

**TO: MEMBERS OF THE FACILITY ASSOCIATION**

**ATTENTION: CHIEF EXECUTIVE OFFICER**

**BULLETIN NO.: F2021 – 009**

**DATE: FEBRUARY 09, 2021**

**SUBJECT: FARM FINAL OUTLOOK FOR CALENDAR YEAR 2021  
(BASED ON NOVEMBER 2020 PARTICIPATION REPORTS)**

To assist member companies in planning for their share of the Facility Association Residual Market (FARM) results for the next calendar year, Facility Association prepares FARM Outlook projections of Net Results from Operations, along with supporting documentation. The Outlook presentation format is very similar to that of the “Participation Report - Calendar Year” exhibits of the monthly Participation Reports Member Bulletins”.

The attached is the *final* calendar year 2021 FARM Outlook based on actual results as found in the November 2020 Participation Reports.

### Key Takeaways

- **Premium Written** is expected to increase to **\$466 million for 2021** (an increase of \$26 million from 2020 forecast of \$440 million). The increase stems from both an increase in PPV and Non-PPV vehicles as well as rate increases;
- We are projecting a decrease in **Combined Operating Ratio** to **86.0% for 2021** (a decrease of 8.4% pts from 2020 forecast of 94.4%). The decrease is driven by an expected decrease in loss ratios in 2021, as premium increases go through, and the impact of unfavourable prior year claim development underlying the 2020 loss ratios ends;
- Increase in **Net Operating Surplus** to **\$63 million for 2021** (increase of \$40 million from 2020 forecast of \$23 million). 2020 was influenced by unfavourable PAY claims development which is not expected to recur in 2021; and
- **Operating cash inflows<sup>[1]</sup>** of **\$164 million in 2021**, up from an expected inflow of **\$147 million for 2020**. The increase is due to an increase in operating surplus from the prior year.

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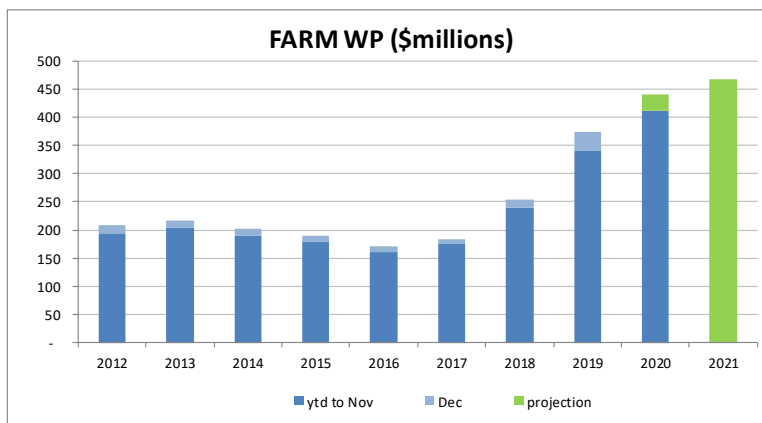
<sup>[1]</sup>Operating cash outflows are estimated based on assumptions related to collection of premium, and payment of expenses and claims.

**Bulletin F2021–009**  
**FARM Final Outlook for Calendar Year 2021**  
**Based on November 2020 Participation Reports**

Updated projections will be made throughout 2021 and included in the Bulletins and the corresponding Calendar Year Summary of Operations included with the Bulletins. This will provide members with the most up-to-date projection for the full current calendar year.

The attached *final* 2021 FARM Outlook is derived through a projection process that attempts to model future outcomes based on a set of simplifying assumptions. As with any such process of projecting future outcomes, inherent uncertainty exists. For example, FARM premium volumes have in the past varied in ways that are difficult to model or project. To provide some context in relation to this, the following chart provides the annual written premium for the FARM for calendar years 2012 through to 2021, where 2020 includes actual written premium year-to-date to November 2020, with our projection for December 2020. The following chart also shows that we are currently projecting written premium increases for both 2020 and 2021. These increases reflect FA management’s assessment of recent growth in FARM volumes across jurisdictions and certain classes of vehicles over recent years, the impact on FARM exposure measures as a result of FA COVID-19 pandemic relief measures (which included removal of road coverage), and approved rate changes.

***FARM Historical and Projected Calendar Year Written Premium***



(Note that charts showing history of premium volumes can be found at the “Provincial Profiles” section of our website.)

To provide some additional context, we’ve included a rolling 12-month summary of FARM written counts and premium (by rating class, at a total jurisdiction level) in the following table, where the reader can note the significant premium growth in commercial vehicles (up \$37 million or 45%), private passenger vehicles (up \$25 million or 23%), and taxi (up \$22 million or 102%, mainly from Ontario), which accounts for 96% of the overall premium increase.

# Bulletin F2021–009

## FARM Final Outlook for Calendar Year 2021

### Based on November 2020 Participation Reports

#### FARM 12-month rolling volume to November 2020

Business Segment	FA Minor Rating Class Desc	2020 rolling 12 to month 11			% Change in Amount			Change in Amount			2019 rolling 12 to month 11		
		Annualize Vehicle Count	Sum of Written Premium	AWP	Annualize Vehicle Count	Sum of Written Premium	AWP	Annualize Vehicle Count	Sum of Written Premium	AWP	Annualize Vehicle Count	Sum of Written Premium	AWP
PPV	Private Passenger (x Farmers)	42,126	132,483,972	3,145	16.2%	22.8%	5.7%	5,868	24,567,866	169	36,258	107,916,106	2,976
	Farmer	-	81	81	-	100.0%	100.0%	-	81	81	-	-	-
PPV Total		42,126	132,484,053	3,145	16.2%	22.8%	5.7%	5,868	24,567,947	169	36,258	107,916,106	2,976
non-PPV	Private Passenger (x Farmers)	592	643,361	1,088	(20.1%)	(11.0%)	11.5%	(149)	(79,225)	112	740	722,586	976
	Commercial	21,126	119,573,507	5,660	30.6%	44.8%	10.9%	4,945	36,978,787	555	16,181	82,594,720	5,105
	Interurban	8,793	100,948,385	11,481	30.0%	2.9%	(20.8%)	2,027	2,892,043	(3,012)	6,766	98,056,342	14,493
	Public Bus	790	2,878,604	3,644	(55.3%)	(64.1%)	(19.8%)	(977)	(5,147,349)	(899)	1,767	8,025,953	4,543
	Private Bus & Misc Public	1,453	6,123,125	4,213	(6.1%)	5.5%	12.4%	(94)	321,864	464	1,548	5,801,261	3,749
	School Bus	1,249	1,962,942	1,571	12.9%	13.2%	0.3%	142	229,617	5	1,107	1,733,325	1,566
	Hotel & Country Club Bus	492	1,129,922	2,295	(29.5%)	(30.1%)	(0.9%)	(206)	(487,335)	(22)	698	1,617,257	2,317
	Taxi	5,623	43,676,731	7,768	22.7%	102.4%	65.0%	1,039	22,099,533	3,060	4,584	21,577,198	4,708
	Funeral	(2)	(18,450)	10,064	(120.4%)	(153.4%)	162.2%	(11)	(52,999)	6,225	9	34,549	3,839
	Ambulance	45	188,618	4,168	19.6%	18.8%	(0.7%)	7	29,813	(29)	38	158,805	4,197
	Motorcycle	18,940	14,083,802	744	8.6%	17.2%	8.0%	1,504	2,067,037	55	17,437	12,016,765	689
	All Terrain Vehicle	9,943	4,422,766	445	9.9%	17.0%	6.5%	894	644,220	27	9,049	3,778,546	418
	Snow Vehicle	3,853	1,664,191	432	(0.8%)	2.2%	3.1%	(31)	35,628	13	3,884	1,628,563	419
	Antique	5	12,587	2,517	(16.7%)	43.7%	72.4%	(1)	3,827	1,057	6	8,760	1,460
	Motor Home	364	859,768	2,363	33.3%	22.1%	(8.3%)	91	155,811	(215)	273	703,957	2,578
	Trailer Home	-	73,684	n/a	-	216.6%	n/a	-	50,407	n/a	-	23,277	n/a
	Garage	-	11,528,593	n/a	-	26.3%	n/a	-	2,397,738	n/a	-	9,130,855	n/a
	Non-Owned	-	667,113	n/a	-	82.9%	n/a	-	302,442	n/a	-	364,671	n/a
	Drivers Policy	87	124,287	1,434	21.6%	35.9%	11.8%	15	32,842	151	71	91,445	1,283
non-PPV Total		73,353	310,543,536	4,234	14.3%	25.2%	9.5%	9,197	62,474,701	367	64,156	248,068,835	3,867
TOTAL		115,480	443,027,589	3,836	15.0%	24.5%	8.2%	15,065	87,042,648	291	100,414	355,984,941	3,545

In addition to premium volumes, future loss cost trend estimates and approved rate level changes are primary influences in our projections. On loss cost trend estimates, our projections leveraged our analyses of industry private passenger and commercial experience, resulting in future loss cost trend estimates as summarized in the following table.

