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Year-End 2018 Canadian Property and Casualty Insurance Summary Results

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Summarized Year-End 2018 Canadian P&C Results

Dollar amounts in thousands of Canadian Dollars
Released March 18, 2019

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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		1,237,095	2%	397,517	0%	309,265	-2%	553	-75%	64,769	-26%	84,940	129%	60,940	328%	77.5	80.7	99.9	99.4
PCP095	Algoma Mutual Ins Co		9,599	2%	7,775	3%	4,524	7%	-46	-155%	17	143%	6	-96%	6	-96%	59.1	57.7	100.6	98.9
PCB176	Allianz Global Risks US		496,949	17%	318,350	32%	222,013	51%	-27,367	-511%	18,969	4%	513	-94%	332	112%	77.7	65.4	109.6	102
PCB231	Allied World Specialty		42,178	14%	25,145	279%	19,731	782%	-10,789	-2162%	338	19%	-10,560	-9614%	-10,380	-4661%	150.7	43.7	182.4	109.3
PCC003	Allstate Ins Co of Can	Allstate	1,643,106	11%	1,640,617	11%	1,065,035	14%	66,787	-52%	110,051	-30%	135,746	-38%	44,337	-74%	69.2	64.9	95.7	90.4
PCC193	Esurance Insurance Co.	Allstate	2,691	-4%	2,691	-4%	3,077	32%	-1,104	-3%	464	-5%	-624	-9%	-1,168	-92%	88.4	105.1	131.7	148
PCC111	Pafoo Insurance Co.	Allstate	71,738	4%	71,740	5%	37,523	-13%	8,674	-1%	5,357	-60%	10,706	-35%	3,881	-65%	54.8	57	87.3	88.5
PCC065	Pembridge Ins. Co.	Allstate	350,969	29%	350,596	29%	193,537	22%	18,085	-26%	10,894	-64%	22,216	-45%	8,093	-71%	64.2	60.8	94	90.6
PCB013	American Ag Ins Co		0		14,238	2%	6,262	182%	4,854	-74%	1,196	-7%	6,050	-70%	5,884	-69%	44.5	-54.3	65.5	-32.9
PCB018	American Bankers of FLA		581,659	18%	246,729	54%	86,852	3%	1,125	-38%	4,912	-15%	9,611	454%	9,611	454%	42.6	48.5	99.4	99
PCB023	American Road Ins. Co.		13,208	3%	13,208	3%	4,702	-47%	7,242	169%	252	11%	5,921	103%	5,952	124%	35.6	69.3	45.2	79
PCC005	Antigonish Farmers'		6,407	3%	5,149	2%	1,992	-8%	853	8%	386	-47%	1,083	-17%	355	-75%	39.6	43.3	83	84.2
PCC190	Arch Insurance Canada Ltd		88,741	17%	10,379	26%	5,454	79%	1,394	69%	1,527	1964%	3,273	1512%	4,771	480%	57.3	38.7	85.4	89.5
PCB240	Arch Reinsurance Company		0		8,165	-8%	6,535	-18%	1,021	137%	350	173%	1,346	150%	1,667	156%	72.6	97.8	88.7	133.9
PCB121	Aspen Insurance		6,299	26%	3,889	109%	9,445	121%	-7,129	-2087%	2,378	61%	-2,222	28%	-949	72%	180.8	101.8	236.5	99.2
PCB224	AEGIS		32,945	37%	18,888	57%	1,955	-89%	8,889	237%	1,626	397%	14,117	234%	14,382	236%	11.7	109.4	46.7	139.2
PCB246	Atradius Crédito		16,858	15%	6,404	19%	713	-78%	3,195	410%	342	163%	2,969	365%	2,979	353%	11.7	59.4	47.7	119.3
PCC038	Aviva General	Aviva	927,981	-2%	701,575	74%	496,988	81%	-10,178	71%	-1,558	-18%	-7,547	73%	-9,705	65%	70.1	59.7	101.4	107.5
PCC037	Aviva Ins Co of Canada	Aviva	3,325,873	-2%	2,721,122	-8%	1,927,536	-9%	-39,397	71%	14,808	-29%	39,623	389%	29,296	286%	70.1	74.8	101.4	104.8
PCC030	Elite Ins Co	Aviva	277,799	1%	323,978	-8%	229,493	-9%	-4,691	71%	1,080	978%	4,193	217%	1,671	140%	70.1	74.8	101.4	104.8
PCP059	Pilot Ins Co	Aviva	-4	93%	149,120	-8%	105,631	-9%	-2,160	71%	-491	66%	904	152%	464	123%	70.1	74.8	101.4	104.8
PCC112	S&Y Insurance Co	Aviva	45,829	4%	57,526	-8%	40,749	-9%	-834	71%	55	686%	548	189%	200	127%	70.1	74.8	101.4	104.8
PCP038	Scottish & York Ins Co.	Aviva	179,689	7%	233,501	-8%	165,403	-9%	-3,380	71%	108	130%	2,493	190%	1,165	139%	70.1	74.8	101.4	104.8
PCC079	Traders General Ins. Co.	Aviva	509,140	12%	467,374	-8%	331,069	-9%	-6,769	71%	84	134%	4,478	186%	2,053	135%	70.1	74.8	101.4	104.8
PCB244	AXA Insurance Company		3,771	37%	3,242	-15%	354	-53%	921	321%	123	35%	775	210%	815	343%	11.4	34.9	70.3	89.8
PCB066	XL Re America Inc.	AXA XL	26,606	18%	47,002	12%	23,614	24%	3,507	-55%	6,462	107%	7,545	3%	7,385	68%	50.7	45	92.5	81.5
PCB242	XL Specialty Insurance Co	AXA XL	356,414	69%	209,840	71%	140,141	110%	-15,759	-231%	8,637	82%	12,159	380%	16,508	891%	83.1	65.5	109.3	88.2
PCB228	Axis Reinsurance Co.		81,329	11%	66,068	175%	34,495	250%	1,243	-79%	2,600	109%	3,910	-64%	5,032	-50%	66.9	42.1	97.6	74.1
PCP063	Ayr Farmers' Mutual Ins.		31,969	8%	29,673	7%	20,973	42%	-953	-128%	462	-87%	-106	-102%	-106	-102%	74	55.4	103.4	87.1
PCB219	Berkley Ins Co		108,183	18%	49,188	9%	22,813	-17%	4,005	-27%	3,657	17%	9,913	114%	9,837	4104%	46.2	43.4	91.9	91.4
PCP061	Alberta Motor Association	CAA	229,597	-11%	207,866	-11%	152,836	-30%	14,506	140%	6,235	-36%	15,592	181%	15,592	181%	70.2	90.1	93.3	115.2
PCP060	AssurePro Ins. Co. Ltd.	CAA	3,184	8%	1,642	1%	460	-29%	-274	25%	113	-52%	295	14%	295	12%	28.1	39.8	116.7	122.3

