



Products, Events and Services Catalogue

Definitive insurance information for intelligent business decisions™

2018

www.msaresearch.com

WHO WE ARE AND WHAT WE DO

MSA Research Inc. is a Canadian-owned, independent and impartial analytical research firm that is focused on the Canadian insurance industry.

MSA is the dominant provider of financial information relating to Canadian insurers. Our reports and software are used by 90% of Canadian P&C insurers and many life insurers, reinsurers, reinsurance brokers, commercial brokers, all broker associations, all major audit/actuarial firms, equity research and investment banking shops, regulators, governments, TPA's, academics and many others.

MSA also offers extensive custom analysis and research facilities. With our in-depth industry knowledge, MSA's advisory services provide you with unparalleled insights into the Canadian insurance industry.

While we've tried our best to make this catalogue as descriptive and easy to read as possible, we recognize that you may still have questions. We are always here to answer them. You can reach us anytime by calling **416 368-0777** or by emailing info@msaresearch.com.

MSA's mission is to provide Canada's insurance professionals with comprehensive financial information, unparalleled analytical tools and rigorous research on a consistent basis.

Catastrophe Indices and Quantification (CatIQ) Inc. is a sister company to MSA. For more information please see page 19.

THE MSA RESEARCHER P&C AND LIFE/HEALTH PLATFORMS - THE INDUSTRY GOLD STANDARD

The MSA Researcher Platforms are, by far, the market's leading analytical engine, financial database, business-intelligence and benchmarking tool for anyone interested in the Canadian P&C and/or Life/Health industries.



TOP REASONS WHY MSA RESEARCHER IS THE GOLD STANDARD



Unmatched Breadth

- MSA Researcher contains detailed financial information on over 98% of the Canadian P&C and Life/Health Industry.



Unparalleled Depth

- The standard Researcher package comes with ten-years of detailed regulatory data, updates are released every quarter.
- Historical versions are also available with data going back to 1990 for P&C and 1996 for L/H.



Unrivalled Functionality

- Deep analytical dashboard features, collaboration tools, statement data and powerful querying and benchmark creating features.
- Take data to Excel or PDF in seconds.
- Smart features like MSA's Double Counting Prevention System (DCPS), loss ratio heat maps, 3mos, rolling 12 month analysis and many other tools streamline your analytical work and get you to the right answer quicker.
- Starting in 2017, MSA also offers a powerful Market Share Analysis Module for Researcher. You can get an idea by looking at the following pages; or better yet, contact us for a demo.



Uncompromising Support and Training

- It's always about the customer and it's always free!

MSA'S MARKET-SHARE ANALYSIS MODULE FOR THE P&C AND LIFE/HEALTH MSA RESEACHER PLATFORMS

This extremely powerful view provides you with unprecedented insights into market share information. Measure market share for any line (or combination of lines) in any province (or any combination of provinces) for any set of companies, composites or benchmarks, against any base (industry or otherwise) over five years. Do in minutes what would otherwise take you hours, then easily export the results to Excel.

LINE-OF-BUSINESS SELECTOR

The screenshot shows the 'Market Share Module Line Of Bussines' interface. At the top, there is a navigation bar with links: Home, Dashboard, Statements, Queries, Company Groups, Field Groups, Calculated Fields, Market Share Module (highlighted), Property & Casualty (dropdown), and Logout. Below the navigation bar, the main content area is titled 'Market Share Module Line Of Bussines'. It features a 'Name' field with the value 'My LOB Selection', a 'Category' dropdown set to 'Default', and 'Save' and 'Cancel' buttons. A 'Description' field contains the text 'Combination of Personal Property and Private Passenger Auto'. Below these fields is a list of business lines with checkboxes and expand/collapse icons:

- TOTAL - NET
- Total - direct
- Property
- + Personal
 - Commercial
 - Aircraft
- Automobile
 - + Private Passenger

Definitive insurance information for intelligent business decisions.™

MSA'S MARKET-SHARE ANALYSIS MODULE FOR THE P&C AND LIFE/HEALTH MSA RESEARCHER PLATFORMS

REGION SELECTOR

Home Dashboard Statements Queries Company Groups Field Groups Calculated Fields **Market Share Module -** Property & Casualty Logout

Market Share Module Region

Name: Category: Label:

Description:

Provinces	BC	AB	SK	MB	ON	QC	NB	NS	PE	NL	YT	NT	NU
	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

MARKET-SHARE ANALYSIS GRID

Home Dashboard Statements Queries Company Groups Field Groups Calculated Fields **Market Share Module -** Property & Casualty Fekade - Logout

MarketShare Module > Query Region: Ontario LOB: Show Selector Company Group: All Companies with 2016 Q4 Data Base: Industry Total - Final