Facility Association  
Industry Trend Analyses  
Level of Analysis by Jurisdiction and Rating Class  
as at: **2019-12**

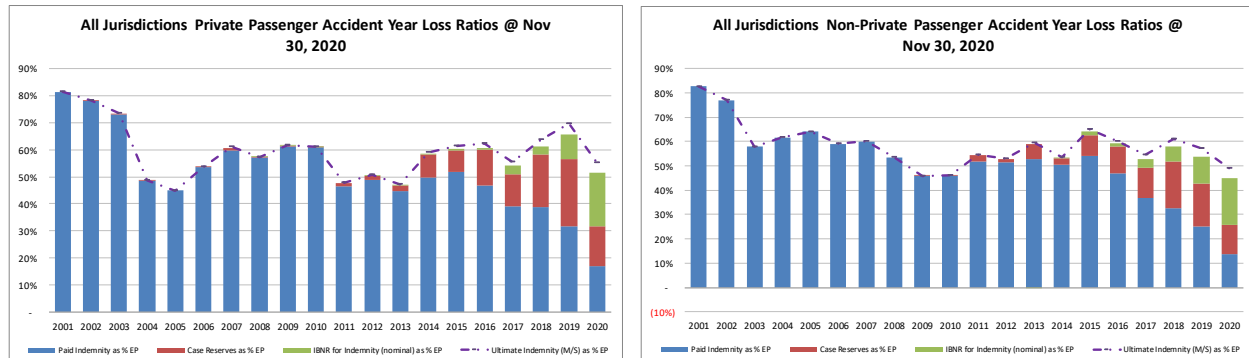
Level	Ontario		Alberta		Newfoundland & Labrador		New Brunswick		Nova Scotia		Prince Edward Island	
	PPV	CV	PPV	CV	PPV	CV	PPV	CV	PPV	CV	PPV	CV
<b>Future LC trend estimates</b>												
mandatory only	4.7%	3.0%	5.6%	4.5%	0.5%	0.3%	3.7%	5.0%	6.8%	4.8%	1.1%	1.2%
all coverages	5.6%	3.7%	4.7%	3.8%	1.3%	1.0%	4.7%	4.5%	6.5%	4.5%	2.5%	1.2%
	final	final	final	final	final	final	final	final	final	final	final	final

With respect to rate level changes, as per our usual practice, we have not assumed any rate increases other than those already approved, although there are several rating classes within various jurisdictions where our rate analyses indicate rate change need.

To provide some historical context on the FARM loss ratios (indemnity only), we have included our current estimates in the charts below (private passenger on left, non-private passenger on right). Under the current investment environment, the target indemnity-only loss ratio we target to generate a 12% post-tax ROE is approximately 55%.

**Bulletin F2021–009**  
**FARM Final Outlook for Calendar Year 2021**  
**Based on November 2020 Participation Reports**

***FARM All Jurisdictions Ultimate Indemnity Loss Ratios (PPV left; non-PPV right)***



With this as background, we have provided a summary of our projections for calendar year 2021 and 2020, along with actual results for calendar year 2019 (total FARM level) in the following table. The results are from the perspective of the FARM, and therefore **does not include all revenue or expenses that may be associated with the underwriting operations at the member level** (for example, it does not include premium taxes, health levies that members would be responsible for in relation to their share of the result of FARM operations, nor does it include any investment income earned by member companies on FARM funds members hold until final claims settlement occurs). **We also wish to stress that it is important to recognize that future Operating Results may deviate from these projections by material amounts**, in particularly under the COVID-19 environment with an increased level of uncertainty (in both premium and loss ratio projections).

**Bulletin F2021–009**  
**FARM Final Outlook for Calendar Year 2021**  
**Based on November 2020 Participation Reports**

***Projection Summaries – Calendar Years 2021 & 2020 – Key Amounts (\$000s) and Key Ratios***

Actual and Projected Calendar Year Results					
<b>FARM (PPV &amp; Non-PPV)</b>	2021	2020	Change (to 2021 from 2020)		2019
<b>Written Premium (\$000s)</b>	<b>466,359</b>	<b>439,565</b>	<b>26,794</b>	<b>6.1%</b>	<b>372,969</b>
Vehicle Count	117,434	114,152	3,282	2.9%	104,028
<b>Earned Premium (\$000s)</b>	<b>450,497</b>	<b>396,858</b>	<b>53,638</b>	<b>13.5%</b>	<b>323,948</b>
<b>Net Operating Result (\$000s)</b>	<b>63,153</b>	<b>22,795</b>	<b>40,358</b>	<b>177.1%</b>	<b>10,854</b>
COR	86.0%	94.4%	(8.4%)	(8.9%)	97.2%
Prior Accident Years' incurred claims (\$000s)	(10,910)	40,745	(51,655)	(126.8%)	15,915

Actual and Projected Calendar Year Results					
<b>FARM (PPV)</b>	2021	2020	Change (to 2021 from 2020)		2019
<b>Written Premium (\$000s)</b>	<b>141,259</b>	<b>132,654</b>	<b>8,605</b>	<b>6.5%</b>	<b>114,429</b>
Vehicle Count	43,393	41,911	1,482	3.5%	38,122
<b>Earned Premium (\$000s)</b>	<b>136,653</b>	<b>123,478</b>	<b>13,175</b>	<b>10.7%</b>	<b>96,266</b>
<b>Net Operating Result (\$000s)</b>	<b>8,267</b>	<b>(17,069)</b>	<b>25,336</b>	<b>(148.4%)</b>	<b>(9,435)</b>
COR	94.0%	114.0%	(20.0%)	(17.5%)	110.3%
Prior Accident Years' incurred claims (\$000s)	(4,106)	29,509	(33,615)	(113.9%)	6,205

Actual and Projected Calendar Year Results					
<b>FARM (Non-PPV)</b>	2021	2020	Change (to 2021 from 2020)		2019
<b>Written Premium (\$000s)</b>	<b>325,100</b>	<b>306,911</b>	<b>18,189</b>	<b>5.9%</b>	<b>258,540</b>
Vehicle Count	74,042	72,242	1,800	2.5%	65,906
<b>Earned Premium (\$000s)</b>	<b>313,844</b>	<b>273,381</b>	<b>40,464</b>	<b>14.8%</b>	<b>227,682</b>
<b>Net Operating Result (\$000s)</b>	<b>54,886</b>	<b>39,864</b>	<b>15,023</b>	<b>37.7%</b>	<b>20,288</b>
COR	82.6%	85.6%	(3.0%)	(3.5%)	91.6%
Prior Accident Years' incurred claims (\$000s)	(6,804)	11,236	(18,040)	(160.6%)	9,710

Questions regarding the Outlook should be directed to Philippe Gosselin, VP Actuarial at Facility Association, 416-863-1750 x 4968 or [PGosselin@facilityassociation.com](mailto:PGosselin@facilityassociation.com).

Saskia Matheson,  
 President & CEO

Attach.

*Please forward a copy of this bulletin to your Chief Financial Officer.*



# **CALENDAR YEAR 2021 FINAL FARM OUTLOOK**

**(FACILITY ASSOCIATION RESIDUAL MARKET)**

**FEBRUARY 2021**

**BASED ON NOVEMBER 2020 PARTICIPATION REPORTS**

For your convenience, bookmarks have been added to this document. To view them, please click on the BOOKMARK tab at the left.

