



# Appendices



# 2017 Provincial data

|  | NL  | PE  | NS    | NB    | QC     | ON     | MB    | SK    | AB     | BC     | Canada* |
|--|-----|-----|-------|-------|--------|--------|-------|-------|--------|--------|---------|
| <b>Canadian marketplace</b>                                  |     |     |       |       |        |        |       |       |        |        |         |
| People with protection (thousands)                           | 430 | 120 | 740   | 620   | 7,400  | 10,900 | 980   | 910   | 3,100  | 3,500  | 29,000  |
| Weekly benefits paid (\$millions)                            | 20  | 6   | 46    | 37    | 369    | 794    | 56    | 45    | 185    | 200    | 1,765   |
| <b>People employed by industry</b>                           |     |     |       |       |        |        |       |       |        |        |         |
|  | 780 | 320 | 3,400 | 3,300 | 31,500 | 71,600 | 6,500 | 3,700 | 17,200 | 16,800 | 155,200 |
| <b>Number of active insurers<sup>1</sup></b>                 |     |     |       |       |        |        |       |       |        |        |         |
| Life and health insurers                                     | 59  | 60  | 62    | 62    | 69     | 73     | 64    | 64    | 62     | 66     | 81      |
| Not-for-profit health benefit providers                      | 2   | 2   | 2     | 2     | 3      | 3      | 2     | 3     | 3      | 2      | 8       |
| Fraternal benefit societies                                  | 5   | 6   | 7     | 7     | 11     | 12     | 9     | 9     | 11     | 9      | 12      |
| Total insurers   | 66  | 68  | 71    | 71    | 83     | 88     | 75    | 76    | 76     | 77     | 101     |
| <b>Number of head offices</b>                                |     |     |       |       |        |        |       |       |        |        |         |
|  | -   | -   | -     | 4     | 16     | 67     | 4     | 3     | 5      | 2      | 101     |
| <b>Provincial tax contributions<sup>2</sup> (\$millions)</b> |     |     |       |       |        |        |       |       |        |        |         |
| Taxes borne  | 58  | 11  | 58    | 43    | 928    | 1,020  | 69    | 62    | 276    | 217    | 2,744   |
| Taxes collected  | -   | -   | -     | -     | 823    | 1,489  | 52    | -     | -      | -      | 2,364   |
| Total tax contributions                                      | 58  | 11  | 58    | 43    | 1,751  | 2,509  | 121   | 62    | 276    | 217    | 5,108   |

<sup>1</sup> Excludes 55 property and casualty insurers actively providing health coverage

<sup>2</sup> Canada total excludes federal tax contributions. Please refer to the Total tax contributions section of Canadian Life and Health Insurance Facts

|   |     |     |     |     |     |     |     |     |     |     |  |
|---|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--|
| <b>Canadian investments<sup>3</sup></b> |     |     |     |     |     |     |     |     |     |     |  |
| Investments (\$billions)                | 15  | 5   | 21  | 14  | 154 | 308 | 25  | 21  | 94  | 89  |  |
| Long-term investments (%)               | 98  | 98  | 98  | 97  | 97  | 97  | 97  | 98  | 98  | 97  |  |
| <b>Investments by type (%)</b>          |     |     |     |     |     |     |     |     |     |     |  |
| Corporate securities                    | 33  | 30  | 35  | 36  | 27  | 35  | 25  | 38  | 41  | 33  |  |
| Mortgage & real estate                  | 5   | 3   | 13  | 7   | 11  | 13  | 10  | 8   | 17  | 17  |  |
| Mutual funds                            | 31  | 45  | 25  | 29  | 26  | 24  | 30  | 36  | 30  | 26  |  |
| Provincial bonds                        | 17  | 14  | 17  | 16  | 22  | 12  | 20  | 9   | 2   | 11  |  |
| Municipal bonds                         | 4   | 3   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 5   |  |
| Federal bonds                           | 2   | 2   | 2   | 1   | 3   | 5   | 5   | 1   | 1   | 3   |  |
| Other                                   | 8   | 3   | 4   | 6   | 7   | 7   | 6   | 4   | 5   | 5   |  |
| Total investments                       | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |  |