Liability - total

Search **DCPS ACTIVATED!** Hide data flagged by DCPS From: 1 to 50 of 2016.4

Company	Rank by Legal Entities (excl. CBC & SAF)					Market Share					Direct Written Premiums					% Growth				Loss Ratio				
	2016.4	2015.4	2014.4	2013.4	2012.4	2016.4	2015.4	2014.4	2013.4	2012.4	2016.4	2015.4	2014.4	2013.4	2012.4	2016.4	2015.4	2014.4	2013.4	2012.4	2016.4	2015.4	2014.4	2013.4
Lloyd's Underwriters	1	1	1	1	1	17.70	17.02	14.33	14.91	12.88	469,824	437,595	348,437	395,405	295,736	1.07	1.26	0.98	1.20	88.40	72.30	74.35	66.43	55.03
Intact Insurance Company	2	2	3	3	3	7.62	7.76	7.90	7.96	7.76	201,572	197,352	192,977	189,330	178,151	1.01	1.03	1.02	1.05	50.78	51.05	49.52	55.22	51.16
Aviva Insurance Company of Canada	3	3	2	2	2	7.14	7.51	7.98	8.06	8.21	169,349	192,906	194,924	191,754	186,441	0.98	0.99	1.01	1.02	48.98	61.24	61.59	55.90	105.17
Chubb Insurance Company of Canada	4	7	7	7	7	6.23	4.28	4.19	4.16	4.97	164,839	109,906	100,502	97,647	100,284	1.50	1.09	1.00	0.97	35.65	41.17	47.90	36.85	49.33
AIG Insurance Company of Canada	5	8	5	5	5	3.44	5.91	5.91	5.43	5.80	144,935	151,765	143,535	125,704	138,258	0.85	1.05	1.11	0.97	108.11	82.68		35.14	38.14
Zurich Insurance Company Ltd	6	5	4	4	4	5.26	5.25	6.93	6.10	6.56	139,250	134,775	155,533	145,182	159,608	1.03	0.80	1.16	0.96	90.85	167.12	114.30	52.91	42.42
Lawyers' Professional Indemnity Company	7	6	6	6	6	4.41	4.74	4.61	4.54	4.58	116,922	121,725	145,979	108,000	104,764	0.96	1.04	1.00	1.03	86.01	61.57	57.53	67.79	95.24
Co-operations General Insurance Company	8	9	10	11	11	3.68	3.41	3.32	3.11	3.35	97,665	87,644	80,806	74,086	67,511	1.11	1.08	1.09	1.10	61.75	50.21	30.43	36.05	18.57
Economical Mutual Insurance Company	9	10	8	9	10	3.22	3.30	3.72	3.71	3.54	88,262	84,829	90,435	88,310	81,213	1.01	0.94	1.00	1.01	78.13	62.10	95.15	70.17	59.68
Royal & Sun Alliance Insurance Company of Canada	10	15	9	8	8	3.16	3.16	3.51	0.97	4.01	83,703	81,258	65,425	54,471	92,010	1.03	0.95	0.90	1.03	35.43	121.06		50.49	53.89
Mitros Insurance Corporation	11	11	11	10	9	2.65	2.83	3.07	3.26	3.61	70,327	72,613	78,751	78,065	89,773	0.97	0.97	0.98	0.95	40.90	43.62	47.71	53.32	35.54
Total						100.00	84.04	84.67	84.03	82.82	2,446,276	2,487,617	2,300,410	2,230,983	2,131,292	1.07	1.07	1.00	1.08	71.18	71.86	64.34	64.16	66.69



To find out more, please contact **Tes Fekade** to arrange a free on-site or web-based demonstration (416) 368-0777 ext.23 or tesfaye.fekade@msaresearch.com or visit us online: www.msaresearch.com

SUMMARY OF FEATURES

- **Interface:**

- Enhanced usability across all function areas allow you to navigate as never before. Quickly filter any list to narrow your searches. Organize your objects (Company Groups, Field Groups and Calculated Fields) easily into categories. Batch move them, merge them, copy, share or delete them and much more.

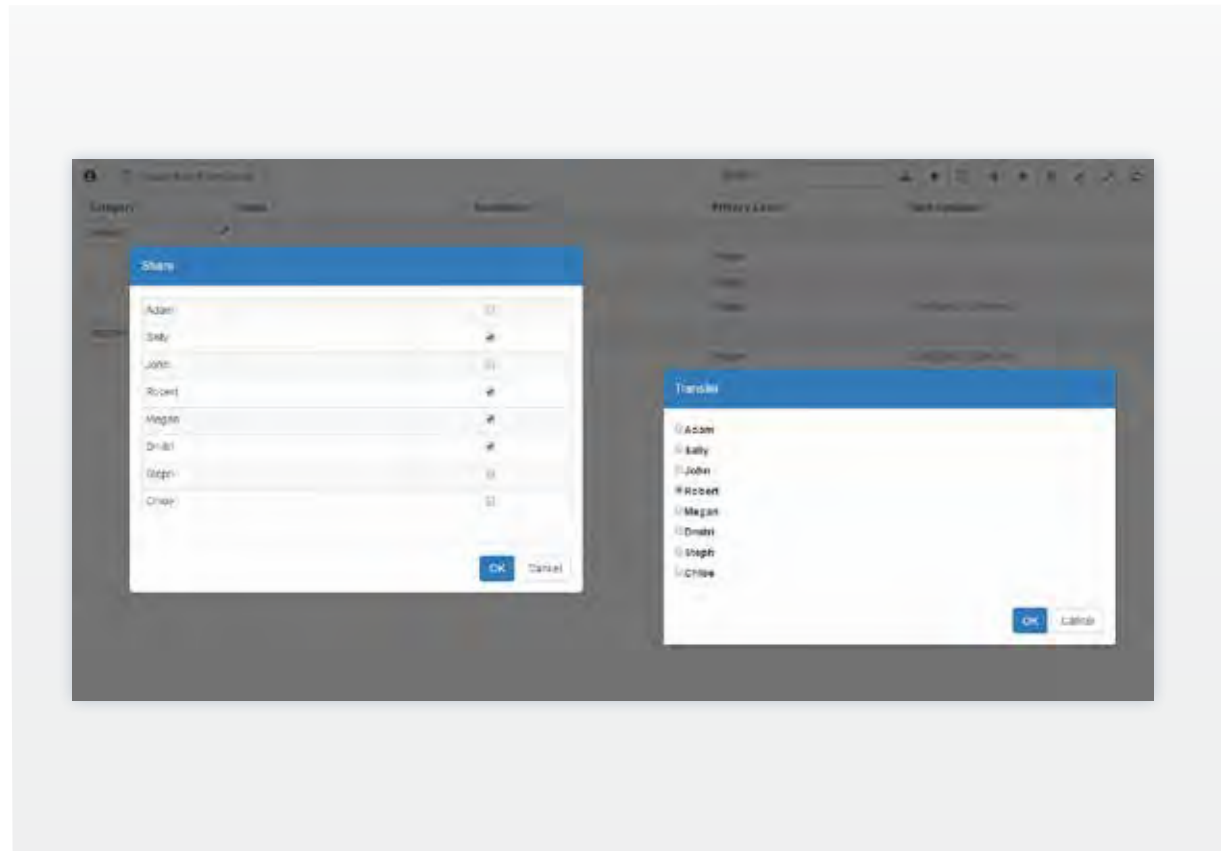
- **Enhanced collaboration features between users - takes collaboration to a new level (site license only)**

