



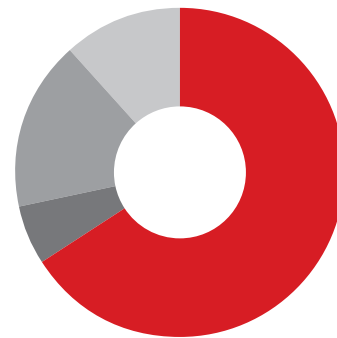
THE CANADIAN PRESS/Jonathan Hayward



B.C. brokers will see opportunity and challenge in real estate coverage

SCORECARD 2016 Direct Business

Written Premiums.....	\$4,544,705,000
Y/Y growth.....	3.6%
Loss ratio 2016 (2015).....	46.5 (48.4)
Line Share	



■ Property.....	66%.....	3,001,832,000
■ Automobile.....	6%.....	261,722,000
■ Liability.....	17%.....	754,620,000
■ Other.....	11%.....	526,531,000

Notwithstanding hiccups related to trade in softwood lumber and liquefied natural gas, B.C.'s economy is starting to hit on all cylinders. For a must-have product like insurance, that gives brokers opportunities for new policy generation. The expansion, though, creates pricing pressure they'll have to manage – particularly for residential and commercial real estate coverage.

“There’s an upward trend on building and repair recovery costs,” says Insurance Brokers Association of B.C. (IBABC) executive director Chuck Byrne, “although we’re not in the same boat we were in the early 2000s, where insured values had basically

been ignored, versus the reality of the market. In the 2003 Kelowna and Barrier fires, there was a lot of underinsurance.”

The Canadian Wildland Fire Information System calls for fire risks to increase starting this spring for the southern part of the province, and Byrne notes rapidly rising home prices in B.C. have the potential to add to an underinsured situation for both residential and commercial buildings. There’s a need for consumers and brokers alike to pay attention to insured values, and insurers will be contributing to that debate as they deal with total and partial losses that point to strain on proper insurance value.

Beyond fire and flood, IBABC has been raising awareness at three levels of government about earthquake risks, and the need to increase citizens’ responsibility for disaster resilience. The province’s earthquake product is expensive and doesn’t fit all consumers; plus, deductibles are high – 10% of insured value of the property. “We’ve got information and materials available for our members to get out to the consumer,” says Byrne, “who’s maybe not thinking about what they have to do if their building twists into a knot and they’re unable to use the elevator, or the building gets condemned – any of those worst-case scenarios that might affect B.C. homeowners.”

KEY LINES SNAPSHOT Line of Business

PROPERTY - PERSONAL

DWP 2016	\$1,703,756,000
DWP growth (y/y)	5.0%
Loss ratio 2016 (2015).....	47.3 (51.0)

PROPERTY - COMMERCIAL

DWP 2016	\$1,298,076,000
DWP growth (y/y)	1.2%
Loss ratio 2016 (2015).....	44.8 (43.1)

AUTO - PRIVATE PASSENGER

DWP 2016	\$211,354,000
DWP growth (y/y)	0.3%
Loss ratio 2016 (2015).....	92.0 (71.1)

AUTO - COMMERCIAL

DWP 2016	\$50,368,000
DWP growth (y/y)	39.3%
Loss ratio 2016 (2015).....	85.7 (37.0)

BOILER & MACHINERY

DWP 2016	\$61,650,000
DWP growth (y/y)	-0.5%
Loss ratio 2016 (2015).....	29.0 (31.8)

LIABILITY

DWP 2016	\$754,620,000
DWP growth (y/y)	0.6%
Loss ratio 2016 (2015).....	41.8 (55.2)

SURETY

DWP 2016	\$85,489,000
DWP growth (y/y)	46.7%
Loss ratio 2016 (2015).....	15.0 (9.5)

Top 5 Underwriters*

Loss ratio key: <80% of average | >120% of average

	DWP 2016 \$	Market share
1. Intact Financial Corporation	246,222,000	15.7%
2. Wawanesa Mutual Insurance Company (The).....	216,834,000	13.9%
3. RSA Canada Group	205,831,000	13.2%
4. CAA - BCAA Insurance Corporation.....	151,515,000	9.7%
5. Lloyd's Underwriters.....	150,915,000	9.7%

1. Lloyd's Underwriters	\$242,204,000	18.7%
2. Intact Financial Corporation	\$125,970,000	9.7%
3. Aviva Canada Group.....	\$108,411,000	8.4%
4. RSA Canada Group	\$88,764,000	6.8%
5. Northbridge Financial Corporation.....	\$83,074,000	6.4%

1. Economical Mutual Insurance Company	\$113,998,000	53.9%
2. Intact Financial Corporation	\$67,110,000	31.8%
3. RSA Canada Group	\$21,403,000	10.1%
4. Aviva Canada Group.....	\$3,515,000	1.7%
5. EGI Financial	\$3,071,000	1.5%

