competitive prices.

COMPANY OVERVIEW



**COMMERCIAL
PACKAGE**



**FARM &
AGRICULTURE**



**ERRORS &
OMISSIONS**



**AUTO & CARGO
SERVICES**



**SPECIALITY
PROPERTY**



**GENERAL
LIABILITY**



**LEGAL
EXPENSES**



**MEDIA &
TECHNOLOGY**



**FINE ARTS &
JEWELLERS
BLOCK**

COMMERCIAL PACKAGE

Helping protect your customers' largest and most valuable assets - their physical property. Aurora offers customizable multi-line solutions to meet your clients' insurance needs efficiently and cost-effectively.

Highlights

- Customizable package
- Extensions available:
 - Legal Expense Insurance
 - Crime
 - Equipment Breakdown
- Deductible options: \$5,000 - \$100,000
- National underwriting team
- Flood, SBU and Water Damage coverage available

Sample Appetite

- Commercial building owners
- Office buildings
- Resorts and Hotel/Motel*
- Strip malls
- Commercial complexes
- Light manufacturing and warehousing
- Vacant buildings (3 and 6 month terms)

*In protected and semi-protected FUS zones

Underwriters Requirements

- Commercial P&C application
- Including COPE details, Ownership experience:
 - Tenant and property management information (if applicable)
- Loss history
- Five-year loss history

Available Limits

- Property: \$12,000,000
- Liability: \$10,000,000

Example Of Accounts Written

Example 1:

- Retail Hardware store with lumber delivery - Package policy (including stock and contents)
- 100% share of the property and liability lines
- Premium: \$25,000

Example 2:

- Food Processing facility - Package policy
- 100% of property and liability including BI and LEI
- Premium: \$12,000

Contact Us

Please send new submissions to:

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FARM & AGRICULTURE

Aurora offers solutions for farm and agri-businesses. We are committed to helping the industry grow with full and flexible solutions. We help customers get their products from field to market.

Highlights

- Full solutions with extension packages
- Coverage for dwelling and commercial operation
- E&O coverage available for seedmen
- Optional equipment breakdown
- Coverage for incidental US sales
- National underwriting team

Sample Appetite

- Cash crop and fruit and vegetable
- Wineries
- Livestock and feed operations
- Hobby Farms
- Horse and equine operation (boarding and own use)
- Nurseries

Available Limits

- Property: \$6 million per subject area
- CGL and Farm Liability: \$8 million
- Errors and Omissions: \$5 million

Example Of Accounts Written

Example 1:

- Seed cleaning and merchant with incidental US sales
- Property and CGL package, Seedmens E&O
- Premium: \$25,000

Example 2:

- Grain Farmer and seed merchant with incidental US sales
- Property and CGL package
- Premium: \$41,000

Example 3:

- Livestock and poultry with Canadian processing and sales
- General liability
- Premium: \$8,500

Underwriters Requirements

- Farm Application; including:
 - COPE detail for all structures
 - Equipment list
 - Revenue breakdown by operation and market (CND, US, ROW)
- Five-year loss history

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ERRORS & OMISSIONS

Our team of underwriters at Aurora Underwriting Solutions will craft modular policy solutions to meet your professional clients needs.

Highlights

- National underwriting team
- In-house authority
- Modular policies- coverage extensions for legal expense, property, CGL, cyber, and E&O
- Primary and excess layers available

Sample Appetite

- Consultants
- Technology and Media
- Accountants
- Architects and Engineers
- Employment/Recruitment Agencies
- Full list of target risks available

Underwriters Requirements

- Completed application
- Confirmation of experience (loss history and/or principles CV)
- Underwriting information for additional coverages

Capacity

- \$1,000,000 - \$10,000,000

Example Of Accounts Written

Example 1:

- Training Safety Certification – various industries
- Professional package (inc. CGL, LEI, property)
- Premium: \$70,000

Example 2:

- Management Consultant / Financial Diligence
- Professional indemnity package (inc. CGL, LEI, property, cyber)
- Premium: \$5,500

Example 3:

- Structural Engineer
- Monoline professional indemnity
- Premium: \$23,000

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TARGET CLASSES - E&O PACKAGE

