

ONTARIO MUTUAL LIFE.

27TH ANNUAL MEETING.

ANOTHER YEAR'S RECORD OF PROGRESS
AND PROSPERITY.

The 27th Annual Meeting of The Ontario Mutual Life Assurance Company was held in the Town Hall, Waterloo, on Thursday, May 27th, 1897. The attendance was a most representative one, including quite a large number of the Policy-holders in addition to the Directors and the principal Agents of the Company throughout the Dominion.

The president, Mr. I. E. Bowman, occupied the chair, supported by the Manager, Mr. Wm. Hendry.

On motion of Mr. Alfred Hoskin, D. C., Toronto, seconded by Mr. Robert Melvin, Guelph, Mr. W. H. Riddell, the Secretary of the Company, acted as Secretary of the meeting. The minutes of the last annual meeting were formally taken as read and adopted. The President then read

THE DIRECTORS' REPORT.

Your directors have the pleasure of submitting to you the following statements as their report of the business for the year ending the 31st December, 1896, and in doing so it affords them great satisfaction to be able to inform you that the uniform and uninterrupted success which has attended the Company since its organization has continued during the past year to a very marked degree.

The report shows an increase in the number and amount of new Policies issued as compared with the previous year, and there has also been a substantial increase in the Premium Income, the Interest Income, and in the surplus available for future distribution among the policy holders.

The Net Premium Income for 1896 ending \$2,278 for Annuities, was \$1,617.30, and we received for interest on our investments the sum of \$785.94, making the total income \$4,032.24.

Although the rate of interest on class securities continues very low and great care is required in the selection of investments, yet the rate of interest earned on our assets during the past year was somewhat higher than the previous year, which is that the funds of the Company have been satisfactorily invested.

The total assets of the company at close of the year were \$3,404,907.99, and the reserve required to meet the company's standard is \$716,411.67, after providing for liabilities, leaves a surplus of \$2,688,496.32. The surplus would be added to \$358,800.00 if our reserves were based on the government standard of 4-1/2 per cent instead of 4 per cent.

The surplus earned by the company for the year has been quite satisfactory, amounting to \$94,605.05, of which \$75,000.00 has been paid to the members and the balance has been added to the surplus fund.

The company commenced issuing 20 year term policies in July, 1891, and the account of the surplus belonging to this class is being kept distinct

from the general surplus account.

During the past year 1,825 new policies were issued for assurance amounting to \$2,838,250, and 82 applications for \$108,750 were received from persons whose health and family history were not up to our standard, and therefore had to be declined.

Our death rate for the year was somewhat higher than usual, the cause being largely accidental, there having been no less than 16 deaths from unforeseen accidents, involving losses to the amount of \$44,000, so that the ordinary normal death rate was much below the average.

The executive committee has again carefully examined the securities and cash held by the company, and found them correct as reported by your auditors.

You will be called on to elect four directors in the place of C. M. Taylor, Robert Melvin, W. J. Kidd and Robt. Baird, all of whom are eligible for reelection.

On behalf of the Board,

I. E. BOWMAN,

President.

In commenting on the report Mr Bowman said that the business for the past year had been very satisfactory indeed. There was an increase of something over \$200,000 in the amount of new policies issued as compared with the previous year, and this augmentation in new business still continues, for during the first four months of the present year, we issued \$1,016,050, an increase over the same period of last year of \$232,200, so that the company is progressing and the business increasing all the time. Notwithstanding that the rate of interest tends downward, it will be a source of satisfaction to our policyholders to learn that the rate of interest earned on the company's investments for 1896 was higher than either of the two previous years, owing to the purchase in that year, on very advantageous terms, of \$180,000 worth of mortgages, guaranteed by the county of Huron, and to the fact that all our money was kept continuously invested during the whole year, so that at the close we had no funds lying idle in the banks. While competition for new business among existing companies has not decreased, there are a number of new ones about to enter the field which, doubtless, will add to its intensity; but I am sure The Ontario Life will be able to hold its own against both old and new competitors and without measurably increasing the cost of procuring a fair, if not a liberal, share of business.

On the whole we have much cause for congratulation in view of the marked success that has attended the management of the Company's affairs and the efforts of its energetic staff of agents, during the past year; and I think it may be fairly claimed that the Company has now reached a position among Life Companies, second to none—a position that is creditable to everyone identified in anyway with the Company.

Having presented the certificate of the examining Committee, the President moved the adoption of the Report, submitting the following:

ABSTRACT OF ACCOUNTS FOR 1896:
INCOME.

Premiums not	\$ 599,339.30
Interest, annuities, etc., ...	161,063.94
Total	\$760,403.24

DISBURSEMENTS.

Payment to policy holders for death claims, endowments, surplus, surrender values, etc.,	\$ 376,032.18
Expenses and taxes	125,558.94

Total \$501,591.12

ASSETS,

Loans on first mortgages ...	\$1,832,064.09
Municipal debentures	764,884.92
Loans on Company's policies	484,384.02
Real estate	69,942.00
Cash on hand and in banks ...	8,151.16
Other assets	244,881.51

Total \$3,404,907.69

LIABILITIES.

Reserve, actuaries 4 p.c. ...	\$3,176,710.00
All other liabilities	14,401.74

Total \$3,191,117.74

SURPLUS.

On Company's standard 4 p.c.	\$ 213,789.95
On Government standard 4-1/2 p.c.	358,800.00

Mr. Melvin, second vice-president, in speaking to the motion, desired to express his pleasure and that of the Board, to see so many of our agents present to-day, and he thought it might be interesting to make a comparison with the position we occupied as Canadians away back in the forties with our position at the present time. Having shown by reference to statistics that British and American offices transacted by far the largest proportion of life assurance in Canada at the time the Ontario Mutual Life began business in 1870, thus diverting large sums of money from the industries of the country to enrich foreign lands, and that our own companies for many years past had done and were doing the bulk of the life business in the Dominion, it is sure it must be gratifying to every Canadian, and especially to the two pioneer companies, the Canada and The Ontario, that in so short a time the Canadian companies have gained the confidence and support of their countrymen to such an extent that they have been able so largely to supplant British and American companies. I do not mean to reflect in any way on either the British or American offices, for we know they are managed by competent, upright men, who are able and willing to meet their obligations; but I do feel proud of the fact that without any special favor or protection we have been able by fair and honorable competition to reverse the position of affairs that existed in 1870.

And, Sirs, looking at the business of the past year and the position this Company now holds, as compared with past years, I am happy to say that largely in all that denotes progress and growth the report presented to the policy holders to-day bears ample testimony to the high standing of the Company and its ability to fulfill to the utmost limit any and every obligation to its policy holders or the public; and I have to congratulate you upon the success of your efforts, and hope that during the coming year they will be crowned with still greater success. The report was then adopted unanimously.

On motion of Mr. S. Snyder, Mayor of Waterloo, seconded by Mr. George Moore, Manufacturer, the Rev. John McNair, B. D., and Mr. George Wegenast, Actuary of the Company were appointed scrutineers. The bal