

Premium Analysis - General Insurance Business

	INDUSTRY TOTALS					
	2017	2016	2015	2014	2013	2012
Property	25,190,862	24,855,274	25,098,448	24,331,894	28,088,526	24,962,085
Motor	18,772,610	17,594,969	17,254,028	16,483,526	16,102,379	16,899,081
Accident & Sickness	8,273,434	6,586,752	2,244,118	1,188,197	1,386,517	1,186,174
Marine, Aviation etc	2,353,303	1,610,122	1,940,438	2,153,578	1,920,466	1,775,110
Others	5,064,616	5,742,708	8,816,021	9,316,262	10,498,152	7,896,103
<b>Total</b>	<b>59,654,825</b>	<b>56,389,825</b>	<b>55,353,053</b>	<b>53,473,457</b>	<b>57,996,040</b>	<b>52,718,553</b>

Premium Analysis - Life Insurance Business

	INDUSTRY TOTALS					
	2017	2016	2015	2014	2013	2012
Individual Life	16,901,000	15,638,000	15,131,000	12,561,000	11,663,000	10,335,000
Group Life	2,165,000	1,494,000	2,726,000	2,464,000	-	-
Annuities	3,232,000	1,435,000	667,000	751,000	140,000	169,000
Other	1,667,000	1,900,000	512,000	999,000	3,010,000	3,422,000
<b>Total</b>	<b>23,965,000</b>	<b>20,467,000</b>	<b>19,036,000</b>	<b>16,775,000</b>	<b>14,813,000</b>	<b>13,926,000</b>

**2017 General Insurance Company Ranking based on premium**

<b>Company</b>	<b>%Market Share</b>	<b>Rank</b>
Massy United Insurance	14.6%	1
St. Vincent Insurances	10.0%	2
Metrocint General	8.8%	3
Caribbean Alliance	8.8%	4
Sagicor Life	8.5%	5
Beacon Insurances	8.4%	6
St. Hill Insurance Co. Ltd	8.1%	7
West Indian Insurances	7.1%	8
Sun General International	6.7%	9
M & C General	5.5%	10
Caribbean Homes/Guardian General	4.2%	11
Guardian Life of the Caribbean	3.3%	12
G.T.M Fire & General	2.0%	13
Island Heritage Insurance	1.2%	14
Pan-American life	1.1%	15
Gulf Insurance	0.8%	16
GTM life	0.6%	17
GK Insurance	0.2%	18
<b>Total</b>	<b>100.0%</b>	

**2017 Life Insurance Company Ranking based on premium**

<b>Company</b>	<b>%Market Share</b>	<b>Rank</b>
Sagicor Life	69.5%	1
Demerara Mutual Life	9.1%	2
Pan American Life	8.4%	3
Scotia Insurance	5.2%	4
Guardian Life of the Caribbean	3.9%	5
GTM Life	3.8%	6
Total	100.0%	

**2017 Individual Life Insurance Company Ranking based on prem**

<b>Company</b>	<b>%Market Share</b>	<b>Rank</b>
Sagicor Life	71.62%	1
Demerara Mutual Life	12.92%	2
Pan American Life	10.05%	3
GTM Life	5.41%	4
Total	100.00%	

**Table 1: Insurance by Class of Insurance 2017**

<b>Class of Insurance</b>	<b>Gross Premium Written</b>	<b>Premium Ceded</b>	<b>Net Premium Written</b>	<b>% of Total Gross Premium Written</b>	<b>Premium Retention Rate (%)</b>	<b>Premium Cession Rate (%)</b>
Ordinary Life	16,901,000	1,101,000	15,800,000	20.21%	93.49%	6.51%
Industrial Life	-	-	-			100.00%
Annuities	3,232,000	-	3,232,000	3.87%	100.00%	0.00%
Retirement Plans	411,000	-	411,000	0.49%	100.00%	0.00%
Other Life	3,421,000	1,205,000	2,216,000	4.09%	64.78%	35.22%
<b>Total Life Insurance</b>	<b>23,965,000</b>	<b>2,306,000</b>	<b>21,659,000</b>	<b>28.66%</b>	<b>90.38%</b>	<b>9.62%</b>
Liability	5,058,616	2,252,870	2,805,746	6.05%	55.46%	44.54%
Marine	2,353,303	1,490,791	862,512	2.81%	36.65%	63.35%
Pecuniary Loss	6,000	83,000	(77,000)	0.01%	-1283.33%	1383.33%
Personal Accident	8,273,434	588,898	7,684,536	9.89%	92.88%	7.12%
Property	25,190,862	21,731,390	3,459,472	30.13%	13.73%	86.27%
Motor	18,772,610	4,461,429	14,311,181	22.45%	76.23%	23.77%
Other General Insurance	-	-	-	0.00%		100.00%
<b>Total General Insurance</b>	<b>59,654,825</b>	<b>30,608,378</b>	<b>29,046,447</b>	<b>71.34%</b>	<b>48.69%</b>	<b>51.31%</b>
<b>Total Insurance Market</b>	<b>83,619,825</b>	<b>32,914,378</b>	<b>50,705,447</b>	<b>100.00%</b>	<b>60.64%</b>	<b>39.36%</b>

**2017 Life Insurance Company Ranking based on Loss Ratio**

<b>Company</b>	<b>Loss Ratio</b>	<b>Ranking</b>
Guardian Life of the Caribbean	42.8	1
GTM Life	37.0	2
Pan-American Life	32.8	3
Demerara Mutual Life	15.8	4
Sagicor Life	11.3	5
Scotia Insurance	0.8	6
<b>Total</b>	<b>15.2</b>	

