

Cash Surplus to Policy holders.....	351,095 65
Capital paid-up.....	\$ 62,500 00
Surplus over all Liabilities and Capital Stock.....	288,595 65
	<u>\$351,095 65</u>

[Including uncalled Capital, the surplus to policy-holders is \$788,595.65]

\$4,001,776 90

REPORT OF EXAMINING COMMITTEE.

At the meeting of the Board of Directors, held on the 6th inst., the undersigned were appointed a committee to examine the investments of the Company, as shown in the annual statement for the year ending 31st December, 1893, and to verify the same.

The Committee has carefully performed the duty assigned to it, examining the municipal debentures, mortgages and other assets, and hereby certifies that the securities specified in the statement are in the possession of the Company, and are precisely as represented.

In making this report, the Committee has pleasure in bearing testimony to the high character of the investments, and in expressing its cordial approval of the system and accuracy with which the accounts have been kept and the whole business of the Company transacted.

W. J. WITTHALL, }
JAMES TASKER, } D
A. W. OGILVIE, }
M. MCKENZIE, }

MONTREAL, 19th March, 1894.

AUDITORS' CERTIFICATE.

MONTREAL, March 15th, 1894

To the President and Directors of

THE SUN LIFE ASSURANCE COMPANY OF CANADA.

GENTLEMEN,—We have much pleasure in reporting that we have completed the audit of the transactions of the Company for the year ending 31st December, 1893, and have certified the statements to be presented to you as correctly setting forth the position of the Company at that date.

We have examined and are satisfied with the various details of your business, and it gives us much pleasure in certifying to the correctness with which they are recorded.

Our communications with the mortgage debtors of the Company, in order to verify the balances due by them, have received the same satisfactory replies as in former years. The other securities of the Company will, we presume, be verified by a committee selected from your Directors as formerly.

Respectfully submitted.

P. S. ROSS & SONS,
Chartered Accountants.

On motion of the President, seconded by the Vice-President, Hon. A. W. Ogilvie, the report was unanimously adopted.

The President referred with pride to the high position which the Company has attained and the progress which it is making. The addition to the Assets during the year 1893 exceeds the total assets of the Company at the end of its first eleven years of active existence. And a satisfactory feature of this growth is that it has not been attained at the expense of any other institution. It is the settled policy of the management to cultivate the friendliest relations with all competing companies. No circular or printed matter of any kind reflecting on any other life office is issued or circulated by this Company, and the use by our agents of such circulars, even if obtained elsewhere, is invariably discountenanced. The Directors regret that during the year there have been legal difficulties with the Sun Life of England, that Company endeavoring to prevent the Sun Life of Canada from using its own corporate name in Great Britain. Every concession which could with the least reason be asked was made by us, with the object of averting proceedings, but these were unfortunately forced on us. They have now been happily terminated by a judgment in our favor settling the dispute on the terms originally proposed by us.

It will be noticed that the applications for new assurances amounted to the splendid total of \$9,539,155.83; 259 of these applications covering \$747,253.03 were, however, declined or

not completed, so that the total of the policies written was \$8,791,902.80. The large number of declined applications testifies to the care exercised in the selection of risks. The Company, moreover, is in the habit of placing "liens" or contingent debts on those lives which are believed to be hardly up to the average. This system gives the Company a great advantage over competitors which have not adopted it. The plan is eminently fair to both the assured and the Company, but it is unavoidable that a considerable number of the policies so written will not be accepted by the applicants. The proportion of policies not finally paid for is thus increased, but this increase is to a large extent evidence of the conservatism of the medical department. A very slight relaxation of the rules would at once reduce the number of not taken policies, but such a relaxation would not be in the true interests of the Company. The extreme strictness in admitting applicants has already borne good fruit, but its influence will be felt still more in the future. The policies reported as actually taken up were 4,180 for \$7,060,324, exclusive of paid-up policies issued in exchange for others. The government returns show that these figures are much in excess of those ever before attained by any Canadian office.

The Income shows an increase for the year of \$105,615.51. This is a large amount, but it tells but half the story, for the single premiums of 1893 were much below those of 1892, so that the ordinary premium income has increased more than appears on the face.

It is the practice of the Company to include under outstanding claims all deaths that have been heard of up to the time the accounts are prepared. This custom is undoubtedly wise, but this year it has resulted in a peculiar complication, for it has since been learned that one gentleman whose claim (\$5,831) is included in the liabilities, is still living! He was reported as dead by an eminent firm of lawyers who obtained the usual blanks to prove death. When too late to correct the error, they explain that they were misinformed, and that it is merely the assured's wife who is dead!

This report marks the close of the second year of the present quinquennium, and it is satisfactory to note that the surplus already on hand exceeds the total surplus accumulated during the preceding five years, although the quinquennial division of profits took place in 1892, and the annual division to those entitled thereto was made in 1893.

The success of the Company in the past has been largely due to its unconditional form of policy and the other liberal features offered by its contracts. At the last meeting of the Board the Directors took another step forward and adopted a new regulation, by which policy-holders may be automatically protected against the risk of forfeiture from non-payment of their premiums, accidentally or otherwise. The system differs from and is considered superior to that of any other company on this continent. Full details will shortly be in print. It is believed that this latest improvement will add still further to the Company's popularity.

A number of gentlemen took part in the proceedings, all expressing the utmost satisfaction with the condition of the Company's affairs. Cordial votes of thanks were passed the directors, officers and agents. The retiring directors were unanimously re-elected.

THE STANDARD LIFE ASSURANCE CO.

At the 6th ANNUAL GENERAL MEETING of the STANDARD LIFE ASSURANCE COMPANY, held at Edinburgh on Tuesday, the 27th of March, 1894, the following Results for the year ended 15th November, 1893, were reported:—

4631 New Proposals for Life Assurance were received during the year for	\$10,868.29
3980 Policies were issued, assuring	\$9,943.00
The Total Existing Assurances in force at 15th November, 1893, amounted to	114,517.26
The Claims by Death or Matured Endowments which arose during the year amounted, including Bonus Additions, to	2,661.21
The Annual Revenue amounted at 15th November, 1893, to	2,182.39
The Accumulated Funds at same date amounted to	39,766.55
Being an increase during the year of	\$854.66

INVESTMENTS IN CANADA.

Government and Municipal Bonds.....	\$672,256
Sundries	220,220
First Mortgages	2,965,550
Real Estate	358,000
	<u>\$3,916,026</u>

In the above, \$5 are taken as equivalent to £1.