Should you require any further information, please call:

Philippe Gosselin, FCIA, FCAS  
VP Actuarial & Acting CRO  
(416) 644-4968

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**CALENDAR YEAR 2021 FINAL FARM OUTLOOK**  
**FACILITY ASSOCIATION RESIDUAL MARKET (FARM)**  
**FEBRUARY 2021**  
**BASED ON NOVEMBER 2020 PARTICIPATION REPORT**

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**LIST OF EXHIBITS**

**EXHIBIT A Accident Year 2021 Loss Ratio for Indemnity (key assumptions)**

- A-1 Ontario
- A-2 Alberta
- A-3 Newfoundland & Labrador
- A-4 New Brunswick
- A-5 Nova Scotia
- A-6 Prince Edward Island
- A-7 Yukon
- A-8 Northwest Territories
- A-9 Nunavut

**EXHIBIT B 2021 Projected Summary of Operations**

- B-1 Private Passenger
- B-2 Non-Private Passenger
- B-3 Private Passenger & Non-Private Passenger

**EXHIBIT C Projected Policy Liabilities (as at Dec 31, 2021)**

- C-1 Ontario
- C-2 Alberta
- C-3 Newfoundland & Labrador
- C-4 New Brunswick
- C-5 Nova Scotia
- C-6 Prince Edward Island
- C-7 Yukon
- C-8 Northwest Territories
- C-9 Nunavut
- C-10 All Jurisdictions Combined

**EXHIBIT D Actual vs Projected based on Final Outlooks (by jurisdiction)**



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**LINKS TO SPECIFIC REFERENCED DOCUMENTS**

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**Actuarial Highlights - Monthly Participation – November 2020**

[FARM - November 2020 Participation Report - Actuarial Highlights](#)

**Outlook**

[Calendar Year 2020 Final FARM Outlook](#)

## 1. Executive Summary

This “**Final FARM Outlook**” is a projection of Facility Association Residual Market (“FARM”) Operating Results for a future complete calendar year using actual experience available up to a specific point in time, and based on assumptions developed for this specific purpose. Consideration has been given to recent FARM experience, to the results of the September 30, 2020 valuation of the FARM policy liabilities, and to monthly premium projections developed for FARM Monthly Member Participation Reports.

### Key Takeaways

- **Premium Written** is expected to increase to **\$466 million for 2021** (an increase of \$26 million from 2020 forecast of \$440 million). The increase stems from both an increase in PPV and Non-PPV vehicles as well as rate increases;
- We are projecting a decrease in **Combined Operating Ratio** to **86.0% for 2021** (a decrease of 8.4% pts from 2020 forecast of 94.4%). The decrease is driven by an expected decrease in loss ratios in 2021, as premium increases go through, and the impact of unfavourable prior year claim development underlying the 2020 loss ratios ends;
- Increase in **Net Operating Surplus** to **\$63 million for 2021** (increase of \$40 million from 2020 forecast of \$23 million). 2020 was influenced by unfavourable PAY claims development which is not expected to recur in 2021; and
- **Operating cash inflows<sup>[1]</sup>** of **\$164 million in 2021**, up from an expected inflow of **\$147 million for 2020**. The increase is due to an increase in operating surplus from the prior year.

The tables on the next page provide a high-level summary of key metrics projected for calendar years **2021** and **2020**, with actuals for **2019** provided for reference. Supporting details related to the projections are provided in the body of this report.

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<sup>[1]</sup>Operating cash outflows are estimated based on assumptions related to collection of premium, and payment of expenses and claims.

***Executive Summaries – Calendar Year 2021 – Key Amounts (\$000s) and Key Ratios***

Actual and Projected Calendar Year Results						
FARM (PPV & Non-PPV)		2021	2020	Change (to 2021 from 2020)		2019
Written	Premium (\$000s)	466,359	439,565	26,794	6.1%	372,969
	Vehicle Count	117,434	114,152	3,282	2.9%	104,028
Earned	Premium (\$000s)	450,497	396,858	53,638	13.5%	323,948
Net Operating Result (\$000s)		63,153	22,795	40,358	177.1%	10,854
	COR	86.0%	94.4%	(8.4%)	(8.9%)	97.2%
Prior Accident Years' incurred claims (\$000s)		(10,910)	40,745	(51,655)	(126.8%)	15,915

Actual and Projected Calendar Year Results						
FARM (PPV)		2021	2020	Change (to 2021 from 2020)		2019
Written	Premium (\$000s)	141,259	132,654	8,605	6.5%	114,429
	Vehicle Count	43,393	41,911	1,482	3.5%	38,122
Earned	Premium (\$000s)	136,653	123,478	13,175	10.7%	96,266
Net Operating Result (\$000s)		8,267	(17,069)	25,336	(148.4%)	(9,435)
	COR	94.0%	114.0%	(20.0%)	(17.5%)	110.3%
Prior Accident Years' incurred claims (\$000s)		(4,106)	29,509	(33,615)	(113.9%)	6,205

Actual and Projected Calendar Year Results						
FARM (Non-PPV)		2021	2020	Change (to 2021 from 2020)		2019
Written	Premium (\$000s)	325,100	306,911	18,189	5.9%	258,540
	Vehicle Count	74,042	72,242	1,800	2.5%	65,906
Earned	Premium (\$000s)	313,844	273,381	40,464	14.8%	227,682
Net Operating Result (\$000s)		54,886	39,864	15,023	37.7%	20,288
	COR	82.6%	85.6%	(3.0%)	(3.5%)	91.6%
Prior Accident Years' incurred claims (\$000s)		(6,804)	11,236	(18,040)	(160.6%)	9,710

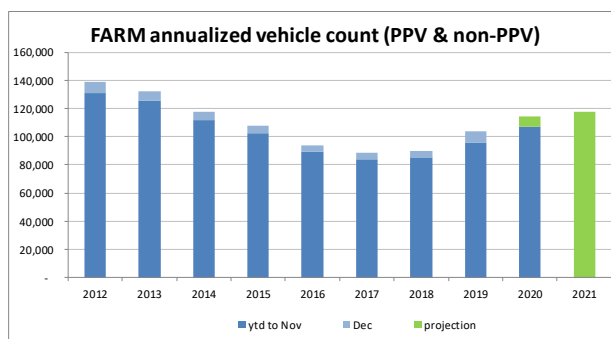
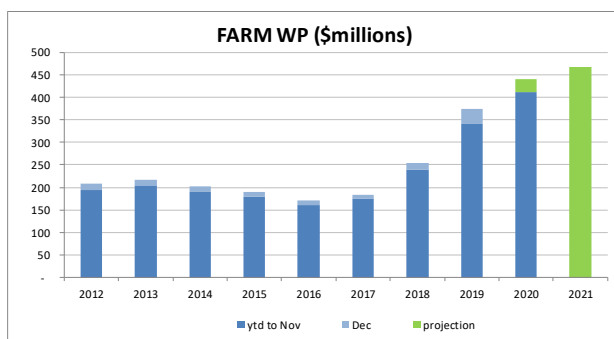
This Outlook is a projection of future events based on models and assumptions believed to be realistic simplifications of the real world, but as simplifications, inherent uncertainty exists in relation to how actual events will unfold relative to these projections. In particular, with the COVID-19 environment impacting the 2020 calendar year results resulting in an increased level of uncertainty (in both premium and loss ratio projections), **the user of this Outlook should recognize that future FARM Operating Results may deviate from these projections by material amounts.**

Annually, two FARM Outlooks are released for members, being “Preliminary” and “Final” versions in relation to the next calendar year. The former is released earlier in the current year to allow members to consider the projected results early on in their planning process, but necessarily includes significant projection error, as almost two full calendar years require projecting. The latter is released in the fall of the current year. Due to resource constraints, the **Preliminary FARM Outlook for Calendar Year 2021 was NOT released.** This release is the **Final FARM Outlook for Calendar Year 2021** based on the actual results as found in the November 2020 Operational Reports. We expect a return to the regular FARM Outlook release schedule in 2021 for Calendar Year 2022.

Updated projections will be made throughout 2021 and included in the Bulletins and the corresponding Calendar Year Summary of Operations included with the Bulletins. This will provide members with the most up-to-date projection for the full current calendar year.

Readers are reminded that **FARM operating results do NOT include all expenses** incurred by members to support this business – for example, premium taxes and health levies are applied at member companies based on their share of FARM written premium or vehicle counts as applicable – these expenses are not included here. As such, the Combined Operating Ratio may not be comparable to a member’s own such ratio. Similarly, investment income here relates only to investment income earned on funds held by FA – it does NOT include any investment income earned by members on FARM related funds held by members.

Readers are also reminded that, while we work hard to ensure the projections are based on assumptions we feel are solid given our current information, **there is significant uncertainty related to these projections**. One important uncertainty is related to FARM volumes. The following chart on the left summarizes historical written premium by calendar year, including our projections for 2020 and 2021 to provide some context as readers consider potential volume variances from our current projections. Further, the FARM vehicle count decreased by over 37% from 2012 to 2017 (almost 10% annually). As indicated in the Executive Summary table on page 6, we are projecting that the 2020 vehicle count will be approximately 10% above 2019 and 2021 will be approximately 3% above 2020, this is based on FA management assessment of recent growth in FARM volumes across jurisdictions and certain classes of vehicles over recent years and the impact on FARM exposure measures as a result of FA COVID-19 pandemic relief measures (which included removal of road coverage). Further, while FARM vehicle counts decreased from 2012 to 2017 (see following chart on the right), FARM volumes can increase very rapidly as has occurred in the recent years and mix of business changes can create significant changes in average written premium, even where count changes are minor, as evident by comparing the written premium growth post 2017 at a time where counts are increasing at a lesser pace (compare the following two charts).



