

# MSA



## Research

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FOR INTELLIGENT BUSINESS DECISIONS™**

# Q4

## Summary Stats

## Year-End 2019

## P&C Results

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Summarized Year-End 2019 Canadian P&C Results

Dollar amounts in thousands of Canadian Dollars  
Released March 23, 2020

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MSA Code	Company	Group	Direct Premiums Written	YoY % Chnge	Net Premiums Written	YoY % Chnge	Net Claims Incurred	YoY % Chnge	U/W Income	YoY % Chnge	Net Investment Income	YoY % Chnge	Net Income	YoY % Chnge	Comp. Income	YoY % Chnge	Net Loss Ratio	Prior Yr	Combined Ratio	Prior Yr
PCP074	AIG Ins. Co. Can		1,269,544	3%	358,295	-10%	294,812	-5%	14,880	2591%	67,372	4%	38,087	-55%	68,807	13%	76.5	77.5	96.1	99.9
PCP095	Algoma Mutual Ins Co		10,726	12%	8,763	13%	5,657	25%	-920	-1900%	719	4129%	-168	-2900%	-168	-2900%	69.2	59.1	111.2	100.6
PCB176	Allianz Global Risks US		647,430	30%	426,659	34%	336,812	52%	-81,405	-197%	23,355	23%	-59,805	-11758%	-45,898	-13925%	89.9	77.7	121.7	109.6
PCB231	Allied World Specialty		76,532	81%	33,168	32%	10,828	-45%	6,616	161%	798	136%	7,075	167%	7,137	169%	48.2	150.7	70.6	182.4
PCC003	Allstate Ins Co of Can	Allstate	1,951,847	19%	1,948,757	19%	1,200,942	13%	115,260	73%	92,913	-16%	158,940	17%	272,341	514%	66.9	69.2	93.6	95.7
PCC193	Esurance Insurance Co.	Allstate	148	-95%	148	-95%	214	-93%	-18	98%	601	30%	595	195%	1,474	226%	143.6	88.4	112.1	131.7
PCC111	Pafco Insurance Co.	Allstate	81,851	14%	81,851	14%	46,300	23%	10,952	26%	4,734	-12%	11,916	11%	18,966	389%	55.6	54.8	86.8	87.3
PCC065	Pembridge Ins. Co.	Allstate	463,438	32%	462,821	32%	282,620	46%	11,142	-38%	10,625	-2%	17,152	-23%	39,393	387%	68.8	64.2	97.3	94
PCB013	American Ag Ins Co		0		14,384	1%	5,810	-7%	5,458	12%	1,304	9%	6,762	12%	7,056	20%	40.2	44.5	62.2	65.5
PCB018	American Bankers of FLA		578,732	-1%	246,894	0%	92,133	6%	9,433	738%	17,064	247%	19,200	100%	19,200	100%	37.9	42.6	96.1	99.4
PCB023	American Road Ins. Co.		12,343	-7%	12,343	-7%	4,446	-5%	6,662	-8%	303	20%	5,168	-13%	5,193	-13%	36	35.6	46	45.2
PCC005	Antigonish Farmers'		6,643	4%	5,381	5%	3,867	94%	-1,135	-233%	558	45%	-217	-120%	269	-24%	73.7	39.6	121.6	83
PCC190	Arch Insurance Canada Ltd		118,811	34%	13,727	32%	6,845	26%	-3,011	-316%	2,078	36%	-1,356	-141%	-1,089	-123%	66.2	57.3	129.1	85.4
PCB240	Arch Reinsurance Company		0		11,535	41%	2,147	-67%	6,566	543%	841	140%	5,871	336%	5,858	251%	21.4	72.6	34.7	88.7
PCB121	Aspen Insurance		10,726	70%	8,005	106%	647	-93%	5,764	157%	3,484	47%	10,245	296%	9,923	351%	9.6	180.8	14.9	236.5
PCB224	AEGIS		44,180	34%	21,424	13%	-11,404	-683%	22,399	152%	2,265	39%	14,132	-19%	14,567	-18%	-61.9	11.7	-21.5	46.7
PCB246	Atradius Crédito		16,335	-3%	6,800	6%	5,818	716%	-2,415	-176%	377	10%	-1,580	-153%	-1,557	-152%	87.2	11.7	136.2	47.7
PCC038	Aviva General	Aviva	894,540	-4%	265,180	-62%	156,045	-69%	-8,848	13%	418	127%	16,059	313%	19,231	298%	45.3	70.1	102.6	101.4
PCC037	Aviva Ins Co of Canada	Aviva	3,521,410	6%	1,028,527	-62%	605,234	-69%	-34,312	13%	9,157	-38%	67,813	71%	77,981	166%	45.3	70.1	102.6	101.4
PCC030	Elite Ins Co	Aviva	276,061	-1%	122,457	-62%	72,059	-69%	-4,085	13%	-289	-127%	7,839	87%	8,797	426%	45.3	70.1	102.6	101.4
PCP059	Pilot Ins Co	Aviva	-2	50%	56,364	-62%	33,167	-69%	-1,880	13%	-349	29%	3,268	262%	3,869	734%	45.3	70.1	102.6	101.4
PCC112	S&Y Insurance Co	Aviva	53,743	17%	21,744	-62%	12,795	-69%	-726	13%	-59	-207%	1,352	147%	1,527	664%	45.3	70.1	102.6	101.4
PCP038	Scottish & York Ins Co.	Aviva	190,282	6%	88,259	-62%	51,936	-69%	-2,945	13%	-526	-587%	5,325	114%	6,247	436%	45.3	70.1	102.6	101.4
PCC079	Traders General Ins. Co.	Aviva	503,308	-1%	176,657	-62%	103,954	-69%	-5,892	13%	-576	-786%	10,714	139%	12,347	501%	45.3	70.1	102.6	101.4
PCB244	AXA Insurance Company		4,903	30%	396	-88%	-28	-108%	510	-45%	147	20%	531	-31%	597	-27%	-1.4	11.4	74.5	70.3
PCB066	XL Re America Inc.	AXA XL	26,479	0%	54,242	15%	16,175	-32%	10,434	198%	6,952	8%	13,196	75%	15,425	109%	33	50.7	78.7	92.5
PCB242	XL Specialty Insurance Co	AXA XL	475,780	33%	268,737	28%	166,861	19%	-19,211	-22%	21,737	152%	-9,992	-182%	-334	-102%	77.9	83.1	109	109.3
PCB228	Axis Reinsurance Co.		96,702	19%	71,787	9%	40,620	18%	4,976	300%	4,593	77%	7,210	84%	7,318	45%	64.3	66.9	92.1	97.6
PCP063	Ayr Farmers' Mutual Ins.		34,743	9%	32,029	8%	15,201	-28%	4,094	530%	7,001	1415%	7,770	7430%	7,770	7430%	49.6	74	86.6	103.4
PCB219	Berkley Ins Co		131,902	22%	51,194	4%	27,588	21%	3,925	-2%	4,279	17%	10,698	8%	13,517	37%	52.8	46.2	92.5	91.9
PCP061	Alberta Motor Association	CAA	223,559	-3%	205,015	-1%	122,503	-20%	36,918	155%	9,434	51%	32,659	109%	32,659	109%	59.2	70.2	82.2	93.3