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PCP046	BCAA Ins Corp	CAA	179,083	10%	66,080	17%	41,903	21%	-855	-123%	2,868	831%	1,572	-49%	1,572	-49%	67.5	63.5	101.4	93.1
PCP028	CAA Ins Co	CAA	295,026	34%	284,258	34%	141,588	31%	11,131	-16%	10,621	5%	16,093	-8%	17,551	0%	58.3	54.2	95.4	93.4
PCP241	Orion Travel Ins Co	CAA	84,455	13%	80,956	13%	40,056	10%	-2,601	-190%	405	-44%	-1,626	-1061%	-1,521	-380%	51.6	51.4	103.3	101.3
PCC181	Canada Guaranty Mortgage		335,923	6%	335,923	6%	17,728	54%	182,211	21%	41,795	48%	166,374	25%	141,312	-8%	7.4	5.7	24.2	25.6
PCC034	Canadian Premier General	Securian	7,260	-13%	6,659	-12%	1,402	-4%	911	-26%	84	-49%	1,065	-30%	1,069	-21%	24.7	23.3	84	80.4
PCP039	La Capitale	Capitale Grp	1,040,740	8%	1,011,037	8%	665,133	8%	-1,117	-111%	32,285	-10%	31,692	-28%	33,152	21%	68.8	67.9	100.1	98.8
PCP034	Unica	Capitale Grp	138,069	8%	131,879	9%	87,928	10%	1,398	-44%	7,561	-9%	7,306	-18%	3,233	-59%	69.1	68.2	98.9	97.9
PCP040	L' Unique Cie	Capitale Grp	274,445	18%	267,616	18%	160,626	17%	-626	-116%	6,724	6%	7,574	-33%	5,939	-42%	68.3	66.8	100.3	98.1
PCB075	Catalina General		0		0	-100%	332	184%	-509	-145%	207	-16%	-275	-230%	-382	-2222%		325		677.8
PCB245	CCR RE		0		42,106	3%	27,354	48%	861	-91%	4,386	195%	4,454	-46%	4,454	-46%	66.1	45.2	97.9	76.2
PCB230	Cherokee Ins Co		7,821	84%	5,969	76%	2,046	-1%	1,402	106%	794	-1%	1,770	43%	339	-84%	47.8	63.3	67.2	79.3
PCB030	Chicago Title		43,990	5%	43,899	5%	8,277	-21%	6,033	-5%	689	53%	4,996	0%	5,178	12%	18.9	24.9	86.3	84.8
PCC018	Chubb Ins Co of Can	Chubb	1,004,016	5%	438,442	9%	214,830	-6%	101,467	107%	56,389	-24%	118,030	42%	113,603	118%	51.3	55.1	75.8	88.3
PCB037	Federal Ins Co	Chubb	18,761	-23%	16,365	18%	5,218	215%	11,267	-24%	2,327	17%	9,368	-36%	1,382	-71%	28.4	-34.7	38.8	-13.8
PCC020	Clare Mutual Ins Co		3,264	6%	2,205	6%	907	15%	2	-97%	280	164%	311	58%	78	-71%	43	38.8	99.9	97.1
PCP051	Commonwell Mutual		161,181	10%	147,215	10%	90,190	-1%	-35	100%	5,121	-67%	3,261	57%	3,261	57%	65.2	70.8	100	110.8
PCB179	COFACE		30,617	0%	36,457	41%	7,743	-35%	2,979	690%	911	55%	3,473	1523%	3,707	918%	27.5	44.6	89.4	98.6
PCB033	CNA Canada	Loews	346,255	19%	331,500	18%	209,010	72%	-4,762	-109%	33,037	4%	23,439	-65%	11,960	-79%	67	44.6	101.5	79.9
PCP056	Co-operative Hail Ins Co		41,538	0%	17,074	-3%	11,994	88%	1,907	-81%	1,325	-84%	3,723	-80%	3,723	-80%	70.2	36.3	88.8	44.1
PCC025	Co-operators General	Cooperators	3,293,566	20%	3,060,353	15%	2,110,254	19%	-135,211	-166%	65,798	-67%	-37,109	-131%	-73,442	-163%	73.2	69.4	104.7	102
PCC026	COSECO Ins Co	Cooperators	316,835	11%	294,307	10%	204,074	15%	-13,410	-168%	0		-5,731	-168%	-8,284	-170%	73.5	69.4	104.8	102
PCC027	CUMIS General	Cooperators	344,963	4%	149,341	3%	87,548	14%	2,616	-77%	2,412	-63%	4,238	-69%	1,558	-90%	60.4	54.2	98.2	91.8
PCC077	Sovereign General Ins. Co	Cooperators	392,753	10%	412,028	10%	285,704	15%	-18,774	-167%	0		-8,085	-168%	-11,316	-169%	73.5	69.4	104.8	102
PCB031	CorePointe Ins Co		134	58%	67	60%	-209	-597%	20	123%	94	-54%	100	56%	129	311%	-535.9	-130.4	48.7	478.3
PCC016	Certas Direct Ins Co.	Desjardins	452,651	12%	436,395	11%	307,262	17%	-3,537	-156%	-4,557	-134%	31,065	101%	7,606	-64%	74.8	71.4	100.9	98.3
PCC184	Certas Home and Auto	Desjardins	1,936,960	14%	1,862,649	16%	1,090,808	74%	71,950	-69%	3,970	-96%	8,566	-70%	-93,150	-288%	68.1	51	95.5	81.4
PCP026	Desjardins Gen. Ins. Inc.	Desjardins	1,136,094	8%	1,127,112	7%	838,092	8%	-46,673	-128%	4,156	-90%	31,125	39%	-8,772	-130%	77.5	76	104.3	102
PCP068	Personal General Ins Inc.	Desjardins	443,602	10%	410,396	7%	306,361	9%	-4,808	36%	-3,289	-123%	10,314	86%	-995	-113%	78.3	75.8	101.2	102
PCC066	Personal Ins. Co.	Desjardins	951,136	8%	960,371	10%	682,113	13%	-12,274	-238%	-9,936	-129%	43,072	-10%	-2,130	-104%	74.4	72	101.3	98.9
PCB005	Ecclesiastical Ins.		93,498	8%	72,679	8%	42,608	-9%	-1,874	77%	2,423	59%	283	104%	283	104%	62.1	72.2	102.7	112.4
PCC050	Echelon Ins	Echelon Fin	341,382	40%	328,126	41%	183,075	36%	-1,212	84%	2,918	-66%	1,264	109%	1,496	288%	64.8	69	100.4	103.9
PCP122	ICPEI	Echelon Fin	33,937	4%	30,531	4%	19,443	9%	-400	-64%	410	-61%	72	-88%	55	-85%	64.9	63.7	101.3	100.9

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PCC029	Economical Mutual	Economical	2,456,314	7%	2,380,738	7%	1,690,369	4%	-261,315	-1%	163,019	20%	-72,994	21%	-163,068	-124%	75.3	74.9	111.6	111.9
PCC057	Missisquoi Ins. Co.	Economical	99,027	-9%	161,188	8%	114,707	4%	-18,327	-1%	12,579	19%	-3,058	31%	-12,036	-361%	75.6	75.3	112.1	112.4
PCC067	Perth Ins. Co.	Economical	72,711	-29%	93,247	8%	66,359	4%	-10,603	-1%	7,067	19%	-1,933	31%	-6,835	-349%	75.6	75.3	112.1	112.4
PCC137	Petline Ins Co	Economical	55,579	-4%	55,579	-4%	35,687	0%	4,377	0%	210	4100%	3,342	9%	3,418	13%	63.9	61.3	92.2	92.5
PCC033	Sonnet Ins Co	Economical	127,605	78%	168,548	8%	119,946	4%	-19,166	-1%	12,561	19%	-3,828	26%	-12,542	-336%	75.6	75.3	112.1	112.4
PCC083	Waterloo Ins. Co.	Economical	190,257	-20%	95,285	8%	67,810	4%	-10,835	-1%	7,066	19%	-1,817	36%	-6,719	-334%	75.6	75.3	112.1	112.4
PCB218	Electric Insurance Co.		5,007	-17%	1,716	-9%	210	-79%	631	1313%	1,615	17%	2,004	58%	1,471	1465%	12.2	52.3	63.2	102.7
PCB019	EULER Hermes Amer Credit		55,295	11%	17,316	12%	8,889	121%	2,801	-67%	1,334	22%	3,282	-58%	3,202	-58%	62.9	26.7	80.2	43.4
PCC064	Everest Ins. Co.	Everest Re	100,093	-15%	23,371	14%	13,655	2%	2,273	550%	1,089	29%	2,893	751%	2,735	1510%	62.9	69.5	89.5	102.6
PCB073	Everest Re	Everest Re	0		174,816	194%	95,786	275%	17,806	-17%	15,742	22%	25,525	1%	23,779	27%	64.1	38.1	88.1	68
PCP049	FMRP		0		163,586	5%	156,159	33%	-16,443	-234%	5,867	-67%	-6,635	-126%	-6,622	-126%	94.9	75.7	110	92.1
PCC139	FCT Ins Co Ltd	First Americ	156,280	-8%	150,459	-7%	29,128	-33%	28,428	-3%	3,786	-25%	24,584	-6%	22,643	-14%	19.4	26.8	81.1	81.9
PCB038	First American Title	First Americ	139	-33%	1,964	-13%	3,358	349%	-3,433	-314%	1,034	-35%	-2,153	-154%	-1,931	-159%	171	-59.6	274.8	29.4
PCC035	First North American Ins		19,464	-10%	4,595	-28%	596	-43%	1,437	-11%	260	7%	1,237	-9%	1,225	4%	11.9	15.2	71.2	76.7
PCB014	Affiliated FM Ins Co.	FM Global	132,623	6%	96,228	2%	274,024	241%	-217,741	-1390%	4,553	-68%	-188,208	-4973%	-186,117	-4241%	289.3	88.4	329.9	116.1
PCB015	Factory Mutual Ins.	FM Global	361,339	3%	254,231	2%	336,924	54%	-134,796	-1185%	16,088	-69%	-84,164	-349%	-82,177	-937%	135.3	84.1	154.1	104
PCB041	General Re		0		85,484	16%	113,852	349%	-49,388	-245%	5,213	111%	-32,863	-215%	-32,867	-215%	137.8	36.6	159.8	51
PCC036	Genworth Fin Mort Ins Can		638,995	-4%	638,995	-4%	100,041	45%	457,848	-6%	187,287	2%	468,657	-15%	358,950	-33%	14.7	10.2	32.7	27.8
PCC040	Gore Mutual Ins Co		442,212	2%	418,896	2%	275,160	-10%	2,098	106%	24,986	11%	21,344	399%	2,815	118%	66.2	76.7	99.5	108.6
PCB043	Great American Ins Co		52,247	1%	44,971	1%	22,705	-13%	2,642	292%	3,332	12%	5,794	138%	5,248	1417%	49.3	57.8	94.3	103.1
PCC088	Green Shield Canada		564,077	7%	548,270	7%	441,301	3%	7,550	572%	6,460	-86%	7,842	-80%	15,416	-50%	80.5	83.6	98.6	100.3
PCP012	Estrie-Richelieu		59,898	11%	42,943	10%	28,655	16%	-2,535	-3861%	3,597	-1%	1,062	-70%	1,062	-70%	69.7	65.2	106.2	100.2
GRP081	Groupe Promutuel		824,090	6%	692,370	17%	444,486	15%	-7,685	42%	5,152	-85%	-14,984	-1039%	-19,636	-38%	67.8	67.7	101.2	102.3
PCC043	Guarantee Co of NA		558,914	9%	402,788	8%	196,530	4%	12,901	307%	23,757	-54%	35,676	-16%	-9,606	-124%	50.7	52.4	96.7	99.1
PCB044	Hannover Rück SE		0		319,310	17%	185,101	9%	44,860	14%	25,379	-5%	40,912	-20%	37,869	12%	59.9	60.7	85.5	85.7
PCB046	Hartford Fire Ins Co		17,725	1%	15,648	-1%	8,825	263%	2,060	-74%	2,331	12%	3,284	-57%	3,416	-47%	56.6	15.6	86.8	34.1
PCB236	HDI Global		78,491	37%	9,920	81%	10,139	429%	-3,028	-218%	3,304	32%	-1,043	-148%	-1,394	-533%	127.9	40.8	138.2	45.3
PCB232	HDI Global Specialty		95,942	22%	12,390	32%	8,890	26%	-284	-114%	433	91%	581	-62%	686	-57%	75.2	69.5	102.4	80.1
PCC061	Heartland Farm Mutual		129,297	8%	110,298	6%	67,122	1%	-6,697	24%	7,751	701%	1,278	121%	-4,248	-56%	63	65	106.3	108.6
PCP115	Industrial Alliance A&H	IA	316,206	6%	310,762	6%	207,254	-5%	12,726	214%	3,448	23%	11,990	290%	12,549	211%	68.7	76.6	95.8	103.9
PCP242	Prysm General Insurance	IA	50,871	34%	49,770	34%	36,335	24%	-7,919	33%	452	153%	-5,501	35%	-5,357	41%	85.3	96.9	118.6	139
PCP002	Belair Ins. Co.	Intact	1,243,828	37%	1,076,560	37%	708,818	34%	39,157	106%	38,188	5%	49,440	44%	30,155	-11%	66.8	68.3	96.3	97.5