- **Share:** Easily bulk share/un-share objects such as company groups, composites, field groups and calculated fields with colleagues within your organization. They will be able to use them but not modify them (read only basis), however they can make their own copies
- **Transfer:** Yield control of selected objects to colleagues and they can work on them (the objects will be shared back with you on a read only basis)

- **Significant under-the-hood performance and stability enhancements**

- **Mobile-friendly features**

- **We are constantly working on new enhancements and features**



P&C AND LIFE/HEALTH DASHBOARDS

Interactive multi-tab, multi-period and multi-dimensional dashboards covering all analytical aspects.

On the next few pages, you'll find screen shots from some (but certainly not all) of the tabs. These will give you a taste.

Experience it fully by logging in.

P&C DASHBOARD

Company: Allstate Insurance Company of Canada | Comparables: 1 item selected | 2015.4 | Run

Wawanesa Mutual Insurance Company (The)

Profile | Financials | 10yr Comparatives | **Prov. Splits** | Investments | Reinsurance | Capital | MCT | Reserves | Expenses | LR Heat Map

i Direct Written Premiums by Province (2015.4) All dollar amounts are in C\$1000's ✕

LIFE/HEALTH DASHBOARD

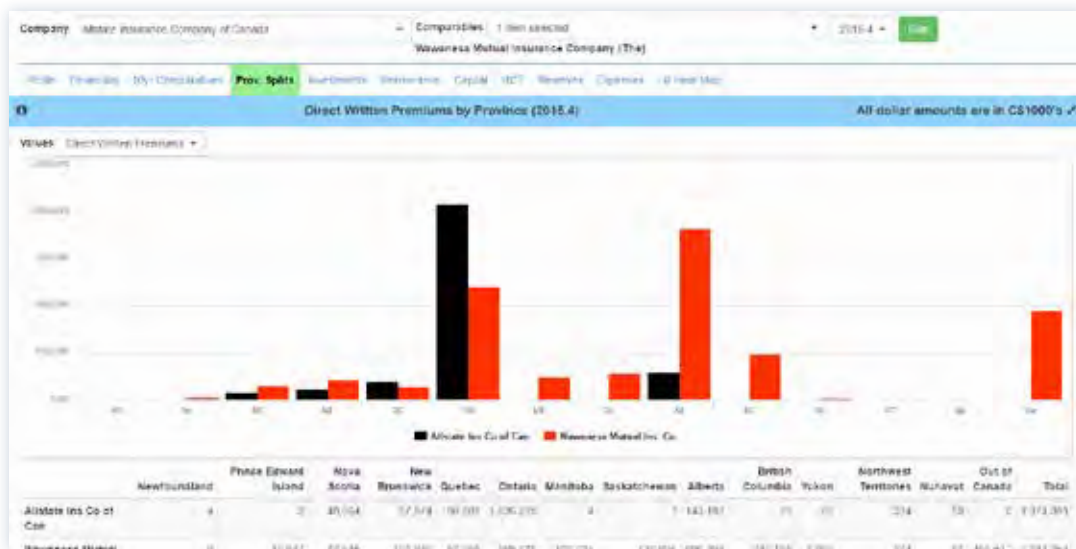
Company: Manufacturers Life Insurance Company (The) | Comparables: 1 item selected | 2015.4 | Run

Sun Life Assurance Company of Canada

Profile | Financials | Key Comparatives | Prov. Splits | Investments | Reinsurance | Capital | Derivatives | Segfund Assets | Actuarial Liabilities | General Expenses | Commisions | **Movement**

i Non-Consolidated Death Deductions for Life Individual in Dollars (10 Most Recent Years) All dollar amounts are in C\$1000's ✕