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PCP060	AssurePro Ins. Co. Ltd.	CAA	3,548	11%	1,764	7%	599	30%	-583	-113%	341	202%	302	2%	302	2%	33.6	28.1	132.7	116.7
PCP046	BCAA Ins Corp	CAA	197,183	10%	76,817	16%	45,578	9%	1,066	225%	6,389	123%	5,628	258%	5,628	258%	63.5	67.5	98.5	101.4
PCP028	CAA Ins Co	CAA	397,238	35%	381,954	34%	191,091	35%	19,888	79%	18,421	73%	31,015	93%	28,215	61%	58.6	58.3	93.9	95.4
PCP241	Orion Travel Ins Co	CAA	103,498	23%	98,536	22%	47,351	18%	205	108%	898	122%	108	107%	111	107%	50.6	51.6	99.8	103.3
PCC181	Canada Guaranty Mortgage		448,985	34%	448,985	34%	18,324	3%	214,212	18%	52,639	26%	198,016	19%	201,523	43%	6.6	7.4	23	24.2
PCC034	Canadian Premier General	Securian	6,458	-11%	6,117	-8%	1,205	-14%	4,019	341%	231	175%	3,212	202%	3,300	209%	13.4	24.7	55.2	84
PCP039	La Capitale	Capitale Grp	1,200,596	15%	1,154,574	14%	754,329	13%	13,843	1339%	43,208	34%	79,471	151%	83,964	153%	68.6	68.8	98.7	100.1
PCP034	Unica	Capitale Grp	149,709	8%	143,320	9%	93,637	6%	4,504	222%	9,230	22%	11,131	52%	14,064	335%	68.2	69.1	96.7	98.9
PCP040	L' Unique Cie	Capitale Grp	323,295	18%	314,581	18%	198,462	24%	4,069	750%	10,175	51%	14,389	90%	16,219	173%	68.3	68.3	98.6	100.3
PCB075	Catalina General		0		10		-188	-157%	14	103%	184	-11%	196	171%	180	147%	-1880		-40	
PCB245	CCR RE		0		50,455	20%	29,763	9%	3,855	348%	9,523	117%	10,633	139%	10,633	139%	60.9	66.1	92.1	97.9
PCB230	Cherokee Ins Co		16,452	110%	11,760	97%	5,239	156%	1,567	12%	932	17%	2,030	15%	2,857	743%	61.3	47.8	81.7	67.2
PCB030	Chicago Title		49,902	13%	49,814	13%	9,876	19%	7,540	25%	1,017	48%	6,114	22%	5,974	15%	19.8	18.9	84.9	86.3
PCC018	Chubb Ins Co of Can	Chubb	1,143,143	14%	514,332	17%	223,304	4%	114,045	12%	60,769	8%	125,204	6%	151,891	34%	49.6	51.3	74.7	75.8
PCB037	Federal Ins Co	Chubb	561	-97%	49	-100%	3,299	-37%	2,791	-75%	2,561	10%	3,835	-59%	7,372	433%	44.2	28.4	62.6	38.8
PCC020	Clare Mutual Ins Co		3,505	7%	2,511	14%	433	-52%	650	32400%	278	-1%	804	159%	871	1017%	18.2	43	72.7	99.9
PCP051	Commonwell Mutual		186,628	16%	172,809	17%	111,927	24%	-13,520	-38529%	25,823	404%	9,077	178%	9,077	178%	69.8	65.2	108.4	100
PCB179	COFACE		29,835	-3%	25,964	-29%	10,159	40%	3,955	41%	1,325	45%	4,187	30%	4,503	30%	33.9	27.5	86.8	89.4
PCB033	CNA Canada	Loews	397,806	15%	368,501	11%	194,263	-7%	34,692	829%	36,320	10%	54,836	134%	79,102	556%	55.7	67	90	101.5
PCC025	Co-operators General	Cooperators	3,751,485	14%	3,503,054	14%	2,275,019	8%	-56,778	58%	269,389	309%	174,026	569%	255,894	448%	69.5	73.2	101.7	104.7
PCC026	COSECO Ins Co	Cooperators	361,861	14%	334,998	14%	218,932	7%	-6,490	52%	0		13,397	334%	23,005	378%	70	73.5	102.1	104.8
PCC027	CUMIS General	Cooperators	310,774	-10%	153,082	3%	85,706	-2%	11,666	346%	11,210	365%	17,533	314%	22,639	1353%	58.2	60.4	92.1	98.2
PCC077	Sovereign General Ins. Co	Cooperators	509,314	30%	468,998	14%	306,504	7%	-9,085	52%	0		18,414	328%	32,305	385%	70	73.5	102.1	104.8
PCB031	CorePointe Ins Co		139	4%	69	3%	-6	97%	-197	-1085%	230	145%	-26	-126%	208	61%	-10.9	-535.9	458.2	48.7
PCC016	Certas Direct Ins Co.	Desjardins	437,229	-3%	437,277	0%	344,679	12%	4,015	214%	29,152	740%	17,876	-42%	26,098	243%	75.1	74.8	99.1	100.9
PCC184	Certas Home and Auto	Desjardins	2,267,332	17%	2,026,215	9%	1,333,276	22%	-11,055	-115%	228,564	5657%	-32,653	-481%	25,186	127%	70.5	68.1	100.6	95.5
PCP026	Desjardins Gen. Ins. Inc.	Desjardins	1,297,682	14%	1,309,926	16%	941,612	12%	-20,495	56%	89,995	2065%	58,539	88%	53,117	706%	76.6	77.5	101.7	104.3
PCP068	Personal General Ins Inc.	Desjardins	501,120	13%	483,824	18%	350,913	15%	-5,181	-8%	27,374	932%	12,760	24%	17,601	1869%	77	78.3	101.1	101.2
PCC066	Personal Ins. Co.	Desjardins	1,032,441	9%	992,582	3%	714,588	5%	12,801	204%	77,922	884%	69,255	61%	74,005	3574%	74.9	74.4	98.7	101.3
PCB005	Ecclesiastical Ins.		109,454	17%	84,561	16%	42,043	-1%	3,199	271%	3,383	40%	6,047	2037%	6,047	2037%	54.8	62.1	95.8	102.7
PCC050	Echelon Ins	CAA	461,433	35%	409,376	25%	275,173	50%	-19,453	-1505%	14,314	391%	-4,944	-491%	-4,944	-430%	72.8	64.8	105.2	100.4

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PCP122	ICPEI	Echelon Fin	36,829	9%	34,789	14%	23,356	20%	-2,291	-473%	1,182	188%	-710	-1086%	-436	-893%	72.1	64.9	107.1	101.3
PCC029	Economical Mutual	Economical	2,510,981	2%	2,330,965	-2%	1,731,004	2%	-147,235	44%	175,122	7%	17,374	124%	43,666	127%	73.9	75.3	106.3	111.6
PCC057	Missisquoi Ins. Co.	Economical	2,530	-97%	157,783	-2%	117,501	2%	-10,338	44%	13,532	8%	2,361	177%	3,904	132%	74.1	75.6	106.5	112.1
PCC067	Perth Ins. Co.	Economical	1,262	-98%	91,279	-2%	67,975	2%	-5,980	44%	7,604	8%	1,214	163%	2,307	134%	74.1	75.6	106.5	112.1
PCC137	Petline Ins Co	Economical	54,911	-1%	54,911	-1%	36,028	1%	3,191	-27%	326	55%	2,529	-24%	2,640	-23%	65.8	63.9	94.2	92.2
PCC033	Sonnet Ins Co	Economical	206,483	62%	164,988	-2%	122,867	2%	-10,811	44%	13,517	8%	2,022	153%	3,965	132%	74.1	75.6	106.5	112.1
PCC083	Waterloo Ins. Co.	Economical	7,217	-96%	93,273	-2%	69,460	2%	-6,110	44%	7,606	8%	1,133	162%	2,226	133%	74.1	75.6	106.5	112.1
PCB218	Electric Insurance Co.		4,570	-9%	1,633	-5%	995	374%	-184	-129%	1,553	-4%	1,310	-35%	2,437	66%	60.9	12.2	111.3	63.2
PCB019	EULER Hermes Amer Credit		63,196	14%	52,841	205%	26,031	193%	10,951	291%	2,194	64%	10,217	211%	10,169	218%	50.8	62.9	78.6	80.2
PCC064	Everest Ins. Co.	Everest Re	128,558	28%	33,129	42%	19,310	41%	706	-69%	1,162	7%	2,202	-24%	3,037	11%	66.4	62.9	97.6	89.5
PCB073	Everest Re	Everest Re	0		97,406	-44%	67,173	-30%	15,592	-12%	18,604	18%	25,428	0%	30,880	30%	59.6	64.1	86.2	88.1
PCP049	Farm Mutual Re		8,285		191,322	17%	201,595	29%	-45,332	-176%	37,093	532%	988	115%	944	114%	106.7	94.9	124	110
PCC139	FCT Ins Co Ltd	First Americ	163,979	5%	158,874	6%	45,463	56%	14,187	-50%	7,579	100%	16,525	-33%	15,966	-29%	28.6	19.4	91.1	81.1
PCB038	First American Title	First Americ	114	-18%	2,788	42%	738	-78%	118	103%	1,531	48%	1,942	190%	2,273	218%	26.5	171	95.8	274.8
PCC035	First North American Ins		19,714	1%	4,475	-3%	645	8%	1,142	-21%	263	1%	1,025	-17%	1,052	-14%	14.9	11.9	73.7	71.2
PCB014	Affiliated FM Ins Co.	FM Global	145,724	10%	101,205	5%	113,282	-59%	-43,157	80%	13,562	198%	-42,641	77%	-38,451	79%	122.5	289.3	146.7	329.9
PCB015	Factory Mutual Ins.	FM Global	354,151	-2%	234,141	-8%	69,048	-80%	125,620	193%	34,399	114%	123,321	247%	141,948	273%	28.5	135.3	48.1	154.1
PCB041	General Re		0		124,249	45%	61,569	-46%	23,207	147%	7,757	49%	15,794	148%	15,708	148%	58.2	137.8	78.1	159.8
PCC036	Genworth Fin Mort Ins Can		701,021	10%	701,021	10%	116,480	16%	440,451	-4%	212,062	13%	451,595	-4%	495,320	38%	17.2	14.7	35.1	32.7
PCC040	Gore Mutual Ins Co		475,128	7%	449,679	7%	279,508	2%	7,023	235%	19,433	-22%	13,948	-35%	27,489	877%	64.4	66.2	98.4	99.5
PCB043	Great American Ins Co		61,022	17%	52,103	16%	12,622	-44%	12,703	381%	3,301	-1%	13,719	137%	12,359	135%	26.9	49.3	72.9	94.3
PCC088	Green Shield Canada		611,537	8%	593,962	8%	483,163	9%	13,985	85%	67,972	952%	71,153	807%	56,770	268%	81.3	80.5	97.6	98.6
PCP012	Estrie-Richelieu		65,451	9%	45,626	6%	33,212	16%	-8,412	-232%	3,866	7%	219	-79%	219	-79%	75.5	69.7	119.1	106.2
GRP081	Groupe Promutuel		867,217	7%	682,484	1%	435,322	0%	25,196	444%	8,666	71%	15,969	208%	32,058	264%	64.6	67.8	96.3	101.2
PCC043	Guarantee Co of NA	Intact	593,663	6%	414,886	3%	314,301	60%	-91,260	-807%	35,170	48%	-34,915	-198%	-23,152	-141%	76.8	50.7	122.3	96.7
PCB044	Hannover Rück SE		0		383,034	20%	229,430	24%	26,714	-40%	28,095	11%	37,617	-8%	55,960	48%	65.3	59.9	92.4	85.5
PCB046	Hartford Fire Ins Co		21,140	19%	18,669	19%	6,527	-26%	6,212	202%	2,639	13%	6,561	100%	7,121	108%	37.8	56.6	64	86.8
PCB236	HDI Global		116,416	48%	14,232	43%	7,680	-24%	1,953	164%	4,951	50%	1,639	257%	3,460	348%	80.3	127.9	79.6	138.2
PCB232	HDI Global Specialty		145,840	52%	19,170	55%	11,664	31%	-1,056	-272%	790	82%	-76	-113%	255	-63%	77.4	75.2	107	102.4
PCC061	Heartland Farm Mutual		128,396	-1%	112,224	2%	68,020	1%	2,144	132%	6,229	-20%	6,650	420%	9,584	326%	60.8	63	98.1	106.3
PCP115	Industrial Alliance A&H	IA	343,461	9%	337,267	9%	214,848	4%	22,223	75%	4,735	37%	19,825	65%	17,402	39%	66.7	68.7	93.1	95.8

