

MSA Quarterly Outlook Report

Q4-2017

In this issue...

2017 in Review - A Year of Mixed Messages

DBRS: Growth Opportunities and Risk
Diversification - Canadian P&C Insurers
Make U.S. Acquisitions

It's the PD StuPiD - Auto PD Losses Claim
Their Pound of Flesh

Quebec - Steady as She Goes

Quarterly CatIQ CatReview

DBRS Rating Roundup

Fourth Quarter and Year-End Company
Results



NATIONAL INSURANCE CONFERENCE OF CANADA

OCTOBER 10-12

2018

HILTON LAC-LEAMY GATINEAU, QUEBEC

SESSIONS INCLUDE:

The Journey

- Part I: Distribution - The Times They are A'Changing - Blurred Lines
- Part II: Transformation: I Robot - Personal Lines Version
- Part III: Protection, Traditional Reins vs. Capital Markets

Advocating for a Society-wide Response to Climate Change

Fireside Chat with OSFI's Jeremy Rudin

Global Leaders' Panel

Closing the Commercial Coverage Gaps - What Are They and What Can Be Done About Them?

The Merits of a (Re)Insurance Blockchain Consortium to the Canadian Market

The NICC is Canada's pre-eminent insurance conference attended by senior executives of insurers, brokers, reinsurers, risk managers, regulators and industry associations. Together with our senior advisory committee of industry CEO's, we are once again making the NICC a can't-miss industry leadership event.



Alister Campbell
NICC 2018 Emcee

Hilton Lac-Leamy
Gatineau, Quebec



REGISTER TODAY:
NICCANADA.COM

Introduction

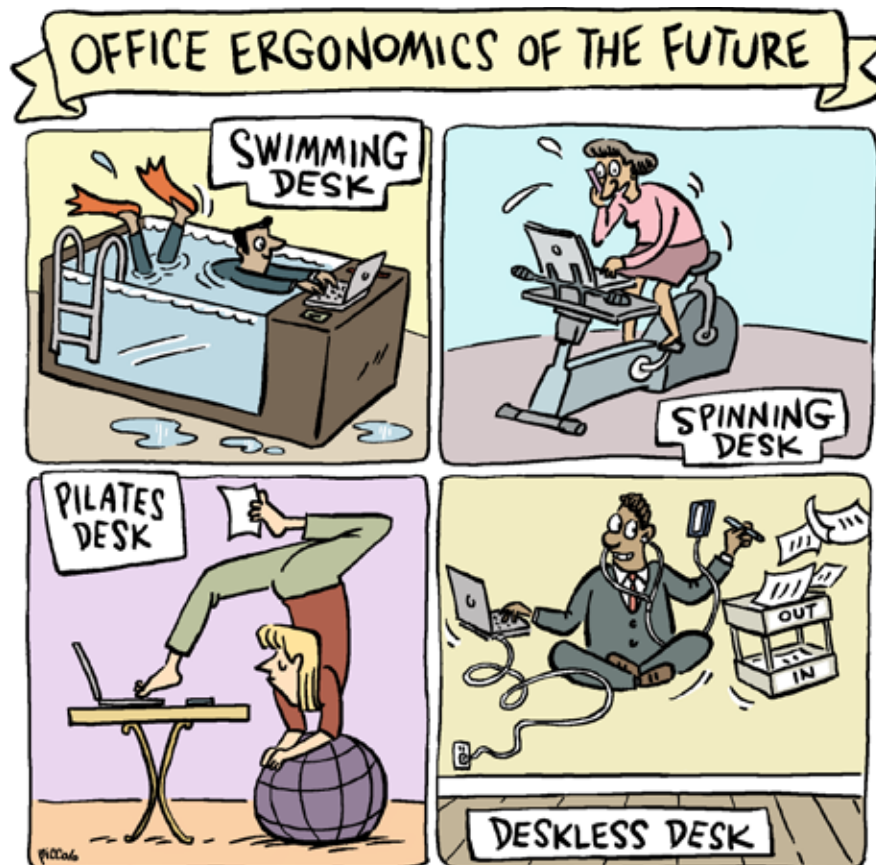
We are pleased to release the fourth quarter 2017 MSA Quarterly Outlook Report covering the Canadian P&C industry. Our mission of providing Canada's insurance professionals with unwavering, unbiased analysis of this dynamic industry remains steadfast. We welcome your comments and feedback regarding any aspect of these reports. You are invited to send your messages to msaquarterly@msaresearch.com, or contact the undersigned directly.

In this issue, you will find:

- 2017 in Review - A Year of Mixed Messages
- DBRS: Growth Opportunities and Risk Diversification - Canadian P&C Insurers Make U.S. Acquisitions
- It's the PD StuPiD - Auto PD Losses Claim Their Pound of Flesh
- Quebec - Steady as She Goes
- Quarterly CatIQ CatReview
- DBRS Ratings Roundup
- Fourth Quarter and Year-End Company Results

For Q4 company results please login to MSA's *P&C Researcher Software* platform at www.msaresearch.com.

