

# 2020 CAP SUPPLIERS REPORT



## TOP 10 | CAP PROVIDERS

AS OF JUNE 30, 2020 (MILLIONS)			
Company	2020 CAP assets	2019 CAP assets	Variance
1  Sun Life Financial	\$81,771.0	\$78,883.0	3.7%
2  Manulife Financial Corp.	\$61,685.0	\$59,534.0	3.6%
3  Canada Life Assurance Co. <sup>1</sup>	\$36,663.0	\$36,765.0	-0.3%
4  Desjardins Insurance	\$12,016.0	\$11,045.0	8.8%
5  Morneau Shepell Ltd.	\$11,725.0	\$11,313.7	3.6%
6  Industrial Alliance Insurance and Financial Services Inc.	\$7,615.5	\$6,988.6	9.0%
7  Buck	\$6,141.3	\$6,856.1	-10.4%
8  RBC Royal Bank (RBC Group Advantage)	\$5,236.9	\$5,038.9	3.9%
9  The Co-operators Life Insurance Co.*	\$1,766.1	\$1,752.1	0.8%
10  National Bank Trust*	\$702.4	\$666.7	5.3%
2020 top 10 total:			\$225,322.1
2019 top 10 total:			\$218,843.1
Variance:			3.0%

Notes: \*2019 CAP assets were restated. 1. The Great-West Life Assurance Co., London Life Insurance Co. and the Canada Life Assurance Co. consolidated as one brand, Canada Life Assurance Co., as of Jan. 1, 2020. Totals were compiled by adding administered assets of defined contribution plans, group registered retirement savings plans, deferred profit-sharing plans and employee profit-sharing plans. Figures in this report are based on responses provided by survey participants. Benefits Canada assumes no responsibility for the accuracy of the data provided. All totals are subject to a +/- variance due to rounding.

Source: Companies participating in Benefits Canada's 2020 CAP supplier survey

## CAP CLIENTS | TOTALS

AS OF JUNE 30, 2020 (MILLIONS)		
Line of business	Number of clients	Number of lives
Defined contribution plan	11,189	2,302,925
Group RRSP	43,414	3,407,269
Deferred profit-sharing plan	8,988	913,698
Employee profit-sharing plan	107	221,322
Totals:	63,698	6,845,214

## TOP 10 | GROUP RRSP PROVIDERS

AS OF JUNE 30, 2020 (MILLIONS)

	Company	2020 Group RRSP assets
1	Sun Life Financial	\$32,308.0
2	Manulife Financial Corp.	\$28,820.0
3	Canada Life Assurance Co.	\$19,642.0
4	Desjardins Insurance	\$7,056.0
5	RBC Royal Bank (RBC Group Advantage)	\$4,900.1
6	Industrial Alliance Insurance and Financial Services Inc.	\$3,721.9
7	Morneau Shepell Ltd.	\$3,170.0
8	Buck	\$1,029.6
9	National Bank Trust	\$436.9
10	The Co-operators Life Insurance Co.	\$218.9
	<b>2020 top 10 total:</b>	<b>\$101,303.4</b>
	2019 top 10 total:	\$97,823.3
	Variance:	3.6%

## TOP 10 | DPSP PROVIDERS

AS OF JUNE 30, 2020 (MILLIONS)

	Company	2020 DPSP assets
1	Sun Life Financial	\$6,199.0
2	Manulife Financial Corp.	\$3,982.0
3	Canada Life Assurance Co.	\$2,061.0
4	Industrial Alliance Insurance and Financial Services Inc.	\$598.6
5	Buck	\$595.9
6	Desjardins Insurance	\$552.0
7	RBC Royal Bank (RBC Group Advantage)	\$331.9
8	National Bank Trust	\$123.4
9	The Co-operators Life Insurance Co.	\$28.1
10	Morneau Shepell Ltd.	\$16.9
	<b>2020 top 10 total:</b>	<b>\$14,488.8</b>
	2019 top 10 total:	\$14,254.2
	Variance:	1.6%

Source: Companies participating in Benefits Canada's 2020 CAP suppliers survey

## TOP 10 | DC PLAN PROVIDERS

AS OF JUNE 30, 2020 (MILLIONS)

	Company	2020 DC plan assets
1	Sun Life Financial	\$41,504.0
2	Manulife Financial Corp.	\$28,796.0
3	Canada Life Assurance Co.	\$14,960.0
4	Morneau Shepell Ltd.	\$7,552.9
5	Desjardins Insurance	\$4,408.0
6	Buck	\$3,458.0
7	Industrial Alliance Insurance and Financial Services Inc.	\$3,295.0
8	The Co-operators Life Insurance Co.*	\$1,519.1
9	National Bank Trust*	\$142.1
10	RBC Royal Bank (RBC Group Advantage)	\$4.9
	2020 top 10 total:	\$105,639.9
	2019 top 10 total:	\$102,314.8
	Variance:	3.2%

## TOP 5 | FASTEST GROWING (\$)

AS OF JUNE 30, 2020 (MILLIONS)

	Company	2020 CAP assets	2019 CAP assets	Variance
1	Sun Life Financial	\$81,771.0	\$78,883.0	\$2,888.0
2	Manulife Financial Corp.	\$61,685.0	\$59,534.0	\$2,151.0
3	Desjardins Insurance	\$12,016.0	\$11,045.0	\$971.0
4	Industrial Alliance Insurance and Financial Services Inc.	\$7,615.5	\$6,988.6	\$626.9
5	Morneau Shepell Ltd.	\$11,725.0	\$11,313.7	\$411.3

## TOP 5 | FASTEST GROWING (%)

AS OF JUNE 30, 2020 (MILLIONS)

	Company	2020 CAP assets	2019 CAP assets	Variance
1	Industrial Alliance Insurance and Financial Services Inc.	\$7,615.5	\$6,988.6	9.0%
2	Desjardins Insurance	\$12,016.0	\$11,045.0	8.8%
3	National Bank Trust*	\$702.4	\$666.7	5.3%
4	RBC Royal Bank (RBC Group Advantage)	\$5,236.9	\$5,038.9	3.9%
5	Sun Life Financial	\$81,771.0	\$78,883.0	3.7%

Notes: \*2019 CAP assets were restated. Totals were compiled by adding DC, group RRSP, DPSP and EPSP administered assets.

Source: Companies participating in Benefits Canada's 2020 CAP suppliers survey