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PCP242	Prysm General Insurance	IA	68,826	35%	67,154	35%	44,439	22%	-2,495	68%	756	67%	-1,357	75%	-1,584	70%	76.9	85.3	104.3	118.6
PCP002	Belair Ins. Co.	Intact	1,318,807	6%	1,304,613	21%	886,068	25%	16,039	-59%	65,245	81%	54,682	11%	85,873	185%	70	66.8	98.7	96.3
PCP055	Intact Farm	Intact	39,365	-26%	36,740	-67%	23,063	-56%	9,308	-67%	4,096	16%	83,403	156%	82,767	151%	46.5	49.2	81.2	73.4
PCC045	Intact Ins. Co.	Intact	7,225,553	8%	5,653,322	9%	3,839,627	11%	69,505	-60%	284,834	23%	272,745	-12%	435,861	200%	70	67.1	98.7	96.7
PCC049	Jevco Ins. Co.	Intact	106,113	42%	434,871	9%	295,356	11%	5,347	-60%	24,949	22%	25,111	-8%	39,322	241%	70	67.1	98.7	96.7
PCC044	Nordic Ins. Co.	Intact	-256	-102%	434,871	9%	295,356	11%	5,347	-60%	27,313	21%	27,508	-5%	43,092	262%	70	67.1	98.7	96.7
PCC013	Novex Ins Co.	Intact	529,358	11%	434,871	9%	295,356	11%	5,347	-60%	21,192	19%	20,921	-11%	32,916	226%	70	67.1	98.7	96.7
PCC080	Trafalgar Ins. Co.	Intact	5,870	1%	434,871	9%	295,356	11%	5,347	-60%	25,658	19%	25,907	-7%	40,623	252%	70	67.1	98.7	96.7
PCB190	Jewelers Mutual Ins. Co.		9,574	11%	9,128	14%	6,307	9%	96	118%	244	37%	331	189%	331	189%	73	76.6	98.9	107.1
PCC052	Kings Mutual Ins Co		13,788	9%	12,218	9%	6,062	13%	-1,021	9%	1,712	25%	651	97%	2,003	280%	52.3	49.8	108.8	110.4
PCP114	Lawyers' Professional Ind		114,724	0%	107,596	0%	99,428	23%	-16,262	-675%	23,021	17%	4,848	-71%	17,839	8359%	92.4	75.3	115.1	97.4
PCB035	Employers of Wausau	Liberty Mutu	0		0		38	1050%	-117	-70%	189	50%	71	27%	87	-13%				
PCB054	Liberty Mutual Ins	Liberty Mutu	534,016	26%	393,778	29%	225,097	0%	25,174	368%	36,943	29%	31,539	-28%	44,923	9%	67.6	81.7	92.4	103.4
PCB006	Lloyd's Underwriters		3,552,026	1%	3,947,503	2%	2,411,592	19%	402,207	-28%	329,334	70%	594,133	-38%	594,133	-38%	62.8	55.7	89.5	84.4
PCB220	Mapfre Re Co SA		0		25,131	45%	10,473	22%	6,968	106%	988	5%	6,165	77%	6,813	113%	44.1	49.8	70.7	80.3
PCP174	MAX Insurance		32,416	11%	13,471	-39%	12,362	1%	-5,053	-20%	-1,119	-104%	-4,543	-14%	-3,381	34%	69	68.3	128.2	123.5
PCC183	MIC Ins Co Cda		0		0		0	100%	-765	-443%	899	15%	101	-79%	152	-69%				
PCP162	Millennium Ins Corp.		201,983	10%	139,701	9%	61,344	8%	16,000	-33%	18,945	159%	29,136	1251%	29,136	1251%	53.9	55.3	85.9	76.8
PCB085	Mitsui Sumitomo Ins		27,474	7%	24,895	8%	6,948	26%	9,921	4%	2,124	3%	8,845	5%	9,249	6%	29.1	24.8	58.5	56.8
PCB058	Motors Ins Corp		83,345	-9%	47,593	-7%	19,993	11%	17,187	1%	6,693	-7%	17,778	-4%	22,397	36%	42.5	42	63.5	60.1
PCC009	BI&I		40,784	13%	134,086	10%	42,225	-11%	20,203	93%	5,202	55%	18,778	94%	18,772	106%	32.8	39.4	84.3	91.3
PCC059	Munich Re of Canada	Munich Re	0		201,617	17%	132,204	29%	-607	-102%	26,512	51%	18,727	-46%	20,746	-40%	68.3	52.7	100.3	84.4
PCC042	Temple Ins Co	Munich Re	329,211	36%	221,281	23%	227,246	110%	-102,948	-385%	21,235	78%	-59,932	-3124%	-54,153	-2993%	108.4	76.9	149.1	115.1
PCB022	Munich Reins America Inc.		0		12,763	123%	4,114	206%	2,047	-73%	4,749	51%	4,392	-54%	5,594	-45%	48.7	-67.9	75.7	-32.8
PCP104	MEARIE		14,091	2%	8,552	-2%	6,619	62%	-1,061	-194%	4,164	50%	3,103	-21%	7,250	197%	77.4	46.9	112.4	87
PCP106	Mutual Fire Ins Co of B.C		127,322	32%	56,860	29%	30,003	7%	-3,914	-29%	1,786	-31%	-1,979	-114%	1,412	192%	59.2	67.7	107.7	107.3
PCP015	My Mutual Insurance		29,656	8%	23,645	5%	10,769	17%	1,954	-35%	624	65%	1,894	-34%	1,894	-34%	48	44.4	91.3	85.4
PCB131	NLFIC		159,095	72%	85,500	84%	48,126	5%	-22,454	24%	7,679	61%	-16,010	21%	-12,806	36%	86.3	111	140.2	167.7
PCB101	Nationwide Mutual		0		0		-3	-111%	-274	14%	88	6%	-188	21%	-188	21%				
PCC032	Federated Ins Co	Northbridge	287,828	15%	268,685	14%	208,848	17%	-31,243	-35%	5,953	175%	-20,966	-4%	-23,640	-15%	83.2	80.2	112.5	110.4
PCC023	Northbridge General	Northbridge	1,720,382	18%	1,522,952	18%	860,300	19%	60,185	-27%	39,959	171%	50,041	57%	47,728	34%	61.7	58.8	95.7	93.3