<sup>3</sup> Based on CLHIA estimates of direct and indirect Canadian investments

|                              | NL           | PE         | NS           | NB           | QC            | ON            | MB           | SK           | AB           | BC            | Canada*       |
|------------------------------|--------------|------------|--------------|--------------|---------------|---------------|--------------|--------------|--------------|---------------|---------------|
| <b>Benefits (\$millions)</b> |              |            |              |              |               |               |              |              |              |               |               |
| <b>Life</b>                  |              |            |              |              |               |               |              |              |              |               |               |
| Individual                   | 99           | 31         | 223          | 218          | 1,992         | 3,671         | 292          | 250          | 952          | 1,180         | 9,024         |
| Group                        | 53           | 16         | 64           | 45           | 848           | 1,470         | 159          | 96           | 393          | 266           | 3,423         |
| Total                        | 152          | 47         | 287          | 263          | 2,840         | 5,141         | 451          | 346          | 1,345        | 1,446         | 12,447        |
| <b>Health</b>                |              |            |              |              |               |               |              |              |              |               |               |
| Individual                   | 34           | 9          | 49           | 54           | 400           | 646           | 64           | 86           | 273          | 247           | 1,876         |
| Group (insured)              | 309          | 57         | 347          | 255          | 4,877         | 6,582         | 359          | 427          | 1,588        | 1,599         | 16,451        |
| Group (uninsured)            | 133          | 71         | 637          | 465          | 1,332         | 7,114         | 508          | 359          | 2,610        | 2,442         | 15,712        |
| Total                        | 476          | 137        | 1,033        | 774          | 6,609         | 14,342        | 931          | 872          | 4,471        | 4,288         | 34,039        |
| <b>Annuity</b>               |              |            |              |              |               |               |              |              |              |               |               |
| Individual                   | 144          | 47         | 373          | 303          | 3,946         | 7,793         | 555          | 540          | 1,483        | 2,323         | 17,567        |
| Group                        | 283          | 60         | 718          | 566          | 5,804         | 14,015        | 986          | 554          | 2,299        | 2,358         | 27,711        |
| Total                        | 427          | 107        | 1,091        | 869          | 9,750         | 21,808        | 1,541        | 1,094        | 3,782        | 4,681         | 45,278        |
| <b>Total benefits</b>        | <b>1,055</b> | <b>291</b> | <b>2,411</b> | <b>1,906</b> | <b>19,199</b> | <b>41,291</b> | <b>2,923</b> | <b>2,312</b> | <b>9,598</b> | <b>10,415</b> | <b>91,764</b> |

### Life insurance

|  |     |     |     |     |       |       |     |     |       |       |        |
|--|-----|-----|-----|-----|-------|-------|-----|-----|-------|-------|--------|
| <b>People with coverage (thousands)</b>                    | 310 | 86  | 590 | 540 | 6,500 | 8,300 | 720 | 630 | 2,100 | 2,300 | 22,000 |
| <b>Average coverage in force (\$thousands)</b>             |     |     |     |     |       |       |     |     |       |       |        |
| per individual   | 181 | 205 | 174 | 159 | 152   | 221   | 235 | 243 | 310   | 259   | 212    |
| per household  | 337 | 386 | 332 | 353 | 341   | 434   | 446 | 452 | 537   | 435   | 417    |
| <b>Average size of new individual policy (\$thousands)</b> | 222 | 303 | 252 | 219 | 258   | 386   | 390 | 380 | 388   | 418   | 346    |