## 2. Introduction

### 2.1 Introductory Comments

This “Final FARM Outlook” is a projection of the Facility Association Residual Market (“FARM”) Operating Results for a future complete calendar year using actual experience available up to a specific point in time and based on assumptions developed for this specific purpose. Consideration has been given to recent FARM experience, to the results of the September 30, 2020 valuation of the FARM policy liabilities, and to monthly premium projections developed for the FARM Monthly Member Participation Reports.

The following table summarizes the Calendar Year **2021** FARM projection for all jurisdictions by business segment – greater detail is provided in sections 2.2 and 3.

***Projection Summary – Calendar Year 2021 – Amounts  
 (\$000s)***

Calendar Year 2021 Projections (\$000s)			
All Jurisdictions	Private Passenger	Non-Private Passenger	TOTAL
Written Premium	141,259	325,100	466,359
Earned Premium	136,653	313,844	450,497
Prior Accident Years	(4,106)	(6,804)	(10,910)
Current Accident Year	100,414	198,583	298,997
Total Claims Incurred	96,308	191,779	288,087
Operating & Service Fees	14,592	33,613	48,205
Agent's Commissions	12,476	22,978	35,454
Driver Record Abstracts	2,042	3,761	5,803
Bad Debts	-	-	-
Change in Prem. Def / (DPAC)	(318)	(791)	(1,109)
Underwriting Expenses	28,792	59,561	88,353
Net U/Wing gain / (loss)	11,553	62,504	74,057
Administrative Expenses	3,386	7,804	11,190
Miscellaneous income	-	-	-
Investment Income	100	186	286
<b>2021 Projected Operating Result</b>	<b>8,267</b>	<b>54,886</b>	<b>63,153</b>
misc. & investment income:	100	186	286
attributed to PAYs:	4,106	6,804	10,910
attributed to CAY:	4,061	47,896	51,957

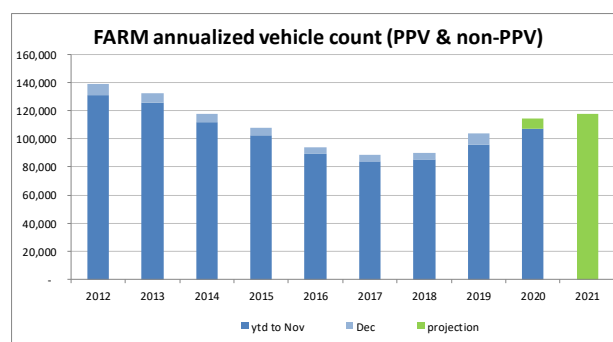
As will be noted in section 2.2, there are notable differences between the overall operating result projected for Calendar Year **2021** in this Outlook and two comparable projections for calendar year **2020**, being our calendar year projection posted on November 20, 2019 (the “*Nov 20 2019 Outlook*”) and our current projection (“*Nov 30, 2020 Projection*”). These differences are due to prior accident year impacts and premium changes.

Like our *Nov 20 2019 Outlook* for calendar year **2020**, this Outlook’s projection for Calendar Year

**2021** assumes no nominal changes to our estimates of ultimate for prior accident years<sup>1</sup>, whereas the current projection for calendar year **2020** (*Nov 30, 2020 Projection*) includes nominal prior accident year changes as booked during the first eleven months of **2020**. Differences in the projections are discussed at a high level in the next section. Given the importance of accident year impacts, we have separated the Operating Results summary to show “prior accident years” (PAYs) from the “current accident year” (CAY).

Otherwise, we are projecting Calendar Year **2021** operating result to be up compared with our current projection of calendar year **2020**, as shown in the summary of operating results provided in the tables in the next section, primarily due to the unfavourable PAY changes booked during 2020. Projected volumes are discussed in section 3.1 and the **2020** “current accident year” loss ratios are discussed in section 3.2.

Per the table on the right, FARM vehicle counts were in general decline, reaching a nadir in 2017/2018, but have been increasing in recent years. Our projections of the number of vehicles insured through the FARM assumes moderate increases in **2020 and 2021**. Given the nature of the FARM (as a market of last resort), volumes can change rapidly in response to external events, so Members should bear in mind that volumes may change dramatically from those projected here. This is discussed in more detail in section 2.4.



## 2.2 Projected Calendar Year **2021** Operating Results

The estimated Calendar Year **2021** Operating Results are summarized in the following table. Policy liabilities and associated changes are presented on an actuarial present value basis as found in the Participation Reports (that is, “Total Claims Incurred” and “Change in Prem. Def / (DPAC)” include actuarial present value adjustments, commonly described as “discounted”). We have included at the bottom of the table the projected Operating Results for calendar year **2020** as per the *Nov 20 2019 Outlook* and with the *Nov 30, 2020 Projection*<sup>2</sup>.

<sup>1</sup>In our projections, we assume that our liabilities are “best estimates” and therefore project no changes in nominal terms. However, there are prior accident year impacts related to actuarial present value adjustments. Over time, the “discount” adjustment to reflect the time value of money will unwind and provisions for adverse deviations will be released with liability / obligation settlement.

<sup>2</sup>The November 30, 2020 Projection for calendar year 2020 and this Outlook’s projection for Calendar Year 2021 were derived at the same time, using consistent assumptions.

***Projection Summary – Calendar Year 2021 – Amounts  
 (\$000s)***

Calendar Year 2021 Projections (\$000s)			
All Jurisdictions	Private Passenger	Non-Private Passenger	TOTAL
Written Premium	141,259	325,100	466,359
Earned Premium	136,653	313,844	450,497
Prior Accident Years	(4,106)	(6,804)	(10,910)
Current Accident Year	100,414	198,583	298,997
Total Claims Incurred	96,308	191,779	288,087
Operating & Service Fees	14,592	33,613	48,205
Agent's Commissions	12,476	22,978	35,454
Driver Record Abstracts	2,042	3,761	5,803
Bad Debts	-	-	-
Change in Prem. Def / (DPAC)	(318)	(791)	(1,109)
Underwriting Expenses	28,792	59,561	88,353
Net U/Wing gain / (loss)	11,553	62,504	74,057
Administrative Expenses	3,386	7,804	11,190
Miscellaneous income	-	-	-
Investment Income	100	186	286
<b>2021 Projected Operating Result</b>	<b>8,267</b>	<b>54,886</b>	<b>63,153</b>
misc. & investment income:	100	186	286
attributed to PAYs:	4,106	6,804	10,910
attributed to CAY:	4,061	47,896	51,957
<b>2020 Projected Operating Result</b>			
<b>Nov 20 2019 Outlook</b>	<b>3,124</b>	<b>30,604</b>	<b>33,728</b>
misc. & investment income:	348	1,116	1,464
attributed to PAYs:	2,159	3,594	5,753
attributed to CAY:	616	25,894	26,511
<b>Nov 30, 2020 Projection</b>	<b>(17,069)</b>	<b>39,864</b>	<b>22,795</b>
misc. & investment income:	191	312	503
attributed to PAYs:	(29,509)	(11,236)	(40,745)
attributed to CAY:	12,249	50,788	63,037

The components of the projection for **2021** compared with the same components for the two projections for **2020** show a higher level of similarity with the **Nov 20 2019 Outlook**, in relation to the operating result attributed to prior accident years (PAYs), whereas the **2021** “misc. & investment income” and “attributed CAY” components are more aligned with the **Nov 30, 2020 Projection**. These alignments are expected, as the **2021** projection for the contribution of the prior accident years has the same base assumption for the prior accident years as found in **Nov 20 2019 Outlook** (i.e. no “nominal” changes in claims liabilities, so the prior accident years impact is driven by releases of actuarial present value adjustments as claims are settled), whereas the **Nov 30, 2020 Projection** includes actual prior accident year activity included up to the September 30, 2020 valuation. In addition, the updated valuation and more recent investment assumptions leads to closer alignment with the **Nov 30, 2020 Projection** (updated investment yields and updated accident years 2020 and 2021 loss ratios).

The following table provides a more detailed break down and comparison of the net operating results projected for calendar years 2021 and 2020.

