



## Record Month for Trisura in April

Thanks to the continued strong support of our broker partners, Trisura set a new high in April with over \$2,650,000 in revenue for the month, bringing our total premium and fee income to \$9 million through the first 4 months of 2008 (a 98% increase over the same period in 2007). We are on pace to exceed our budget of over \$30 million in revenue for 2008.

We have also grown considerably in terms of our team here with 6 additions since the New Year, bringing our total staff count to 36 in our offices in Toronto, Calgary, Montreal and Vancouver.

**Jennifer Finnell** joins us as Senior Underwriter, Corporate Risk in Toronto. Jennifer will be responsible for broker relationships and underwriting all Corporate Risk lines. She brings 15 years of insurance industry experience to the Trisura team, having worked for a national Specialty Lines insurance company and niche insurance brokerage's. As a Senior Underwriter, Jennifer was responsible for Professional Liability risk analysis, portfolio management, business and insurance product development, and staff training. As a broker, Jennifer specialized in many facets of both Property/Casualty and Professional Liability, including Insurance Brokers, Media and Entertainment and Miscellaneous classes of business. Jennifer can be reached at [jennifer.finnell@trisura.com](mailto:jennifer.finnell@trisura.com).

**Michelle McCafferty**, National Underwriter, Surety has moved to Trisura after two years as an account manager with a large multi national brokerage and 11 years previous experience in a variety of surety related roles including Senior Surety Underwriter with a major Canadian surety company. Her prior experience in both broking and underwriting of surety and commercial insurance with a focus on the construction industry will prove to be invaluable to Trisura as we grow our surety business into one of the leading companies in Canada. Michelle can be reached at [michelle.mccafferty@trisura.com](mailto:michelle.mccafferty@trisura.com).

**Liette Desrosiers** joins us in our Montreal branch as Senior Underwriter, Commercial Surety. Liette brings significant experience and expertise with her and has worked for several leading Surety companies over the years. We are focused on growing our Commercial Surety book in Quebec and Liette will lead this initiative with our brokers. Liette can be reached at [liette.desrosiers@trisura.com](mailto:liette.desrosiers@trisura.com).

**Rachel Holme** has joined us in Vancouver as Underwriter, Corporate Risk and will be responsible for helping us build our Corporate Risk practice in D&O, E&O and Fidelity in Western Canada. Rachel previously worked for 4 years at a multinational P&C insurance carrier where she specialized in underwriting Fidelity bonds and Professional Liability products including Insurance Broker's E&O, Educational Institution Liability, and a broad range of Miscellaneous E&O classes of business. Rachel can be reached at [rachel.holme@trisura.com](mailto:rachel.holme@trisura.com).

**Christina Law** is also a new addition in our Vancouver office and she takes on the role of Office Administrator. Christina will provide support to both our Surety and Corporate Risk businesses in BC in addition to helping to run and coordinate the office from an administrative standpoint. Christina has significant experience with several large insurers and we know she will make a valuable contribution to our Vancouver operation. Please contact Christina at [christina.law@trisura.com](mailto:christina.law@trisura.com).

We are also pleased to introduce **Christina Ferrone**, also as Surety Administrator in our Toronto Surety operation. Christina joins us from outside the insurance and surety world but we look forward to her contributions is helping us stay on top of our business and continue to provide you with the exceptional service you have come to expect. Christina can be reached at [christina.ferrone@trisura.com](mailto:christina.ferrone@trisura.com).

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### Vancouver Office

666 Burrard Street, Suite 1530  
Vancouver, British Columbia V6C 2X8  
Tel: (604) 688-5641  
Fax: (604) 688-5826

### Calgary Office

150 – 6 Avenue SW, Suite 3360  
Calgary, Alberta T2P 3Y7  
Tel: (403) 663-3343  
Fax: (403) 663-3344

### Toronto Office

70 York Street, Suite 1100  
Toronto, Ontario M5J 1S9  
Tel: (416) 214-2555  
Fax: (416) 214-9597

### Montreal Office

1501 McGill College Avenue, Suite 1620  
Montreal, Quebec H3A 3M8  
Tel: (514) 845-4555  
Fax: (514) 845-6876



We have more exciting news from Vancouver as we have moved into our own new premises, after having shared a location with our friends at Brookfield for the past two years. We certainly appreciated their hospitality and support, but we felt it was time for us to “branch” off on our own. Ken Carlstrom and John Watt and their respective teams can now be found at 666 Burrard Street, Suite 1530, Vancouver, BC V6C 2X8 and can be reached at 604-688-5641. Drop by anytime with some new business and say “Hello”.

Recently we have announced a new Contingent Profit Sharing (CPS) program for supporting brokers and it commences at only \$100,000 in Gross Premium Written. Basically the plan pays out providing your loss ratio with us is low (under 15% gross before IBNR) and your payables to us are current, and it rewards you for the more business we write together.

We have just passed the 2 year anniversary of writing our first premium in April of 2006 for \$1,501. Since that bond was issued, we have written over \$33.5 million in premiums and fees and have become a major Canadian specialty lines player in our chosen lines of Surety, D&O, E&O, Fidelity and Warranty Programs. Our rapid growth and initial success have been due in large part to the support of our broker partners and the confidence and faith you have put in the team at Trisura. We very much appreciate all you have done for us and look forward to a long, strong and mutually rewarding relationship. Thank you for everything you have done, and thank you for believing in us.

Yours truly,

**Michael George**  
President and Chief Operating Officer  
Trisura Guarantee Insurance Company  
Tel: (416) 214-2555 ext. 224  
[mike.george@trisura.com](mailto:mike.george@trisura.com)

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150 – 6 Avenue SW, Suite 3360  
Calgary, Alberta T2P 3Y7  
Tel: (403) 663-3343  
Fax: (403) 663-3344

**Toronto Office**  
70 York Street, Suite 1100  
Toronto, Ontario M5J 1S9  
Tel: (416) 214-2555  
Fax: (416) 214-9597

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Montreal, Quebec H3A 3M8  
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