



TURKS & CAICOS ISLANDS FINANCIAL SERVICES COMMISSION

Regulating with Honesty, Integrity and Transparency

Insurance Department Insurance Brokers Consolidated Statistics Year Ended 31st December 2019

This is the **sixth** issue of the Turks and Caicos Islands Financial Services Commission's Annual Insurance Brokers Statistics Publication. It provides aggregate information from the audited financial statements of insurance brokers for the year ended **31st December 2019** and comparative information for **the previous 4 years.**

As at 31st December 2019, the following 11 insurance brokers were licenced to carry on insurance business in the Turks and Caicos Islands ("TCI"):

- 1) Colonial Insurance Brokers Limited
- 2) CSC Insurance Brokers Limited
- 3) Dickenson Insurance Services (TCI) Limited
- 4) Excel Insurance Limited
- 5) GK Insurance Brokers Limited
- 6) Hyperion Risk Solutions (Anguilla) Limited
- 7) Inter-Island Insurance (1986) Limited
- 8) J.S. Johnson & Company (Turks & Caicos) Limited
- 9) NW Hamilton Insurance Services Limited
- 10) Scotiabank (Turks & Caicos) Limited
- 11) The Insurance Centre Brokers Limited

Additionally, the following eight insurance sub-agents were licenced to carry on insurance business in the TCI on behalf of insurance brokers:

- | | | |
|----|------------------------|--|
| 1) | Kimberly Baker | Colonial Insurance Brokers Limited |
| 2) | Allan J. E. Hutchinson | GK Insurance Brokers Limited |
| 3) | Keith Burant | GK Insurance Brokers Limited |
| 4) | Shanta Narinesingh | GK Insurance Brokers Limited |
| 5) | Vernon O. Malcolm | GK Insurance Brokers Limited |
| 6) | V & G Services Limited | N.W. Hamilton Insurance Services Limited |
| 7) | Adam D. Twigg | The Insurance Centre Brokers Limited |
| 8) | Vasco Borges | The Insurance Centre Brokers Limited |

INSURANCE BROKERS
AUDITED CONSOLIDATED BALANCE SHEET
AS AT 31st DECEMBER¹

(US\$'000)					
	2019	2018	2017	2016	2015
Assets					
Cash and Deposits	5,771	8,398	15,452	2,818	1,878
Accounts receivable	7,824	6,380	6,771	3,233	4,409
Commissions receivable	40	52	36	45	13
Receivable from related party	1,810	1,202	1,085	1,056	1,777
Due from affiliated companies	1,026	935	900	777	244
Property, plant and equipment	543	536	599	711	681
Other assets	2,162	2,150	2,395	2,860	3,302
Total Assets	19,176	19,653	27,238	11,500	12,304
Liabilities					
Accounts payable	2,319	4,140	14,506	2,071	1,351
Deferred income	132	111	76	88	163
Due to related parties	1,551	1,317	2,617	1,061	1,069
Due to Insurers	7,192	6,681	2,280	1,982	3,039
Loan payable	1,466	978	1,633	-	67
Lease Liability	114	-	-	1,815	3,143
Other liabilities	167	814	1,354	100	188
Total Liabilities	12,941	14,041	22,466	7,117	9,020
Equity					
Share Capital	1,561	1,561	1,561	1,561	392
Contributed Capital	1,513	1,513	1,513	1,513	1,513
Retained Earnings	3,161	2,538	1,698	1,260	1,379
Other Reserves	-	-	-	49	-
Total Capital and Reserves	6,235	5,612	4,772	4,383	3,284
Total Liabilities, Capital and Reserves	19,176	19,653	27,238	11,500	12,304

¹ Cash and Deposits and Accounts Payable as at 31st December 2017 include cash advanced by an insurer for settlement of claims associated with Hurricane Irma which affected the TCI in September 2017.

