

BETTER THAN EVER AT DELIVERING THE BEST





HSB BI&I: WHO WE ARE

A member of the Munich Re family since 2009, The Boiler Inspection and Insurance Company of Canada (BI&I) is a leading specialty insurer, providing equipment breakdown insurance along with other specialized coverages, inspection services and engineering-based risk management that set the standard for excellence worldwide. Drawing on the complementary and extensive experience from our parent, Hartford Steam Boiler based in Hartford, Connecticut, and our European insurance affiliate, HSB Engineering Insurance, allows us to bring global capabilities to our clients.

One of our hallmarks is our unmatched combination of technical knowledge and quality in Canada, along with our reputation for being reliable and easy to work with. We have always focused on strong client relationships and service.

We are forward-looking, always thinking ahead to identify and analyze emerging equipment-related trends to better understand the risks our clients will face in the future. This helps us determine how our products and services should evolve. Munich Re's deep understanding of emerging technologies such as renewable energy is a key contributor to the enhanced value the organization brings to our clients.

Together with the Munich Re team, we have a well-deserved reputation as a trusted partner clients can count on. We are solutions-focused, future-focused and always devoted to addressing the needs of our clients - with the ability to back up that promise.

2009 was a landmark year for the company in Canada, as well as for our American and European groups. That's when we joined Munich Re, a global leader in insurance, reinsurance and consistent risk management, with a track record of outstanding dependability. Since then, we have been working closely and collaboratively, across the entire organization, to leverage our joint strengths.

Now, we're taking the next steps. We are combining names with HSB - HSB BI&I - and positioning ourselves within the context of the Munich Re brand. We are adopting our parent company's contemporary look and feel and assuming the Risk Solutions designation that positions us within Munich Re's portfolio of distinct specialty businesses. The new brand expression emphasizes our commitment to continuity, in our client relationships as well as the service and people you count on.

HSB BI&I is a member of a one of the world's most respected insurance organizations, known globally for its technical knowledge, a focus on anticipating risk and innovative, needs-based risk solutions. Being part of Munich Re brings a wealth of new opportunities to HSB BI&I and to our clients. Underpinning our synergy is a common vision, supported by truly complementary resources and skill sets. The enterprise as a whole has the extensive knowledge and dedication to serve our clients' present requirements and the thought leadership to anticipate tomorrow's needs.

We are steadfastly determined to show our clients how, together with HSB BI&I, they can meet the most daunting challenges. In keeping with the Munich Re spirit of innovation, we are building on our tradition of excellence, joining forces to identify emerging trends and technologies, and stay ahead of evolving risks. Thanks to our relationship with Munich Re, we are better than ever.



Honouring our heritage and our rich experience

HSB BI&I's deep understanding of the industry and specialized service offerings have been built up over a proud history that dates back to 1866. Since then, we have been the leading specialist in equipment breakdown insurance and related engineering and claims services. Our longevity, stability and dedication to our customers have given us a unique leadership position in Canada, with strong client relationships marked by outstanding service.

We are proud to be part of Munich Re and we are committed to our specialist insurer role within the company. Our cumulative knowledge and experience, coupled with Munich Re's technical competency and global leadership in risk solutions, provide a secure foundation for continued product and service innovation.

HSB BI&I's market reputation, knowledge and engineering experience are highly regarded by Munich Re. This is reflected in the retention of the BI&I name and locomotive medallion. Set within the context of the Munich Re brand, these elements demonstrate our combined leadership and distinct, yet complementary, value propositions.

A sustained commitment to you, our valued client

We are here for you, now and in the years to come. Going forward, we will continue to be the dependable specialty insurer and engineering risk management partner you've come to rely on, made better by our position within the Munich Re family.

Your HSB BI&I representative is your gateway to our underwriting excellence and engineering knowledge. Our interactions with you will remain the same, with continuity of business practices, products and relationships. In addition to the renowned service and technical experience we are known for, our team can now call on the vast resources of the entire Munich Re group to serve you better.

We have a deep appreciation of the importance of long-term relationships with our clients. We know that you value us as a trusted provider. You can be confident that HSB BI&I will continue to be the partner you know and trust - with capabilities enriched by the backing of a global industry leader.

Now better than ever

Our relationship with Munich Re is an exciting one, because of what it means for our clients. Our special place as a Munich Re Risk Solutions provider increases our value to you by enabling us to offer new and enhanced products and services without changing the essence of who we are. We are keeping the best of HSB BI&I and, thanks to Munich Re, we now have access to deep global support and new technical insight.

As a Munich Re company, we are now setting the standards for excellence in equipment and technical risk solutions. We're well positioned for the future, confident in our ability to deliver the specialized insurance solutions and service that will continue to exceed our clients' expectations.

Find out more

We invite you to contact your representative today or visit biico.com to learn more about what we're doing to make HSB better than ever.

Innovative risk solutions. Experience without equal.

NOT IF, BUT HOW



SETTING THE STANDARD
FOR EXCELLENCE IN
EQUIPMENT AND TECHNICAL
RISK SOLUTIONS.

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09/2011