### Coverage in force (face amounts, \$millions)

|            |        |        |         |        |         |           |         |         |         |         |           |
|------------|--------|--------|---------|--------|---------|-----------|---------|---------|---------|---------|-----------|
| Individual | 27,840 | 10,286 | 49,910  | 48,152 | 620,705 | 1,122,114 | 91,269  | 85,353  | 393,172 | 390,094 | 2,853,541 |
| Group      | 28,676 | 7,344  | 52,020  | 38,068 | 362,622 | 714,195   | 78,244  | 67,047  | 267,736 | 207,288 | 1,830,378 |
| Total      | 56,516 | 17,630 | 101,930 | 86,220 | 983,327 | 1,836,309 | 169,513 | 152,400 | 660,908 | 597,382 | 4,683,919 |

### New purchases (face amounts, \$millions)

|            |       |       |       |       |        |         |        |        |        |        |         |
|------------|-------|-------|-------|-------|--------|---------|--------|--------|--------|--------|---------|
| Individual | 2,078 | 750   | 4,054 | 3,720 | 54,112 | 102,162 | 9,622  | 8,857  | 40,461 | 37,248 | 263,704 |
| Group      | 2,654 | 280   | 2,246 | 1,796 | 21,313 | 65,496  | 4,313  | 4,159  | 15,918 | 9,894  | 128,269 |
| Total      | 4,732 | 1,030 | 6,300 | 5,516 | 75,425 | 167,658 | 13,935 | 13,016 | 56,379 | 47,142 | 391,973 |

|   | NL           | PE         | NS           | NB           | QC            | ON            | MB           | SK           | AB            | BC            | Canada*        |
|---|--------------|------------|--------------|--------------|---------------|---------------|--------------|--------------|---------------|---------------|----------------|
| <b>Health insurance</b>                                   |              |            |              |              |               |               |              |              |               |               |                |
| <b>People with coverage (thousands)</b>                   |              |            |              |              |               |               |              |              |               |               |                |
| Extended health care                                      | 400          | 110        | 680          | 540          | 5,900         | 9,800         | 870          | 700          | 2,900         | 3,200         | 25,000         |
| Disability  | 120          | 50         | 280          | 180          | 2,700         | 4,900         | 390          | 360          | 1,600         | 1,300         | 12,000         |
| <b>Distribution of benefits paid by coverage type (%)</b> |              |            |              |              |               |               |              |              |               |               |                |
| Extended health care                                      | 73           | 77         | 77           | 77           | 69            | 77            | 78           | 74           | 78            | 74            | 75             |
| Disability  | 20           | 19         | 20           | 18           | 25            | 20            | 18           | 21           | 19            | 23            | 21             |
| Other   | 7            | 4          | 3            | 5            | 6             | 3             | 4            | 5            | 3             | 3             | 4              |
| Total   | 100          | 100        | 100          | 100          | 100           | 100           | 100          | 100          | 100           | 100           | 100            |
| <b>Premiums (\$millions)</b>                              |              |            |              |              |               |               |              |              |               |               |                |
| <b>Life</b>   |              |            |              |              |               |               |              |              |               |               |                |
| Individual  | 165          | 69         | 331          | 361          | 3,589         | 6,935         | 477          | 488          | 1,942         | 2,614         | 17,133         |
| Group   | 75           | 17         | 122          | 92           | 1,143         | 1,425         | 203          | 175          | 549           | 444           | 4,264          |
| Total   | 240          | 86         | 453          | 453          | 4,732         | 8,360         | 680          | 663          | 2,491         | 3,058         | 21,397         |
| <b>Health</b>   |              |            |              |              |               |               |              |              |               |               |                |
| Individual  | 62           | 18         | 99           | 110          | 1,032         | 1,395         | 126          | 169          | 611           | 596           | 4,277          |
| Group (insured)   | 382          | 76         | 472          | 343          | 6,436         | 8,610         | 667          | 613          | 2,281         | 2,182         | 22,143         |
| Group (uninsured)   | 140          | 74         | 669          | 491          | 1,403         | 7,511         | 541          | 380          | 2,737         | 2,568         | 16,558         |
| Total   | 584          | 168        | 1,240        | 944          | 8,871         | 17,516        | 1,334        | 1,162        | 5,629         | 5,346         | 42,978         |
| <b>Annuity</b>  |              |            |              |              |               |               |              |              |               |               |                |
| Individual  | 128          | 40         | 312          | 356          | 3,820         | 6,003         | 447          | 541          | 1,357         | 1,929         | 14,969         |
| Group   | 280          | 53         | 716          | 414          | 5,728         | 15,679        | 2,160        | 522          | 2,887         | 2,669         | 31,210         |
| Total   | 408          | 93         | 1,028        | 770          | 9,548         | 21,682        | 2,607        | 1,063        | 4,244         | 4,598         | 46,179         |
| <b>Total premiums</b>                                     | <b>1,232</b> | <b>347</b> | <b>2,721</b> | <b>2,167</b> | <b>23,151</b> | <b>47,558</b> | <b>4,621</b> | <b>2,888</b> | <b>12,364</b> | <b>13,002</b> | <b>110,554</b> |

