

# DEFINITIVE INSURANCE INFORMATION FOR INTELLIGENT BUSINESS DECISIONS™

# Q4 Summary Stats Year-End 2020 Life/Health/Fraternal Results

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# Summarized Year-End 2020 Canadian Life/Health/Fraternal Insurance Results

Dollar amounts in thousands of Canadian Dollars. Released March 22, 2021

For extremely detailed year-end 2020 financial data on these companies please refer to the MSA Researcher Life/Health Software Platform by logging in at <a href="https://www.msaresearch.com">www.msaresearch.com</a>

MSA Code	Company	Group	Net Premiums	YoY% Change	Total Revenue	YoY% Change	Benefits and Expenses	YoY% Change	Net Income	YoY% Change	Comprehensive Income	YoY% Change	LICAT or LIMAT Ratio
FLC001	ACTRA Fraternal Benefit Society		17,914	4%	27,637	-7%	25,980	-2%	1,657	-49%	2,220	19%	187.69
LHB002	Aetna Life Insurance Company		20,975	20%	23,114	16%	20,817	26%	1,747	-39%	4,956	10%	644.00
LHB039	Allianz Life Insurance Company of North America		113	-12%	595	-16%	1,869	1068%	-923	-314%	-281	-137%	576.83
LHC002	Allstate Life Insurance Company of Canada	Allstate	0		41	-2%	54	4%	-13	-30%	22	16%	
LHB004	American Bankers Life Assurance Company of Florida		105,951	-1%	118,903	3%	93,443	-6%	19,379	53%	19,379	53%	644.00
LHB006	American Health and Life Insurance Company		12,520	-34%	13,627	-32%	8,857	-34%	3,621	-37%	4,977	-21%	576.83
LHB005	American Income Life Insurance Company		151,463	6%	171,775	7%	152,343	29%	19,389	-55%	51,603	-34%	164.53
LHC055	Assurant Life of Canada		256,525	-8%	475,501	-1%	449,348	-3%	19,175	48%	19,175	48%	151.39
LHB094	AWP Health & Life SA		10,808	7906%	11,053	3876%	12,104	2061%	-1,122	-432%	-886	-347%	265.27
LHB015	AXA Equitable Life Insurance Company		5,016	-13%	7,004	-9%	-10,840	-377%	17,844	367%	20,654	302%	647.32
LHC004	Blue Cross Life Insurance Company of Canada		493,365	38%	579,236	40%	569,249	41%	8,539	5%	12,660	1%	128.90
LHC003	BMO Life Assurance Company	ВМО	876,779	-22%	1,555,591	-37%	1,414,674	-38%	120,129	-24%	101,221	-37%	110.87
LHC005	BMO Life Insurance Company	вмо	890,920	-21%	1,570,337	-37%	1,425,747	-38%	122,825	-25%	103,992	-39%	110.04
LHB090	British Insurance Company of Cayman		45,427	1%	58,653	-9%	76,536	155%	-12,388	-147%	-12,131	-147%	193.92
LHC073	Brookfield Annuity Company		559,674	30%	669,711	32%	665,419	33%	3,567	-53%	4,506	-44%	136.86
LHC020	Canada Life Assurance Company	GWL	37,837,717	9%	50,569,487	5%	47,651,951	5%	2,809,309	4%	3,107,815	33%	128.72
LHC007	Canada Life Insurance Company of Canada	GWL	2,005,679	-1%	3,192,542	4%	3,102,396	2%	121,672	75%	127,094	105%	203.61
LHC010	Canadian Premier Life Insurance Company	Securian	221,138	39%	234,899	36%	229,338	35%	4,369	164%	6,904	152%	185.41
LHP005	Capitale assureur de l'administration publique Inc. (La)	Benevia	3,077,817	13%	3,695,207	8%	3,519,736	8%	145,538	32%	124,059	-13%	
LHC032	Capitale Financial Security Insurance Company (La)	Benevia	96,206	-4%	150,398	-5%	147,019	-1%	3,286	-60%	5,058	-62%	
LHP020	SSQ Life Insurance Company, Inc.	Benevia	1,763,789		2,266,154		2,120,772		109,933		119,974		
LHC001	Chubb Life Insurance Company of Canada	Chubb	60,606	5%	63,482	6%	44,855	8%	13,643	3%	17,546	23%	149.22
LHC006	CIBC Life Insurance Company Limited		29,956	-8%	34,008	-3%	21,641	-3%	9,110	0%	9,537	-13%	502.09
LHC022	CIGNA Life Insurance Company of Canada		68,407	-10%	70,289	-6%	55,081	-5%	11,106	-16%	12,021	-12%	217.95
LHB011	Combined Insurance Company of America		276,841	-4%	300,661	-4%	248,228	-6%	34,611	38%	60,917	77%	130.55
LHC012	CompCorp Life Insurance Company		0		0		69	-3%	-69	3%	-69	3%	0.00
LHB012	Connecticut General Life Insurance Company		844	-35%	3,447	284%	14,747	36%	-8,498	-19%	-1,627	-459%	216.96
LHC013	Co-operators Life Insurance Company	Cooperators	855,325	-4%	1,349,059	-6%	1,344,007	1%	-2,946	-116%	5,194	-95%	150.16
LHC015	CUMIS Life Insurance Company	Cooperators	234,465	-10%	280,028	-10%	246,220	-12%	24,121	10%	26,832	7%	191.76
LHP003	Desjardins Financial Security Life Assurance Company		4,714,481	0%	8,210,449	-3%	7,503,791	0%	515,829	-24%	584,767	-34%	0.00
LHC016	Empire Life Insurance Company	E-L Financial	860,241	-5%	1,970,284	-6%	1,764,655	-5%	150,529	-19%	197,696	-17%	136.03
LHB016	Employers Reassurance Corporation		183,224	1%	209,417	1%	111,405	29%	76,466	-17%	104,626	0%	117.19