DASHBOARD - P&C

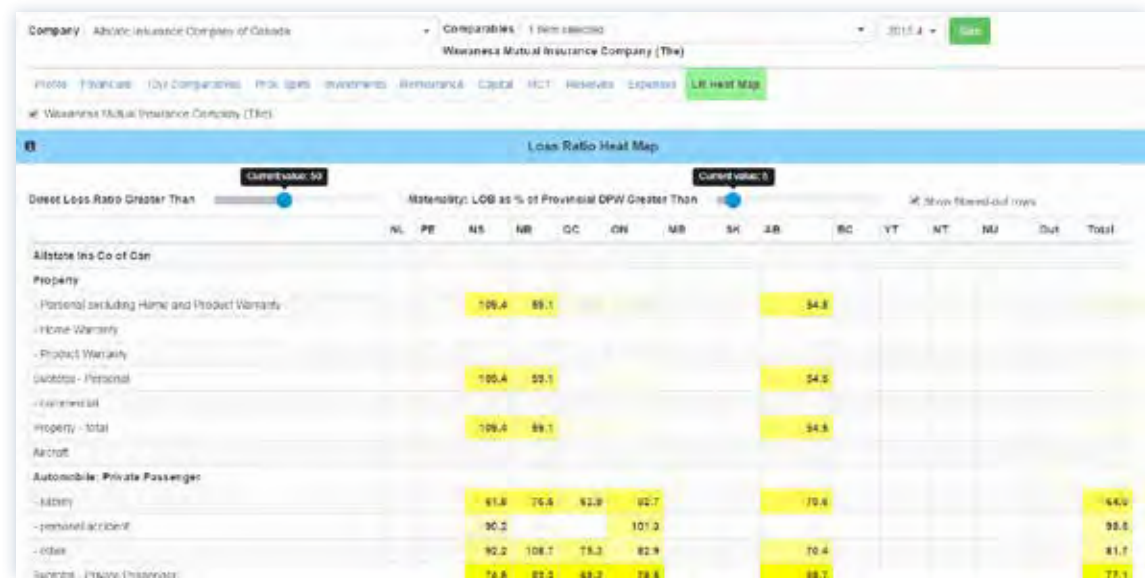


PROVINCIAL SPLITS

Quickly analyze writings across Canada or by province by LOB for up to five companies, benchmarks or composites

LOSS RATIO HEAT MAP

Choose up to five companies, benchmarks or composites and quickly analyze loss ratios by LOB by province by using slider filters to dynamically highlight and focus on higher loss ratios for material lines of business. Filter out immaterial rows to swiftly find the hot spots.



DASHBOARD - LIFE/HEALTH

KEY COMPARATIVES

Graphically analyze up to five companies or composites across ten years across an array of metrics such as DPW, Assets, Capital, Benefits

Analyze product sales by line of business for the selected period.



MOVEMENT

Graphically analyze a wide array of deductions (Death, Maturity, Surrender, Lapse, Lapse Ratio, Payment, Surrender etc. by product in a dollar or number of policy basis for up to five companies or composites.

View movement by product by province for up to five companies or composites.

Analyze changes of in-force business by provinces for the selected period for the selected companies or composites.

ADDITIONAL FEATURES

Company: Adjuce Insurance Company of Canada
 Period: 2015.4 - Time Frame: YTD - Interval: 3 months - Rating: 12 months
 Page: 17 of 17 Items Written

Class of Company	New Policies & Labels (P)	Policy Earned (E)	Net Income (N)	Net Income (N)	Other (O)	Market (M)	Subsidiary (S)	Other (O)
PROPERTY								
Property - Personal (including Home and Personal Contents)	01	0	0	0.00	0.00	0.00	0	0
Property - Home Owners	06	0	0	0	0	0	0	0
Property - Product (Personal)	02	0	0	0	0	0	0	0
Property - Subtotal (Personal)	06	0	0	0.00	0.00	0.00	0	0
Property - Other	01	0	0	0	0	0	0	0
Property - Total	06	0	0	0.00	0.00	0.00	0	0
AUTOMOBILE								
Automobile - Private Passenger	10	0	0	0.00	0.00	0.00	0	0
Automobile - Commercial (including	12	0	0	0	0	0	0	0
Automobile - Other	11	0	0	0	0	0	0	0
Automobile - Subtotal (Private Passenger)	10	0	0	0.00	0.00	0.00	0	0
Automobile - Other (including Marine)	11	0	0	0	0	0	0	0
Automobile - Commercial (including	12	0	0	0	0	0	0	0
Automobile - Other	13	0	0	0	0	0	0	0
Automobile - Subtotal (Other than Private Passenger)	11	0	0	0.00	0.00	0.00	0	0
Automobile - Total	21	0	0	0.00	0.00	0.00	0	0
Automobile - Other (including Marine)	11	0	0	0	0	0	0	0
Automobile - Commercial (including	12	0	0	0	0	0	0	0
Automobile - Other	13	0	0	0	0	0	0	0
Automobile - Subtotal (Other than Private Passenger)	21	0	0	0.00	0.00	0.00	0	0
Automobile - Total	21	0	0	0.00	0.00	0.00	0	0
Automobile - Other (including Marine)	11	0	0	0	0	0	0	0
Automobile - Commercial (including	12	0	0	0	0	0	0	0
Automobile - Other	13	0	0	0	0	0	0	0
Automobile - Subtotal (Other than Private Passenger)	21	0	0	0.00	0.00	0.00	0	0
Automobile - Total	21	0	0	0.00	0.00	0.00	0	0

