



Trisura Poised for Future Growth

We are rapidly approaching the fourth anniversary of our start-up in 2006. We expect a profitable 2009, with revenue in excess of \$37 million, and we anticipate growing to over \$45 million in 2010. As such, and with many thanks to our broker partners, we no longer consider ourselves to be in start up mode. Rather, we are now firmly entrenched in the Canadian specialty lines marketplace and are looking forward to even more significant accomplishments in the future. One of our objectives is to become a \$100 million revenue company while maintaining all of the values that have made us successful to date.

We realized some time ago that in order to move to the next level and achieve this goal, we needed to add to our senior management team in a number of key areas and continue supporting our underwriting teams in the field.

Please join me in welcoming the following outstanding and experienced individuals to the Trisura team:

Karen Akeson joins us as Assistant Vice President, Marketing and Business Development. Karen comes to us from a large multi-national insurer where she successfully ran an in-house underwriter program for key significant brokers for many years. Karen has enjoyed a remarkable career in the insurance industry which includes serving as past President of both the Toronto Insurance Women's Association and the Canadian Association of Insurance Women and being the recipient of the Insurance Woman of the Year award from the CAIW. Karen will be working nationally with our team in leading our Broker Strategic Initiative with the intent of further deepening our already strong broker relationships in a more strategic and mutually beneficial fashion. Karen can be reached in Toronto at karen.akeson@trisura.com.

Ed Chassé, formerly a founding partner in the claims adjusting firm of Baker, Bertrand, Chassé & Goguen Claim Services Limited (BBCG), has joined Trisura as Vice President, Surety Claims and will be based in Toronto. Ed is a surety expert with over 25 years in surety and specialty lines adjusting experience. Ed will be based in Toronto but will lend his advice and expertise in trouble-shooting, handling claims and dispute situations to our underwriting team in all 4 of our branches. Our Surety premiums will exceed \$20 million in 2009 and the addition of Ed increases our level of expertise and will greatly assist us in continuing to grow our business successfully. Even with Ed joining us, we will continue to utilize the excellent services of Canada's foremost specialty lines adjuster BBCG in the years to come. Ed can be reached at ed.chasse@trisura.com.

Nadine Dodeman joined our Montreal Corporate Risk department as an Underwriter in October. Nadine previously worked for a national managing general agent specializing in information technology and miscellaneous errors and omissions. This area will be her primary area of focus and we look forward to growing this book of business in part due to Nadine's excellent relationship and enthusiasm. Please contact Nadine at nadine.dodeman@trisura.com.

David Scotland is joining Trisura as Controller effective January 1, 2010, and will be based in Toronto. He is currently a senior with PricewaterhouseCoopers in their Financial Services tax group and has assisted Trisura in this capacity. Dave has a BA (Honours) in Economics from Queen's University, both an MA in Economics and a Master's of Management and

Professional Accounting from the University of Toronto, and he is a Chartered Accountant. You can reach Dave at david.scotland@trisura.com.

Susy Alves joins Trisura as an Administrative Assistant in our Toronto office. Susy will be wearing many hats as she assists our accounting, corporate risk and administrative departments. Susy has worked in the insurance industry for 10 years, previously being employed by a large multinational insurance company. Susy can be reached at susy.alves@trisura.com.

These five individuals brings Trisura's staff count to 49. I am sure that you will agree that the addition of such an experienced and talented group provides a significant lift to our team and prepares us for the next stage in our evolution of becoming Canada's premier specialty lines provider.

Just a quick reminder that we encourage everyone to register for our new Trisura web-site by visiting www.trisura.com. Once registered you will have over 600 wordings, endorsements and marketing materials at your fingertips. We have also included photos from our recent fall and summer broker appreciation events that were held in Calgary and Toronto. There are many great shots of our partner brokers white water rafting, horseback riding and zip-lining in Calgary and hoisting a pint with George Kash at TrisuraFest in Toronto!

We are very grateful to our broker partners for your unwavering support and we thank you for your vital contribution to our success. The creation of these roles, and the quality of the individuals accepting them, speaks to the commitment we have in delivering the best service and solutions available in Canada to you and your customers. We remain continually focused on making Trisura a step above...

All the best for the holiday season, and for a happy, healthy and successful 2010.

Cheers!



Michael George
Co-Chief Executive Officer
Trisura Guarantee Insurance Company
Tel: (416) 214-2555 ext. 224
mike.george@trisura.com