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MSA Code	Company	Group	Net Premiums	YoY% Change	Total Revenue	YoY% Change	Benefits and Expenses	YoY% Change	Net Income	YoY% Change	Comprehensive Income	YoY% Change	LICAT or LIMAT Ratio
LHC017	Equitable Life Insurance Company of Canada		1,083,146	5%	1,396,963	4%	1,198,729	-1%	153,097	41%	160,853	34%	165.65
FLC007	FaithLife Financial		23,795	-9%	48,632	-11%	51,109	-8%	-2,506	-265%	-4,156	-59471%	148.51
LHC038	Foresters Life Insurance Company	Foresters	181,236	13%	305,191	10%	193,128	-33%	84,371	1185%	98,233	1831%	139.16
LHB010	General Re Life Corporation	BRKA	2,246	16%	2,418	7%	7,640	496%	-5,237	-637%	-5,237	-637%	215.48
LHB021	Gerber Life Insurance Company		2,244	-19%	10,032	132%	-2,813	-130%	12,104	368%	9,525	444%	7,746.84
FLC005	Grand Orange Lodge of British America		1,637	16%	4,409	-8%	4,153	-2%	242	-45%	-88	-132%	184.29
LHB091	Hannover Re (Ireland) DAC		921	-88%	2,680	-71%	54,195	188%	-51,515	-439%	-47,715	-472%	160.87
FLC006	Independent Order of Foresters	Foresters	980,195	-5%	2,046,848	-5%	2,056,566	1%	-1,231	-101%	-34,602	-151%	192.50
LHP001	Industrial Alliance Insurance and Financial Services Inc.	IA	8,517,536	3%	14,711,184	2%	13,913,684	3%	660,742	-7%	678,822	-8%	0.00
LHC031	ivari		463,440	4%	1,297,899	-18%	1,401,141	5%	-67,585	-139%	-19,975	-108%	129.37
LHB031	Jackson National Life Insurance Company		20	100%	207	4%	1,181	59%	-974	-80%	-686	-41%	370.46
FLB004	Knights of Columbus		204,198	-2%	494,347	10%	811,247	42%	-316,900	-161%	-308,422	-222%	128.56
LHB027	Liberty Life Assurance Company of Boston		444	-27%	585	-17%	2,056	201%	-1,482	-7510%	-1,293	-707%	4,226.52
LHB028	Life Insurance Company of North America		1	-100%	4,073	-39%	-1,401	32%	6,558	-29%	13,801	-5%	1,110.92
LHC025	Manufacturers Life Insurance Company	Manulife	32,912,469	-7%	77,853,396	-1%	70,665,779	-2%	6,428,904	4%	5,721,258	-2%	148.74
LHC072	Manulife Assurance Company of Canada	Manulife	0		2,251	29%	1,198	211%	774	-23%	2,537	51%	139.82
LHC042	Manulife Financial Corporation	Manulife	32,912,469	-7%	77,844,777	-1%	71,074,433	-2%	6,120,916	5%	5,459,304	-5%	135.12
LHC026	MD Life Insurance Company		0		19,169	-14%	16,916	-12%	1,653	-24%	1,653	-24%	147.60
LHB033	Metropolitan Life Insurance Company		0		1,697	-23%	316	-4%	1,109	1%	3,238	183%	2,836.31
LHB093	Metropolitan Tower Life Insurance Company		286,157	2%	450,609	6%	409,406	40%	41,203	-69%	41,203	-69%	208.21
LHB035	Munich Reinsurance Company (Life Branch)		1,853,297	9%	2,277,628	11%	2,495,696	29%	-144,423	-252%	-98,368	-191%	119.79
LHB038	New York Life Insurance Company		47,545	0%	60,195	26%	60,717	15%	1,416	132%	21,457	33%	508.97
FLB006	Order of United Commercial Travelers of America		0		369	48%	113	123%	-101	-120%	-379	-189%	
LHB092	Pacific Life Re Limited		24,815	30%	30,985	35%	19,670	-33%	9,731	360%	9,731	360%	154.33
LHB087	Partner Reinsurance Company Ltd.		7,196	-7%	19,408	2%	10,790	8%	6,225	-21%	6,225	-21%	159.42
LHC069	PartnerRe Life Reinsurance Company of Canada		83,993	4%	118,272	10%	99,887	1%	17,873	108%	17,901	103%	135.40
LHB023	Pavonia Life Insurance Company of Michigan		5,057	-12%	5,686	-18%	5,063	4%	1,158	-2%	1,350	16%	540.71
LHC033	Primerica Life Insurance Company of Canada		189,863	8%	281,574	6%	179,857	32%	74,695	-20%	84,338	-14%	176.94
LHC023	RBC Life Insurance Company	RBC	1,683,868	1%	2,731,688	-20%	2,210,315	-28%	382,312	49%	350,577	9%	145.43
LHC034	Reliable Life Insurance Company		505	21%	632	-3%	884	201%	-172	-166%	-172	-166%	189.82
LHB040	ReliaStar Life Insurance Company		0		1	-100%	947	-45%	-946	-1651%	-796	-143%	212.07
LHC021	RGA Life Reinsurance Company of Canada		312,062	-31%	1,245,178	-13%	1,064,722	-37%	178,993	161%	190,146	164%	126.84