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PCC024	Verassure Ins Co	Northbridge	108,929	3%	107,542	4%	79,499	41%	-16,119	-208%	-3,912	-167%	-20,698	-214%	-20,698	-228%	90.8	55.1	118.4	85.5
PCC087	Zenith Ins Co	Northbridge	100,688	34%	99,380	35%	66,396	52%	-3,663	-169%	4,628	327%	-1,196	-138%	-1,196	-138%	78	62.1	104.3	92.4
PCB090	Odyssey Re		0		78,678	31%	38,810	44%	14,886	-26%	-5,009	35%	5,144	-36%	3,343	-55%	52.2	41.3	80	69.4
PCC063	Old Republic Ins. Co.		275,202	13%	211,139	8%	120,015	30%	11,821	-36%	6,311	14%	13,248	-25%	17,063	5%	58.7	52.4	94.2	89.5
PCC138	Omega General Ins Co		95,266	20%	1,291	24%	-1,257	-272%	1,692	1727%	363	1613%	1,951	1726%	2,023	3778%	-120.7	55.9	-62.5	107.9
PCP108	OSBIE		31,079	1%	28,187	1%	23,295	10%	1,953	-47%	9,069	7%	11,355	-9%	22,315	8685%	81.2	74.9	93.2	87
PCP067	Optimum Farm Ins Inc.	Optimum	13,492	9%	8,983	5%	3,784	34%	2,338	-24%	218	41%	5,603	74%	5,660	75%	42.7	34	73.6	63.1
PCP013	Optimum Ins Co Inc.	Optimum	96,978	4%	116,215	6%	65,995	0%	865	145%	5,113	44%	4,442	249%	5,021	606%	58.7	61.7	99.2	101.8
PCP112	Optimum West Ins Co	Optimum	87,563	11%	27,833	10%	16,429	9%	2,440	8%	974	42%	2,477	13%	2,710	34%	61.9	61.2	90.8	90.8
PCB234	Partner Re U.S.		0		131,017	22%	84,188	9%	5,437	207%	19,086	150%	19,487	2161%	19,425	2161%	66	74.8	95.7	104.9
PCP100	Peace Hills General		246,050	9%	145,047	10%	83,831	-6%	4,505	145%	1,593	-60%	4,686	212%	7,621	216%	60.5	69.5	96.7	107.8
PCC070	Portage la Prairie Mutual		218,187	13%	194,990	15%	103,043	-4%	5,399	186%	18,127	612%	19,181	1407%	17,180	537%	56.7	64.2	97	103.8
PCP187	Poultry Ins Exch Recip		4,598	29%	3,159	23%	-261	-203%	2,923	53%	974	158%	3,738	104%	3,738	104%	-8.3	9.9	7.5	25.5
PCP066	PEI Mutual		27,890	9%	24,979	7%	15,019	-5%	1,142	258%	4,575	183%	4,188	317%	4,188	317%	63.6	71.1	95.2	103.2
PCP003	Promutuel Re		50,305	11%	201,998	34%	134,658	15%	-15,383	-10%	12,527	156%	-8,596	-32%	-4,469	68%	71.3	70.8	108.1	108.5
PCB071	Protective Ins Co		2,710	-11%	1,710	-25%	1,598	162%	-526	-154%	366	25%	100	-94%	190	-89%	96	26.9	131.6	57.2
PCC082	RBC Ins Co of Cda	RBC	130,115	5%	130,860	5%	79,941	9%	1,250	-31%	1,831	2%	5,528	-6%	4,640	-27%	62.8	59.6	99	98.5
PCP107	Red River Valley Mutual		125,567	10%	108,516	13%	52,985	4%	2,149	187%	3,082	694%	4,937	700%	7,696	537%	51.1	56	97.9	102.7
PCC006	Ascentus Ins Ltd	RSA	0		0		2	108%	-52	-13%	0	-100%	2	-90%	2	111%				
PCC014	Canadian Northern Shield	RSA	233,913	-2%	203,045	-1%	117,628	-7%	11,440	482%	3,262	-14%	11,525	963%	13,217	591%	56.5	62.8	94.5	101.5
PCC072	Quebec Assurance Co.	RSA	0		48,777	-3%	35,098	2%	220	131%	2,294	2%	1,977	41%	2,012	328%	69.8	69.9	99.6	101.4
PCC073	RSA Ins. Co. of Canada	RSA	1,572,582	-2%	1,333,252	-3%	959,351	2%	6,014	131%	69,194	10%	54,624	33%	58,020	133%	69.8	69.9	99.6	101.4
PCC081	Unifund Assurance Co.	RSA	1,142,345	14%	667,225	14%	422,367	3%	42,306	430%	18,370	4%	44,609	129%	46,959	221%	68	73.5	93.2	98.6
PCC085	Western Assurance Co	RSA	183,153	1%	243,887	-3%	175,491	2%	1,098	131%	11,331	4%	9,073	44%	9,548	229%	69.8	69.9	99.6	101.4
PCB222	Safety National Cas Corp		0		0		-1,587	11%	1,294	-11%	1,506	-28%	2,800	-21%	4,937	204%				
PCP230	Saskatchewan Auto Fund		965,308	2%	954,692	2%	861,529	1%	-110,550	-11%	323,221	4037%	299,226	3238%	299,226		90.7	91.2	111.6	110.7
PCC074	Sask Mutual Ins. Co.		83,070	9%	76,699	2%	37,998	-12%	4,951	546%	2,503	2%	5,487	448%	7,769	618%	51.8	61.4	93.3	101.6
PCC075	SCOR Canada Re		0		198,189	22%	123,329	19%	10,873	605%	9,904	6%	15,657	188%	18,607	1739%	63.1	61.8	94.4	101.3
PCB243	SCOR UK Company Limited		30,828	33%	1,391	20%	528	-75%	1,646	206%	288	279%	1,460	242%	1,455	243%	53	363	-65.1	367.4
PCC011	Scotia General Ins Co		0		0		0		0		0		14	1300%	14	1300%				
PCB078	Sentry Ins		1,082	-5%	910	-4%	371	84%	28	106%	476	-3%	524	1996%	795	858%	37.6	20.5	97.2	151.5

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PCP006	Coachman Ins Co	SGI	26,947	-22%	24,355	-19%	9,445	-79%	8,253	149%	11,846	180%	14,668	260%	14,668	260%	35.5	96.8	69	136.3
PCP007	SGI CANADA	SGI	984,332	11%	928,284	12%	532,240	5%	21,271	240%	82,738	225%	104,815	471%	104,815	471%	60.2	65	97.6	102
PCP123	SCISL	SGI	411,802	20%	390,112	21%	265,629	19%	-39,234	12%	32,185	169%	-6,243	75%	-6,243	75%	73.4	79.6	110.8	115.9
PCB233	Shipowners' Mutual		0		0		-410	-201%	309	4314%	630	141%	1,028	163%	256	256%				
PCB039	Sirius America		0		15,391	24%	15,562	4437%	-5,245	-161%	1,331	4%	-3,134	-143%	-3,354	-142%	101	2.7	134	32.7
PCB099	Sompo Japan Nipponkoa		7,357	0%	8,157	3%	5,541	6%	-846	-15%	1,459	7%	717	-10%	799	11%	69.2	68.8	110.6	109.7
PCP045	SSQ Ins Co		298,136	15%	292,746	16%	181,292	12%	-3,210	-72%	8,817	1%	4,595	-19%	12,807	945%	69.8	68.6	101.2	100.8
PCB237	Starr Insurance & Reinsur		181,287	96%	12,563	134%	11,399	179%	-1,244	-315%	1,571	26%	681	-60%	-628	-126%	122.6	97.3	113.4	86.2
PCB084	Stewart Title Guaranty Co		115,886	3%	115,886	3%	45,494	25%	14,445	-36%	4,530	0%	14,978	-26%	17,511	-13%	39.3	32.2	87.5	79.9
PCC051	Suecia Re		0		0		259	840%	-675	-78%	104	6%	-571	-103%	-571	-103%				
PCB227	Sunderland Marine Ins Co		-2	-200%	-1	80%	-99	60%	-181	-108%	501	8%	320	-88%	320	-88%	9900	4900	-18000	43520
PCB086	Swiss Re	Swiss Re	0		200,861	158%	123,352	588%	9,052	-70%	13,689	67%	18,861	-45%	22,643	-40%	64.5	22	95.3	63.2
PCB036	Westport Ins Corp.	Swiss Re	224,621	9%	175,854	-32%	131,453	40%	-14,273	-240%	7,958	145%	-4,928	-163%	-4,511	-152%	80.7	66.9	108.8	92.7
PCC010	Primum Ins. Co.	TD Insuranc	699,523	12%	510,505	13%	355,399	17%	-15,748	-264%	43,146	180%	21,938	12%	12,403	-20%	74.3	69.1	103.3	97.8
PCC076	Security National Ins Co	TD Insuranc	3,527,541	11%	2,566,912	11%	1,802,472	16%	-85,197	-335%	220,690	200%	107,426	28%	93,839	49%	74.5	69.3	103.5	98.4
PCC062	TD Direct Ins. Inc.	TD Insuranc	0		0		0		-29	-16%	282	6%	186	4%	378	1160%				
PCC008	TD General Ins Co	TD Insuranc	359,581	10%	264,557	10%	189,802	20%	-12,992	-244%	23,418	341%	10,786	-17%	10,725	-10%	76.3	67.4	105.2	96.2
PCC071	TD Home & Auto Ins. Co.	TD Insuranc	54,416	3%	39,602	5%	8,064	781%	20,118	-30%	16,235	114%	26,649	1%	29,262	18%	20.2	-3	49.5	26.3
PCB241	Technology Insurance Comp		13,015	33%	6,438	78%	5,822	191%	-2,142	-19373%	737	30%	-941	-292%	-221	-160%	130.6	70.8	148	100.4
PCB091	Toa Re		0		36,660	2%	26,883	13%	-2,294	-314%	6,587	50%	2,885	-25%	2,885	-1%	75.8	69	106.5	96.9
PCB088	Tokio Marine and Nichido		47,631	21%	45,823	26%	25,113	0%	651	121%	2,307	51%	2,267	313%	2,193	455%	60.9	74.7	98.4	109.3
PCB092	Transatlantic Re		0		124,927	8%	41,065	-46%	45,293	941%	14,959	12%	37,472	43%	45,505	86%	34	67.8	62.5	96.1
PCC028	The Dominion	Travelers	1,356,513	4%	1,328,355	3%	949,859	6%	-67,682	30%	64,611	1%	-4,693	80%	24,365	169%	72.5	71.7	105.2	107.7
PCB076	St. Paul Fire and Marine	Travelers	85,690	-7%	74,975	-11%	47,722	-20%	6,876	307%	14,076	-5%	14,004	44%	18,199	161%	59.5	70.7	91.4	103.9
PCC055	Travelers Ins Co Canada	Travelers	311,282	7%	278,016	5%	134,973	14%	19,141	67%	21,195	89%	30,740	73%	50,142	226%	50.2	50.7	92.9	95.1
PCP031	Trillium Mutual Ins Co.		69,283	8%	62,227	6%	40,195	4%	-3,239	24%	5,605	979%	2,016	186%	2,016	186%	67.4	70.6	105.4	107.8
PCC180	Trisura Guarantee Ins. Co		181,628	11%	127,628	13%	24,719	30%	12,202	2%	7,991	25%	15,780	12%	19,180	170%	24.7	21.6	87.8	86.4
PCB226	Triton Insurance Company		73,595	11%	73,595	11%	19,237	30%	7,469	-18%	4,714	8%	9,001	-16%	11,112	26%	32.1	28.3	87.5	82.6
PCB247	United States Liability		3,629	499%	1,626	489%	763	1856%	-2,659	-77%	383	268%	-2,302	-65%	-2,302	-65%	79.8	45.9	378.1	1716.5
PCB098	Virginia Surety Co.		2,362	-29%	736	-62%	2,733	-56%	400	307%	2,145	41%	2,469	1104%	3,477	7802%	37.9	69.1	94.5	102.1
PCC084	Wawanesa Mutual Ins. Co.		3,704,650	15%	3,586,177	15%	2,585,033	14%	-211,585	-68%	331,290	49%	113,335	-25%	155,376	1053%	76.7	75.3	106.3	104.2