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PCC012	Canadian Direct	Intact	-97	-103%	119,461	-70%	88,832	-66%	642	-93%	18,404	-35%	14,506	-50%	-1,377	-105%	69.5	68.3	99.5	97.5
PCP128	InnovAssur	Intact	-755	-102%	-1,134	-103%	33,752	-46%	4,632	-47%	409	-73%	3,553	-95%	3,650	-95%	75.9	68.7	89.6	90.3
PCP055	Intact Farm	Intact	52,849	12%	111,298	11%	52,408	-7%	28,359	50%	3,522	-36%	32,626	34%	33,029	73%	49.2	57.2	73.4	80.8
PCC045	Intact Ins. Co.	Intact	6,669,324	1%	5,182,763	2%	3,456,479	0%	172,479	39%	227,020	-13%	308,393	2%	145,244	-50%	67.1	68.3	96.7	97.5
PCC049	Jevco Ins. Co.	Intact	74,591	-2%	398,674	2%	265,883	0%	13,268	39%	20,498	-24%	27,210	-4%	11,529	-57%	67.1	68.3	96.7	97.5
PCC044	Nordic Ins. Co.	Intact	11,511	-96%	398,674	2%	265,883	0%	13,268	39%	22,509	8%	28,807	-59%	11,917	-83%	67.1	68.3	96.7	97.5
PCC013	Novex Ins Co.	Intact	476,571	3%	398,674	2%	265,883	0%	13,267	39%	17,755	-11%	23,634	9%	10,088	-53%	67.1	68.3	96.7	97.5
PCC080	Trafalgar Ins. Co.	Intact	5,784	2%	398,674	2%	265,883	0%	13,268	39%	21,610	-27%	27,972	-8%	11,528	-59%	67.1	68.3	96.7	97.5
PCB238	Ironshore Insurance Ltd.		27,153	7%	12,147	44%	13,379	118%	-5,382	-519%	1,354	48%	-10,414	-577%	-2,150	-7%	125.5	66.7	150.5	83.5
PCB190	Jewelers Mutual Ins. Co.		8,630	11%	8,003	9%	5,760	83%	-535	-134%	178	6%	-373	-122%	-373	-122%	76.6	45.1	107.1	77.7
PCC052	Kings Mutual Ins Co		12,668	7%	11,217	6%	5,382	79%	-1,121	-394%	1,372	-27%	331	-77%	-1,110	-170%	49.8	29.8	110.4	102.2
PCP114	Lawyers' Professional Ind		114,784	-1%	107,582	-1%	80,992	-24%	2,826	114%	19,711	-4%	16,852	2636%	-216	-202%	75.3	97.9	97.4	118.4
PCB035	Employers of Wausau	Liberty Mutu	0		0		-4	78%	-69	24%	126	-58%	56	-73%	100	313%				
PCB054	Liberty Mutual Ins	Liberty Mutu	424,816	4%	306,206	-1%	225,549	15%	-9,390	-138%	28,719	3%	43,818	134%	41,302	147407%	81.7	66.9	103.4	91.6
PCB006	Lloyd's Underwriters		3,490,843	15%	3,844,897	13%	2,027,250	10%	565,967	33%	193,997	207%	961,522	170%	961,522	170%	55.7	55.2	84.4	87.2
PCB220	Mapfre Re Co SA		0		17,349	1%	8,566	202%	3,388	-64%	942	1%	3,488	-55%	3,195	-56%	49.8	16.2	80.3	46.1
PCP174	MAX Insurance		29,333	41%	22,111	43%	12,220	71%	-4,207	-319%	-548	-730%	-3,990	-460%	-5,132	-557%	68.3	53.2	123.5	107.5
PCC183	MIC Ins Co Cda		0		0		-4	-33%	-141	-15%	781	14%	471	14%	494	59%				
PCP162	Millennium Ins Corp.		183,249	7%	127,923	6%	56,994	16%	23,905	7%	-32,121	-328%	2,157	-93%	2,157	-96%	55.3	53.3	76.8	71.3
PCB085	Mitsui Sumitomo Ins		25,632	9%	23,068	9%	5,499	142%	9,566	-16%	2,069	16%	8,441	-13%	8,721	15%	24.8	11.1	56.8	44.3
PCB058	Motors Ins Corp		91,435	-7%	51,255	-3%	17,978	28%	17,097	-30%	7,187	9%	18,534	-19%	16,516	-13%	42	31.8	60.1	44.6
PCC009	BI&I		36,082	0%	121,903	3%	47,303	27%	10,445	-42%	3,359	-15%	9,703	-41%	9,110	-34%	39.4	30.7	91.3	85.1
PCC059	Munich Re of Canada	Munich Re	0		172,282	-22%	102,688	2%	30,397	-39%	17,549	-29%	34,526	-35%	34,850	-22%	52.7	47.3	84.4	76.6
PCC042	Temple Ins Co	Munich Re	241,333	35%	179,622	42%	108,132	15%	-21,233	-293%	11,943	-16%	1,982	-66%	1,872	287%	76.9	67.3	115.1	103.9
PCB022	Munich Reins America Inc.		0		5,721	53%	-3,884	-44%	7,591	49%	3,155	-17%	9,614	42%	10,150	158%	-67.9	-70.7	-32.8	-33.5
PCP104	MEARIE		13,861	0%	8,692	4%	4,093	-3%	1,133	3%	2,783	-11%	3,916	-7%	2,437	-50%	46.9	50.3	87	87
PCP106	Mutual Fire Ins Co of B.C		96,443	12%	44,193	20%	28,148	26%	-3,029	-712%	2,579	13%	-923	-138%	-1,539	-143%	67.7	58.7	107.3	98.7
PCP015	My Mutual Insurance		27,338	16%	22,501	13%	9,198	-3%	3,014	216%	379	137%	2,852	200%	2,852	200%	44.4	52.5	85.4	94.7
PCB131	NLFIC		92,345	36%	46,461	27%	42,198	45%	-25,731	-95%	4,774	97%	-16,607	-55%	-16,384	-51%	111	94.8	167.7	143
PCB101	Nationwide Mutual		0		0		28	211%	-318	-12%	83	0%	-237	-17%	-237	-17%				
PCC032	Federated Ins Co	Northbridge	250,913	10%	234,919	9%	179,264	2%	-23,193	34%	-7,934	-143%	-20,220	-88%	-20,491	-84%	80.2	84.9	110.4	116.9
PCC023	Northbridge General	Northbridge	1,453,702	12%	1,285,599	10%	721,391	9%	82,640	16%	-56,295	-130%	31,947	-84%	35,494	-82%	58.8	59.2	93.3	93.6