INSURANCE BROKERS
AUDITED CONSOLIDATED INCOME STATEMENT
FOR THE YEAR ENDED²

(US\$'000)					
	Dec-19	Dec-18	Dec-17	Dec-16	Dec-15
Commission income	6,853	6,365	5,286	4,663	4,326
Other income	188	124	313	352	485
Total Revenue	7,041	6,489	5,599	5,015	4,811
Operating expenses	5,061	4,704	4,304	4,249	3,851
Other expenses	44	111	92	171	675
Total Expenses	5,105	4,815	4,395	4,420	4,526
Net Income	1,937	1,674	1,204	595	285

VOLUME OF BUSINESS GENERATED BY INSURANCE BROKERS

Premium Generated by Brokers from Licensed Insurers (US\$'000) ^{2,1}					
Licensed Insurers	Dec-19	Dec-18	Dec-17	Dec-16	Dec-15
<i>Life</i>					
Gross premiums produced by Insurance Brokers	1,914	1,542	1,780	2,036	1,846
Total Gross Premiums Written by Insurers	2,500	2,012	2,374	2,525	2,488
Volume of business produced by Insurance Brokers	76.6%	76.6%	75.0%	80.6%	74.2%
<i>Non-Life</i>					
Gross premiums produced by Insurance Brokers	47,934	38,490	32,536	31,282	26,406
Total Gross Premiums Written by Insurers	60,781	50,890	41,718	37,960	36,694
Volume of business produced by Insurance Brokers	78.9%	75.6%	78.0%	82.4%	72.0%
Premium Generated by Brokers from Unlicensed Insurers (US\$'000) ^{2,2}					
	Dec-19	Dec-18	Dec-17	Dec-16	Dec-15
External Insurers	1,541	1,174	1,340	6,177	8,199

² Information was not available on a stand-alone basis for two brokers.

^{2.1} Total Gross Premiums Written by Insurers is based on the audited financial statements of insurers.

^{2.2} The significant decline in the premiums generated via Special Dispensation reflects the reduction in the number of applications received by the Commission.

ANALYSIS OF SPECIAL DISPENSATION³

Type of Business	Range of Sum Insured	Number Approved				
		2019	2018	2017	2016	2015
Airport Liability	\$10,000,000 - \$100,000,000	1	-	-	2	1
All Risks of Physical Loss or Damage	\$121,244,983	-	-	-	1	-
Armoured Car	\$1,000,000 - 1,500,000	-	-	-	2	1
Association Liability (Strata Plan)	\$5,000,000	-	-	-	-	1
Aviation Hull	\$3,000,000 - \$207,150,000	4	4	4	7	5
Cash in Transit	\$1,500,000	1	1	1	1	-
Commercial Marine	\$1,000,000 - \$4,800,000	-	-	-	16	17
Cyber Liability	\$1,000,000 - \$6,569,225	2	1	2	-	-
Energy/Commercial Umbrella Liability	C\$5,000,000 – C\$25,000,000	-	-	1	2	2
Engineering	\$1,000,000	-	-	1	-	-
Fidelity Institution Bond	\$300,000,000	-	-	-	1	-
General Liability/Public Liability/Pollution Liability	\$500,000 - \$25,000,000	3	2	2	4	7
Hole In One/ Fishing Prize Indemnity	\$10,000 - \$40,000	3	2	2	3	-
Jeweller's Block	\$8,000,000	1	1	1	2	2
Marine Hull & Liability	\$2,000,000	1	1	2	8	16
Marina Operators Liability	\$2,000,000	-	-	-	-	1
Medical Malpractice	\$2,000,000	-	-	-	2	3
Offshore Bank Comprehensive Loss	\$2,000,000	-	-	-	1	1
Performance Bond	\$5,500,000	-	-	1	-	-
Professional Indemnity/Directors & Officers Liability	\$250,000 - \$5,000,000	26	30	27	67	54
Surety Bond	\$1,100,000 - \$25,000,000	-	-	-	1	1
Third Party Liability	\$250,000 - \$5,000,000	-	-	-	5	-
Total		42	42	44	125	112
Number of Special Dispensation Requests Rejected		-	1	-	7	10

³ Approval granted by the Commission to brokers to place insurance business with unregistered insurers. Rejections were mainly due to the insurance cover being available from insurers licensed in the TCI.