

## TOP 10 | CAP PROVIDERS

AS OF JUNE 30, 2017 (MILLIONS)

	Company	2017 CAP assets	2016 CAP assets	Variance
1	Sun Life Financial	\$70,176.0	\$61,637.0	13.9%
2	Manulife Financial Corp.	\$51,832.0	\$47,615.0	8.9%
3	Great-West Life Assurance Co.	\$33,227.0	\$31,170.0	6.6%
4	Morneau Shepell Ltd.	\$9,757.0	\$9,214.0	5.9%
5	Desjardins Insurance <sup>1</sup> (Desjardins Financial Security Life Assurance Co.)	\$7,869.5	\$5,930.0	32.7%
6	Conduent Human Resource Services <sup>2</sup>	\$6,036.3	\$5,399.4	11.8%
7	Industrial Alliance Insurance & Financial Services Inc.	\$5,654.0	\$4,760.9	18.8%
8	RBC Royal Bank (RBC Group Advantage)	\$4,614.3	\$4,156.0	11.0%
9	The Co-operators Life Insurance Co.*	\$1,844.9	\$1,708.3	8.0%
10	Mackenzie Investments Inc.*	\$1,008.0	\$1,026.0	-1.8%
	<b>2017 top 10 total</b>			<b>\$192,019.0</b>
	<b>2016 top 10 total</b>			<b>\$172,616.6</b>
	<b>Variance</b>			<b>↑11.2%</b>

**Notes:** Totals were compiled by adding administered assets under defined contribution, group registered retirement savings, deferred profit-sharing and employee profit-sharing plans. \*2016 numbers restated for DC, RRSP, DPSP or EPSP administered assets. 1. Growth is primarily due to strong sales in 2016, including a single sale valued at almost \$1 billion. 2. Xerox HR Outsourcing and Solutions changed its name to Conduent Human Resource Services in January 2017. *Figures in this report are based on responses provided by the survey participants. Benefits Canada assumes no responsibility for the accuracy of the data provided. All totals are subject to a +/- variance due to rounding.*

## TOP 10 | DC PLAN PROVIDERS

AS OF JUNE 30, 2017 (MILLIONS)

	Company	2017 DC plan assets
1	Sun Life Financial	\$35,454.0
2	Manulife Financial Corp.	\$25,357.0
3	Great-West Life Assurance Co.	\$13,854.0
4	Morneau Shepell Ltd.	\$6,071.0
5	Conduent Human Resource Services <sup>1</sup>	\$3,063.0
6	Industrial Alliance Insurance & Financial Services Inc.	\$2,539.5
7	Desjardins Insurance (Desjardins Financial Security Life Assurance Co.)	\$2,381.5
8	The Co-operators Life Insurance Company	\$1,558.5
9	National Bank Trust Inc.	\$132.5
10	Mackenzie Investments Inc.	\$97.0
	<b>2017 top 10 total</b>	<b>\$90,508.0</b>
	<b>2016 top 10 total</b>	<b>\$81,127.5 *</b>
	<b>Variance</b>	<b>↑11.6%</b>

**Note:** \*2016 total reflects restated numbers for some providers  
1. Xerox HR Outsourcing and Solutions changed its name to Conduent Human Resource Services in January 2017

## TOP 5 | FASTEST GROWING (\$)

AS OF JUNE 30, 2017 (MILLIONS)

Company	2017 CAP assets	2016 CAP assets	Variance (\$)
1   Sun Life Financial	\$70,176.0	\$61,637.0	\$8,539.0
2   Manulife Financial Corp.	\$51,832.0	\$47,615.0	\$4,217.0
3   Great-West Life Assurance Co.	\$33,227.0	\$31,170.0	\$2,057.0
4   Desjardins Insurance (Desjardins Financial Security Life Assurance Co.)	\$7,869.5	\$5,930.0	\$1,939.5
5   Industrial Alliance Insurance & Financial Services Inc.	\$5,654.0	\$4,760.9	\$893.1

**Note:** Totals were compiled by adding DC, group RRSP, DPSP and EPSP administered assets

## TOP 5 | FASTEST GROWING (%)

AS OF JUNE 30, 2017 (MILLIONS)