***Operating Result Projection Summary – Calendar Year 2021 vs 2020***

in \$ thousands	2021 TOTAL	2020 TOTAL	2021 less 2020
<b>Underwriting Revenue</b>			
written premium	466,359	439,565	26,794
decrease / (increase) in unearned	(15,862)	(42,706)	26,844
<b>earned premium</b>	<b>450,497</b>	<b>396,858</b>	<b>53,638</b>
<b>Claims Incurred</b>			
<b>Prior Accident Years</b>			
Undiscounted	-	35,302	(35,302)
effect of discounting	(10,910)	5,443	(16,353)
Discounted	(10,910)	40,745	(51,655)
<b>Current Accident Year</b>			
Undiscounted	276,775	230,309	46,466
effect of discounting	22,222	16,746	5,476
Discounted	298,997	247,055	51,942
<b>Claims Incurred</b>	<b>288,087</b>	<b>287,800</b>	<b>287</b>
<b>Underwriting Expenses</b>			
Operating & Service Fees	48,205	45,400	2,805
Agent's Commissions	35,454	33,867	1,587
Driver Record Abstracts	5,803	4,258	1,545
Bad Debts	-	(160)	160
Premium Deficiency / (DPAC)			
Undiscounted	(1,109)	(3,149)	2,040
effect of discounting	-	(47)	47
Discounted	(1,109)	(3,196)	2,087
<b>Underwriting Expenses</b>	<b>88,353</b>	<b>80,169</b>	<b>8,184</b>
<b>Net Underwriting Gain (Loss)</b>	<b>74,057</b>	<b>28,890</b>	<b>45,167</b>
Administrative Expenses	11,190	6,598	4,592
Miscellaneous income / (expense)	-	(128)	128
Investment Income	286	630	(344)
<b>Operating Result</b>	<b>63,153</b>	<b>22,795</b>	<b>40,358</b>
<b>Ratios</b>			
<b>Claims &amp; Adj. Expenses to EP</b>			
Prior Accident Year	(2.4%)	10.3%	(12.7%)
Current Accident Year	66.4%	62.3%	4.1%
All Accident Years Combined	63.9%	72.5%	(8.6%)
Underwriting & Admin Exp (EP)	22.1%	21.9%	0.2%
<b>Combined Operating Ratio</b>	<b>86.0%</b>	<b>94.4%</b>	<b>(8.4%)</b>
<b>Current Accident Year only*</b>	<b>51,957</b>	<b>63,037</b>	<b>(11,080)</b>

\*excluding miscellaneous income/(expense) and investment income

As a reminder, PAYs for **2021** have no projected nominal (i.e. undiscounted) impact, as we assume our liabilities are best estimates – the **2020** projection includes implemented valuation impacts for **2020**. The effect of discounting for **2020** also reflects valuation impacts (particularly apv changes with nominal ultimate changes) not expected for **2021**.

It is also important to keep in mind when considering the operating results for the FARM as shown in



the two preceding tables that they do not include all expenses – for example, premium taxes and health levies are applied at member companies based on their share of FARM written premium – these expenses are not included here. As such, the Combined Operating Ratio may not be comparable to a member's own such ratio. Similarly, operating cash flows are shared among members as funds are transfers to/from members – investment income included for the FARM in the above are generated on the limited cash held by FA for operating needs (typically 10-15% of funds available). Any investment income generated by members on FARM funds that they hold benefit their own accounts directly and do not form a part of FARM results (actual or projected).

Policy liabilities (made up of claims liabilities and premium liabilities) are carried on an actuarial present value basis (that is, adjusted for the time value of money, and include provisions for adverse deviation). It is informative to consider how claims liabilities fare during a calendar year relative to their beginning provisions for adverse development. To provide some historical context, the development of prior accident years' claims liabilities over the ensuing calendar year is discussed below.

As at December 31, 2019, ***nominal indemnity only*** claims liabilities for the FARM amounted to \$343.7 million<sup>3</sup>, with this being the beginning prior accident years' claims liabilities for calendar year 2020. The projected nominal prior accident years' change in **2020** at \$43.0 million (unfavourable) represents 12.5% of the beginning claims liabilities. The nominal indemnity only claims liabilities for the FARM at December 31, 2020 (and hence is the projected beginning "prior accident years" claims liabilities for Calendar Year **2021**) are projected to be \$406.9 million and changes of +/-5% (\$20.3 million) for these liabilities would not be unusual (see for example changes that occurred during the last 6 calendar years). The projected ***nominal***<sup>4</sup> claims development provision for adverse deviation (PfAD) is \$38.5 million. The projected nominal indemnity claims liabilities at December 31, 2021 are \$479.8 million (see Exhibit C-10) with projected ***nominal*** claims development PfAD at \$55.0 million.

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<sup>3</sup>See the December 2019 Actuarial Highlights claims liability table found on page 6 at \$232.4 million in case reserves plus \$111.3 million in nominal IBNR.

<sup>4</sup>Claims development PfADs are displayed in Exhibit C on a discounted basis, whereas the values here are presented on a nominal basis to remove the impact of varying discount rates. For example, the discount amounts associated with the claims development PfADs in Exhibit C is \$0.3 million for calendar year 2020, all jurisdictions / business segments (indemnity only).

***FARM PAYs' Ultimate Changes vs Beginning Liabilities***  
***(nominal, indemnity only)***

nominal unpaid indemnity claims liability (\$ millions)					
Cal Yr	nominal beginning amounts			chg in PAYs' ultimates	
	unpaid indemnity	PfAD for dev'l	MfAD for dev'l	amount	% beginning unpaid
	[1] mthly calc	[2] mthly calc	[3] =[2]/[1]	[4] mthly calc	[5] =[4]/[1]
actuals					
2014	360.4	40.8	11.3%	5.2	1.4%
2015	349.3	40.2	11.5%	(15.1)	(4.3%)
2016	334.8	38.1	11.4%	(2.4)	(0.7%)
2017	316.0	35.6	11.3%	(1.6)	(0.5%)
2018	298.1	33.7	11.3%	(15.0)	(5.0%)
2019	291.4	32.4	11.1%	9.9	3.4%
projections					
2020	343.7	38.5	11.2%	43.0	12.5%
2021	406.9	45.9	11.3%	-	-
average:	337.6	38.2	11.3%	3.0	0.9%

In addition to changes in estimates of ultimate discussed above, changes in yield curves used to determine the discount rates used in our projections are subject to change. For example, the **Nov 20 2019 Outlook** used a discount rate of **1.44%** whereas for the **Nov 30, 2020 Projection** we are using **0.23%** (i.e. this is the September 30, 2020 valuation discount rate). However, the *change* in the selected discount rate with the September 30, 2020 valuation does not have a direct impact on the **2021** projection. As the change occurs in Calendar Year **2020**, both the beginning and ending claims liabilities for Calendar Year **2021** are adjusted, so the impact is effectively nullified (that is, a change in discount rate has a significant impact only when it is implemented). The same is true for margin changes (the impact of any changes is significant only when implemented).

The projected Dec 31, 2021 **claims liability** discount amounts and associated PfADs and net discount amounts are summarized in the following table.

***Projection Summary – Dec 31, 2021 ending Discount Amounts in Policy Liabilities (\$000s)***

Claims Liabilities	ending 2021			dsct rate: 0.23%			\$000s		
juris	Private Passenger			Non Private Passenger			TOTAL		
	Dsct Amt	PfAD	Net Dsct Amt	Dsct Amt	PfAD	Net Dsct Amt	Dsct Amt	PfAD	Net Dsct Amt
ON	(495)	495	-	(688)	688	-	(1,183)	1,183	-
AB	(53)	53	-	(840)	840	-	(893)	893	-
NL	(279)	279	-	(67)	67	-	(346)	346	-
NB	(152)	152	-	(129)	129	-	(281)	281	-
NS	(118)	118	-	(156)	156	-	(274)	274	-
PE	(32)	32	-	(44)	44	-	(76)	76	-
YT	(6)	6	-	(11)	11	-	(17)	17	-
NT	(13)	13	-	(11)	11	-	(24)	24	-
NU	-	-	-	(4)	4	-	(4)	4	-
<b>TOTAL</b>	<b>(1,148)</b>	<b>1,148</b>	<b>-</b>	<b>(1,950)</b>	<b>1,950</b>	<b>-</b>	<b>(3,098)</b>	<b>3,098</b>	<b>-</b>

Although the selected discount rate (0.23%) is less than the selected interest rate risk margin for adverse development (25 basis points), our net selected discount rate was 0%<sup>5</sup> and the resulting net discount (in relation to adverse changes in the yield curves) impact is 0.

Key Ratios associated with our Calendar Year **2021** projections are presented in the following table, including the Combined Operating Ratios (COR) for the two Calendar Year **2020** projections.