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PCC024	Verasure Ins Co	Northbridge	105,323	-48%	103,652	-48%	56,575	-35%	14,868	-66%	5,873	-72%	18,185	-59%	16,172	-61%	55.1	46.9	85.5	76.7
PCC087	Zenith Ins Co	Northbridge	74,931	10%	73,873	10%	43,610	7%	5,301	10%	-2,035	-172%	3,133	-34%	3,133	-34%	62.1	65.4	92.4	92.3
PCB090	Odyssey Re		0		60,265	-18%	27,014	-31%	19,990	41%	-7,715	-160%	7,998	-63%	7,416	-65%	41.3	52.3	69.4	81
PCC063	Old Republic Ins. Co.		243,210	43%	195,044	32%	92,112	8%	18,526	1375%	5,532	22%	17,652	314%	16,202	579%	52.4	61.4	89.5	99.1
PCC138	Omega General Ins Co		79,704	-5%	1,038	-72%	732	-59%	-104	92%	-24	-105%	-120	91%	-55	96%	55.9	125.1	107.9	189.7
PCP108	OSBIE		30,911	-2%	27,892	-2%	21,223	39%	3,678	-64%	8,482	32%	12,413	-27%	254	-99%	74.9	52.7	87	64.4
PCP067	Optimum Farm Ins Inc.	Optimum	12,406	11%	8,587	7%	2,830	-31%	3,068	109%	155	50%	3,223	106%	3,238	115%	34	52.7	63.1	81.2
PCP013	Optimum Ins Co Inc.	Optimum	92,993	8%	109,800	7%	65,693	15%	-1,905	-316%	3,544	39%	1,273	-50%	711	-70%	61.7	57.8	101.8	99.1
PCP112	Optimum West Ins Co	Optimum	79,134	7%	25,220	8%	15,012	11%	2,263	-7%	688	81%	2,191	5%	2,020	-1%	61.2	60	90.8	89.2
PCB234	Partner Re U.S.		0		107,113	19%	77,176	504%	-5,074	-109%	7,636	504%	862	-98%	859	-98%	74.8	12.9	104.9	43.2
PCP100	Peace Hills General		225,211	5%	131,972	5%	89,121	-1%	-9,937	1%	3,969	-2%	-4,172	-9%	-6,548	-43%	69.5	69.8	107.8	107.8
PCC070	Portage la Prairie Mutual		192,994	3%	169,298	1%	107,010	8%	-6,273	-296%	2,547	-81%	-1,467	-111%	-3,928	-140%	64.2	59.3	103.8	98.1
PCP187	Poultry Ins Exch Recip		3,556	6%	2,561	-5%	254	-47%	1,908	1%	377	-4%	1,828	-16%	1,828	-17%	9.9	17.8	25.5	30
PCP066	PEI Mutual		25,694	8%	23,259	8%	15,786	26%	-721	-151%	1,618	-48%	1,005	-46%	1,005	-42%	71.1	60	103.2	93.2
PCP003	Promutuel Re		45,225	14%	151,227	-25%	117,014	-19%	-14,004	13%	4,887	-74%	-6,525	-355%	-14,047	-11709%	70.8	72.8	108.5	108.2
PCB071	Protective Ins Co		3,028	-1%	2,270	1%	609	-89%	968	125%	293	291%	1,645	144%	1,688	145%	26.9	272.7	57.2	308.1
PCC082	RBC Ins Co of Cda	RBC	124,246	5%	124,937	6%	73,312	13%	1,805	-4%	1,799	-8%	5,885	-27%	6,348	-24%	59.6	54.9	98.5	98.4
PCP107	Red River Valley Mutual		113,878	8%	95,962	3%	51,175	24%	-2,484	-122%	388	-91%	-823	-107%	-1,763	-116%	56	45.8	102.7	87.6
PCC006	Ascentus Ins Ltd	RSA	0		0		-26	76%	-46	-224%	73	0%	21	-73%	-18	-169%				
PCC014	Canadian Northern Shield	RSA	238,796	3%	205,610	-1%	126,860	26%	-2,992	-114%	3,787	-12%	1,084	-94%	1,914	-89%	62.8	48.8	101.5	89.3
PCC072	Quebec Assurance Co.	RSA	0		50,240	5%	34,442	15%	-703	-140%	2,245	-3%	1,404	-41%	470	-77%	69.9	63.6	101.4	96.3
PCC073	RSA Ins. Co. of Canada	RSA	1,606,922	4%	1,373,228	5%	941,429	15%	-19,225	-140%	62,753	-2%	41,052	-26%	24,950	-35%	69.9	63.6	101.4	96.3
PCC081	Unifund Assurance Co.	RSA	1,003,569	8%	586,331	766%	411,522	547%	7,977	-80%	17,649	-40%	19,464	-62%	14,648	-66%	73.5	-113.8	98.6	50.4
PCC085	Western Assurance Co	RSA	180,681	10%	251,200	5%	172,213	15%	-3,517	-140%	10,947	-2%	6,319	-39%	2,900	-58%	69.9	63.6	101.4	96.3
PCB222	Safety National Cas Corp		0		0		-1,790	-275%	1,449	211%	2,090	68%	3,539	6309%	1,623	110%				
PCP230	Saskatchewan Auto Fund		949,376	1%	936,882	1%	850,751	11%	-99,645	-720%	7,813	-96%	-9,536	-104%	269,815		91.2	82.8	110.7	101.3
PCC074	Sask Mutual Ins. Co.		76,555	3%	74,854	16%	42,942	25%	-1,111	-148%	2,449	309%	1,002	-54%	1,082	-76%	61.4	55.8	101.6	96.3
PCC075	SCOR Canada Re		0		162,403	0%	103,948	28%	-2,154	-123%	9,367	9%	5,435	-59%	1,012	-92%	61.8	52.5	101.3	93.8
PCB243	SCOR UK Company Limited		23,179	33%	1,155	71%	2,102	195%	-1,548	-287%	76	161%	-1,029	-180%	-1,014	-238%	363	154.4	367.4	186.8
PCC011	Scotia General Ins Co		0		0		0		0		0		1	102%	1	102%				
PCB078	Sentry Ins		1,140	-13%	946	-12%	202	49%	-507	-467%	490	6%	25	-95%	83	185%	20.5	13.5	151.5	86.3
PCP006	Coachman Ins Co	SGI	34,663	-50%	30,249	-54%	44,632	-27%	-16,749	3%	4,227	-54%	-9,172	-55%	-9,172	-55%	96.8	87.3	136.3	124.8