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PCC086	Western Surety Co.		26,815	-3%	17,308	-3%	3,264	41%	914	-47%	1,630	2%	1,940	-22%	3,846	289%	18.6	13.3	94.8	90.2
PCC041	Wynward Ins Group		155,942	32%	130,242	31%	63,745	6%	4,207	241%	14,552	172%	13,957	489%	9,887	270%	57	63.9	96.2	103.2
PCB100	Zurich Ins Co Ltd.		768,837	30%	440,652	35%	283,087	-22%	2,662	102%	52,277	20%	36,080	183%	67,883	241%	74.2	103.5	99.3	133.1
	Industry Total		67,047,143	10%	57,148,554	4%	36,897,528	3%	1,062,447	58%	4,378,279	94%	4,249,460	36%	5,276,462	176%	67.3	68.1	98.1	98.7

Shaded rows indicate that subsidiary information was not taken into account for the industry totals to avoid double counting. For more information on MSA's Double Counting Prevention System (DCPS) please see [www.msaresearch.com/msa-researcher-software](http://www.msaresearch.com/msa-researcher-software)





# 2020

## PRODUCTS, SERVICES AND EVENTS CATALOGUE



Definitive Insurance Information for Intelligent Business Decisions™

# OUR STORY

Market-Security Analysis & Research Inc. (MSA Research) is a Canadian-owned, independent and impartial analytical research firm that is focused on the Canadian insurance industry. MSA Research was founded in 2003 and commenced operations in 2004.

We are the dominant provider of financial information relating to Canadian insurers, with 90% of the Canadian industry using our reports and software. Our mission is to provide Canada's insurance professionals with comprehensive financial information, unparalleled analytics, and opportunities for industry to collaborate on important issues of the day.

MSA Research is the organization behind esteemed conferences such as the National Insurance Conference of Canada (founded 2007), the Canadian Insurance Financial Forum (founded 2010), CatIQ Connect (founded 2014) and InsurTech North (founded 2018). For more information about our conferences, see the back cover of this catalogue.

Through fostering industry thought leadership, MSA Research continues to prove itself a staple provider of valuable Canadian insurance information.

## MSA IN NUMBERS



Users

**1,100+**



Years of Data

**30**



Market Coverage

**98%+**



Number of Data Points

**117million+**



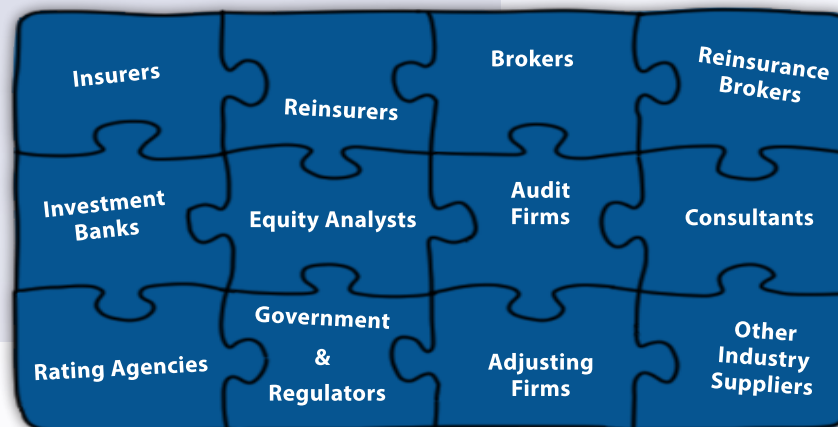
Number of User-generated Data Points

**2billion+**

## OUR CUSTOMERS

**90%**

*of the Canadian insurance industry uses our reports and software!*



# MSA RESEARCHER P&C AND L/H SOFTWARE

## 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 Life/Health industries. Our software is used by the overwhelming majority of insurers, reinsurers, and many others that make up the Canadian insurance industry.

 **Unmatched Breadth: Reporting on over 98% of the market with 30+ years of historical data available**

 **Unparalleled Timeliness & Frequency: Updates are released rapidly every quarter**

 **Unrivalled Functionality: Easy access to a spectrum of analytical tools**

 **Uncompromising Support & Training: It's always about your needs and it's always free**

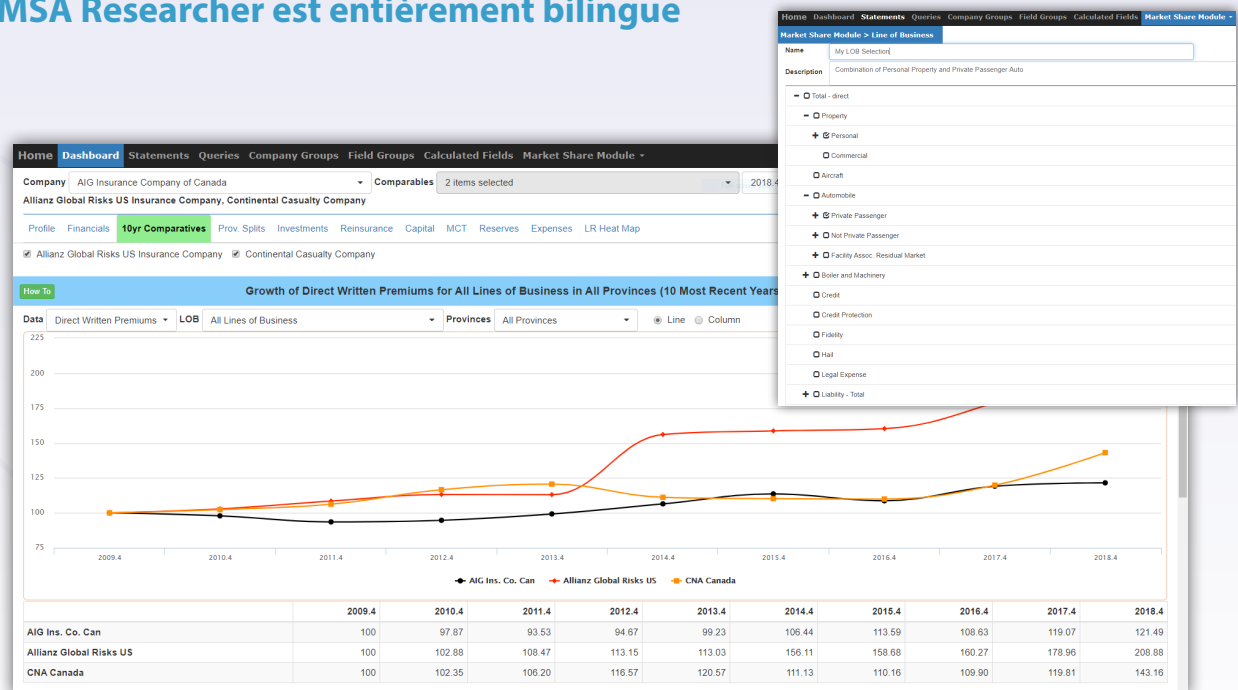
 **MSA Researcher is fully bilingual / MSA Researcher est entièrement bilingue**

Our interactive multi-tab, multi-period and multi-dimensional dashboards provide you with quick and easy access to our analytical tools.