DISCRETE PERIOD ANALYSIS

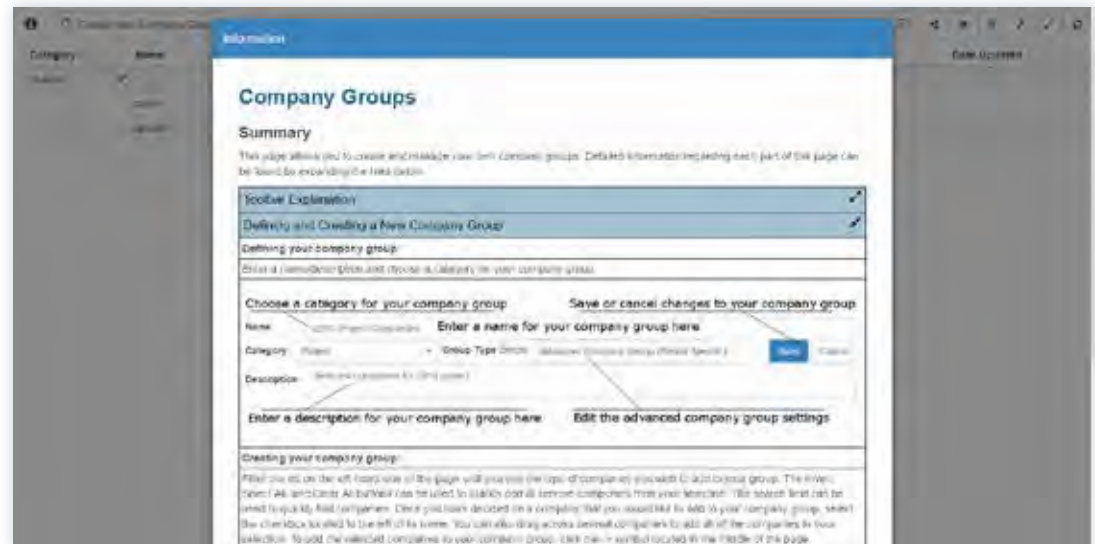
Ability to view 3mos, YTD or rolling twelve month information for selected statement pages.

Now available for both individual companies and user-generated composites.

Enhanced documentation and tips for every aspect of the platform.

Help information is currently only available in English.

French explanations will be added soon.



ADDITIONAL FEATURES (continued)

Corporate group subtotals in queries

- Now you can easily see corporate group subtotals when you run queries. The subtotals employ MSA's proprietary DCPS technology to remove double counting

DCPS ACTIVATED! Hide data flagged by DCPS

SubTotals On Totals On SUM

Company	WP_Direct CY	WP_Direct ⁽¹⁾ PY	WP_Assumed CY	WP_Assumed ⁽¹⁾ PY	WP_Ceded CY	WP_Ceded ⁽¹⁾ PY	NPWritten CY	NPWritten ⁽¹⁾ PY
AvivaPro Insurance Company Limited	2,621	2,109	0	0	987	805	1,634	
Aviva Credit Insurance N.V.	14,283	11,294	0	0	8,107	7,444	5,173	
Aviva - Aviva Insurance Company of Canada	2,143,031	3,023,637	184,119	203,112	805,884	842,200	2,411,326	3.3
Aviva - Elite Insurance Company	282,747	281,094	189,198	189,514	164,843	167,259	287,302	2.8
Aviva - First Insurance Company	983	20	121,312	130,808	43	42	132,151	1.1
Aviva - S&Y Insurance Company	48,526	54,227	50,023	49,403	47,564	53,233	50,982	
Aviva - Scottish & York Insurance Co. Limited	105,456	152,651	127,019	129,501	65,576	70,008	200,095	2.0
Aviva - Trading General Insurance Company	448,491	444,203	183,686	187,351	215,239	222,022	414,138	4.0
Aviva (Selected 6) - SubTotal	4,106,622	3,957,192	642,754	669,737	1,448,152	1,365,360	3,692,524	3.4
Aviva Art Insurance Corporation	5,248	1,892	0	0	2,124	1,204	1,122	

Smart 3-month, YTD or rolling 12-month data in statement view for composites

- We have introduced 3-month, YTD and rolling 12-month views for income pages for individual companies. This year we're extending that functionality to composites (composites are aggregations of individual companies) so now you can analyze whole swaths of the industry one quarter at a time!

Company GOMP big op on writers

Period 2016.3 **Time Frame** YTD 3 months Rolling 12 months

Page 20.30 Statement of Income

ADDITIONAL FEATURES (continued)

Nested Composites

- Now you can create composites of composites. MSA's DCPS system will now 'see-through' the composites to eliminate nested double counting.