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PCP007	SGI CANADA	SGI	886,560	12%	830,581	11%	505,289	15%	-15,159	-366%	25,491	-53%	18,365	-73%	18,365	-73%	65	61.9	102	99.2
PCP123	SCISL	SGI	343,335	27%	323,063	27%	223,544	18%	-44,744	-5%	11,980	-33%	-24,731	-43%	-24,731	-43%	79.6	81.5	115.9	118.2
PCB233	Shipowners' Mutual		0		0		-136	94%	7	-100%	-1,525	-217%	-1,631	-156%	72	-94%				
PCB039	Sirius America		0		12,455	222%	343	107%	8,537	25%	1,282	7%	7,305	7%	7,903	33%	2.7	-114.3	32.7	-65.4
PCB099	Sompo Japan Nipponkoa		7,351	17%	7,903	15%	5,244	12%	-736	3%	1,369	-2%	796	10%	721	67%	68.8	69.2	109.7	111.2
PCP045	SSQ Ins Co		258,378	7%	253,305	7%	161,805	8%	-1,868	-129%	8,715	142%	5,668	-26%	-1,515	-111%	68.6	65.8	100.8	97.1
PCB237	Starr Insurance & Reinsur		92,605	46%	5,378	44%	4,085	103%	579	2617%	1,246	38%	1,715	98%	2,391	1876%	97.3	94.9	86.2	101.1
PCB084	Stewart Title Guaranty Co		112,768	-12%	112,768	-12%	36,308	-34%	22,705	84%	4,548	18%	20,192	67%	20,188	112%	32.2	43.3	79.9	90.3
PCC051	Suecia Re		0		0		-35	96%	-379	-183%	98	100%	-281	-156%	-281	-156%				
PCB227	Sunderland Marine Ins Co		2	-99%	-5	-121%	-245	-125%	2,171	208%	464	190%	2,635	242%	2,635	242%	4900	38.8	43520	178.9
PCB086	Swiss Re	Swiss Re	0		77,818	5%	17,936	-65%	30,022	1360%	8,199	-2%	34,600	450%	37,931	127%	22	65.8	63.2	103.1
PCB036	Westport Ins Corp.	Swiss Re	206,449	30%	260,201	783%	93,642	323%	10,176	365%	3,245	74%	7,799	64%	8,665	116%	66.9	74.7	92.7	113
PCB087	T.H.E. Ins Co		789	-4%	441	26%	192	1300%	-119	-128%	71	9%	356	86%	323	98%	58.5	-2.6	136.3	31.9
PCC010	Primum Ins. Co.	TD Insuranc	622,674	7%	450,940	136%	302,794	186%	9,619	-25%	15,403	-31%	19,508	-28%	15,436	-36%	69.1	39.5	97.8	95.2
PCC076	Security National Ins Co	TD Insuranc	3,184,729	6%	2,303,125	102%	1,558,351	123%	36,253	-18%	73,590	-29%	83,870	-26%	62,867	-23%	69.3	45.7	98.4	97.1
PCC062	TD Direct Ins. Inc.	TD Insuranc	0		0		0		-25	14%	267	-10%	178	-2%	30	133%				
PCC008	TD General Ins Co	TD Insuranc	326,585	3%	240,155	104%	158,460	70%	9,042	268%	5,315	417%	13,010	14684%	11,942	1126%	67.4	53.2	96.2	103.1
PCC071	TD Home & Auto Ins. Co.	TD Insuranc	52,703	3%	37,811	142%	-1,185	99%	28,916	-34%	7,603	-26%	26,456	-33%	24,729	-29%	-3	170.4	26.3	153.1
PCB241	Technology Insurance Comp		9,797	15%	3,627	41%	2,003	-29%	-11	-102%	568	-15%	491	-48%	370	-47%	70.8	78	100.4	84.9
PCB091	Toa Re		0		35,980	26%	23,822	185%	1,073	-90%	4,389	-7%	3,833	-67%	2,920	-68%	69	30.1	96.9	60.1
PCB088	Tokio Marine and Nichido		39,259	2%	36,367	6%	25,238	62%	-3,152	-151%	1,531	86%	-1,065	-121%	-618	-113%	74.7	46.2	109.3	81.7
PCB092	Transatlantic Re		0		115,916	13%	75,734	500%	4,351	-93%	13,350	10%	26,254	-45%	24,509	-40%	67.8	12.3	96.1	39.6
PCC028	The Dominion	Travelers	1,307,461	7%	1,284,674	7%	899,589	32%	-96,464	-239%	63,658	-5%	-23,944	-124%	-35,461	-155%	71.7	58.2	107.7	94.1
PCB076	St. Paul Fire and Marine	Travelers	92,089	-4%	83,874	0%	59,594	4%	-3,316	-374%	14,744	6%	9,726	-2%	6,986	1343%	70.7	66.4	103.9	100.8
PCC055	Travelers Ins Co Canada	Travelers	291,523	18%	263,903	21%	118,700	4%	11,474	249%	11,240	-68%	17,735	-13%	15,365	822%	50.7	56.1	95.1	103.8
PCP031	Trillium Mutual Ins Co.		64,079	16%	58,957	16%	38,775	38%	-4,260	-663%	-638	-124%	-2,354	-189%	-2,354	-189%	70.6	59.3	107.8	98.4
PCC180	Trisura Guarantee Ins. Co		163,470	12%	113,005	13%	19,001	0%	11,986	35%	6,406	70%	14,115	46%	7,101	-33%	21.6	23.9	86.4	88.8
PCB226	Triton Insurance Company		66,551	29%	66,551	29%	14,802	-7%	9,106	34%	4,370	8%	10,682	33%	8,824	46%	28.3	35.2	82.6	84.9
PCB247	United States Liability		606		276		39		-1,374		104		-1,270		-1,270		45.9		1716.5	
PCB098	Virginia Surety Co.		3,311	-26%	1,921	-18%	6,280	-9%	-193	87%	1,519	53%	205	181%	44	104%	69.1	66.7	102.1	114.2
PCC084	Wawanesa Mutual Ins. Co.		3,233,937	9%	3,118,980	10%	2,276,961	0%	-125,837	47%	222,824	-49%	150,639	-25%	13,474	-71%	75.3	80.1	104.2	108.4
PCC086	Western Surety Co.		27,782	8%	17,846	2%	2,320	-37%	1,709	4173%	1,596	78%	2,500	222%	988	-43%	13.3	21.5	90.2	99.8

Summarized Year-End 2018 Canadian P&C Results

Dollar amounts in thousands of Canadian Dollars
Released March 18, 2019

For extremely detailed year-end 2018 financial data on these companies please refer to the MSA Researcher P&C Software Platform by logging in at www.msaresearch.com

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
PCC041	Wynward Ins Group		118,041	10%	99,652	15%	60,238	43%	-2,989	-178%	5,359	43%	2,370	-59%	-5,818	-172%	63.9	51.2	103.2	95.4
PCB100	Zurich Ins Co Ltd.		590,120	1%	326,869	-18%	365,115	27%	-116,813	-307%	43,545	-11%	-43,446	-169%	-48,119	-217%	103.5	60.5	133.1	88.1
	Industry Total		60,894,173	8%	55,171,016	12%	36,135,309	15%	688,479	-60%	2,273,146	-37%	3,152,037	-25%	2,196,110	-34%	68.18	64.5	98.7	96.45

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/dcps.



Products, Events and Services Catalogue

Definitive insurance information for intelligent business decisions™

2019

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 17.

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 a 'Label' field. There are 'Save' and 'Cancel' buttons. Below this, a 'Description' field contains the text 'Combination of Personal Property and Private Passenger Auto'. The main part of the interface is a list of checkboxes for selecting business lines. The list includes: 'TOTAL - NET' (unchecked), 'Total - direct' (unchecked), 'Property' (unchecked), 'Personal' (checked), 'Commercial' (unchecked), 'Aircraft' (unchecked), 'Automobile' (unchecked), and 'Private Passenger' (checked).

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 CCPS From 1 to 3 | 2016.4

Company	Rank by					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	14.94	12.88	468,424	437,586	348,437	305,406	295,736	1.07	1.26	0.98	1.20	38.40	-72.30	74.39	94.43	55.03
Intact Insurance Company	2	2	3	3	3	7.62	7.76	7.99	7.96	7.16	201,572	199,352	192,827	189,332	176,151	1.01	1.03	1.02	1.06	50.78	81.05	49.62	56.22	51.16
Aviva Insurance Company of Canada	3	3	2	2	2	7.14	7.51	7.98	8.06	8.21	169,049	192,856	194,024	191,784	188,441	0.98	0.99	1.01	1.02	48.98	-61.24	-61.59	53.90	106.17
Chubb Insurance Company of Canada	4	7	7	7	7	6.23	4.28	4.14	4.10	4.37	164,839	109,906	100,562	97,647	100,284	1.50	1.09	1.03	0.97	95.65	41.17	47.90	36.85	49.33
AIG Insurance Company of Canada	5	4	5	5	5	5.44	5.91	5.91	5.43	5.80	144,358	151,765	143,595	129,104	133,256	0.95	1.06	1.11	0.97	108.11	82.48		35.14	48.14
Zurich Insurance Company Ltd.	6	5	4	4	4	5.26	5.25	5.93	5.10	6.56	139,250	134,775	168,581	145,182	150,608	1.03	0.90	1.16	0.96	30.88	167.12	114.30	85.91	42.42
Lawyers' Professional Indemnity Company	7	6	6	6	6	4.41	4.74	4.61	4.54	4.56	116,822	121,729	116,979	108,009	104,764	0.96	1.04	1.08	1.03	95.01	61.57	67.53	67.79	96.24
Co-operators General Insurance Company	8	8	10	11	11	3.68	3.41	3.32	3.11	2.95	97,865	87,644	80,836	74,088	67,511	1.11	1.08	1.09	1.10	61.75	50.21	30.43	38.05	16.87
Economical Mutual Insurance Company	9	9	8	9	10	3.22	3.30	3.72	3.71	3.54	85,262	84,829	90,435	88,310	81,215	1.01	0.94	1.02	1.09	78.13	62.10	55.15	70.17	59.68
Royal & Sun Alliance Insurance Company of Canada	10	10	9	8	8	3.16	3.16	3.51	3.97	4.01	83,703	81,256	85,425	94,471	92,010	1.03	0.95	0.90	1.03	55.43	521.06		55.49	53.89
Mitros Insurance Corporation	11	11	11	10	9	2.65	2.83	3.02	3.29	3.61	70,227	72,613	78,701	78,260	82,773	0.97	0.97	0.95	0.95	40.80	43.62	47.71	50.32	55.34
Total						100.00	84.04	84.61	84.02	82.82	2,446,276	2,487,617	2,300,410	2,230,883	2,131,282	1.07	1.07	1.03	1.08	71.18	71.86	64.24	64.16	66.69

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.