***Projection Summary – Calendar Year 2021 – Key Ratios***

Calendar Year 2021 Projections (Key Ratios)			
All Jurisdictions	Private Passenger	Non-Private Passenger	TOTAL
Claims Incurred Ratios (% EP)			
Prior Accident Years	(3.0%)	(2.2%)	(2.4%)
Current Accident Year	73.5%	63.3%	66.4%
Total Claims Incurred	70.5%	61.1%	63.9%
Expense Ratios			
General Expenses (% WP)	20.6%	18.6%	19.2%
Chg in Prem. Def / (DPAC) (% EP)	(0.2%)	(0.3%)	(0.2%)
Underwriting Expenses (% EP)	21.0%	19.0%	19.6%
Administrative Expense (% EP)	2.5%	2.5%	2.5%
U/Wing & Admin Exp (% EP)	23.5%	21.5%	22.1%
<b>2021 Combined Operating Ratio (% EP)</b>	<b>94.0%</b>	<b>82.6%</b>	<b>86.0%</b>
attributed to PAYs:	(3.0%)	(2.2%)	(2.4%)
attributed to CAY:	97.0%	84.8%	88.4%
<b>2020 Combined Operating Ratio</b>			
<b>Nov 20 2019 Outlook</b>	<b>97.2%</b>	<b>87.8%</b>	<b>91.7%</b>
attributed to PAYs:	(2.1%)	(1.5%)	(1.5%)
attributed to CAY:	99.3%	89.3%	93.2%
<b>Nov 30, 2020 Projection</b>	<b>114.0%</b>	<b>85.6%</b>	<b>94.4%</b>
attributed to PAYs:	23.9%	4.1%	10.3%
attributed to CAY:	90.1%	81.5%	84.1%

For details, please refer to Exhibits B-1 through B-3. Detailed information regarding the projections and associated assumptions for Calendar Year **2021** are discussed in section 3. In particular, premium projections are discussed in section 3.1 and claims projections are discussed in section 3.2.

Our projections of the number of vehicles written are based on management’s view of writings, taking into account recent volume changes, rate changes, anticipated policyholder and member company

<sup>5</sup>That is, the “worst case” scenario would be if the discount rate moves to 0% - we assume at this level the margin would be moved to 0 as well. In addition to the net discount impact indicated, there would also be an adverse movement in the claims development provision for adverse deviation, as this provision is also carried on a “net present value” or “discounted” basis.

We did consider whether the Canadian risk-free yield curve would move into negative territory (i.e. that the “worst case” scenario would involve a negative discount rate, rather than a 0 discount rate). While this is *possible*, we do not believe it is *plausible* within the next 18-21 months, given the current economic environment in Canada.

behaviours in reaction to rate increases, and market intelligence provided by our underwriting team and Servicing Carriers. However, FARM volumes can change rapidly in a short period of time, as we have seen in the past. The following table shows the FARM private passenger market share at November 2020 (rolling twelve month basis) compared with the most recent peak levels.

### **FARM**

**November 2020**

*Market Share - Developed by Month (Non-cumulative)*

Written Private Passenger Vehicles (Excluding Farmers)

* <i>Jurisdiction</i>	<b>October 2020</b>	<b>November 2020</b>			<b>Peak (all-time)</b>		
	<i>Market Share</i>	<i>Written Vehicle Count</i>	<i>Market Share</i>	<i>Change</i>	<i>Written Vehicle Count</i>	<i>Mth. / Yr.</i>	<i>Market Share</i>
<b>Alberta</b>	0.1%	1,850	<b>0.1%</b>	<b>0.0</b>	74,658	Sept. 2004	4.2%
<b>Nova Scotia</b>	1.3%	8,208	<b>1.4%</b>	<b>0.1</b>	37,157	Sept. 2004	7.9%
<b>New Brunswick</b>	1.4%	6,913	<b>1.3%</b>	<b>-0.1</b>	25,327	April 2003	6.8%
<b>Newfoundland &amp; Labrador</b>	3.8%	12,365	<b>3.9%</b>	<b>0.1</b>	17,569	Sept. 2003	8.0%
<b>Prince Edward Island</b>	1.5%	1,599	<b>1.5%</b>	<b>0.0</b>	6,307	April 2004	8.4%
<b>Ontario</b>	0.1%	8,913	<b>0.1%</b>	<b>0.0</b>	226,108	March 2004	3.8%
<b>Nunavut</b>	4.1%	147	<b>4.3%</b>	<b>0.2</b>	1,113	Dec 2008	50.0%
<b>N.W.T</b>	9.2%	1,981	<b>9.4%</b>	<b>0.2</b>	4,844	Nov 2005	32.7%
<b>Yukon</b>	0.5%	149	<b>0.5%</b>	<b>0.0</b>	1,416	Jun 2005	7.3%

Net cash flows from operations for the FARM are projected to be an overall inflow of \$163.9 million for Calendar Year **2021** as presented in detail in section 3.4. Higher projected written premium is the main driver of the \$22.5 million difference between the Calendar Year **2021** net cash flows from operations projection and the overall net inflow of \$141.4 million for calendar year **2020** cash from operations from the Nov 30, 2020 projection (the Outlook posted Nov 20, 2019 projected an overall net inflow of \$102.5 million).

Periodically, FA initiates cash transactions with its members in order to maintain an operating cash balance viewed as appropriate by management. Cash calls since 2016 are summarized below (excluding cash transfers that are for re-balancing among members, but do not result in an increase or decrease in cash held directly by the FARM):

#### ***Transfers of FARM Funds to / (from) Members***

Participation Report Period	Amounts Transferred to / (from) Members	Transfer Date
2016	\$0	N/A
May 2017	\$5 million	Aug 2017
Jun 2018	\$20 million	Sep 2018
Nov 2018	\$40 million	Feb 2019
May 2019	\$20 million	Aug 2019
Aug 2019	\$30 million	Dec 2019
Nov 2019	\$35 million	Mar 2020

Participation Report Period	Amounts Transferred to / (from) Members	Transfer Date
Mar 2020	\$20 million	Jun 2020
Jun 2020	\$25 million	Oct 2020
Aug 2020	\$30 million	Dec 2020
Nov 2020	\$30 million	Mar 2021

As our current **2021** FARM calendar year projection indicates overall net operating cash inflows of \$163.8 million, we anticipate cash transfers to members during 2021 (in addition, there will be regular re-balancing among members at the jurisdiction, business segment, and accident year level, usually aligned with valuations, as per usual practice). However, this depends on the accuracy of our projections, particularly in relation to written premium and claims payments.

To provide historical context, the table below summarizes FARM cash flows from operations over the last 8 calendar years.

### ***FARM Operating Cash Flows by Share Year***

\$millions	Share (i.e. Calendar) Year							
	2019	2018	2017	2016	2015	2014	2013	2012
<b>operating cash inflow - written premium</b>	<b>373.0</b>	<b>254.0</b>	<b>184.2</b>	<b>171.0</b>	<b>189.9</b>	<b>202.2</b>	<b>216.5</b>	<b>216.5</b>
chg:	119.0	69.8	13.2	(18.9)	(12.3)	(14.3)	-	
% chg:	46.9%	37.9%	7.7%	(10.0%)	(6.1%)	(6.6%)	-	
Premium-related Expenses								
S.C. admin fees	38.5	26.2	19.0	17.7	19.8	20.9	22.6	22.5
commissions	28.5	19.7	15.3	14.4	15.7	17.1	17.9	18.1
DRAs/MVRs	3.5	3.1	3.0	3.1	3.2	3.2	3.5	3.6
as % of WP	18.9%	19.3%	20.2%	20.6%	20.4%	20.4%	20.3%	20.4%
<b>operating cash inflow WP net of acquisition</b>	<b>302.5</b>	<b>205.0</b>	<b>146.9</b>	<b>135.8</b>	<b>151.2</b>	<b>161.0</b>	<b>172.5</b>	<b>172.3</b>
<b>operating cash outflow - paid claims (indemnity)</b>	<b>139.1</b>	<b>113.3</b>	<b>118.7</b>	<b>122.3</b>	<b>114.6</b>	<b>135.0</b>	<b>137.0</b>	<b>156.5</b>
chg:	25.8	(5.4)	(3.6)	7.7	(20.4)	(2.0)	(19.5)	
% chg:	22.8%	(4.5%)	(2.9%)	6.7%	(15.1%)	(1.5%)	(12.5%)	
Claims -related Expenses								
claims fees & expenses pd	38.5	28.0	22.1	20.6	24.1	26.8	30.0	33.7
as % of indemnity pd:	27.7%	24.7%	18.6%	16.8%	21.0%	19.9%	21.9%	21.5%
<b>operating cash outflow claims and claims exp</b>	<b>177.6</b>	<b>141.3</b>	<b>140.8</b>	<b>142.9</b>	<b>138.7</b>	<b>161.8</b>	<b>167.0</b>	<b>190.2</b>
as % of WP	47.6%	55.6%	76.4%	83.6%	73.0%	80.0%	77.1%	87.9%
Other Expense / Income								
Admin	6.3	5.7	5.1	5.0	5.1	4.9	4.9	4.4
investment income	1.2	0.6	0.3	0.2	0.3	0.4	0.7	0.5
<b>operating cash inflow / (outflow)</b>	<b>119.8</b>	<b>58.6</b>	<b>1.3</b>	<b>(11.9)</b>	<b>7.7</b>	<b>(5.3)</b>	<b>1.3</b>	<b>(21.8)</b>

FARM premium volume had been declining significantly (a good thing when it is related to declining insured vehicle counts), with calendar year written premium down on average \$15 million per year from 2014 to 2016 before increasing again in 2017, followed by a significant increase in 2018 and 2019, driven by significant increases in Commercial and Interurban business in the FARM, across

jurisdictions.

