

OPTIMUM RE INC. is a holding company that has been active for more than three decades in the life insurance and reinsurance markets. It holds:



OPTIMUM REASSURANCE INC. (ORE) has been active for over four decades in the Canadian life reinsurance industry. With offices in Montreal, Toronto and in Barbados, ORE is the only Canadian-owned life reinsurer offering a full range of life reinsurance services. The company has distinguished itself for its expertise in the field of health care outside Canada.

OPTIMUM RE INSURANCE COMPANY (ORIC) has been a US Life reinsurer since 1987, marking 2017 as its 30th anniversary. ORIC is active in all US states and the Caribbean. ORIC offers reinsurance solutions, competitive pricing, full underwriting services, research & development and an individual record administration system. ORIC has solidified itself as a leader in the Critical Illness & Final Expense arena.



OPTIMUM VIE S.A. (OVIE), acquired in 1975, remains the only Canadian-owned life insurance company in France. It primarily offers contracts linked to investment, capitalization, savings & retirement funds as well as traditional protection products. OVIE is also works together with clients to develop niche or extended range products, as well as tailored solutions such as affinity contracts and white label products.

Financial Strength

OPTIMUM REASSURANCE INC. (ORE)

- AM Best Rating of A- Excellent
- \$196M of Written Gross Premiums
- \$9.1B of New Business Production
- 69% Increase in Net Premiums

OPTIMUM RE INSURANCE COMPANY (ORIC)

- 2016 RBC Ratio of 732%
- AM Best Rating of A- Excellent
- \$251M of Written Gross Premiums
- \$9.4B of New Business Production
- 25% Increase in Net Premiums

2016 Consolidated Financial Highlights

Gross Premiums

Gross Premiums grew to a record high

\$528M

28%

New Business Volume

ORE saw an impressive 30% increase. The total for ORE & ORIC surpassed

\$20.7B

22%

Assets

Total assets grew to reach a new record level of

\$2.6B

4%

Shareholder Equity

Shareholder equity has continued to increase, reaching

\$275M

10%

Strong Partnerships

Customer Value Proposition

Optimum thrives to proactively engage and develop compelling collaboration with its clients and help bridge the gap between their aspirations & future achievements.

Industry Leader

ORE is the industry leader in Out of Country travel insurance in Canada.

Industry Innovator

ORIC is innovating in the field of living benefits and has been a leader of Critical Illness in the U.S.

International Partner

OVIE is always focused on innovation and its range of products is constantly evolving, offering its clients tailor-made solutions.

Relationships built to last

Optimum has been active for 30 years in the US, 41 years in Europe and 44 years in Canada.

Thank You!

Optimum is grateful to all of its clients, partners, managers & employees for their steadfast and long-lasting support.



Presentation of the Summary Consolidated Financial Statements: Prepared in accordance with United States of America generally accepted accounting principles, these summary consolidated financial statements of Optimum Re Inc. were prepared by Management and are derived from the complete audited consolidated financial statements for the year ended December 31, 2016. The Independent Auditors expressed an unmodified audit opinion on those complete consolidated financial statements in their auditors' report dated May 17, 2017. These summary consolidated financial statements contain certain amounts based on best judgment and estimates as their final determination is dependent upon subsequent events. The summary and the complete audited consolidated financial statements do not reflect the effects of events that occurred subsequent to May 17, 2017, the day the complete audited consolidated financial statements were approved for issuance by the directors. It is the opinion of Management that the accounting policies utilized are appropriate in the circumstances and adequately reflect the significant aspects of the financial position and the results of operations. These summary consolidated financial statements include the major line items subtotals and totals of the corresponding complete audited consolidated financial statements, and information drawn from the notes to the complete audited consolidated financial statements relating to items that have a generalized effect or another significant impact on the summary consolidated financial statements.

Summary Consolidated Statement of Income

Revenues			Expenses		
	2016	2015		2016	2015
Premiums written and assumed	522,444	510,153	Claims and change in future benefits	140,254	87,272
Premiums written- unit linked products	5,539	3,623	Claims and acquisition costs- unit linked products	4,950	4,258
Interest and other investment income	22,970	21,218	Underwriting, acquisition and operating expense	17,071	19,407
Net realized gains on investments	5,402	6,862	Other expenses	3,644	3,986
Net investment income- unit linked products	3,157	2,298	Total expenses	165,919	114,923
Other revenues	2,271	1,889	<i>Income before income taxes</i>	<i>34,912</i>	<i>37,295</i>
	561,783	546,043	<i>Total income taxes</i>	<i>13,467</i>	<i>9,911</i>
Premiums ceded	(360,952)	(393,825)	Net Income	21,445	27,384
Total revenues	200,831	152,218			

Summary Consolidated Balance Sheet

Assets			Liabilities		
	2016	2015		2016	2015
Fixed-income securities	736,028	731,041	Future benefits	1,802,465	1,770,751
Other investments and cash	202,566	191,911	Claims and benefits	213,477	184,798
Amounts receivable from ceding companies	76,611	65,046	Reinsurance ceded payable	107,121	104,254
Reinsurance ceded balances receivable	180,035	144,674	Deferred income taxes	44,992	42,760
Future benefits ceded	1,241,457	1,217,836	Long-term debt	31,201	31,779
Deferred acquisitions costs	30,037	20,555	Other liabilities	11,854	6,365
Other assets	19,870	20,445	Future benefits- unit linked products	106,102	104,612
Unit linked products, held for trading, at a fair value	106,102	104,612	Total liabilities	2,317,212	2,245,339
Total assets	2,592,706	2,496,120	Shareholder's equity	275,494	250,781
				2,592,706	2,496,120

Summary Consolidated Statement of Shareholders Equity

	2016	2015
Shareholder's equity, at beginning of year	250,781	212,955
Net income	21,445	27,384
Dividends	(3,294)	(2,724)
Unrealized gains on investment securities	10,294	1,710
Cumulative currency translation adjustment	(3,939)	11,471
Other	207	(15)
Shareholder's equity, at end of year	275,494	250,781