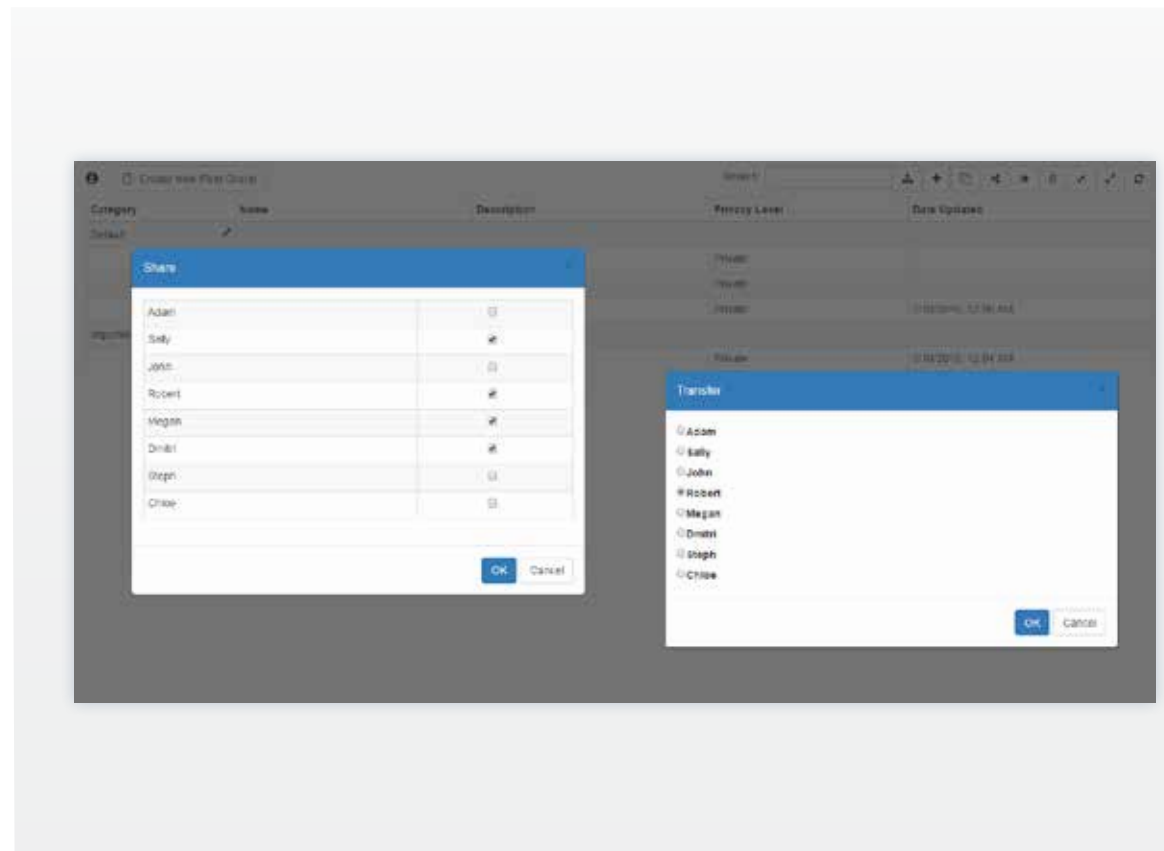
- **Enhanced collaboration features between users - takes collaboration to a new level (site license only)**

- **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

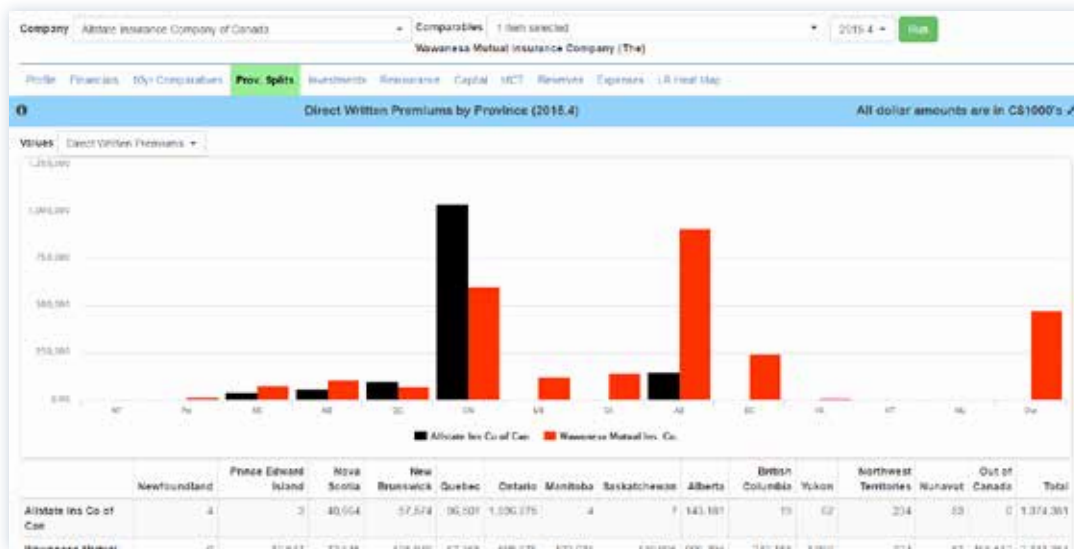
Company: Manufacturers Life Insurance Company (The) | Comparables: 1 item selected | 2015.4 | Run

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

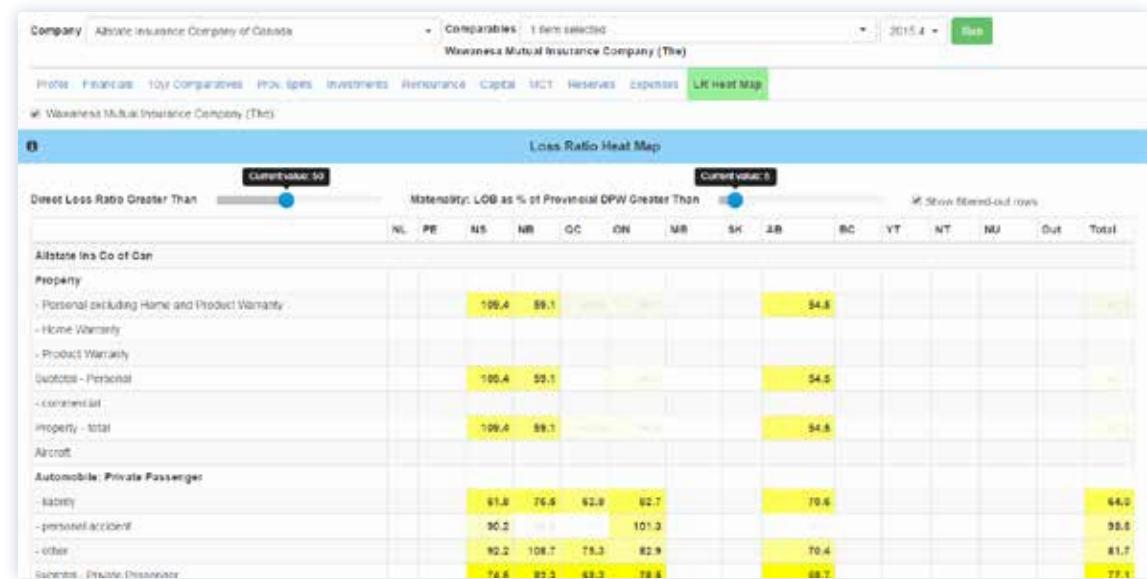


PROVINCIAL SPLITS

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.

