

## TOP 20 | GROUP INSURANCE PROVIDERS

		INSURED PREMIUMS AND NON-INSURED DEPOSITS (MILLIONS) AS OF DEC. 31, 2016		
Company		2016	2015	Variance
<b>1</b>	Sun Life Financial	\$9,241.6	\$8,898.2	3.9%
<b>2</b>	Manulife	\$8,533.4	\$8,114.2	5.2%
<b>3</b>	Great-West Life Assurance Co.	\$8,409.5	\$7,927.4	6.1%
<b>4</b>	Desjardins Insurance	\$2,561.9	\$2,434.4	5.2%
<b>5</b>	SSQ Financial Group	\$1,933.5	\$1,802.7	7.3%
<b>6</b>	Green Shield Canada	\$1,766.5	\$1,677.7	5.3%
<b>7</b>	Medavie Blue Cross <sup>1</sup>	\$1,342.7	\$1,120.9	19.8%
<b>8</b>	Pacific Blue Cross*	\$1,259.4	\$1,180.3	6.7%
<b>9</b>	Industrial Alliance Insurance & Financial Services Inc.	\$1,084.8	\$1,028.4	5.5%
<b>10</b>	Alberta Blue Cross <sup>1</sup>	\$1,063.6	\$977.1	8.9%
<b>11</b>	La Capitale assurances et gestion du patrimoine	\$593.3	\$565.9	4.8%
<b>12</b>	Empire Life Insurance Co.	\$413.1	\$395.9	4.3%
<b>13</b>	Equitable Life Insurance Co. of Canada	\$380.5	\$352.4	8.0%
<b>14</b>	Manitoba Blue Cross <sup>1</sup>	\$338.7	\$298.5	13.5%
<b>15</b>	The Co-operators Life Insurance Co.*	\$299.5	\$279.2	7.3%
<b>16</b>	RBC Insurance* <sup>2</sup>	\$280.0	\$244.2	14.7%
<b>17</b>	Saskatchewan Blue Cross <sup>1</sup>	\$116.1	\$67.4	72.3%
<b>18</b>	Assumption Life	\$72.8	\$75.7	-3.8%
<b>19</b>	UL Mutual Co.	\$61.5	\$55.4	11.0%
<b>20</b>	GMS Insurance Inc. <sup>3</sup>	\$23.0	\$37.4	-38.5%
<b>Top 20/Industry total</b>		<b>\$39,775.4</b>	<b>\$37,533.3</b>	<b>6.0%</b>

**Notes:** Figures in this report are based on responses provided by the survey participants. *Benefits Canada* assumes no responsibility for the accuracy of the data provided. All totals are subject to +/- variance due to rounding.

**1.** The life and disability business of four Blue Cross plans (Alberta, Manitoba, Medavie and Saskatchewan) are underwritten by Blue Cross Life Insurance Co. of Canada. This year, the company's provincial figures have been allocated to the respective plans, which accounts for significant variances in some cases.

**2.** The significant increase is due mainly to the introduction of health and dental coverage to RBC's offering in 2013.

**3.** The significant decrease is due to a large group moving to a different carrier at the end of 2015.

\* Restated figures for 2015

Source: *Benefits Canada*/Canadian Institutional Investment Network's 2017 survey of group insurance providers

## TOP 10 | GROUP LIFE PROVIDERS

Company	INSURED PREMIUMS AS OF DEC. 31, 2016		
	2016	2015	Variance
1   Great-West Life Assurance Co.	\$803.7	\$771.9	4.1%
2   Manulife	\$680.8	\$691.0	-1.5%
3   Sun Life Financial	\$645.3	\$639.6	0.9%
4   Desjardins Insurance	\$236.7	\$226.9	4.3%
5   SSQ Financial Group	\$167.2	\$163.4	2.3%
6   Industrial Alliance Insurance & Financial Services Inc.	\$105.5	\$101.4	4.0%
7   Medavie Blue Cross <sup>1</sup>	\$68.0	-	-
8   La Capitale assurances et gestion du patrimoine	\$50.7	\$51.5	-1.6%
9   RBC Insurance* <sup>2</sup>	\$49.2	\$40.3	22.1%
10   The Co-operators Life Insurance Co.*	\$36.0	\$36.1	-0.3%
<b>Top 10 total</b>	<b>\$2,843.1</b>	<b>\$2,722.1</b>	<b>4.4%</b>
<b>Industry total</b>	<b>\$2,978.1</b>	<b>\$2,822.4</b>	<b>5.5%</b>

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## TOP 10 | GROUP HEALTH PROVIDERS

Company	INSURED PREMIUMS AS OF DEC. 31, 2016		
	2016	2015	Variance
1   Great-West Life Assurance Co.	\$4,528.1	\$4,221.0	7.3%
2   Manulife	\$4,504.7	\$4,120.5	9.3%
3   Sun Life Financial	\$3,734.2	\$3,528.4	5.8%
4   Desjardins Insurance	\$2,086.3	\$2,003.0	4.2%
5   SSQ Financial Group	\$1,633.8	\$1,515.3	7.8%
6   Industrial Alliance Insurance & Financial Services Inc.	\$883.7	\$834.1	5.9%
7   Medavie Blue Cross <sup>1</sup>	\$589.8	\$404.9	45.7%
8   La Capitale assurances et gestion du patrimoine	\$525.3	\$497.8	5.5%
9   Green Shield Canada	\$452.7	\$431.3	5.0%
10   Empire Life Insurance Co.	\$332.8	\$319.9	4.0%
<b>Top 10 total</b>	<b>\$19,271.4</b>	<b>\$17,876.2</b>	<b>7.8%</b>
<b>Industry total</b>	<b>\$20,667.3</b>	<b>\$19,149.8</b>	<b>7.9%</b>

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Source: *Benefits Canada*/Canadian Institutional Investment Network's 2017 survey of group insurance providers

## TOP 10 | ASO PROVIDERS (ASO GROUP LIFE + ASO GROUP HEALTH)

		NON-INSURED DEPOSITS (MILLIONS) AS OF DEC. 31, 2016		
Company		2016	2015	Variance
<b>1</b>	Sun Life Financial	\$4,862.1	\$4,730.2	2.8%
<b>2</b>	Manulife	\$3,347.9	\$3,302.7	1.4%
<b>3</b>	Great-West Life Assurance Co.	\$3,077.7	\$2,934.5	4.9%
<b>4</b>	Green Shield Canada	\$1,313.8	\$1,246.4	5.4%
<b>5</b>	Pacific Blue Cross*	\$974.6	\$914.7	6.5%
<b>6</b>	Alberta Blue Cross <sup>1</sup>	\$904.2	\$860.8	5.0%
<b>7</b>	Medavie Blue Cross <sup>1</sup>	\$684.9	\$716.0	-4.3%
<b>8</b>	Desjardins Insurance <sup>2</sup>	\$238.9	\$204.5	16.8%
<b>9</b>	Manitoba Blue Cross <sup>1</sup>	\$231.5	\$191.0	21.2%
<b>10</b>	SSQ Financial Group	\$132.5	\$124.1	6.8%
<b>Top 10 total</b>		<b>\$15,768.1</b>	<b>\$15,224.9</b>	<b>3.6%</b>
<b>Industry total</b>		<b>\$16,130.0</b>	<b>\$15,561.3</b>	<b>3.7%</b>

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Source: *Benefits Canada*/Canadian Institutional Investment Network's 2017 survey of group insurance providers