

KEY FACTS AND FIGURES



2019

KEY FACTS AND FIGURES CONCERNING THE MUTUAL



358,387 mutual members

\$1.2B
Consolidated equity

2,166,704
Inforce contracts

\$3.4B
Total consolidated revenue

\$125.9M

Consolidated net income

11.7%

Return on equity

HUMAN RESOURCES 2019 AT A GLANCE

2,818 employees

871

Life and Health Insurance and Financial Services

1,266

Property and Casualty Insurance

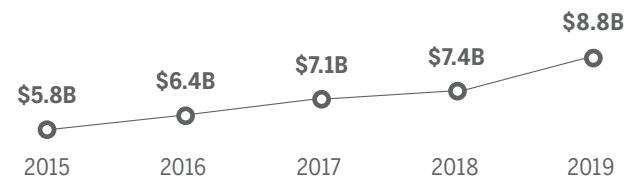
681

Shared Services

Because of its reputation in the labour market, La Capitale is able to recruit EXPERIENCED AND RELIABLE workers.

CONSOLIDATED ASSETS

\$8.8B

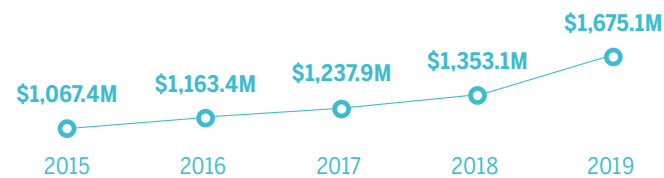


Up 17.6% over 2018

Life and Health Insurance and Financial Services

CONSOLIDATED REVENUE FROM PREMIUMS

\$1.7B



Up 23.8% over 2018

Individual insurance
RANKED 6th*

Group insurance
RANKED 11th*

\$905M
Inforce group insurance premiums

\$720M
Individual insurance premiums and deposits sales

\$170M
RRSP sales

8,149
Participants in 699 financial education sessions

\$46.4M

Consolidated net income

\$3.1B

Savings and investments portfolio

147
promotions

385
permanent positions filled

48%
of our managers are female

48
interns

3.1%
of the payroll invested in training

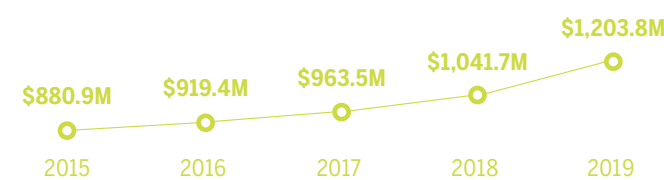
5.5%

Turnover

Property and Casualty insurance

CONSOLIDATED GROSS WRITTEN PREMIUMS

\$1.2B



Up 15.6% over 2018

RANKED 3th*

\$325.6M
Gross written premiums L'Unique General Insurance

\$690.3M
Gross written premiums La Capitale General Insurance

RANKED 14th*

\$149.7M
Gross written premiums Unica Insurance

\$38.2M
Gross written premiums LEDOR Assurances

\$79.5M

Consolidated net income

30.9%

Growth in consolidated gross written premiums for Commercial Lines insurance

* As at December 31, 2018





GEOGRAPHIC BUSINESS DISTRIBUTION


QUEBEC
78%


REST OF CANADA
22%

Our distribution network

Life and Health Insurance and Financial Services

27 financial centres and branches	2,859 brokers in Quebec	37 general agents in the rest of Canada
18 general agents in Quebec	471 financial security advisors and partner agents	4,438 brokers in the rest of Canada

Property and Casualty Insurance

29 branch offices	97 brokers in Ontario
155 affiliated agents	
321 brokerage firms in Quebec	

For information about La Capitale, please call 418 747-7600 or 1 800 463-5549, or visit our website: lacapitale.com.

La Capitale Insurance and Financial Services

Head Office
625 Jacques-Parizeau St
Quebec QC G1R 2G5

lacapitale.com

La Capitale is proud to abide by "green" principles in its various business lines.