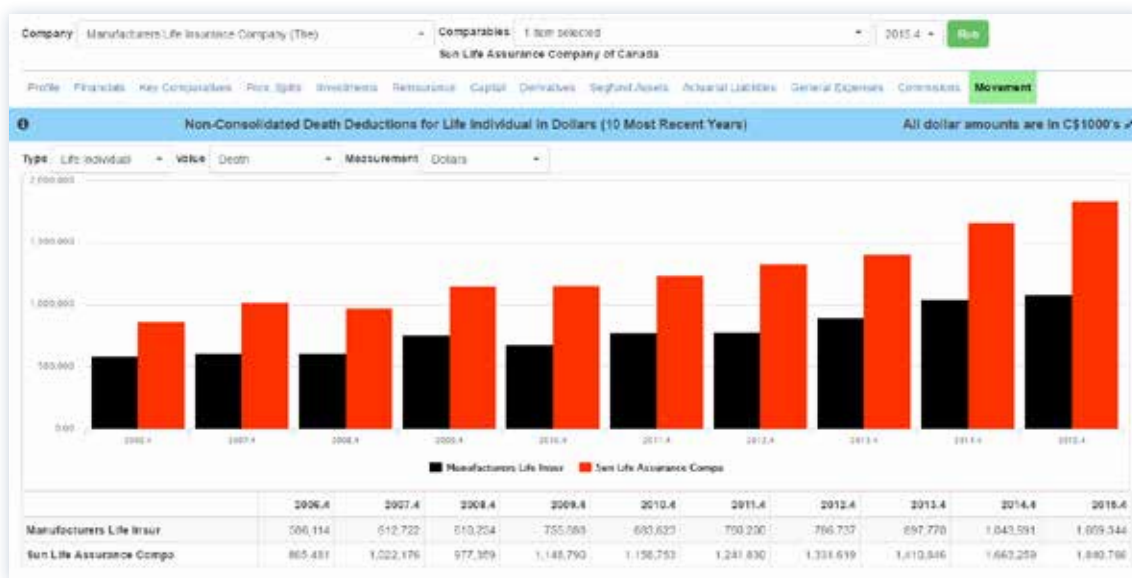
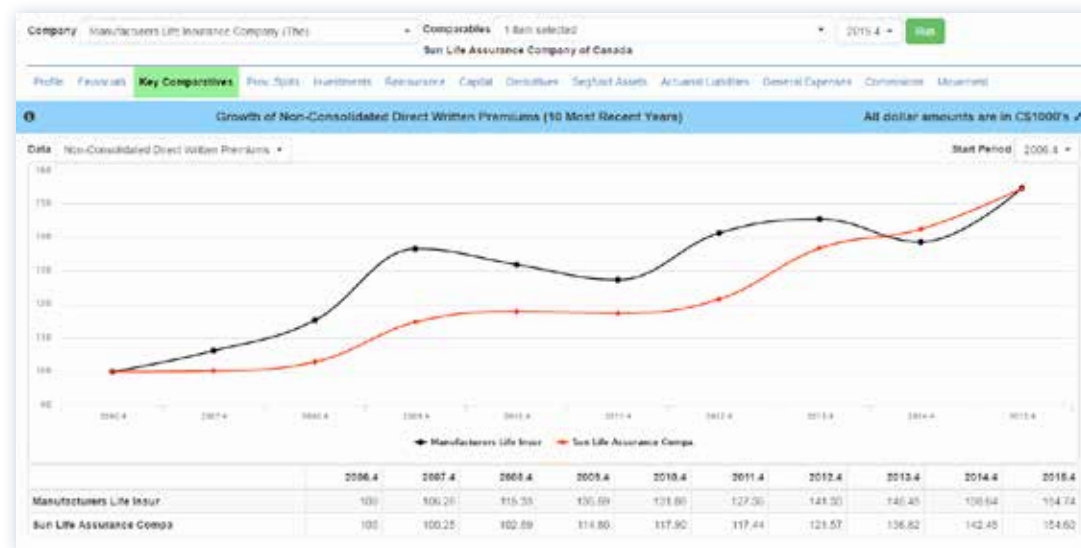


DASHBOARD - LIFE/HEALTH

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.

INTRODUCING AUTOMATION VIA MSA'S API (Application Programming Interface)

Taking MSA Researcher to the next level with our new API

Corporate site-license subscribers now 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:

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



For access to the API or for more information, please contact tesfaye.fekade@msaresearch.com

ADDITIONAL FEATURES

Company: Adlake Insurance Company of Canada
 Period: 2015-1-1
 Time Frame: YTD
 3 months
 Rolling 12 months
 Page: 57 of 10 Premium Values

ADLAKEL
 2015.1 (last 3 months)

CONSOLIDATED
 PROVINCIAL AND TERRITORIAL EXHIBIT OF PREMIUMS WRITTEN

Class of Insurance	Newfoundland & Labrador (01)	Prince Edward Island (02)	Nova Scotia (03)	New Brunswick (04)	Quebec (05)	Ontario (06)	Manitoba (07)	Saskatchewan (08)	Alberta (09)
LICENSED (Y/N)	01	0	0	0	0	0	0	0	0
Property	01	0	3,002	3,098	8,605	63,983	0	0	11,221
- Home Warrants	04	0	0	0	0	0	0	0	0
- Product Warrants	05	0	0	0	0	0	0	0	0
Subtotal - Property	06	0	3,002	3,098	8,605	63,983	0	0	11,221
- Personal	07	0	0	0	0	0	0	0	0
- Commercial	08	0	0	0	0	0	0	0	0
Property - Total	09	0	3,002	3,098	8,605	63,983	0	0	11,221
Aircraft	10	0	0	0	0	0	0	0	0
Automobile	11	0	3,341	4,201	6,307	33,861	0	0	12,442
- Private Passenger	12	0	611	962	108	58,030	0	0	1,253
- Personal auto fleet	13	0	1,774	2,992	6,427	58,896	0	0	8,935
- Other	14	0	0	0	0	0	0	0	0
Subtotal - Private Passenger	15	0	2,385	3,954	6,535	117,926	0	0	10,188
Other than Private Passenger	16	0	0	0	0	0	0	0	0
- Personal auto fleet	17	0	0	0	0	0	0	0	0
- Other	18	0	0	0	0	0	0	0	0
Subtotal - Other than Private Passenger	19	0	0	0	0	0	0	0	0
Facility Assn/ Rental Market	20	0	0	0	0	0	0	0	0
- Personal auto fleet	21	0	0	0	0	0	0	0	0
- Other	22	0	0	0	0	0	0	0	0
Subtotal - Facility Assn/ Rental Market	23	0	0	0	0	0	0	0	0

DISCRETE PERIOD ANALYSIS

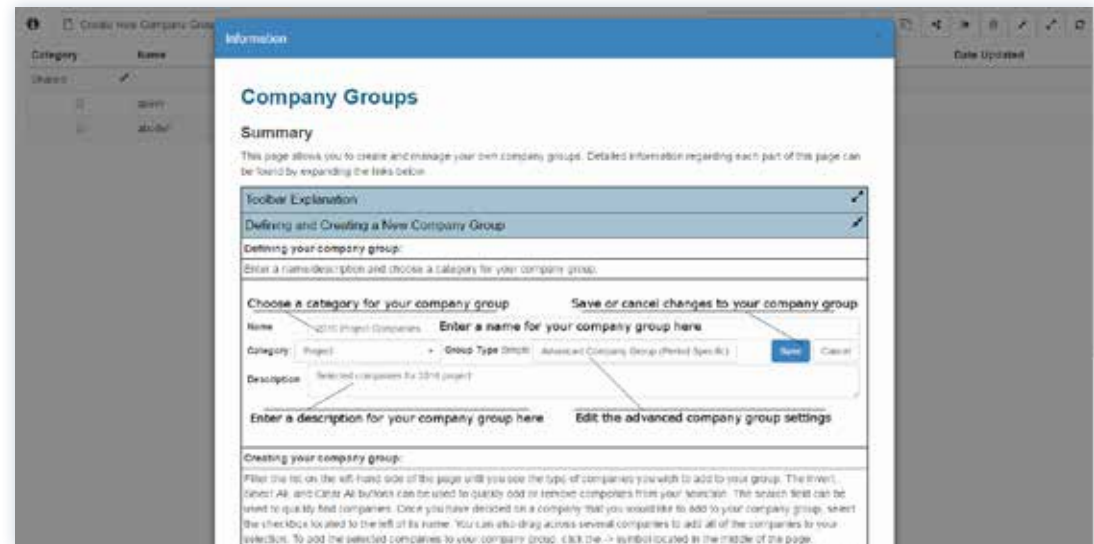
Ability to view 3mos, YTD or rolling twelve month information for selected statement pages.

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.

The screenshot shows a query interface with the following details:

- Query:** Multiple Companies and Fields (1 Period)
- Companies:** All Companies with 2013 Q4 Data
- Fields:** Income Statement Fields
- Period:** 2015.4
- DCPS ACTIVATED!** banner with options: Hide data flagged by DCPS, SubTotals On, Totals On, SUM, Make Group from Query, Export to Excel.

Company	WP_Direct CY	WP_Direct PY	WP_Assumed CY	WP_Assumed PY	WP_Ceded CY	WP_Ceded PY	NPWritten CY	NPWritten PY
AssurePro Insurance Company Limited	2,621	2,506	0	0	987	805	1,634	
Atadus Credit Insurance N.V.	14,280	11,294	0	0	9,107	7,446	5,173	
Aviva - Aviva Insurance Company of Canada	3,143,021	3,003,627	184,119	203,112	805,864	812,290	2,411,276	2,3
Aviva - Elite Insurance Company	282,747	281,094	189,198	189,514	164,843	167,299	287,302	2
Aviva - First Insurance Company	882	20	131,812	130,408	43	42	132,151	1
Aviva - S&Y Insurance Company	48,526	54,227	50,023	49,400	47,564	53,233	50,962	
Aviva - Scottish & York Insurance Co. Limited	165,455	153,551	127,019	129,601	65,970	70,008	200,004	2
Aviva - Traders General Insurance Company	448,491	444,203	180,686	187,351	215,239	222,022	414,138	4
Aviva [Selected 5] - SubTotal	4,106,022	3,957,192	642,754	669,737	1,449,152	1,363,300	3,592,524	3.4
AY&A Insurance Corporation	3,248	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!

The screenshot shows a query filter interface with the following details:

- Company:** COMP big op on writers
- Period:** 2016.3
- Time Frame:** YTD, 3 months (selected), 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.