These dashboards are available to:

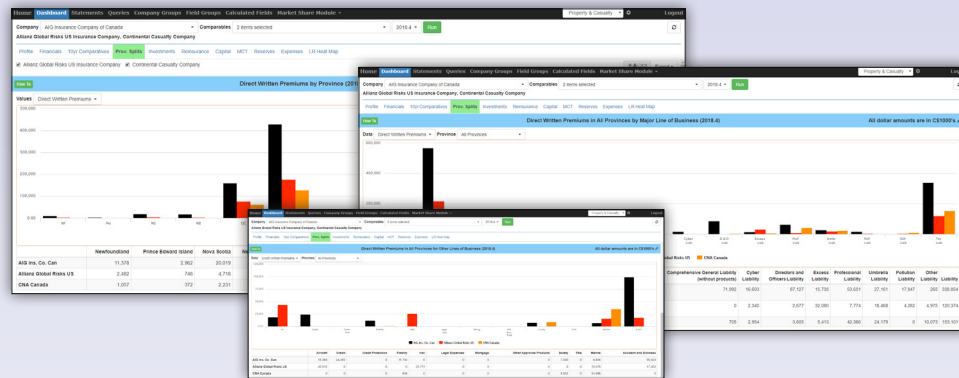
- MSA Researcher Full License
- MSA Researcher Lite License

*See next page for full dashboard tabs and some examples.*



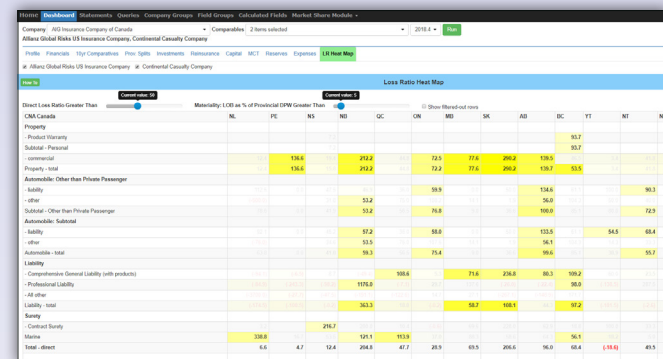
# P&C Dashboard

Examples of two out of eleven tabs:



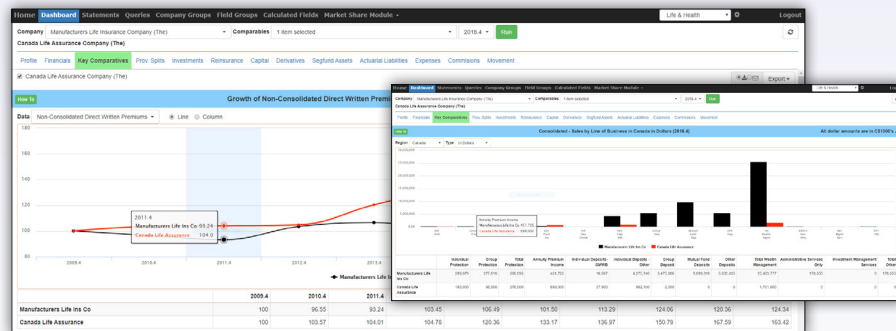
**Provincial Splits:** Use this three-part tab to quickly analyze and compare provincial split and line of business information for the selected company/ies, benchmarks or composites.

**Loss Ratio Heat Map:** Use MSA's loss ratio heat map to quickly hone in on pain points for the selected company/ies, benchmarks or composites. Use the handy sliders to adjust loss ratio thresholds and desired line of business materiality.

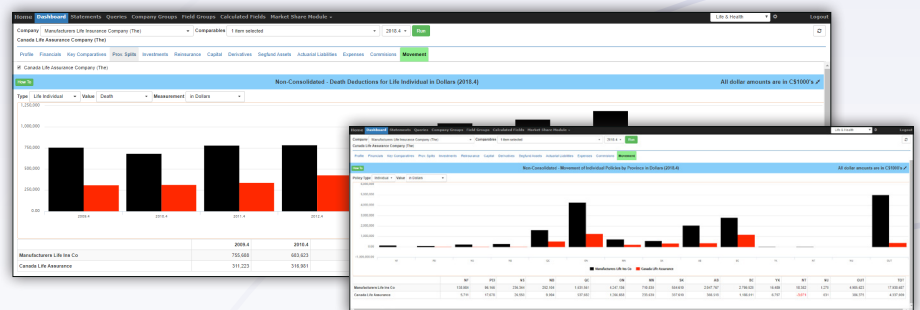


# L/H Dashboard

Examples of two out of thirteen tabs:



**Key Comparatives:** With this two-part tab, quickly analyze and compare line of business and geographic information over ten years for the selected company/ies, benchmarks or composites.

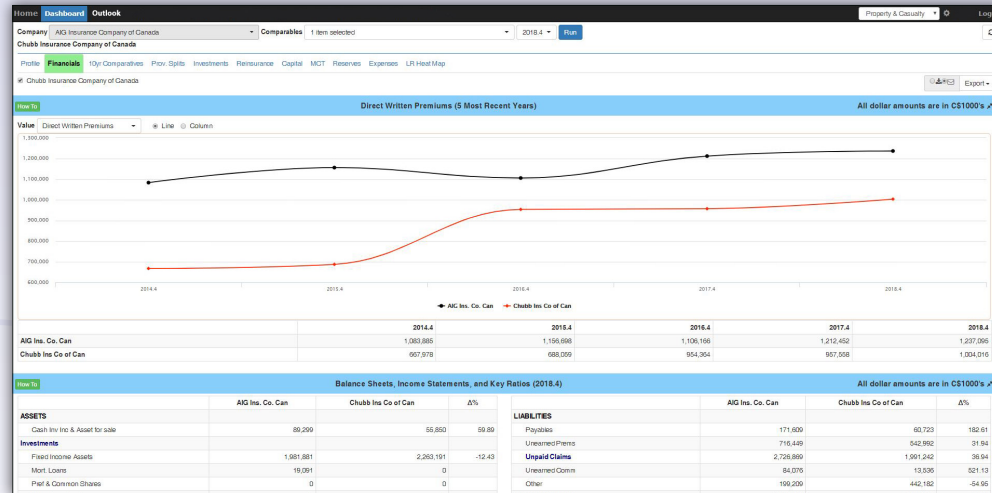


**Movement:** Use this two-part tab to analyze policy movement by line, by category, by dollars, or by policy count or by province for the selected company/ies, benchmarks or composites.

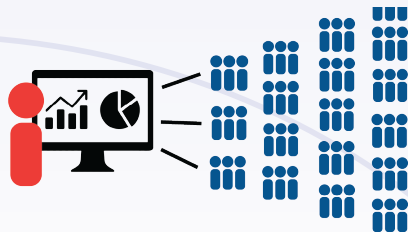


# MSA Researcher *Lite*

Every license of MSA Researcher is accompanied by a companion Lite license for another user that provides access to MSA Researcher's powerful dashboard and MSA Quarterly Report Online (P&C only).



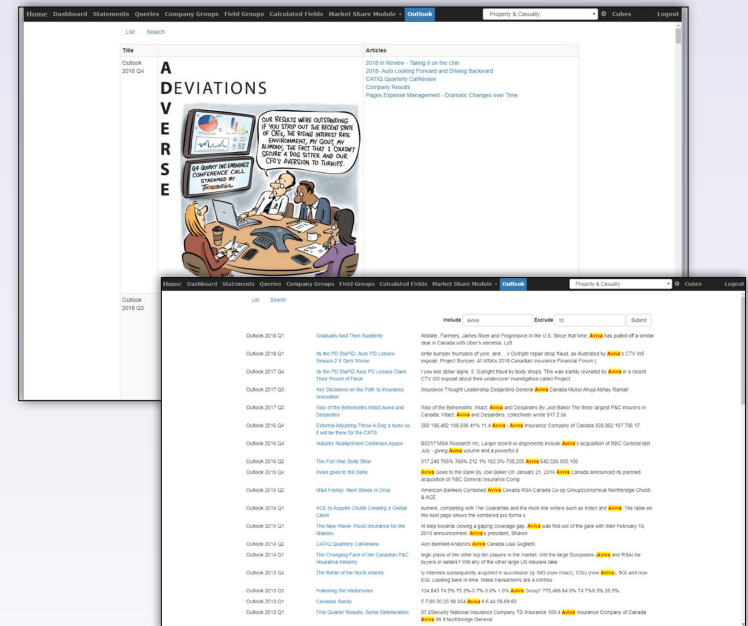
# MSA Researcher Unlimited ∞



Site license subscribers of MSA Researcher can now give MSA Researcher Lite to an unlimited number of their staff, executives and board members. P&C users will have access to our Quarterly Report online.

# MSA Quarterly Outlook Reports Online

Every license of MSA Researcher P&C has a new module with a searchable archive of MSA's Quarterly Reports going back to Q2-2004. (Available to Full & Lite P&C Licenses)



## Statement Viewer

(Not available to Lite licenses)

Browse or export OSFI/CCIR statement pages for any company, benchmark or composite for any period, or export an entire statement. Includes 3-month or rolling 12-month views.

## Powerful Engine Query

(Not available to Lite licenses)

Query is where you have the ability to quickly obtain precisely the data that you need. Sort, filter and export it to Excel. Looking to analyze a specific aspect across a group of insurers, benchmarks or composites? Compare against the whole industry? Sort companies by any field in the regulatory statements? Query is where you do that!