\* Canada totals include amounts for territories and amounts for where the location of risk is unavailable

## Historical data

Historical tables report on the business of insurance companies (life and property and casualty), fraternal benefit societies, and not-for-profit health care benefit providers (such as provincial Blue Cross organizations) since 2000. Earlier years include data for insurance companies only.

Life insurance in force by type (millions)

| Year | Coverage         |                  |                  | New purchases  |                |                |
|------|------------------|------------------|------------------|----------------|----------------|----------------|
|      | Individual       | Group            | Total            | Individual     | Group          | Total          |
| 1960 | \$ 32,128        | \$ 14,739        | \$ 46,867        | \$ 4,576       | \$ 1,553       | \$ 6,129       |
| 1970 | 62,845           | 55,977           | 118,822          | 9,024          | 5,223          | 14,247         |
| 1980 | 177,915          | 253,279          | 431,194          | 37,764         | 26,036         | 63,800         |
| 1990 | 559,893          | 597,502          | 1,157,395        | 97,937         | 58,755         | 156,692        |
| 2000 | 1,068,471        | 1,019,446        | 2,087,917        | 133,895        | 109,648        | 243,543        |
| 2007 | 1,733,133        | 1,414,887        | 3,148,020        | 191,129        | 90,644         | 281,773        |
| 2008 | 1,845,782        | 1,510,154        | 3,355,936        | 195,749        | 111,811        | 307,560        |
| 2009 | 1,944,269        | 1,547,722        | 3,491,991        | 207,428        | 105,923        | 313,351        |
| 2010 | 2,053,840        | 1,572,720        | 3,626,560        | 216,354        | 115,429        | 331,783        |
| 2011 | 2,157,720        | 1,633,015        | 3,790,735        | 219,254        | 116,234        | 335,488        |
| 2012 | 2,268,916        | 1,654,470        | 3,923,386        | 229,685        | 93,937         | 323,622        |
| 2013 | 2,370,425        | 1,689,450        | 4,059,875        | 222,129        | 119,305        | 341,434        |
| 2014 | 2,471,899        | 1,723,593        | 4,195,492        | 221,480        | 96,480         | 317,960        |
| 2015 | 2,588,964        | 1,736,855        | 4,325,819        | 243,314        | 88,275         | 331,589        |
| 2016 | 2,722,970        | 1,770,884        | 4,493,854        | 263,669        | 102,697        | 366,366        |
| 2017 | <b>2,853,541</b> | <b>1,830,378</b> | <b>4,683,919</b> | <b>263,704</b> | <b>128,269</b> | <b>391,973</b> |