1. Lloyd's Underwriters.....	\$16,152,000	33.1%
2. Northbridge Financial Corporation.....	\$6,713,000	13.8%
3. Aviva Canada Group.....	\$6,112,000	12.5%
4. Intact Financial Corporation	\$5,984,000	12.3%
5. RSA Canada Group	\$2,557,000	5.2%

1. RSA Canada Group	\$11,742,000	19.0%
2. FM Global - Group.....	\$9,867,000	16.0%
3. Lloyd's Underwriters	\$7,179,000	11.6%
4. Boiler Inspection and Ins. Co of Canada (The)	\$5,703,000	9.3%
5. Intact Financial Corporation	\$5,482,000	8.9%

1. Lloyd's Underwriters.....	\$252,134,000	33.4%
2. Intact Financial Corporation	\$72,663,000	9.6%
3. AIG Insurance Company of Canada.....	\$35,573,000	4.7%
4. Co-operators - Group.....	\$35,010,000	4.6%
5. Chubb Group.....	\$34,222,000	4.5%

1. Aviva Canada Group.....	\$22,826,000	26.7%
2. Intact Financial Corporation	\$14,062,000	16.4%
3. Zurich Insurance Company Ltd.....	\$8,772,000	10.3%
4. Liberty Mutual Insurance Company.....	\$7,590,000	8.9%
5. Guarantee Company of North America (The).....	\$6,140,000	7.2%

DWP Growth 2013-2016

1. American Bankers Ins. Company of Florida.....	1,519%
2. Lloyd's Underwriters.....	164%
3. First North American Insurance Company.....	142%
4. AIG Insurance Company of Canada	135%
5. EGI Financial	95%

1. Everest - Group.....	430%
2. Allianz Global Risks US Insurance Company.....	190%
3. Munich Re Canada.....	141%
4. Guarantee Company of North America (The).....	119%
5. Northbridge Financial Corporation	88%

1. EGI Financial	90%
2. Economical Mutual Insurance Company	30%
3. Intact Financial Corporation	25%
4. Aviva Canada Group	22%
5. RSA Canada Group	-48%

1. Lloyd's Underwriters.....	500%
2. Aviva Canada Group.....	252%
3. Northbridge Financial Corporation	61%
4. RSA Canada Group	30%
5. Chubb Group	23%

1. Lloyd's Underwriters.....	93%
2. AIG Insurance Company of Canada	67%
3. RSA Canada Group	63%
4. Boiler Inspection and Ins. Co of Canada (The)	35%
5. Intact Financial Corporation	29%

1. XL - Group.....	243%
2. Everest - Group.....	235%
3. Axis Reinsurance Co. (Canadian Branch)	100%
4. Arch Insurance Canada Ltd.....	95%
5. Guarantee Company of North America (The)	63%

1. Liberty Mutual Insurance Company	630%
2. Zurich Insurance Company Ltd.....	216%
3. Aviva Canada Group	110%
4. Trisura Guarantee Insurance Company	14%
5. Travelers - Group	10%

British Columbia's Top Performers*

THE BIG 10

	DWP 2016 (\$)	Market Share
1. Lloyd's Underwriters.....	711,538,000	15.7%
2. Intact Financial Corporation.....	550,580,000	12.1%
3. RSA Canada Group	400,396,000	8.8%
4. Aviva Canada Group.....	311,024,000	6.9%
5. Economical Mutual Ins. Company.....	288,988,000	6.4%
6. Wawanesa Mutual Ins. Company (The).....	255,715,000	5.6%
7. Co-operators - Group	194,201,000	4.3%
8. CAA - BCAA Insurance Corporation	155,012,000	3.4%
9. Northbridge Financial Corporation	145,021,000	3.2%
10. AIG Insurance Company of Canada	142,487,000	3.1%

10 FASTEST-GROWING COMPANIES

	DWP Growth 2013-16*
1. Old Republic Insurance Company of Canada	642%
2. XL - Group	490%
3. DAS Legal Protection Insurance Company Limited	423%
4. Everest - Group	306%
5. National Liability & Fire Insurance Company	289%
6. First North American Insurance Company.....	123%
7. Stewart Title Guaranty Company.....	88%
8. Allianz Global Risks US Insurance Company	82%
9. HDI Global SE Canada Branch	81%
10. Desjardins General Insurance Group Inc.....	81%

*Growth ranking excludes companies with 2013 DWP of less than \$1 million.

STATS GUIDE 2017 IS
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HOT LINES 2016's Fastest-Growing by y/y DWP+
CONTRACT SURETY + \$22,560,000
CONTRACT SURETY +55%

†Excludes major lines, auto sub-lines and miscellaneous "other"; growth % calculations use 2015 DWP adjusted to minimum of 0.15% of 2015 provincial DWP