We are projecting the 2020 premium volume will be approximately 18% above 2019 and 2021 will be approximately 6% above 2020. Should premium volume prove lower (all else equal), this would result in an unfavourable cash flow of approximately 70 cents on the dollar (much of the cash expense is variable with premium and so a reduction in premium would also reduce cash expense outflow).

The other major factor related to cash flows is the timing of claims payments. Indemnity payments have been decreasing on average by \$7 million per year since 2012. However, we are projecting 2020 and 2021 to show indemnity payment increases (to \$159 million and \$151 million respectively). In addition, claims fees and allowed claims expenses paid to Servicing Carriers are expected to be higher than the \$39 million paid in 2019 (increasing to \$44 million for 2020 and to \$51 million in 2021).

As discussed in section 3.4, a combination of declining premium and/or increase in claims payments that impact our cash flow projection by \$70 million or more would likely trigger a member cash call during **2021**. In the longer term (i.e. beyond 2021), assuming the FARM volumes remain at or below projected levels, cash calls are likely to be required to fund older accident year claims settlements, and cash calls of up to \$40 million per year may be required.

### 2.3 Updated Projections for Calendar Year **2020**

As indicated in the following, there have been changes both to earned premium and the Combined Operating Ratios (COR) between the *Nov 20 2019 Outlook* and the *Nov 30 2020 Projection*, the latter of which includes the implementation of the 2019 Q3, Q4, 2020 Q1, Q2, and Q3 valuations, with the changes in operating result largely driven by the impact of the updated valuations on CORs.

#### *Calendar Year **2020** Nov 20 2019 Outlook vs updated Nov 30 2020 Projection*

\$000s	Outlook Posted November 20, 2019			Updated Year-end Projection		
	Earned Premium	Operating Result	COR	Earned Premium	Operating Result	COR
Ontario	131,580	19,314	85.9%	153,670	6,904	95.6%
Alberta	107,149	13,092	88.2%	122,462	(18)	100.1%
Newfoundland & Labrador	32,057	450	98.9%	35,106	2,526	93.0%
New Brunswick	26,833	1,102	96.1%	30,492	2,220	92.9%
Nova Scotia	31,758	(2,102)	106.8%	41,216	6,697	83.8%
Prince Edward Island	5,208	294	94.6%	6,228	620	90.2%
Yukon	1,814	185	90.0%	2,124	1,336	37.2%
Northwest Territories	4,226	1,052	75.7%	4,530	1,709	62.3%
Nunavut	928	342	63.6%	1,031	801	22.5%
<b>TOTAL</b>	<b>341,552</b>	<b>33,728</b>	<b>90.5%</b>	<b>396,858</b>	<b>22,795</b>	<b>94.4%</b>

In the following table, we attributed the overall \$10.9 million operating result deterioration (from \$33.7 million to \$22.8 million) to the change in COR (which is driven by changes in discount rates and margins, nominal changes in prior accident year claims liabilities, current accident year loss ratios, the next future accident year loss ratio impact on premium liabilities, and expenses), offset by the change in earned premium (by multiplying the earned premium change by  $[1 - \text{COR}]$ ). Changes in

CORs and changes in projected miscellaneous/investment income<sup>6</sup> have had an estimated overall \$15.6 million unfavourable impact on the projected Operating Result<sup>7</sup>, offset by an approximately \$4.7 million favourable change in operating result due to increases in earned premium.

*Calendar Year **2020** Change Nov 20 2019 Outlook vs updated Nov 30 2020 Projection*

\$000s	Total Change (Update less Outlook)			Change Attributed to <b>Earned Premium</b> Change		Change Attributed to misc/investment income & <b>COR</b> Changes	
	Earned Premium	Operating Result	COR	Earned Premium	Operating Result	Operating Result	COR
Ontario	22,090	(12,410)	9.7%	22,090	3,115	(15,525)	9.7%
Alberta	15,313	(13,110)	11.9%	15,313	1,807	(14,917)	11.9%
Newfoundland & Labrador	3,049	2,076	(5.9%)	3,049	34	2,042	(5.9%)
New Brunswick	3,659	1,118	(3.2%)	3,659	143	975	(3.2%)
Nova Scotia	9,458	8,799	(23.0%)	9,458	(643)	9,442	(23.0%)
Prince Edward Island	1,020	326	(4.4%)	1,020	55	271	(4.4%)
Yukon	310	1,151	(52.8%)	310	31	1,120	(52.8%)
Northwest Territories	304	657	(13.4%)	304	74	583	(13.4%)
Nunavut	103	459	(41.1%)	103	37	422	(41.1%)
<b>TOTAL</b>	<b>55,306</b>	<b>(10,933)</b>	<b>3.9%</b>	<b>55,306</b>	<b>4,653</b>	<b>(15,586)</b>	<b>3.9%</b>

The key drivers of changes in COR are changes in selected ultimate loss ratios and the discount rate, updated with each valuation<sup>8</sup>. More information on the results of valuations and the associated impacts are available in the Actuarial Highlights for Oct 2019 (implementation of the 2019 Q3 valuation), Mar 2020 (implementation of the 2019 Q4 valuation), May 2020 (implementation of the 2020 Q1 valuation), Aug 2020 (implementation of the 2020 Q2 valuation), and Oct 2020 (implementation of the 2020 Q3 valuation).

Of the \$15.6 million deterioration in operating result attributed to COR changes and changes in miscellaneous/investment income, almost all of the change was driven by the former. The main driver of the 3.9 percentage point increase in COR is the 4.3 percentage point increase in incurred claims ratio (on an actuarial present value basis) as shown in the table below. As evident in the table, the current accident year loss ratios are lower than expected overall, whereas prior accident years' impacts have been unfavourable, which drove the unfavourable change in incurred claims ratio.

<sup>6</sup>Investment income reflects income on cash and cash equivalents held and invested at Facility Association to accommodate current cash flow needs. The vast majority of funds supporting the FARM are held by members. As per the FARM financial statements for fiscal year-end 2019, cash and cash equivalents were \$80.7 million compared with funds held by members at \$439.6 million (out of total assets of \$664.9 million).

<sup>7</sup>In attributing changes in operating result to changes in earned premium and changes in COR, we assume that earned premium reductions are due to reductions in exposures (i.e. vehicles insured) – as the 2020 Final Outlook had a COR of 90.5%, there was an implied operating surplus associated with insured vehicles, so an increase in earned premium (i.e. an increase in earned vehicle count) would result in an increase in operating result under the assumption that the COR has not changed. Any remaining change in operating result is then attributed to the change in COR and miscellaneous / investment income.

<sup>8</sup>Changes to selected margins for adverse deviation at a valuation would also have an impact on the results – however, selected margins do not typically change with each valuation.