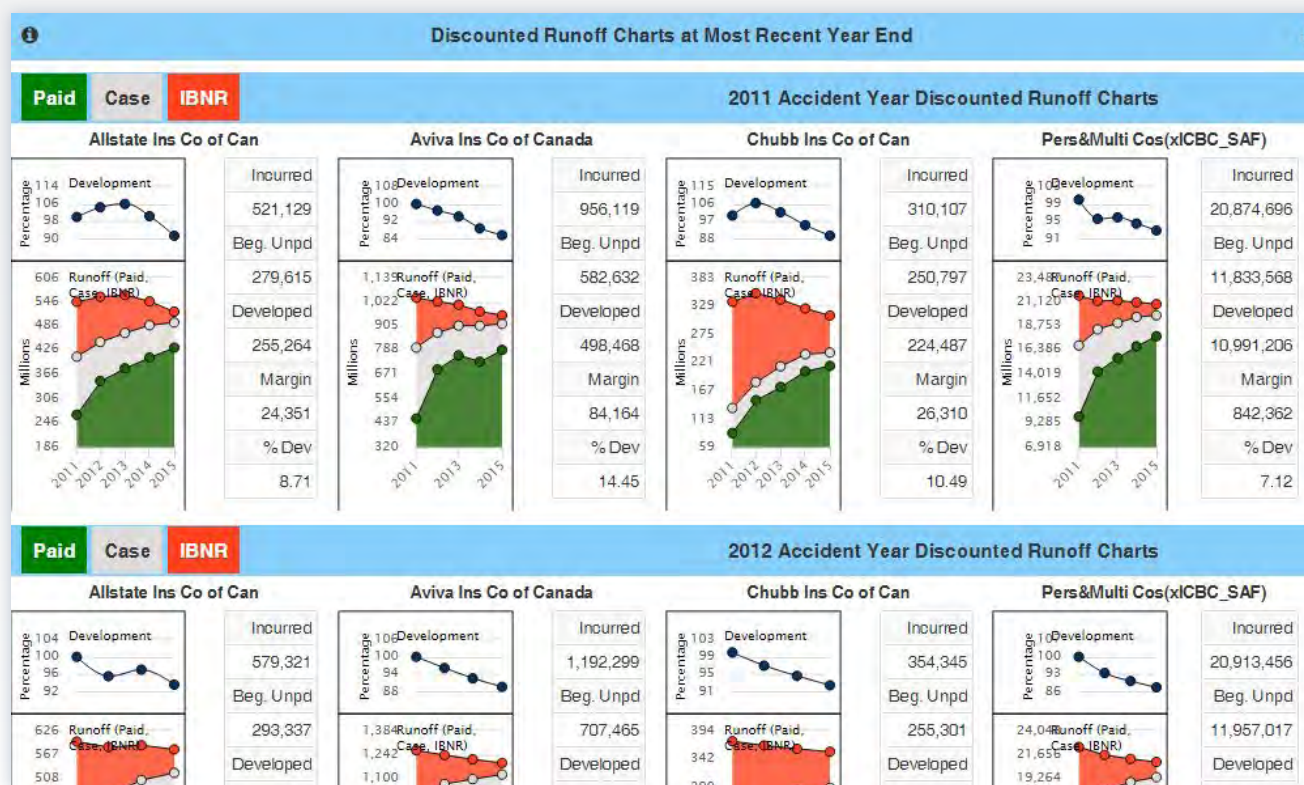
<input type="checkbox"/>	Two Composites		Simple	COMP Two Composites
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Improved Field Group and Company Group Creation Interfaces

- Including powerful search and field name filtering to speed field group creation.

P&C ANALYSIS OF RESERVES

- Analyze LOB calendar-year, accident-year and margin/deficiency ratios for up to five companies, benchmarks or composites
- Show summarized run-off data on a discounted or undiscounted basis for up to five companies, benchmarks or composites
- View MSA's proprietary accident-year runoff charts and data on a discounted or undiscounted basis for up to five companies, benchmarks or composites.



QUERY INTERFACE

Query interface with quick filter functionality and improved sorting and sub-totalling.

Company	SA	YP	RP	TPT	YP
	SA_NT	SubTotAuto_PrivPass_MU	SubTotAuto_PrivPass_OIT	SubTotAuto_PrivPass_TOT	Astr_Rst_PrivPass_Ltd_YP
B01_Total Canadian Property Casualty Industry	12,140	1,924	348,934	22,371,622	33,948
B02_Total Canadian Property Casualty Industry (Ex Lloyd's Ex ICBC and SAF)	12,140	1,924	348,934	17,794,347	33,948
B03_Total Canadian Property Casualty Industry (SA Lloyd's)	12,140	1,924	348,934	22,362,328	34,875
B04_Total Canadian Property Casualty Industry (Ex ICBC, SAF & Lloyd's)	12,140	1,924	348,934	17,785,977	33,979
B05_Total Federal Companies (SA Lloyd's)	14,874	1,634	348,934	15,640,447	32,490
B06_Total Privately Licensed (SA ICBC and SAF)	466	90	0	2,145,224	470
B07_Canadian Domestic Insurers	12,140	1,924	348,934	21,105,014	29,732
B08_Canadian Domestic Insurers (SA ICBC and SAF)	12,140	1,924	348,934	16,588,050	29,732
B09_Foreign Insurers (SA Lloyd's)	0	0	0	1,197,815	1,142
B10_Antarctic Companies	0	0	348,934	3,323,873	1,200
B11_Soak Companies	19,140	1,924	0	14,111,096	29,350
B12_Broker Writers (SA Lloyd's)	7,587	1,191	348,934	18,426,702	26,756
B13_Broker Writers (SA ICBC, SAF and Lloyd's)	7,587	1,191	348,934	4,929,744	26,756
B14_Agency and Direct Writers	1,553	733	0	9,286,527	5,192
B15_Primary Companies (SA Lloyd's)	12,140	1,924	348,934	22,362,328	34,875
B16_Primary Companies (SA ICBC, SAF and Lloyd's)	12,140	1,924	348,934	17,785,977	34,875
B17_Reinsurers	0	0	0	0	0
B18_Canadian General Companies	11,388	1,272	348,934	16,802,523	13,188
B19_Canadian General Companies (SA ICBC, SAF)	11,288	1,272	348,934	12,845,062	13,188
B20_US General Companies	238	84	0	2,712,884	4,971