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LHB095	SCOR SE	Стоир	318,487	3%	335,335	2%	226,810	-45%	81,845	214%	103,087	287%	128.12
LHC019	Scotia Life Insurance Company		0	-100%	296	-99%	936	-91%	-404	-101%		-101%	13,856.01
LHC036	Sun Life Assurance Company of Canada	Sunlife	21,145,136	12%	34,374,972	6%	32,555,156	7%	1,406,916	-19%	1,873,113	4%	127.48
LHC043	Sun Life Financial Inc.	Sunlife	23,734,071	17%	43,351,495	9%	40,065,345	10%	2,508,190	-8%	2,913,872	7%	146.86
LHC067	Sun Life Insurance (Canada) Limited	Sunlife	2,787,125	5%	4,457,632	9%	4,396,315	17%	168,110	-52%	258,681	-38%	133.34
FLB007	Supreme Council of the Royal Arcanum		145	46%	623	3%	617	35%	-7	-105%	-7	-105%	354.09
LHB051	Swiss Reinsurance Company (Life Branch)	Swiss Re	108,704	3%	431,921	-1%	232,838	-36%	176,105	116%	188,429	112%	128.65
LHC037	TD Life Insurance Company		79,172	-1%	113,608	-7%	106,346	-8%	5,266	6%	5,065	-9%	237.50
FLC014	Teachers Life Insurance Society (Fraternal)		15,947	-6%	23,938	-8%	26,710	12%	-1,848	-185%	-1,553	-165%	183.04
FLC015	Toronto Police Widows and Orphans Fund		1,844	7%	17,091	-15%	14,667	-24%	2,243	378%	947	-18%	227.15
FLC011	UFSC Heritage Life Insurance Fraternal Society		83	-8%	927	9%	972	5%	-45	42%	-45	-137%	288.75
FLB009	Ukrainian National Association		28	-20%	236	-13%	614	270%	-390	-529%	-390	-529%	556.71
LHB053	United American Insurance Company		118	19%	442	-5%	734	24%	-193	-164%	180	-6%	1,006.55
LHC039	Wawanesa Life Insurance Company		181,489	-4%	283,589	-10%	285,370	-5%	5,659	55%	5,856	-62%	173.09
LHB096	Wilton RE (Canada) Limited		10,768	400%	19,016	141%	19,053	141%	-37	-131%	-37	-131%	198.58
	Total Industry		127,422,352	7%	224,656,846	4%	208,370,205	4%	14,035,499	0%	14,443,410	1%	