A D E V I A T I O N S V E R S E



© 2018 MSA Research Inc.

www.msaresearch.com

The *MSA Quarterly Outlook Report* is produced by MSA Research Inc., Canada's leading provider of insurance analytics. Subscription information can be found on the outside back cover.

Our Readers

This report is subscribed to by approximately 1,400 industry professionals including most Canadian insurance/reinsurance executives, commercial brokers, retail brokers, adjusters, regulators, associations, auditors, analysts & TPA's.

It is available to association members courtesy of our generous sponsors:



Economical Insurance graciously sponsors the report to all member brokers of:



All TIC member brokers courtesy of

LLOYD'S

**Interested in sponsoring these reports to other associations or industry groups?
If so, please contact us.**

Sincerely,

Joel Baker,

President and CEO,

MSA Research Inc. and

The National Insurance Conference of Canada

joel.baker@msaresearch.com

© 2018 by MSA Research Inc. All rights reserved. No part of this report shall be reproduced or redistributed without prior written consent of the copyright holders. Information contained in this report is deemed to be trustworthy; however, MSA Research Inc. does not guarantee its accuracy. No representations or warranties are provided as to the completeness or accuracy of the information presented here. If you are aware of any errors or inaccuracies, you are encouraged to notify any of the contributors so that problems can be rectified.

Printed in Canada ISSN 1929-3194



**InsurTech
North**

**Oct 9TH & 10TH
2018**

**HILTON
LAC-LEAMY,
GATINEAU, QC**

Where Insurance Leaders & Innovators Meet to Create Opportunity & Growth

InsurTech North provides attendees with an essential avenue to connect with experts in all key sectors important to profitable long-term growth – incumbents, entrepreneurs, venture capitalists, incubators, regulators and advisors. Come to InsurTech North to make deals, learn from others, and build relationships with peers and colleagues.

InsurTech North runs back-to-back with the **National Insurance Conference of Canada (NICC)** at the Hilton.

InsurTech North Oct 9-10 ❄️ NICC Oct 10-12 ❄️ Register for both & save \$200



WOLF PACK

Witness InsurTech North's Startup Pitch Competition. Industry insiders put forth the best of their den. See which startup is strong enough to run with the pack.



MARKETPLACE

Tell us who you want to meet and we'll arrange a date! Private conversations open doors to future opportunities. Or join a table where like-minded participants meet to hone in on areas of interest.



EXPERT PANELS

- State of the Union – Where Are Things Going?
- Integration With Incumbents – Breaking Cultural Logjams
- Regulatory/Policy maker Roundtable – Can Regulators Keep Pace?

Register now: www.insurtechnorth.com

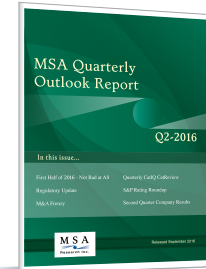
2018 PRICE LIST

All prices in Canadian dollars. Prices subject to tax where applicable.

MSA Quarterly Outlook Report (annual subscription)

Canadian insurers and groups with over \$1 billion in NPW (30 Copies)	\$1,500
Canadian insurers and groups with \$750 million-\$1b in NPW (15 Copies)	\$1,000
Canadian insurers and groups with \$500 million-\$750m in NPW (5 Copies)	\$599
All others (5 copies)	\$599
All others (1 copy)	\$299
Additional copies (same location)	\$150 ea.

Included as part of the MSA Researcher P&C Corporate Site License Clients (30 copies)



SOFTWARE

MSA Researcher P&C Software - includes:

MSA Report (1 copy)	
MSA Benchmark Report (1 copy)	
MSA Marketshare Report (1 copy)	
For software pricing information	Call

MSA Researcher P&C Corporate Site License - includes:

MSA Report (10 copies)	
MSA Benchmark Report (10 copies)	
MSA Marketshare Report (2 copies)	
MSA Quarterly Outlook Report annual subscription (30 copies)	
For corporate site license pricing information	Call

BOOKS

MSA Report



First copy	\$549
Additional copies	\$249 ea.
<i>Included in the MSA Researcher P&C Software Package</i>	

MSA Market Share Report



First copy	\$429
Additional copies	\$249 ea.
<i>Included in the MSA Researcher P&C Software Package</i>	

MSA Benchmark Report



First copy	\$349
Additional copies	\$249 ea.
<i>Included in the MSA Researcher P&C Software Package</i>	

MSA Report Suite

(MSA Report, MSA Benchmark Report, MSA Market Share Report)



First suite	\$999
Additional suites	\$499 ea.

**Save more than \$325 compared to individual pricing*

Get your hands on MSA products by ordering online:

store.msaresearch.com

Or give us a call: 416-368-0777 x23