HOW DO I GET MY HANDS ON THIS POWERFUL PLATFORM?

Your comments and feedback are always welcome. Don't be shy, tell us what you think!

If you don't yet subscribe and have questions or comments, contact us for a free demo by emailing Tes Fekade at tesfaye.fekade@msaresearch.com or call (416) 368-0777 x23

TOOLS OF THE TRADE: MSA QUARTERLY P&C OUTLOOK REPORT

MSA QUARTERLY OUTLOOK REPORT

A quarterly analytical report covering the Canadian P&C Industry, with each issue containing insightful, thought-provoking research pieces covering various aspects of the industry. In addition to the articles, each issue also contains updated summary financial results for Canada's insurers and updated DBRS Ratings.

The report is read to by approximately 6,500 industry professionals including most Canadian insurance/reinsurance executives. It is available to association members courtesy of our generous sponsors.



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Lloyd's who graciously sponsors the report to all TIC Brokers



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HOW TO GET YOUR HANDS ON IT

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For recent issues, please visit www.msaresearch.com/outlook



TOOLS OF THE TRADE: MSA REPORT (P&C) REPORT

2018 MSA REPORT P&C

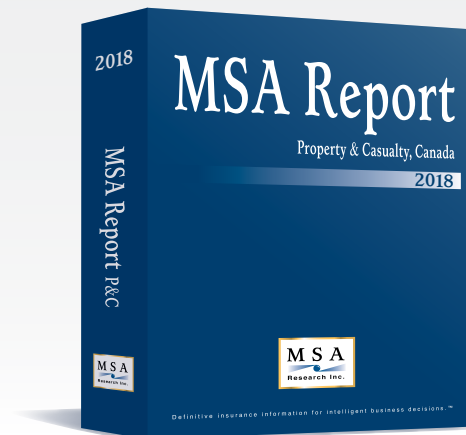
The **MSA Report** provides a wealth of financial information on the overwhelming majority of Canada's P&C insurers. An essential tool for anyone following the industry.

Key Features:

- Five years of detailed financial information
- Three-page financial reports covering every aspect of each insurer
- Multi-Year averages and growth measures
- Extensive corporate profile and contact information

Primary Uses:

- Individual company & market analysis
- Financial strength & solvency trend analysis



ABC Insurance Company MSA Code PCC999

Exhibit 1: Key Company Information

Panel I: Key Information

Item	Value
Name	ABC Insurance Company
Ownership	Public
Director	John Doe
President	Jane Smith
Address	123 Main St, Toronto, ON M5H 1A1
Website	www.abcinsurance.com

Panel II: Regulatory/Solvency

Year	Ratio	Requirement
2018	150.5	100.0
2017	148.2	100.0
2016	145.8	100.0
2015	143.1	100.0
2014	140.5	100.0

Panel III: Balance Sheet & Income Statement

Item	2018	2017	2016	2015	2014
Assets	100.0	100.0	100.0	100.0	100.0
Liabilities	85.0	85.0	85.0	85.0	85.0
Equity	15.0	15.0	15.0	15.0	15.0

ABC Insurance Company

Exhibit 4: Profitability/Liquidity

Year	Profitability	Liquidity
2018	15.2%	120.5%
2017	14.8%	118.2%
2016	14.5%	115.8%
2015	14.1%	113.5%
2014	13.8%	111.2%

Exhibit 5: Reinsurance

Year	Reinsurance
2018	25.5%
2017	24.8%
2016	24.1%
2015	23.5%
2014	22.9%

Exhibit 6: Loss/Exp/Comm

Year	Loss	Exp	Comm
2018	78.5%	12.5%	8.0%
2017	77.8%	12.2%	7.8%
2016	77.1%	11.9%	7.6%
2015	76.4%	11.6%	7.4%
2014	75.7%	11.3%	7.2%

Exhibit 7: Major Lines

Line	2018	2017	2016	2015	2014
Auto	45.0%	44.5%	44.0%	43.5%	43.0%
Home	30.0%	29.5%	29.0%	28.5%	28.0%
Life	15.0%	14.8%	14.6%	14.4%	14.2%

Exhibit 8: Geographic Dist.

Region	2018	2017	2016	2015	2014
North	55.0%	54.5%	54.0%	53.5%	53.0%
South	35.0%	34.8%	34.6%	34.4%	34.2%
West	10.0%	9.8%	9.6%	9.4%	9.2%

Exhibit 9: Prov. Auto Dist.