Shaded rows indicates that subsidiary information was not taken into account for industry totals to avoid double counting. For more information on MSA's double counting prevention system (DCPS) please see <a href="https://www.msaresearch.com/msa-researcher-software">www.msaresearch.com/msa-researcher-software</a>

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# 2021

# 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), CatlQ 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





1,100+



Years of Data

30



Market Coverage

98%+



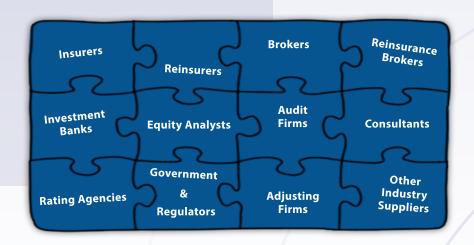
Number of Data Points

117million+

#### **OUR CUSTOMERS**

95%

of the Canadian insurance industry uses our reports and software!





Number of Usergenerated Data Points

2billion+

# 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, businessintelligence 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.

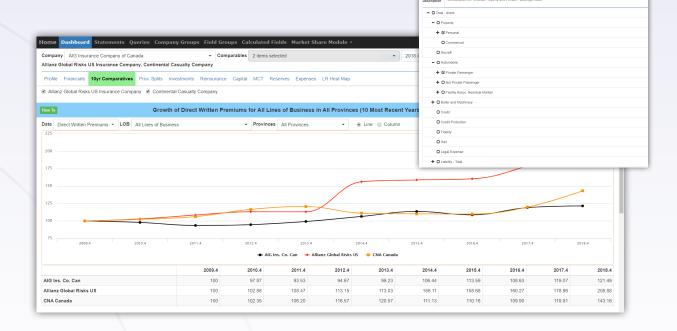
- Unmatched Breadth: Reporting on over 98% of the market with 30+ years of historical data available
- Unparalleled Timeliness & Frequency: Updates are released rapidly every quarter
- Unrivaled Functionality: Easy access to a spectrum of analytical tools
- Uncompromising Support & Training: It's always 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.



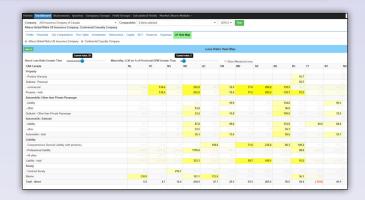
# **P&C** Dashboard

Examples of two out of eleven tabs:

**Profile 10-year Comparatives Financials Investments** Reinsurance Capital MCT **Reserves Expenses** Loss Ratio Heat Map



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:

Profile Financials Key Comparitives Prov Splits Investments Reinsurance Capital Derivatives Seg Fund Assets Actuarial Liabilities General Expenses Commissions Movement



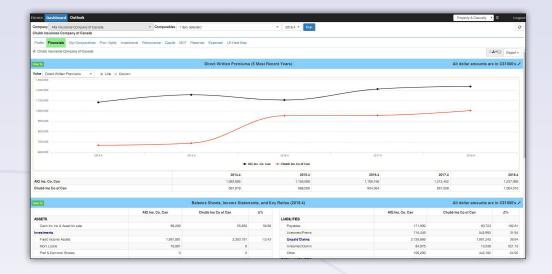
**Key Comparatives:** With this two-part tab, quickly analyze and compare line of business and geographic information over ten years for the selected company/ies, benchmarks or composites.



