

*An Alliance in Growth*



2015  
Summary of Financial Results

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## **FINANCIAL STRUCTURE AND RESULTS**

The Optimum Group, which has successfully been in operation for over 45 years, is a diversified international financial organization with over 14 operating subsidiaries-extensions of its actuarial consulting origin. These include: life insurance, life and critical illness reinsurance, property and casualty insurance, asset management and actuarial consulting. Optimum has operations in the United States, Canada, Barbados, France and services Puerto Rico, the Caribbean and Mexico. In 2014, the Optimum Group produced a return on equity of 12.9%, increased written premiums by 12% and reached over \$3.7 billion in assets.

The Optimum Group has now been involved in reinsurance for over 40 years. In 2014, on an audited consolidated US GAAP basis (Canadian\$), Optimum Re Inc. generated \$444 million of premiums from all lines with \$232 million coming from Optimum Re Insurance Company (ORIC). Optimum Re Inc.'s shareholders' Equity equals \$213 million while its Assets and After Tax Net Income were \$2.3 billion and \$12 million respectively.

As of December 31, 2014, on a statutory basis, the capital and surplus of ORIC represented 28 percent of its total liabilities. Using the risk based capital formula adopted by the NAIC, ORIC's total adjusted capital and surplus is 696 percent of the Authorized Control Level Risk Based Capital.

The low level of required risk based capital related to investments confirms the investment quality and the low default risk of ORIC's portfolio. Over 96 percent of its bond portfolio is invested in Class 1 bonds. ORIC has never held junk bonds or sub-prime investments.

It should be noted that our financial position was largely unaffected by the 2008/2009 financial crisis that has affected much of the industry. We had no exposure to sub-prime mortgages or other highly risky and problematic financial instruments that have so adversely affected some companies. We had minimal exposure to troubled financial institutions in our corporate bond portfolio.

ORIC's reinsurance premiums come primarily from YRT reinsurance and since ORIC does not have direct operations and has not, in the past, reinsured annuities or accumulation accounts, its assets are small compared to its activity level.

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ORIC's retention has varied over the years and by type of reinsurance arrangement. For most of our business, we use quota-share retrocession pools to cede risks by layers. The main members of these pools have assets far exceeding a Trillion (at the Group Level), Excellent or Superior ratings, and a long-standing business relationship with our Group.

While we have a number of pools for specific purposes, we now have 19 million of automatic capacity for our large company pool and over 7 million for excess of Jumbo cases at automatic rates.

For transactions that fall outside of the normal day-to-day reinsurance, we use highly-rated retrocessionaires worldwide to provide resources that can make the difference for you.

#### **AGENCY RATING**

ORIC's current A.M. Best rating is A-, Excellent. We have never been downgraded.

#### **CONTINUED GROWTH**

2012 marked the 25<sup>th</sup> anniversary of Optimum in the US market. Despite an overall reinsurance market that has seen 11 years of continued decrease and a significant reduction in number of players, Optimum Re remains a true partner, known for innovation and service (2015 Flaspöhler) and is committed to continue to grow its presence. When looking for stability, for diversification and service, look to Optimum Re.

In summary ORIC is a well-capitalized, professional reinsurer with strong financial ratios, international connections and very conservative investments. We manage our mortality risk with alert underwriting, a comprehensive risk management program and a sound retrocession network.

We have built our company over the years on sound business plans, prudent investment policies and strong financial management, and we will continue to do so.

If you have any questions, please do not hesitate to contact me.

Sincerely,

Gord Gibbins  
Executive Vice-President & Chief Development Officer

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