Create custom 'Field Groups' and 'Company Groups' and then run them against each other. These groups are persistent. That is, once you create them, you can use them repeatedly. You can also share them with others in your organization if you have a corporate license.

The screenshot shows the 'Statements' tab in the software. The company selected is 'AIG Insurance Company of Canada'. The period is '2018.4' and the time frame is 'YTD'. The page is '20.30 Statement of Income'. The table displays the following data:

Page		Current Year (01)	Prior Year (03)
	<b>UNDERWRITING OPERATIONS</b>		
	Premiums Written		
	Direct	01 1,237,095	1,212,452
70.21	Reinsurance Assumed	02 15,088	15,116
70.21	Reinsurance Ceded	03 854,666	831,477
60.20	<b>Net Premiums Written</b>	04 397,517	396,091
	Decrease (increase) in Net Unearned Premiums	05 1,281	(6,093)
60.20	<b>Net Premiums Earned</b>	06 398,798	389,998
	Service Charges	07 669	829
	Other	08 0	0
	<b>Total Underwriting Revenue</b>	09 399,467	390,827
	Gross Claims and Adjustment Expenses	62 1,024,696	717,450
	Reinsurers' share of claims and adjustment expenses	64 715,431	402,887
60.20	<b>Net Claims and Adjustment Expenses</b>	10 309,265	314,763
	Acquisition Expenses		
80.10	Gross Commissions	66 111,235	105,358
80.10	Ceded Commissions	68 154,832	152,037
	Taxes	12 43,247	38,248
80.20	Other	14 48,403	45,535
80.20	General Expenses	16 41,596	36,780
	<b>Total Claims and Expenses</b>	19 398,914	388,647
	Premium Deficiency Adjustments	20 0	0
	<b>Underwriting Income (Loss)</b>	29 553	2,180
40.07	<b>INVESTMENT OPERATIONS</b>		
	Income	32 69,416	67,549
	Gains (Losses) from FVO or FVTPL	35 (166)	7,166
	Realized Gains (Losses)	33 (2,817)	14,680
	Expenses	34 1,664	2,077
	<b>Net Investment Income</b>	39 64,769	87,318

The screenshot shows the 'Queries' tab in the software. The query is named 'DCPS' and is activated. The period is '2019.3'. The table displays the following data:

Company	MSA Code	WP_Direct PY	WP_Direct CY	WP_Assumed PY	WP_Assumed CY	WP_Ceded PY	WP_Ceded CY	NPWritten PY	NPWritten CY	ChngInUPR PY	ChngInUPR CY	NPEarned PY	NPEarned CY	SvcChrgs PY	SvcChrgs CY	OtherU PY	OtherU CY
AIG Insurance Company of Canada	PCP074	1,026,548	979,247	7,369	10,121	768,908	712,368	265,109	276,980	32,962	21,309	298,071	298,289	753	496		
Algonia Mutual Insurance Company	PCP065	8,079	7,102	0	0	1,425	1,359	6,654	5,743	-650	-54	6,004	5,689	103	92		
Allianz Global Risks US Insurance Company	PCB176	476,561	361,252	39,346	28,482	220,114	176,957	295,793	212,817	-37,606	-6,113	268,187	206,704	0	0		
Allied World Specialty Insurance Company	PCB231	48,953	28,627	120	233	25,159	11,565	23,914	17,266	-9,041	-9,505	14,873	7,790	0	0		
Allstate Insurance Company of Canada	PCO003	1,470,502	1,231,171	0	0	2,317	1,826	1,468,185	1,229,345	-155,105	-93,868	1,313,080	1,135,477	22,305	18,783		
Esurance Insurance Company of Canada	PCO193	70	2,649	0	0	0	0	70	2,649	13	488	63	3,137	0	70		
Palo Alto Insurance Company	PCO111	63,759	51,223	0	0	0	-2	63,759	51,227	-3,291	-548	60,508	50,679	1,671	1,361		
Pennbridge Insurance Company	PCO065	343,023	249,202	0	0	463	273	342,560	248,987	-43,004	-32,808	297,555	216,179	5,248	3,706		
<b>Allstate [Selected 4] - SubTotal</b>		<b>1,470,502</b>	<b>1,231,171</b>	<b>0</b>	<b>0</b>	<b>2,317</b>	<b>1,826</b>	<b>1,468,185</b>	<b>1,229,345</b>	<b>-155,105</b>	<b>-93,868</b>	<b>1,313,080</b>	<b>1,135,477</b>	<b>22,305</b>	<b>18,783</b>		
American Agricultural Insurance Company	PCB013	0	0	14,276	14,190	4,550	4,397	9,726	9,793	64	5	9,790	9,798	0	0		
American Bankers Insurance Company of Florida	PCB018	422,590	421,680	0	0	249,036	250,559	173,551	171,021	5,606	-21,753	179,157	149,268	0	0		
American Road Insurance Company (The)	PCB023	9,547	10,372	0	0	0	0	9,547	10,372	0	0	9,547	10,372	0	0		
Antigonish Farmers' Mutual Insurance Company	PCO006	4,789	4,650	0	0	923	920	3,866	3,730	62	31	3,928	3,761	113	109		
Arch Insurance Canada Ltd.	PCO190	85,561	64,909	300	400	76,868	57,577	9,963	7,732	-2,899	-637	7,124	7,066	0	0		
Arch Reinsurance Company	PCB240	0	0	49,505	36,331	39,971	29,526	9,534	6,705	-2,344	203	7,190	6,508	0	0		
Aspen Insurance UK Limited	PCB121	8,315	4,707	19,325	21,035	19,725	20,548	7,915	5,194	-2,463	-316	5,452	4,878	0	0		
Associated Electric & Gas Insurance Services Limited	PCB224	25,831	22,311	0	0	12,063	9,188	13,768	13,123	-767	-644	13,001	12,476	0	0		
Atradius Crédito y Caución, S.A. de Seguros y Reaseguros	PCB245	10,657	10,828	0	0	6,008	6,602	4,589	4,226	457	84	5,056	4,310	493	291		
Aviva General Insurance Company	PCO038	688,251	744,176	39,116	171,544	609,567	371,474	117,800	544,246	86,418	-9,847	204,218	534,399	0	0		
Aviva Insurance Company of Canada	PCO037	2,563,641	2,504,905	127,717	398,709	2,234,450	792,707	456,898	2,110,907	335,165	-38,192	762,083	2,072,715	0	0		
Elite Insurance Company	PCO030	232,578	235,168	16,927	159,053	195,106	142,895	54,399	251,326	-5,547	94,307	246,779	0	0	0		
Plato Insurance Company	PCP059	-2	-4	32,466	115,684	7,426	0	25,038	115,680	18,368	-2,053	43,406	113,587	0	0		
S&Y Insurance Company	PCO112	40,062	35,800	913	34,072	31,316	25,245	9,659	44,626	7,086	-807	16,743	43,819	0	0		
<b>Total SUM</b>		<b>45,299,135</b>	<b>41,226,453</b>	<b>6,247,173</b>	<b>6,394,924</b>	<b>14,042,412</b>	<b>10,562,018</b>	<b>37,503,896</b>	<b>37,068,359</b>	<b>-1,704,364</b>	<b>-2,161,065</b>	<b>35,799,532</b>	<b>34,897,294</b>	<b>175,556</b>	<b>173,736</b>		

## Powerful Market-Share Analysis Module

(Not available to Lite licenses)

This extremely powerful view provides you with unprecedented insights into market share information. Measure marketshare 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
- ✓ Region Selector
- ✓ Market-share Analysis Grid

HomeDashboardStatementsQueriesCompany GroupsField GroupsCalculated FieldsMarket Share Module -

Property & Casualty

Market Share Module > Query

View To

RegionCanada

LOBCommercial Lines

Company GroupMarket share - Group Basis

BaseIndustry TotalCurrent thru 2018

Run

Search

DCPS™ ACTIVATED!