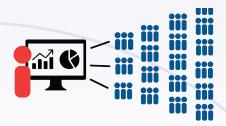
**Movement:** Use this two-part tab to analyze policy movement by line, by category, by dollars, or policy count or by province for the selected company/ies, benchmarks or composites.

# 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*).



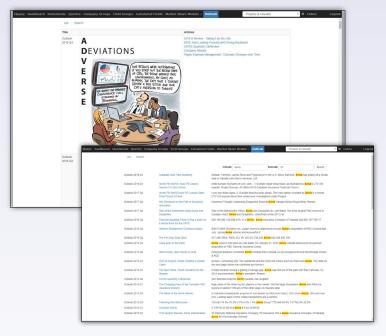
# MSA Researcher Unlimited ∞



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)

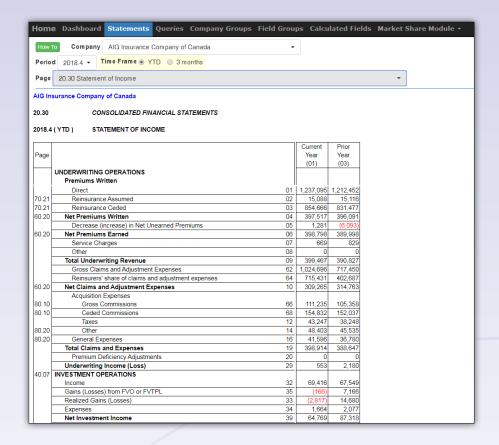
Browse or export OSFI/CCIR statement pages for any company, benchmark or composite for any period, or export an entire statement. Includes 3-month or rolling 12-month views.

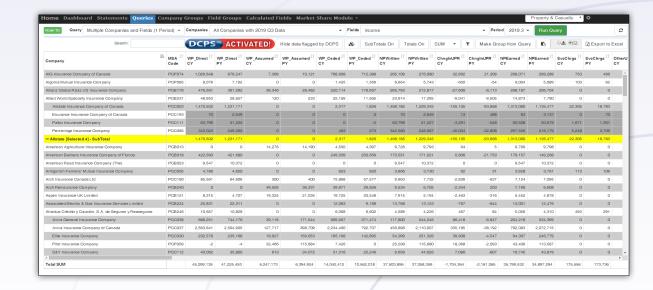
#### **Powerful Engine Query**

(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.



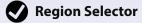


#### **Powerful Market-Share Analysis Module**

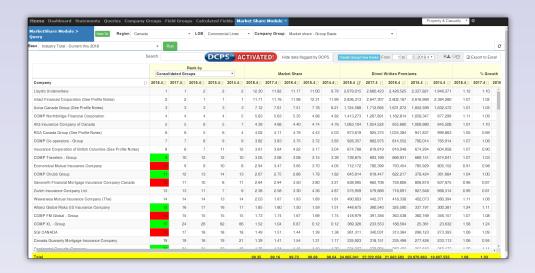
(Not available to Lite licenses)

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.









#### **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:



Individual user ability to share data with the corporate API access account



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



All querying features, such as: - Field Query - Period Query - Company Query - Market Share Query



**Regulatory Statement Data** 



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.

	Individual			Individual	Compando Cito	
	Licenses (P&C)	Corporate Site Licenses (P&C)	Lite (P&C)	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	<b>~</b>	~	×	~	~	×

# 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 CatlQ Review...all of which are informative and of great interest!

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Laura Twidle Managing Director (416) 368-1723 Email: laura.twidle@catiq.com www.catiq.com 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, CatlQ 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

# **CONFERENCES & EVENTS**

April 22-23, 2021 Virtual Event InsurTech North is the leading gathering of P&C and Life/Health Insurtechs, Incumbents, VCs, Accelerators and Policymakers. Our virtual conference includes an interactive breakout session, new InsurTech Spotlight, annual Wolf Pack Startup Pitch Competition and so much more!

InsurTech North

June 10, 2021 Quarterly Webinar Series until 2022 In place of our annual conference, we are hosting a quarterly webinar series until 2022. This webinar's theme is Collaborating to Mitigate Loss to Catastrophes and Climate Change . Visit our website for full dates and details! connect.catiq.com



Sept 18-20, 2022 Halifax Convention Centre, Nova Scotia After a two-year delay, the NICC returns as 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.





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