Amounts above represent total face amounts owned or purchased

Total policy benefits in Canada (millions)

| Year | Life         |                     | Annuity <sup>2</sup> | Health        |                        | Total         |
|------|--------------|---------------------|----------------------|---------------|------------------------|---------------|
|      | Death        | Living <sup>1</sup> |                      | Insured       | Uninsured <sup>3</sup> |               |
| 1960 | \$ 196       | \$ 291              | \$ 75                | \$ 129        | \$ -                   | \$ 691        |
| 1970 | 453          | 604                 | 260                  | 296           | -                      | 1,613         |
| 1980 | 1,082        | 1,338               | 1,620                | 1,589         | 46                     | 5,675         |
| 1990 | 2,083        | 2,488               | 9,840                | 4,341         | 1,644                  | 20,396        |
| 2000 | 3,564        | 3,395               | 24,214               | 9,295         | 6,172                  | 46,640        |
| 2007 | 4,983        | 4,734               | 28,714               | 12,720        | 10,683                 | 61,834        |
| 2008 | 5,291        | 4,759               | 27,653               | 13,722        | 11,244                 | 62,669        |
| 2009 | 5,499        | 5,007               | 26,524               | 14,061        | 11,741                 | 62,832        |
| 2010 | 5,505        | 4,369               | 32,120               | 14,442        | 11,995                 | 68,431        |
| 2011 | 5,638        | 4,474               | 30,923               | 14,649        | 12,367                 | 68,051        |
| 2012 | 5,895        | 4,222               | 32,858               | 15,401        | 12,736                 | 71,112        |
| 2013 | 6,387        | 4,547               | 35,314               | 16,955        | 12,971                 | 76,174        |
| 2014 | 6,281        | 4,822               | 41,503               | 17,375        | 13,542                 | 83,523        |
| 2015 | 6,395        | 4,712               | 40,877               | 17,671        | 14,511                 | 84,166        |
| 2016 | 6,922        | 5,083               | 43,459               | 17,636        | 14,895                 | 87,995        |
| 2017 | <b>7,153</b> | <b>5294</b>         | <b>45,278</b>        | <b>18,327</b> | <b>15,712</b>          | <b>91,764</b> |

<sup>1</sup> Payments to living policyholders: cash surrender values, disability benefits, matured endowments, and policyholder dividends

<sup>2</sup> Annuity benefits consist of death, surrender, and disability payments, including benefits paid under variable (segregated fund) contracts

<sup>3</sup> Benefits paid under uninsured contracts administered by life and health insurance providers

Total premiums in Canada (millions)

| Year | Life          |              | Annuity <sup>1</sup> |               | Health       |                 |                                 | Total          |
|------|---------------|--------------|----------------------|---------------|--------------|-----------------|---------------------------------|----------------|
|      | Individual    | Group        | Individual           | Group         | Individual   | Group (insured) | Group (uninsured <sup>2</sup> ) |                |
| 1960 | \$ 660        | \$ 109       | \$ 33                | \$ 151        | \$ 40        | \$ 151          | \$ -                            | \$ 1,144       |
| 1970 | 1,128         | 325          | 126                  | 311           | 85           | 315             | -                               | 2,290          |
| 1980 | 2,318         | 952          | 1,762                | 1,465         | 221          | 1,602           | 49                              | 8,369          |
| 1990 | 4,840         | 1,879        | 7,299                | 4,554         | 670          | 4,338           | 1,751                           | 25,331         |
| 2000 | 8,737         | 2,542        | 13,297               | 10,185        | 1,638        | 9,185           | 6,496                           | 52,080         |
| 2007 | 11,109        | 3,478        | 16,390               | 18,006        | 2,753        | 15,134          | 11,277                          | 78,147         |
| 2008 | 11,559        | 3,571        | 16,868               | 17,947        | 2,926        | 16,215          | 11,886                          | 80,972         |
| 2009 | 11,752        | 3,646        | 17,198               | 19,307        | 3,018        | 16,577          | 12,400                          | 83,898         |
| 2010 | 11,980        | 3,707        | 17,022               | 19,504        | 3,152        | 17,255          | 12,678                          | 85,298         |
| 2011 | 11,969        | 3,885        | 15,353               | 20,524        | 3,319        | 17,974          | 13,057                          | 86,081         |
| 2012 | 12,554        | 4,009        | 14,044               | 22,054        | 3,285        | 19,297          | 13,428                          | 88,671         |
| 2013 | 13,028        | 4,215        | 12,730               | 24,617        | 3,685        | 20,284          | 13,675                          | 92,234         |
| 2014 | 13,838        | 4,275        | 14,606               | 27,921        | 3,858        | 20,586          | 14,287                          | 99,371         |
| 2015 | 14,392        | 4,077        | 14,699               | 30,271        | 3,860        | 20,784          | 15,298                          | 103,381        |
| 2016 | 16,096        | 4,180        | 14,232               | 30,377        | 4,061        | 21,102          | 15,703                          | 105,751        |
| 2017 | <b>17,133</b> | <b>4,264</b> | <b>14,969</b>        | <b>31,210</b> | <b>4,277</b> | <b>22,143</b>   | <b>16,558</b>                   | <b>110,554</b> |