Province	2018	2017	2016	2015	2014
Ontario	40.0%	39.5%	39.0%	38.5%	38.0%
Quebec	30.0%	29.8%	29.6%	29.4%	29.2%
Alberta	15.0%	14.8%	14.6%	14.4%	14.2%

ABC Insurance Company

Exhibit 10: Investments

Year	Investments
2018	12.5%
2017	12.2%
2016	11.9%
2015	11.6%
2014	11.3%

Exhibit 11: UPC/Adequacy

Year	UPC/Adequacy
2018	110.5%
2017	108.2%
2016	105.8%
2015	103.5%
2014	101.2%

Exhibit 12: Adj. Expenses

Year	Adj. Expenses
2018	1.5%
2017	1.4%
2016	1.3%
2015	1.2%
2014	1.1%

Exhibit 13: Run-off

Year	Run-off
2018	1.2%
2017	1.1%
2016	1.0%
2015	0.9%
2014	0.8%

Exhibit 14: Accident-Year Exhibits

Year	Accident-Year
2018	1.5%
2017	1.4%
2016	1.3%
2015	1.2%
2014	1.1%

Layout of individual company exhibits contained in the MSA Report and the MSA Benchmark Report.

TOOLS OF THE TRADE: MSA BENCHMARK REPORT

2018 MSA BENCHMARK REPORT P&C

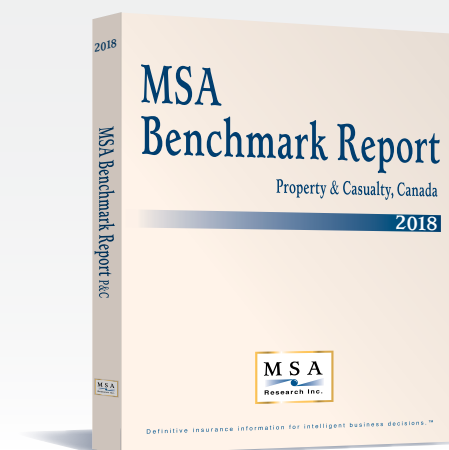
The **MSA Benchmark Report** is a powerful benchmarking tool, providing comparative statistical information and analysis on forty-three industry composites.

Key Benefits:

- Five years of easy to access financial information on every industry sector
- Insurers included in each composite are explicitly listed
- Detailed exhibit explanations

Primary Uses:

- Policymaking & reference
- Benchmarking & peer group analysis
- Market & performance analysis



HOW DO I GET MY HANDS ON THESE REPORTS?

The MSA Report and MSA Benchmark Report are bundled with MSA's P&C Researcher Software Platform or can be purchased separately.

For more information or to find out how you can gain access to this valuable resource, please contact Tes Fekade at:

tesfaye.fekade@msaresearch.com or call (416) 368-0777 x23

TOOLS OF THE TRADE: MSA MARKET SHARE REPORT

2018 MSA MARKET SHARE REPORT P&C

The **MSA Market Share Report** provides valuable market share and ranking information for every line of business in every province over a five year period.

Key Features:

- Companies ranked on a consolidated group basis
- Up/Down arrows quickly identify changes in rankings from prior year

Primary Uses:

- Easily identify your market positions and those of your competitors
- Quickly analyze potential markets
- Review top players and their performance in any market segment



HOW DO I GET MY HANDS ON THESE REPORTS?

The MSA Market Share Report is bundled with MSA's P&C Researcher Software Platform or can be purchased separately.

For more information or to find out how you can gain access to this valuable resource, please contact:
Tes Fekade at tesfaye.fekade@msaresearch.com or call (416) 368-0777 x23



For more information please contact:

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Catastrophe Indices and Quantification Inc. (CatIQ) delivers detailed analytical, insured loss estimates and meteorological information on Canadian natural and man-made catastrophes.

Key Features:

- Canada's most comprehensive database of Catastrophes and Notable Events¹ since 2008
- Aggregated insured loss estimates for Catastrophes by line of business which allow advanced benchmarking for primary insurers using CatIQ's Query View and report based Analysis Dashboard
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- CatWATCH Alerts identify, track and monitor evolving situations which may cause catastrophic damage
- Unrivalled industry support, along with meteorological insight, makes CatIQ Canada's cat data provider - designed by the industry for the industry

¹ Notable Events (NEs) are designated events that cause insured losses estimated between \$10 million and \$25 million to the industry. NEs do not meet CatIQ's CAT threshold of \$25 M.

MSA AND CATIQ - CONFERENCES & EVENTS

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The ICRMC brings together an unparalleled gathering of professionals, expertise and timely content that represents the broad spectrum of the global cyber risk challenge.
icrmc.com



May 15-16, 2018
White Oaks Resort & Spa,
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The CIFF is an intensive two-day financial conference focused on the issues affecting actuarial, accounting, finance, analysis and investment professionals in the Canadian P&C insurance industry.
msaresearch.com/ciff



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Become part of this exciting two day event where industry meets innovators, disruptors, and future partners.
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October 10-12, 2018
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niccanada.com



December 6-7, 2018
Hamilton Princess &
Beach Club, Bermuda

We are proud to bring ICRMC to Bermuda, where we will focus on cyber risk with an emphasis on insurance and risk-transfer solutions.
bermuda.icrmc.com



February 4-6, 2019
Metro Toronto
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CatIQ Connect (formerly C4) is a content-driven discussion working to foster collaboration before, during and after catastrophic events.
catiq.com/connect



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