Low Hazard

- | | | |
|---|---|--|
| <ul style="list-style-type: none"> • Addressing / Circularising Services • Arbitrators / Mediators • Archaeologist • Archivist • Art Consultant / Directors • Biologist • Business Consultants / Advisors • Business Training • Careers Advice Complaint handling • Dispute Resolution • Economics Consultants • Expert Witness | <ul style="list-style-type: none"> • Fisheries Consultancy • Fork Lift Training • Fuel Efficiency Consultant • Funeral Directors • Genealogists Graphology • Home Automation Consultants • Librarian • Life Coach • Logistic, Traffic & Transport Consultants • Management Consultants • Map Drawers / Cartographers | <ul style="list-style-type: none"> • Marriage Guidance • Meteorological Consultants • Photography • Proof Reading • Recruitment Consultants • Secretarial Services / Clerical Services • Secretarial Training • Tourist Information • Training Consultants • Translators • Wedding Planner Wildlife Consultants • Wildlife Consultants |
|---|---|--|

Medium Hazard

- | | | |
|---|--|--|
| <ul style="list-style-type: none"> • Access / Disability Consultants • Accident / Theft Investigators • Auctioneers • Book Keeper • Business Analyst • Calibration Consultancy • Compliance Consultant • Conference Organizer • Ecologists • Energy Assessors / Consultants • Event Organizers | <ul style="list-style-type: none"> • Food Hygiene Consultancy • Food Industry Consultancy • Forestry Consultant • Garden Design • Interior Design • Landscape Architect • Leisure Industry Consultants • Lighting Design • Low Carbon Consultants • Media Consultants & Design • Portable Appliance Testers | <ul style="list-style-type: none"> • Private Investigator • Procurement Consultant • Quality Assurance Consultant • Social Media Consultants • Technology-Hardware / Software Consulting • Town Planner • Trade Association • Yacht Broker |
|---|--|--|

High Hazard

- | | | |
|---|--|---|
| <ul style="list-style-type: none"> • Adoption / Foster Agencies • Agricultural Consultants • Agronomists • Arboriculturists / Tree Surgeons • Architects & Engineers • Aviation Consultancy • Claims Adjuster • Company Formation • Company Search Agent • Corrosion Consultant • Costs Lawyer | <ul style="list-style-type: none"> • Debt Collectors / Recovery Consultancy / Bailiffs / Collection Agents • Fire Consultants Fire Risk • Health & Safety Consultants • Health & Safety Inspection Service • Immigration Consultants • Land Surveyors • Lifting Equipment Tester • Literary / Authors Agents • Loss Adjuster / Assessor | <ul style="list-style-type: none"> • Non-Destructive Testing • Payroll Administration • Political Consultancy • Private Investigator • Safety Consultants • Shipping & Freight Forwarding Consultants • Testing / Calibration Laboratories • Timber Treatment Consultants |
|---|--|---|

DESIGN-BUILD CONTRACTORS

Aurora Underwriting is here to ensure design-build contractors have insurance coverage in place to allow them to service their clients with considerable protection.

Highlights

- Competitive and broad terms
- Professional Liability coverage
- Ability to offer Project Specific coverage
- Minimum premium of \$3,500
- Minimum retention of \$5,000
- National underwriting team

Sample Appetite

- General Contractors
- Construction Management Firms
- Design-Build Contractors
- Restoration Contractors
- Electrical Contractors
- Concrete Contractors
- Carpentry Contractors
- And More...

Available Limits

- Limits up to \$10 Million

Example Of Accounts Written

Example 1:

- Design Services - CAN and US
- Excess Professional Liability
- Premium: \$12,000

Example 2:

- Custom Architectural Frabricator
- Excess Professional Liability
- Premium: \$30,000

Example 3:

- Interior Design
- Professional Liability
- Premium: \$3,500

Underwriting Requirements

- Misc. Professional Indemnity Application
- Loss history
- Principals resume (if new venture)

Contact Us

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AUTO PHYSICAL DAMAGE

Accidents happen. Aurora is offering auto physical damage, cargo coverage, commercial general liability to support the Canadian transportation and trucking industries.