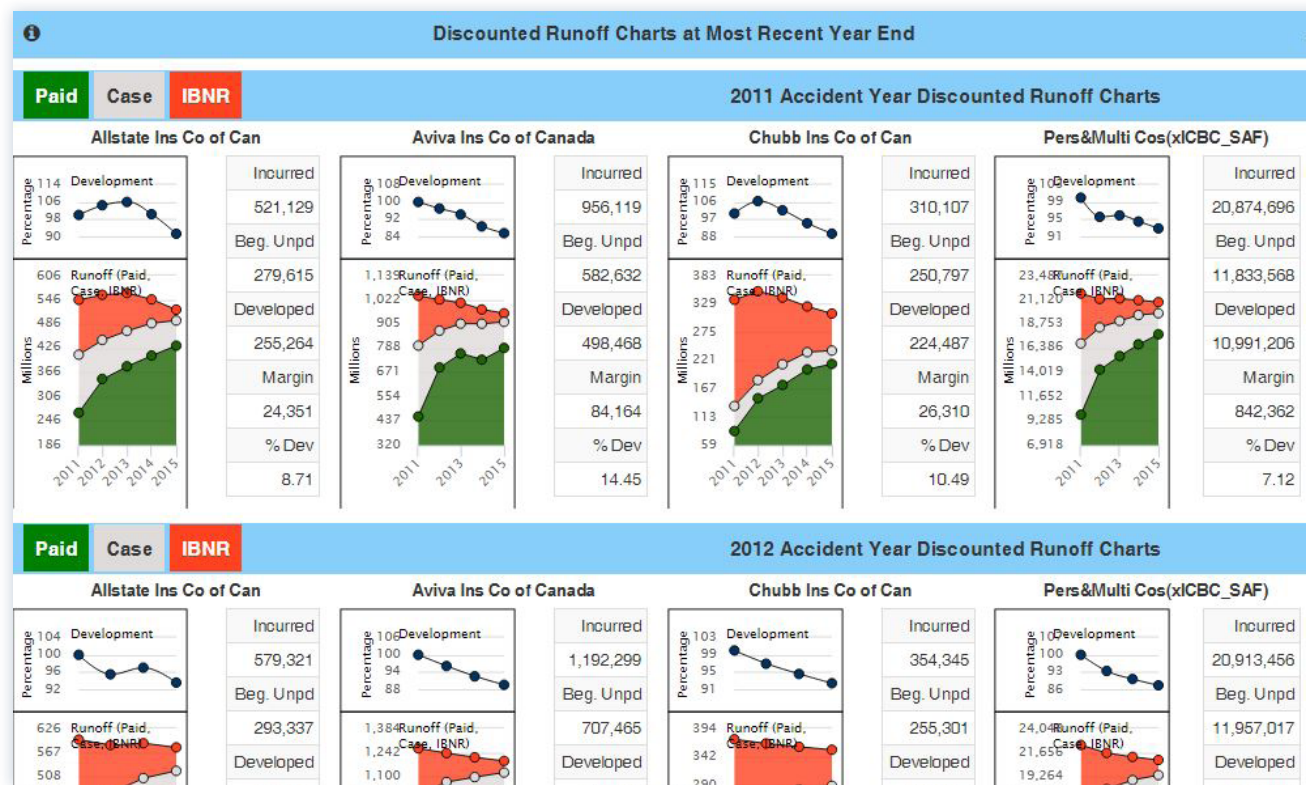
<input type="checkbox"/>	Two Composites		Simple	COMP Two Composites
--------------------------	----------------	--	--------	---------------------

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

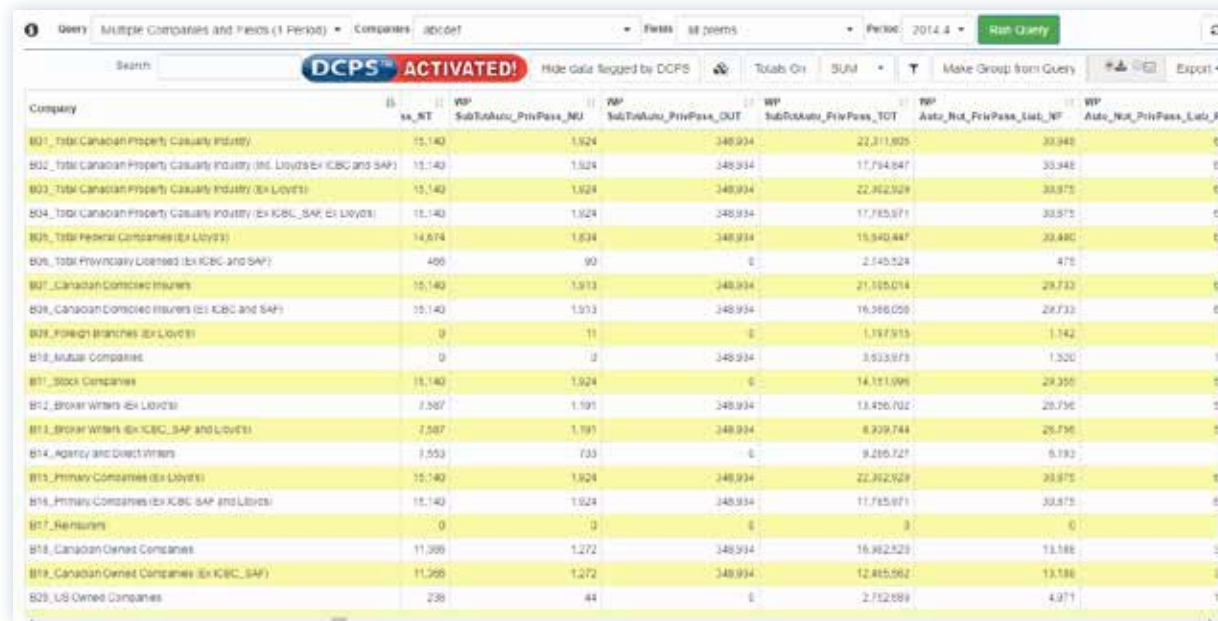
- Analyze LOB calendar-year, accident-year and margin/deficiency ratios for up to five companies, benchmarks or composites.
- Show summarized run-off data on a discounted or undiscounted basis for up to five companies, benchmarks or composites.
- View MSA's proprietary accident-year runoff charts and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



Definitive insurance information for intelligent business decisions.™

QUERY INTERFACE

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



The screenshot displays a query interface for a database. At the top, there are filters for 'Companies: abcdef', 'Fields: 88 items', and 'Period: 2014.4'. A 'Run Query' button is visible. Below the filters, a search bar and a 'DCPS ACTIVATED!' banner are present. The main area shows a table with columns for 'Company', 'VSP', 'NP', 'WP', 'ASP', and 'WP'. The table lists various Canadian and US companies, including 'Total Canadian Property Casualty Industry' and 'Total Federal Companies'. The data is sorted and sub-totaled, with values ranging from 0 to 22,802,928.

Company	VSP	NP	WP	ASP	WP
801_Total Canadian Property Casualty Industry	15,140	1,924	348,934	22,811,805	33,948
802_Total Canadian Property Casualty Industry (incl. Lloyd's Ex-KBC and SAP)	15,140	1,924	348,934	17,794,947	33,948
803_Total Canadian Property Casualty Industry (Ex Lloyd's)	15,140	1,924	348,934	22,802,928	33,975
804_Total Canadian Property Casualty Industry (Ex KBC, SAP & Lloyd's)	15,140	1,924	348,934	17,785,971	33,975
805_Total Federal Companies (Ex Lloyd's)	14,674	1,834	348,934	15,940,447	33,480
806_Total Privincially Licensed (Ex KBC and SAP)	466	90	0	2,145,524	476
807_Canadian Domestic Insurers	15,140	1,913	348,934	21,105,014	29,733
808_Canadian Domestic Insurers (Ex KBC and SAP)	15,140	1,913	348,934	16,586,050	29,733
809_Foreign Branches (Ex Lloyd's)	0	11	0	1,197,915	1,142
810_Ancillary Companies	0	0	348,934	3,633,973	1,500
811_Broker Companies	15,140	1,924	0	14,111,096	28,355
812_Broker Writers (Ex Lloyd's)	7,507	1,101	348,934	13,426,102	28,736
813_Broker Writers (Ex KBC, SAP and Lloyd's)	7,507	1,101	348,934	8,239,744	28,736
814_Agency and Direct Writers	7,553	733	0	9,285,727	6,193
815_Primary Companies (Ex Lloyd's)	15,140	1,924	348,934	22,802,928	33,975
816_Primary Companies (Ex KBC, SAP and Lloyd's)	15,140	1,924	348,934	17,785,971	33,975
817_Retirees	0	0	0	0	0
818_Canadian Ceded Companies	11,266	1,272	348,934	16,902,523	13,188
819_Canadian Ceded Companies (Ex KBC, SAP)	11,266	1,272	348,934	12,485,562	13,188
820_US Ceded Companies	238	44	0	2,712,089	4,971

HOW DO I GET ACCESS TO THIS POWERFUL PLATFORM?

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 ext.23

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

MSA QUARTERLY OUTLOOK REPORT

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