<sup>1</sup> Premium deposits to segregated funds are included

<sup>2</sup> Premium equivalents (benefit payments + administration fees) for uninsured contracts administered by life and health insurance providers

Total assets held in Canada (millions)

| Year | Bonds          | Stocks         | Mutual funds   | Mortgage loans | Real estate   | Cash          | Reinsurance assets | Other assets  | Total          |
|------|----------------|----------------|----------------|----------------|---------------|---------------|--------------------|---------------|----------------|
| 1960 | \$ 4,064       | \$ 257         | *              | \$ 3,108       | \$ 294        | \$ 54         | *                  | \$ 579        | \$ 8,356       |
| 1970 | 5,909          | 1,108          | *              | 6,914          | 737           | 166           | *                  | 1,156         | 15,990         |
| 1980 | 17,178         | 5,814          | *              | 16,942         | 1,862         | 804           | *                  | 3,645         | 46,245         |
| 1990 | 51,247         | 14,159         | *              | 46,873         | 6,716         | 2,231         | *                  | 9,636         | 130,862        |
| 2000 | 108,593        | 42,439         | 37,444         | 41,323         | 7,686         | 16,138        | 10,333             | 17,514        | 281,470        |
| 2007 | 164,189        | 81,774         | 94,787         | 43,747         | 13,139        | 13,581        | 35,102             | 26,548        | 472,867        |
| 2008 | 156,202        | 71,149         | 82,569         | 44,800         | 14,341        | 17,327        | 33,251             | 29,899        | 449,538        |
| 2009 | 169,206        | 97,185         | 109,645        | 42,998         | 14,350        | 19,231        | 35,037             | 28,152        | 515,804        |
| 2010 | 195,186        | 91,574         | 129,048        | 42,748         | 14,727        | 16,908        | 36,166             | 30,420        | 556,777        |
| 2011 | 217,688        | 83,552         | 127,290        | 43,148         | 15,473        | 18,603        | 36,506             | 35,712        | 577,972        |
| 2012 | 233,199        | 94,691         | 139,896        | 42,484         | 18,516        | 19,235        | 37,703             | 36,866        | 622,590        |
| 2013 | 228,542        | 100,541        | 164,560        | 42,351         | 19,452        | 17,320        | 37,434             | 36,373        | 646,573        |
| 2014 | 258,995        | 109,725        | 183,533        | 43,643         | 20,209        | 19,811        | 45,035             | 40,223        | 721,174        |
| 2015 | 267,962        | 114,133        | 200,221        | 43,507         | 21,602        | 18,775        | 46,927             | 49,076        | 762,203        |
| 2016 | 280,225        | 124,064        | 219,896        | 43,162         | 22,614        | 18,571        | 52,334             | 52,649        | 813,515        |
| 2017 | <b>285,408</b> | <b>143,578</b> | <b>238,668</b> | <b>43,762</b>  | <b>24,691</b> | <b>19,242</b> | <b>50,875</b>      | <b>51,378</b> | <b>857,602</b> |