Highlights

- Valuation based on actual cash value
- Deductible option of 4%
- All Perils coverage
- Parked rates available
- Canada or US hauling
- Debris removal

Sample Appetite

- Truckers/Transportation – short or long haul
- Gravel haulers
- Auto carriers
- Waste disposal fleets
- Household movers (APD Only)
- School bus/passenger fleets
- Commercial driving schools (Dual Controls)

Available Limits

- \$500,000 per unit
- CGL: Up to \$5,000,000 (up to 40% US)

Example Of Accounts Written

Example 1:

- 20 power units including cargo – High Canadian exposure
- Premium: \$200,000

Example 2:

- 30 power units including cargo – High US exposure
- Premium: \$400,000

Example 3:

- 20 power units including cargo – High US exposure
- Premium: \$300,000

Underwriting Requirements

- Our application
- List of equipment and ACV
- Loss report
- List of drivers and MVR's
- Minimum of one-year experience

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MOTOR TRUCK CARGO

Aurora Underwriting Solutions provides cargo coverage and commercial general liability to protect goods during transit from a variety of scenarios.

Highlights

- All Perils coverage
- Optional coverage for refrigerated loads and mechanical breakdown
- Trailer interchange and unattended truck coverage
- Canada or US hauling
- Livestock hauling up to \$100,000 limit

Sample Appetite

- Non-owned goods
- Refrigerated and dry goods
- Heavy equipment
- Pharmaceuticals and Petrochemicals

Available Limits

- Up to \$1,000,000
- CGL: Up to \$5,000,000 (up to 40% US)

Example Of Accounts Written

Example 1:

- 34 units hauling misc. merchandise (including seafood)
- Canada and US
- Premium: \$119,000

Example 2:

- 30 units hauling building materials, dry groceries, and plastic/copper
- Canada and US
- Premium: \$

Example 3:

- 27 units hauling electronics, auto parts, chilled/frozen foods
- Canada and US
- Premium: \$94,500

Underwriting Requirements

- Our application
- List of equipment and ACV
- Loss report
- List of drivers and MVR's
- Minimum of two-years experience

Contact Us

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SPECIALTY PROPERTY

Aurora is focused on helping Canadian industry. Our solutions allow clients to find a solution that works for them. Customizable solutions can be put into effect so clients can manage their insurance costs effectively.

Highlights

- Customizable solutions tailored to your clients
- Offering 100% primary / first loss layer
- Quota share / subscription options available
- National underwriting team

Sample Appetite

- Sawmills
- Cold storage
- Recyclers (wood, paper, metal, cardboard, or rubber)
- Plastic injection molders
- Woodworking
- Buildings with high-hazard tenants

Available Limits

- Property: \$6 million MPL
- Schedules up to \$100 million

Example Of Accounts Written

Example 1:

- Wood moulding manufacturer-Furniture and wall covering
- Property-Quota-share: 7% of loss limit
- Premium: \$70,000

Example 2:

- Sawmill
- Property-Quota-share: 40% of single limit
- Premium: \$35,000

Underwriting Requirements

- Completed Application
 - COPE details for each building
 - Statement of Values
- Recent loss inspection / survey (24 months) on main structures
- Pictures (inside and outside)
- Loss history

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CONTRACTORS

Aurora helps contractors grow. Our solutions help contractors manage their risks and protect their business so they can focus on their operations.

Highlights

- Full solutions with extension packages
- EPL and PLL sublimit available
- E&O coverage available on select classes of business
- National underwriting team
- Options available for clients with less than two years of operations

Sample Appetite

- Welders (on and off site)
- Plumbers
- Roofers with limited heat application
- Demolition
- Janitorial/cleaning services
- Quarrying rock cutting
- And More...

Available Limits

- CGL: \$5 million
- Errors & Omissions: \$2 Million (select classes)
- Floater/Tool: \$70,000

Example Of Accounts Written

Example 1:

- Plumbing and sprinkler contractor
- CGL package
- Premium: \$7,000

Example 2:

- Welder and fabrication (50% off site)
- CGL package with tools
- Premium: \$5,000

Example 3:

- Demolition and rock cutting
- CGL with umbrella placement
- Premium: \$14,000

Underwriting Requirements

- Completed Application, including:
 - Equipment list
 - Revenue breakdown by trade
 - Example of recent jobs
- Loss history

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DEDUCTIBLE BUYDOWN

Accidents happen. Aurora is offering deductible transportation buydown solutions. Deductible buydown is an effective tool that can help manage a client's cashflow while controlling their truck insurance premium.