Company	2017 CAP assets	2016 CAP assets	Variance (%)
1   Desjardins Insurance (Desjardins Financial Security Life Assurance Co.)	\$7,869.5	\$5,930.0	32.7%
2   Industrial Alliance Insurance & Financial Services Inc.	\$5,654.0	\$4,760.9	18.8%
3   Sun Life Financial	\$70,176.0	\$61,637.0	13.9%
4   Conduent Human Resource Services <sup>1</sup>	\$6,036.3	\$5,399.4	11.8%
5   RBC Royal Bank (RBC Group Advantage)	\$4,614.3	\$4,156.0	11.0%

**Note:** Totals were compiled by adding DC, group RRSP, DPSP and EPSP administered assets

<sup>1</sup> Xerox HR Outsourcing and Solutions changed its name to Conduent Human Resource Services in January 2017

## CAP CLIENT | TOTALS

AS OF JUNE 30, 2017

Line of business	Number of clients	Number of lives
Defined contribution plan	11,595	2,095,057
Group RRSP	45,137	2,946,672
Deferred profit-sharing plan	7,514	773,526
Employee profit-sharing plan	121	216,463
<b>Totals</b>	<b>64,367</b>	<b>6,031,718</b>

## TRACKING THE GROWTH OF CANADA'S CAP INDUSTRY

Number of clients	2007	2009	2011	2013	2015	2017
Defined contribution plans	9,176	9,429	10,020	10,060	10,297	11,595
Group RRSPs	33,351	34,156	32,314	35,554	34,948	45,137
Deferred profit-sharing plans	3,539	4,129	4,199	4,851	5,236	7,514
Employee profit-sharing plans	142	142	183	141	136	121

## TOP 10 | GROUP RRSP PROVIDERS

AS OF JUNE 30, 2017 (MILLIONS)

	Company	2017 Group RRSP assets
1	Sun Life Financial	\$26,824.0
2	Manulife Financial Corp.	\$22,995.0
3	Great-West Life Assurance Co.	\$17,729.0
4	Desjardins Insurance (Desjardins Financial Security Life Assurance Co.)	\$5,163.1
5	RBC Royal Bank (RBC Group Advantage)	\$4,411.6
6	Morneau Shepell Ltd.	\$2,753.0
7	Industrial Alliance Insurance & Financial Services Inc.	\$2,692.8
8	Conduent Human Resource Services <sup>1</sup>	\$1,089.9
9	Mackenzie Investments Inc.	\$824.0
10	National Bank Trust Inc.	\$348.2
	<b>2017 top 10 total</b>	<b>\$84,830.6</b>
	<b>2016 top 10 total</b>	<b>\$76,352.3 *</b>
	<b>Variance</b>	<b>↑11.1%</b>

**Note:** \*2016 total reflects restated numbers for some providers

1. Xerox HR Outsourcing and Solutions changed its name to Conduent Human Resource Services in January 2017

## TOP 10 | DPSP PROVIDERS

AS OF JUNE 30, 2017 (MILLIONS)

	Company	2017 DPSP assets
1	Sun Life Financial	\$5,881.0
2	Manulife Financial Corp.	\$3,339.0
3	Great-West Life Assurance Co.	\$1,644.0
4	Conduent Human Resource Services <sup>1</sup>	\$691.9
5	Industrial Alliance Insurance & Financial Services Inc. <sup>2</sup>	\$421.7
6	Desjardins Insurance (Desjardins Financial Security Life Assurance Co.)	\$324.9
7	RBC Royal Bank (RBC Group Advantage)	\$202.7
8	National Bank Trust Inc.	\$93.0
9	Mackenzie Investments Inc.	\$87.0
10	The Co-operators Life Insurance Co.	\$43.3
	<b>2017 top 10 total</b>	<b>\$12,728.5</b>
	<b>2016 top 10 total</b>	<b>\$11,433.9 *</b>
	<b>Variance</b>	<b>↑11.3%</b>

**Note:** \*2016 total reflects restated numbers for some providers

1. Xerox HR Outsourcing and Solutions changed its name to Conduent Human Resource Services in January 2017