Assets in Canada held on behalf of foreign policyholders are excluded

Assets held in general and segregated funds are included

Policy loans are reported under Other Assets

\*Data not available



General fund assets held in Canada (millions)

| Year | Bonds          | Stocks        | Mortgage loans | Real estate   | Cash          | Reinsurance assets | Other assets  | Total          |
|------|----------------|---------------|----------------|---------------|---------------|--------------------|---------------|----------------|
| 1960 | \$ 4,063       | \$ 257        | \$ 3,108       | \$ 294        | \$ 54         | *                  | \$ 578        | \$ 8,354       |
| 1970 | 5,756          | 857           | 6,805          | 737           | 151           | *                  | 1,144         | 15,450         |
| 1980 | 14,869         | 2,853         | 15,768         | 1,824         | 467           | *                  | 3,500         | 39,281         |
| 1990 | 44,308         | 7,898         | 45,508         | 5,357         | 1,659         | *                  | 9,128         | 113,858        |
| 2000 | 95,414         | 14,738        | 39,213         | 6,067         | 9,419         | 10,333             | 16,227        | 191,411        |
| 2007 | 146,517        | 46,757        | 40,383         | 7,780         | 7,272         | 35,102             | 25,175        | 308,986        |
| 2008 | 139,868        | 46,192        | 41,504         | 8,471         | 10,847        | 33,251             | 29,072        | 309,205        |
| 2009 | 150,674        | 65,984        | 40,026         | 8,872         | 13,378        | 35,037             | 27,332        | 341,303        |
| 2010 | 174,647        | 59,897        | 39,534         | 9,501         | 11,143        | 36,166             | 29,459        | 360,347        |
| 2011 | 194,682        | 54,150        | 39,662         | 9,983         | 12,329        | 36,506             | 34,670        | 381,982        |
| 2012 | 207,173        | 62,586        | 38,929         | 11,804        | 13,603        | 37,703             | 35,681        | 407,479        |
| 2013 | 202,173        | 63,070        | 38,590         | 12,251        | 11,270        | 37,434             | 34,857        | 399,645        |
| 2014 | 230,221        | 68,962        | 39,785         | 12,500        | 13,156        | 45,035             | 38,745        | 448,404        |
| 2015 | 237,830        | 73,198        | 39,555         | 13,336        | 12,113        | 46,927             | 47,336        | 470,295        |
| 2016 | 248,601        | 78,567        | 39,132         | 13,772        | 12,192        | 52,334             | 50,614        | 495,212        |
| 2017 | <b>253,930</b> | <b>97,371</b> | <b>39,734</b>  | <b>15,257</b> | <b>12,970</b> | <b>50,875</b>      | <b>49,065</b> | <b>519,202</b> |

\*Data not available

Segregated fund assets held in Canada (millions)

| Year | Bonds         | Stocks        | Mutual funds   | Mortgage loans | Real estate  | Cash         | Other assets | Total          |
|------|---------------|---------------|----------------|----------------|--------------|--------------|--------------|----------------|
| 1961 | \$ 1          | *             | *              | \$ -           | \$ -         | *            | *            | \$ 2           |
| 1970 | 153           | 251           | *              | 109            | -            | 15           | 12           | 540            |
| 1980 | 2,309         | 2,961         | *              | 1,174          | 38           | 337          | 145          | 6,964          |
| 1990 | 6,939         | 6,261         | *              | 1,365          | 1,359        | 572          | 508          | 17,004         |
| 2000 | 13,179        | 27,701        | 37,444         | 2,110          | 1,619        | 6,719        | 1,287        | 90,059         |
| 2007 | 17,672        | 35,017        | 94,787         | 3,364          | 5,359        | 6,309        | 1,373        | 163,881        |
| 2008 | 16,334        | 24,957        | 82,569         | 3,296          | 5,870        | 6,480        | 827          | 140,333        |
| 2009 | 18,532        | 31,201        | 109,645        | 2,972          | 5,478        | 5,853        | 820          | 174,501        |
| 2010 | 20,539        | 31,677        | 129,048        | 3,214          | 5,226        | 5,765        | 961          | 196,430        |
| 2011 | 23,006        | 29,402        | 127,290        | 3,486          | 5,490        | 6,274        | 1,042        | 195,990        |
| 2012 | 26,026        | 32,105        | 139,896        | 3,555          | 6,712        | 5,632        | 1,185        | 215,111        |
| 2013 | 26,369        | 37,471        | 164,560        | 3,761          | 7,201        | 6,050        | 1,516        | 246,928        |
| 2014 | 28,774        | 40,763        | 183,533        | 3,858          | 7,709        | 6,655        | 1,478        | 272,770        |
| 2015 | 30,132        | 40,935        | 200,221        | 3,952          | 8,266        | 6,662        | 1,740        | 291,908        |
| 2016 | 31,624        | 45,497        | 219,896        | 4,030          | 8,842        | 6,379        | 2,035        | 318,303        |
| 2017 | <b>31,478</b> | <b>46,207</b> | <b>238,668</b> | <b>4,028</b>   | <b>9,434</b> | <b>6,272</b> | <b>2,313</b> | <b>338,400</b> |