Highlights

- Valuation based on actual cash value
- Buydown as low as \$1,000
- All Perils coverage
- Optional coverage for refrigerated loads and mechanical breakdown

Sample Appetite

- Fleet and individually rated units
- Trucking and transportation
- Other haulers (S&G, container haulers, cargo haulers)
- Canadian and US exposure

Example Of Accounts Written

Example 1:

- 30 power units - Buydown from \$10,000 to \$5,000 without infill
- Premium: \$840 per unit

Example 2:

- Six power units - Buydown from \$50,000 to \$10,000 with infill
- Maritimes based with US exposure
- Premium: \$6,480 per unit

Underwriting Requirements

- Our application
- List of equipment ACV
- Fleet request must be minimum 10 vehicles
- Loss report
- Minimum 3 years experience
- List of drivers & MVR's

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SHIPPERS LIABILITY & FREIGHT SERVICES LIABILITY

Aurora's Marine Cargo Shippers Interest and Freight Services Liability (FSL) Facility is helping clients simplify. Two policies, one process. We help streamline your clients' needs in an efficient and cost-effective way.

Highlights

- Tailored for All Risks or Specified Perils for ocean, air and truck conveyances
- A wide range of insurable cargoes including general cargoes, machinery, heavy equipment and frozen foods
- Guaranteed defence against claims (available for FSL policies)
- Extensions include Consequential Loss, Duty, On-Forwarding Costs, and Warehouse Legal Liability.
- Coverage available for transit across conflict zones

Sample Appetite

- Freight Forwarders
- Road Haulers
- Warehouse Keepers
- Agents

**Minimum Premium: \$10,000*

Underwriters Requirements

- Freight services application
- Client's standard trading conditions and sample Bills of Ladings the proposer may issue
- Confirm the limit's of liability and limit currency
- Five-year claims history
- Target price

Available Limits

- Freight Forwarder / Shippers interest: Up to \$5,000,000
 - Marine Cargo / Stock-Throughput Facility: Up to \$55,000,000
- *CND currency

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ARCHITECTS & ENGINEERS

Aurora provides the best possible coverage and solutions for small and medium-sized enterprises. We are here to help ensure your business is properly protected.

Highlights

- Competitive and broad terms
- Primary and excess terms
- Multi-media and Advertising coverage
- Ability to offer Project Specific coverage
- Minimum premium of \$2,500
- Minimum retention of \$2,500
- National underwriting team

Sample Appetite

- Architects
- Automation Engineers
- Electrical Engineers/Inspectors
- Civil Engineers
- Oil & Gas Engineering
- Chemical Engineering
- And More...

Available Limits

- Limits up to \$10 Million

Example Of Accounts Written

Example 1:

- Civil Engineer - Roads and Highways
- Stand-alone Professional Liability
- Premium: \$16,000

Example 2:

- Structural Engineer
- Excess Professional Liability
- Premium: \$12,000

Example 3:

- Electrical Engineer
- Stand-alone Professional Liability
- Premium: \$5,000

Underwriting Requirements

- Architects & Engineers Application
- Loss history
- Principals resume (if new venture)

Contact Us

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CYBER LIABILITY

Aurora offers cyber solutions for several Canadian industries. We are committed to providing clients with the required protection for today's and tomorrow's cyber risk. We aim to make Cyber Insurance easy.

Highlights

- Full solutions with extension packages
- First- and third-party coverage available
- Regulatory fine and infringement coverage
- Coverage for cybercrime and social engineering
- Primary and excess payment available
- National underwriting team

Sample Appetite

- Construction
- Hospitality
- Engineering
- Transportation
- Agriculture
- And more...

Available Limits

- Cyber: \$3 million
 - Sublimits for social engineering and ransomware

Target Risk Characteristics

- **Revenue:** \$250,000 and \$50,000,000
- **PII Count:** Between zero and 50,000
- **MFA:** Client should have MFA in place for all email users, privileged users and VPN
- **Claim history:** No claims or all claims must be closed.

Underwriters Requirements

- Cyber Liability application;
 - Last and current (projected) years revenue
 - Number of PII and confirmation of MFA
 - Revenue breakdown by operation and market (CND, US, ROW)
 - Five-year loss history

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