**2017 General Insurance Company Ranking based on premium**

<b>Company</b>	<b>Loss Ratio</b>	<b>Ranking</b>
Pan American life	115.1	1
Sagicor Life	62.0	2
Metrocint General	51.0	3
G.T.M Life	40.3	4
Beacon Insurances	39.3	5
West Indian Insurances	37.0	6
United Insurance	28.4	7
Guardian Life of the Caribben	27.1	8
St. Vincent Insurances	11.7	9
M & C General	10.2	10
St. Hill Insurance Co. Ltd	10.1	11
Caribbean Alliance	8.9	12
GK Insurance	8.2	13
Caribbean Homes/Guardian General	6.2	14
Sun General International	4.7	15
Island Heritage Insurance	1.1	16
G.T.M Fire & General	0.2	17
Gulf Insurance	-4.5	18
<b>Total</b>	<b>26.2</b>	

**2017 Motor Vehicle Insurance Company Ranking based on premium**

<b>Company</b>	<b>%Market Share</b>	<b>Rank</b>
Metrocint General	18.4%	1
St. Hill Insurance Co. Ltd	14.6%	2
West Indian Insurances	14.1%	3
Massy United Insurance	12.4%	4
Caribbean Alliance	11.7%	5
St. Vincent Insurances	8.3%	6
M & C General	6.6%	7
Beacon Insurances	6.2%	8
Caribbean Homes/Guardian General	3.9%	9
Sun General International	2.5%	10
Gulf Insurance	0.9%	11
Gk Insurance	0.5%	12
<b>Total</b>	<b>100.0%</b>	

**2017 Loss Ratio- Motor Class of Business**

<b>Company</b>	<b>%Market Share</b>
Massy United Insurance	92.8%
Metrocint General	77.2%
Beacon Insurances	66.4%
West Indian Insurances	55.5%
Sun General International	38.3%
St. Vincent Insurances	26.8%
M & C General	26.2%
Caribbean Homes/Guardian General	21.6%
Caribbean Alliance	19.7%
St. Hill Insurance Co. Ltd	17.4%
Gk Insurance	11.6%
Gulf Insurance	-10.4%
<b>Industry Average</b>	<b>48.2%</b>

**2017 Property Insurance Company Ranking based on premium**

<b>Company</b>	<b>%Market Share</b>	<b>Rank</b>
Massy United Insurance	20.42%	1
St. Vincent Insurances	14.01%	2
Caribbean Alliance	10.50%	3
St. Hill Insurance Co. Ltd	7.78%	4
M & C General	7.46%	5
Metrocint General	7.07%	6
Caribbean Homes/Guardian General	6.52%	7
West Indian Insurances	6.41%	8
Sun General International	6.04%	9
Beacon Insurances	5.29%	10
G.T.M Fire & General	4.57%	11
Island Heritage Insurance	2.52%	12
Gulf Insurance	1.29%	13
GK Insurance	0.14%	14
<b>Total</b>	<b>100.00%</b>	

<b>Company</b>	<b>%Market Share</b>
Beacon Insurances	19.65%
West Indian Insurances	6.88%
Massy United Insurance	3.63%
Caribbean Homes/Guardian General	1.28%
St. Hill Insurance Co. Ltd	0.37%
M & C General	0.27%
Caribbean Alliance	0.26%
G.T.M Fire & General	0.17%
Metrocint General	0.00%
Island Heritage Insurance	0.00%
Gulf Insurance	0.00%
GK Insurance	0.00%
St. Vincent Insurances	-0.04%
Sun General International	-0.07%
<b>Industry Average</b>	<b>2.38%</b>

**2017 Health Insurance Company Ranking based on premium**

<b>Company</b>	<b>%Market Share</b>	<b>Rank</b>
Sagicor Life	62.80%	1
Guardian Life of the Caribbean	24.07%	2
Pan-American life	8.27%	3
G.T.M life	4.38%	4
St. Vincent Insurances	0.41%	5
Beacon Insurances	0.06%	6
<b>Total</b>	<b>100.00%</b>	

2017 General Insurance Company Ranking based on Claims (Incurred Claims)

Company	%Market Share	Rank
Sagicor Life	20.2%	1
Metrocint General	17.1%	2
United Insurance	15.9%	3
Beacon Insurances	12.5%	4
West Indian Insurances	10.1%	5
Pan -American life	4.9%	6
St. Vincent Insurances	4.5%	7
Guardian Life of the Caribben	3.4%	8
St. Hill Insurance Co. Ltd	3.1%	9
Caribbean Alliance	3.0%	10
M & C General	2.2%	11
Sun General International	1.2%	12
Caribbean Homes/Guardian General	1.0%	13
G.T.M Life	0.9%	14
Island Heritage Insurance	0.1%	15
GK Insurance	0.1%	16
Gulf Insurance	-0.1%	17
G.T.M Fire & General	0.0%	18
Total		

**Table 2: Life Policies in forced as at 2017**

	<b>New Business</b>	<b>Total Policies in Force</b>
Sagicor Life	66.46%	54.46%
Demerara Mutual Life	14.79%	14.23%
Pan American Life	15.11%	5.81%
Scotia Insurance	0.00%	20.19%
Guardian Life of the Caribbean	0.05%	0.03%
GTM Life	3.59%	5.28%
<b>Total</b>	<b>100.00%</b>	<b>100.00%</b>