\*Data not available

Worldwide operations of Canadian life and health insurers (millions)

| Year        | Premiums <sup>1</sup> |                             |                | Assets         |                             |                  |
|-------------|-----------------------|-----------------------------|----------------|----------------|-----------------------------|------------------|
|             | In Canada             | Outside Canada <sup>2</sup> | Worldwide      | In Canada      | Outside Canada <sup>2</sup> | Worldwide        |
| 1960        | \$ 747                | \$ 393                      | \$ 1,140       | \$ 6,081       | \$ 2,868                    | \$ 8,949         |
| 1970        | 1,578                 | 784                         | 2,362          | 11,773         | 5,100                       | 16,873           |
| 1980        | 6,623                 | 2,720                       | 9,343          | 35,663         | 12,312                      | 47,975           |
| 1990        | 19,254                | 11,416                      | 30,670         | 108,001        | 48,393                      | 156,394          |
| 2000        | 41,540                | 49,421                      | 90,961         | 254,048        | 263,358                     | 517,406          |
| 2007        | 74,969                | 76,015                      | 150,984        | 458,090        | 482,407                     | 940,497          |
| 2008        | 78,243                | 71,707                      | 149,950        | 431,212        | 519,180                     | 950,392          |
| 2009        | 78,482                | 69,981                      | 148,463        | 497,496        | 514,659                     | 1,012,155        |
| 2010        | 78,904                | 63,150                      | 142,054        | 534,385        | 526,369                     | 1,060,754        |
| 2011        | 76,535                | 56,935                      | 133,470        | 552,488        | 604,473                     | 1,156,961        |
| 2012        | 78,264                | 48,413                      | 126,677        | 596,722        | 606,239                     | 1,202,961        |
| 2013        | 81,311                | 56,319                      | 137,630        | 622,617        | 657,571                     | 1,280,188        |
| 2014        | 88,488                | 61,589                      | 150,077        | 689,839        | 728,837                     | 1,418,676        |
| 2015        | 92,541                | 67,292                      | 159,833        | 732,585        | 867,578                     | 1,600,163        |
| 2016        | 97,384                | 86,038                      | 183,422        | 782,752        | 855,481                     | 1,638,233        |
| <b>2017</b> | <b>102,137</b>        | <b>85,829</b>               | <b>187,966</b> | <b>827,436</b> | <b>852,965</b>              | <b>1,680,401</b> |

Excludes Canadian branch operations of foreign insurers

Data are reported in Canadian dollars, unadjusted for foreign exchange fluctuations, which impacts growth comparisons of foreign operations of Canadian life and health insurers over the years

<sup>1</sup> Premium equivalents for uninsured contracts are excluded prior to 2005

<sup>2</sup> Subsidiary operations are excluded prior to 2000