Hide data flagged by DCPS

Enable Group Fine Prints

From1to5

2018.4

Print

Export to Excel

Company	Rank by					Market Share					Direct Written Premiums					% Growth	
	2018.4	2017.4	2016.4	2015.4	2014.4	2018.4	2017.4	2016.4	2015.4	2014.4	2018.4	2017.4	2016.4	2015.4	2014.4		
Lloyds Underwriters	1	1	2	2	2	12.30	11.82	11.17	11.00	9.79	2,979,015	2,660,423	2,426,525	2,337,821	1,946,371	1.12	1.10
Intact Financial Corporation (See Profile Notes)	2	2	1	1	1	11.71	11.76	11.98	12.31	11.99	2,836,313	2,647,307	2,602,167	2,616,969	2,384,280	1.07	1.02
Aviva Canada Group (See Profile Notes)	3	3	3	3	3	7.12	7.61	7.51	7.78	8.21	1,724,588	1,712,695	1,631,072	1,652,599	1,632,472	1.01	1.05
COMP Northbridge Financial Corporation	4	4	4	4	5	5.83	5.63	5.35	4.98	4.92	1,413,273	1,267,891	1,162,814	1,058,347	977,299	1.11	1.09
AIG Insurance Company of Canada	5	5	6	5	7	4.39	4.68	4.40	4.74	4.76	1,063,104	1,054,522	955,660	1,006,980	945,508	1.01	1.10
RSA Canada Group (See Profile Notes)	6	6	5	6	4	4.02	4.11	4.76	4.43	5.03	973,619	925,375	1,034,384	941,837	999,863	1.05	0.89
COMP Co-operators - Group	7	7	8	9	9	3.82	3.83	3.75	3.72	3.85	926,357	862,975	814,552	790,014	765,914	1.07	1.06
Insurance Corporation of British Columbia (See Profile Notes)	8	8	7	11	12	3.61	3.64	4.22	3.17	3.04	874,768	819,919	916,048	674,294	604,958	1.07	1.00
COMP Travelers - Group	9	10	12	10	10	3.05	3.08	3.08	3.15	3.39	739,675	693,169	669,931	669,151	674,041	1.07	1.03
Economical Mutual Insurance Company	9	9	10	8	8	2.94	3.47	3.65	3.70	4.05	712,172	780,399	793,454	785,929	805,152	0.91	0.98
COMP Chubb Group	12	13	14	13	13	2.67	2.75	2.86	1.78	1.82	645,614	619,447	622,217	378,424	361,684	1.04	1.00
Glenworth Financial Mortgage Insurance Company Canada	11	10	8	11	11	2.64	2.94	3.50	3.80	3.21	638,995	662,706	759,806	808,819	637,675	0.96	0.87
Zurich Insurance Company Ltd.	13	13	11	7	6	2.38	2.58	3.30	4.36	4.87	575,959	579,689	716,091	927,648	968,314	0.99	0.81
Wawanesa Mutual Insurance Company (The)	14	14	14	13	14	2.03	1.97	1.93	1.89	1.81	490,803	442,371	418,238	402,073	360,394	1.11	1.06
Allianz Global Risks US Insurance Company	16	17	16	17	18	1.85	1.80	1.50	1.59	1.51	448,675	360,540	325,590	337,191	300,381	1.24	1.11
COMP FM Global - Group	15	15	15	15	15	1.73	1.74	1.67	1.69	1.74	418,979	391,356	363,538	360,169	346,157	1.07	1.08
COMP XL - Group	24	26	62	66	152	1.04	0.87	0.12	0.12	0.12	369,326	233,553	188,564	25,361	23,632	1.58	1.24
SGI CANADA	17	18	18	18	18	1.49	1.51	1.44	1.39	1.38	361,311	340,031	313,364	296,123	273,393	1.06	1.09
Canada Guaranty Mortgage Insurance Company	19	16	19	21	139	1.41	1.54	1.31	1.17	1.17	335,923	318,151	335,496	277,426	233,113	1.06	0.95
Protektor Mutual Insurance Company	21	21	21	21	21	1.25	1.24	1.15	1.15	1.15	324,022	279,254	269,499	269,499	269,499	1.05	1.03
Total						95.35	95.16	95.73	95.68	95.64	24,985,541	22,322,058	21,863,582	20,979,863	19,607,555	1.06	1.03

## Collaboration Features

(Available to Corporate licenses)

**DCPS™ ACTIVATED!**

### A Cure for the Double Counting Blues

Query employs MSA's proprietary Double Counting Prevention System (DCPS). DCPS takes care of double counting when you include consolidated parent companies with their subsidiaries in your queries.



### 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). Users 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).

## Automation via MSA's Application Program Interface

Corporate site license subscribers have the option of tapping into MSA's P&C or Life/Health Researcher platforms programmatically via API, allowing for powerful automation of reports or services and deep integration with other corporate reporting systems.

**The API allows programatic access to many of the core features of the platform including:**

- 01** Individual user ability to share data with the corporate API access account
- 02** The corporate API access account may access all individual users' data simultaneously, including: - Company Groups and Composites - Fields Groups - Calculated Fields - Market Share Lines of Business - Market Share Regions
- 03** All querying features, such as: - Field Query - Period Query - Company Query - Market Share Query
- 04** Regulatory Statement Data
- 05** All DataPoints Data (for open database license holders)



For access to the API, please contact:  
**tesfaye.fekade@msaresearch.com**



# MSA Researcher Options & Benefits

For pricing, information or to arrange a demo, please contact Tesfaye Fekade at [tesfaye.fekade@msaresearch.com](mailto:tesfaye.fekade@msaresearch.com).

	Individual Licenses (P&C)	Corporate Site Licenses (P&C)	Lite (P&C)	Individual Licenses (Life/Health)	Corporate Site Licenses (Life Health)	Lite (Life/Health)
Number of Full Users	1, 2 or 3	25 and up	-	1, 2 or 3	25 and up	-
Number of Lite Users	1, 2 or 3	Unlimited	-	1, 2 or 3	Unlimited	-
Update Frequency	Quarterly	Quarterly	Quarterly	Quarterly	Quarterly	Quarterly
Support	✓	✓	✓	✓	✓	✓
Admin Controls	✗	✓	NA	✗	✓	NA
Collaboration Features	✗	✓	NA	✗	✓	NA
Yrs of Data	10	10 or back to 1990	10	10	10 or back to 1996	10
Online Access to MSA's Quarterly Rpt	✓	✓	✓	NA	NA	NA
Printed copies of MSA Quarterly Rpt	Add-on	30	add-on	NA	NA	NA
API	✗	✓	✗	✗	✓	✗
Interactive Dashboard	✓	✓	✓	✓	✓	✗
Statement View	✓	✓	✗	✓	✓	✗
Query View	✓	✓	✗	✓	✓	✗
Market Share Module	✓	✓	✗	✓	✓	✗
Company Groups and Custom Composites	✓	✓	✗	✓	✓	✗
Field Groups	✓	✓	✗	✓	✓	✗
Calculated Fields	✓	✓	✗	✓	✓	✗

# MSA QUARTERLY OUTLOOK REPORT

**We produce a quarterly analytical outlook report covering the Canadian P&C industry**

Each issue contains 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, updated DBRS Ratings Roundup and a CatIQ Review...all of which are informative and of great interest!

As a new feature of our MSA Researcher for P&C users, every license has access to a new module with a searchable archive of MSA's Quarterly Reports going back to Q2-2004.

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courtesy of our generous sponsor:**

**LLOYD'S**

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Please contact us at: [msaquarterly@msaresearch.com](mailto:msaquarterly@msaresearch.com) or call (416) 368-0777 x25.



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**Custom Reports:** Looking for custom data-feeds or reports on industry subsets? Consider ordering a custom report from MSA Research. With access to an extensive database of industry information, we can satisfy the majority of requests. In addition to the year-end numbers available in our standard product offerings, MSA Research has access to extensive quarterly financials on federal P&C companies going back to 1996.

**Advisory Services:** With our in-depth industry knowledge, our advisory services provide clients with insights into industry entry/exit opportunities, books of business or available shells. Our offerings include extensive analytical research and due-diligence capabilities. MSA Research and its partners provide years of deal-making experience in the Canadian marketplace.

**Rating Agency Advisory Services:** The ability to effectively manage your rating relationships is key to maximizing your success. We have the experience and knowledge to provide Canadian insurers with insights into what the various rating agencies expect, what they are looking for and how to best address outstanding or potential rating issues. In addition, our experience can give clients a heads-up preview of what ratings they are likely to garner should they engage a rating agency.

**Training:** We offer uncompromising support and free training to our customers on all our software and products! To book an appointment for onsite or web-based demos, contact: Tes Fekade at (416) 368-0777 x23 or [tesfaye.fekade@msaresearch.com](mailto:tesfaye.fekade@msaresearch.com)



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

Through its online subscription-based application, CatIQ combines comprehensive insured loss and exposure indices, as well as other related information, to better serve the needs of the insurance / reinsurance industries, public sector and other stakeholders.

**For more information, visit: [WWW.CATIQ.COM](http://WWW.CATIQ.COM)**

# CONFERENCES & EVENTS

**Sept. 30-Oct 2, 2020**

**The Westin,  
Ottawa, ON**

*Now in its 14th year, the NICC is the P&C event of the year. This high level conference addresses the most diverse and complex issues leaders face in the property and casualty insurance sector.*  
[niccanada.com](http://niccanada.com)



**NATIONAL INSURANCE  
CONFERENCE OF CANADA**

**Oct.19-20, 2020  
Metro Toronto  
Convention Centre**

*Canada's preeminent insurance financial forum is back...bigger, better and ready to tackle the industry's thorniest financial issues! It will also include MSA & CatIQ Technical Software Training.*  
[ciff.msaresearch.com](http://ciff.msaresearch.com)



**Nov. 9-10, 2020  
Beanfield Centre  
Toronto**

*InsurTech North is the leading gathering of P&C and Life/Health Insurtechs, Incumbents, VCs, Accelerators and Policymakers. Don't miss it!*  
[insurtechnorth.com](http://insurtechnorth.com)



**Feb. 2-3, 2021  
Metro Toronto  
Convention Centre**

*CatIQ Connect features content-driven discussions working to foster collaboration before, during and after catastrophic events.*  
[connect.catiq.com](http://connect.catiq.com)



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