**Calendar Year 2020 Nov 20 2019 Outlook Loss Ratios vs updated Nov 30 2020 Projection**

2020 Calendar Year FARM Jurisdiction	Claims Incurred Ratio			Current Accident Year LR			Prior Accident Year LR		
	Nov 30 2020 Projection	2020 Final Outlook (Nov 2019)	point chg	Nov 30 2020 Projection	2020 Final Outlook (Nov 2019)	point chg	Nov 30 2020 Projection	2020 Final Outlook (Nov 2019)	point chg
Ontario	75.2	65.8	9.4	53.3	67.0	(13.7)	21.9	(1.2)	23.1
Alberta	78.9	65.5	13.4	65.2	67.4	(2.2)	13.7	(1.9)	15.6
NFLD & Labrador	70.2	75.7	(5.5)	75.3	78.9	(3.6)	(5.1)	(3.2)	(1.9)
New Brunswick	69.1	72.4	(3.3)	71.6	74.2	(2.6)	(2.5)	(1.8)	(0.7)
Nova Scotia	58.7	79.5	(20.8)	68.7	80.9	(12.2)	(10.0)	(1.4)	(8.6)
Prince Edward Is.	61.1	68.7	(7.6)	74.0	70.4	3.6	(12.9)	(1.7)	(11.2)
Yukon	9.7	67.5	(57.8)	58.4	68.6	(10.2)	(48.7)	(1.1)	(47.6)
Northwest Terr.	36.8	52.1	(15.3)	54.9	52.4	2.5	(18.1)	(0.3)	(17.8)
Nunavut	(5.6)	42.5	(48.1)	39.0	43.4	(4.4)	(44.6)	(0.9)	(43.7)
<b>TOTAL</b>	<b>72.5</b>	<b>68.2</b>	<b>4.3</b>	<b>62.3</b>	<b>69.9</b>	<b>(7.6)</b>	<b>10.2</b>	<b>(1.7)</b>	<b>11.9</b>

Again, the ratios in the preceding table include actuarial present value adjustments, so changes to discount rates and margins (blended rate) have also had impacts that are included in the changes in those claims ratios. In particular, the **Nov 20 2019 Outlook discount rate** was 1.44% compared with 0.23% used in the **Nov 30 2020 Projection** (the investment return margin for adverse deviation was reduced from 25 basis points to 23 basis points<sup>9</sup>). Discount rate changes mid-year will result in an immediate adjustment when the change occurs, but if we consider the overall **change from 1.44% to 0.23%**, the discount rate change is estimated to have had an approximate unfavourable impact of \$14.2 million *overall*, due to an increase in the ending unpaid claims liabilities, based on the interest rate sensitivity Table F for all jurisdictions in the November 2020 Actuarial Highlights – as shown in the following table.

**Estimated Unpaid Claims Liabilities Impact from Discount Rate and associated Margin Changes (2020)**

	2020 Outlook (Nov 2019)	Nov 2020 Projection	Est. Impact
dsct rate	1.44%	0.23%	+\$14.4 million
margin	25 basis pts	23 basis pts	-\$0.2 million
<b>TOTAL</b>			<b>+\$14.2 million</b>

Source: Estimated from Interest Rate Sensitivity Tables

A comparison of the claims incurred (including actuarial present value adjustments, as well as the impact of retroactive claims adjustments and allowed claims expenses) is provided in the following table. The current accident year change in this table shows an increase of \$8.2 million (3.4%) in total. This change can be primarily attributed to the \$55.3 million (16.2%) earned premium variance, as the overall CAY claims ratio decreased 7.6 points relative to the **Nov 20 2019 Outlook** (i.e. the 2020 Final Outlook). Had this earned premium variance not occurred, the current accident year

<sup>9</sup> Although the selected interest rate risk MfAD was left unchanged at 25 basis points, as the current selected discount rate is 0.23%, the interest rate risk MfAD was reduced to 23 basis points, resulting in a selected net discount rate of 0%



incurred would have shown a decrease of \$26.0 million (applying the current accident year loss ratio changes to the **Nov 20 2019 Outlook** earned premium at the jurisdiction level), rather than the \$8.2 million increase that is projected (that is, a difference of \$34.2 million due to the earned premium projection difference).

Of the \$8.2 million variance in CAY claims incurred, Alberta and Ontario had the largest variances (\$7.7 million and -\$6.3 million respectively), primarily due to their respective earned premium variances (\$15.3 million and \$22.1 million respectively), in addition, the Ontario result was also favourably impact by the 13.7 point improvement in the CAY claims ratio. The Ontario and Alberta volume changes relate to significant increases in commercial vehicle, interurban vehicle, and taxi counts and associated premium (see section 3.1 for more detail).

*Calendar Year **2020** Nov 20 2019 Outlook Claims Incurred vs updated Nov 30 2020 Projection*

2020 Calendar Year  FARM Jurisdiction	Claims Incurred \$m				Current Accident Year Claims Incurred \$m				Prior Accident Year Claims Incurred \$m		
	Nov 30 2020 Projection	2020 Final Outlook (Nov 2019)	change	% chg	Nov 30 2020 Projection	2020 Final Outlook (Nov 2019)	change	% chg	Nov 30 2020 Projection	2020 Final Outlook (Nov 2019)	change
Ontario	115.6	86.6	29.0	33.5	81.9	88.2	(6.3)	(7.2)	33.7	(1.6)	35.4
Alberta	96.6	70.2	26.4	37.7	79.9	72.2	7.7	10.6	16.8	(2.0)	18.8
NFLD & Labrador	24.6	24.3	0.4	1.5	26.4	25.3	1.1	4.5	(1.8)	(1.0)	(0.8)
New Brunswick	21.1	19.4	1.6	8.4	21.8	19.9	1.9	9.7	(0.8)	(0.5)	(0.3)
Nova Scotia	24.2	25.2	(1.0)	(4.1)	28.3	25.7	2.6	10.1	(4.1)	(0.5)	(3.6)
Prince Edward Is.	3.8	3.6	0.2	6.4	4.6	3.7	0.9	25.8	(0.8)	(0.1)	(0.7)
Yukon	0.2	1.2	(1.0)	(83.1)	1.2	1.2	(0.0)	(0.2)	(1.0)	(0.0)	(1.0)
Northwest Terr.	1.7	2.2	(0.5)	(24.2)	2.5	2.2	0.3	12.2	(0.8)	(0.0)	(0.8)
Nunavut	(0.1)	0.4	(0.5)	(114.7)	0.4	0.4	(0.0)	(0.2)	(0.5)	(0.0)	(0.5)
<b>TOTAL</b>	<b>287.8</b>	<b>233.1</b>	<b>54.7</b>	<b>23.5</b>	<b>247.1</b>	<b>238.9</b>	<b>8.2</b>	<b>3.4</b>	<b>40.7</b>	<b>(5.8)</b>	<b>46.5</b>

## 2.4 Outlook Purpose, Projection Uncertainty, Historical AvsP Variances

### *Purpose*

This Outlook was prepared for the Member companies of Facility Association to assist Member companies in estimating their share of FARM results for planning purposes. It is not intended, nor is it necessarily suitable, for any other purpose.

Unless specifically noted in this document, no explicit provision has been made for causes of loss which are not already reflected in the historical data, nor for otherwise unforeseen changes to the legal or economic environment in which claims are settled, including changes in the interpretation of existing legislation or regulation on matters currently before the courts.

### *Uncertainty*

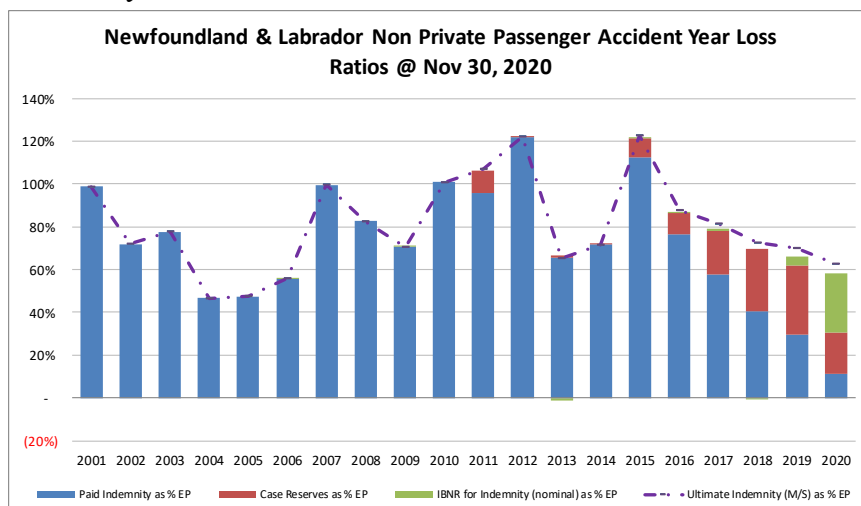
This Outlook is a projection of future events based on models and assumptions believed to be realistic and reasonable simplifications of the real world, but as simplifications, inherent uncertainty exists in relation to how actual events will unfold relative to these projections. **The user of this Outlook should recognize that future Operating Results may deviate from these projections by material<sup>10</sup>**

<sup>10</sup>Materiality is a relative concept. As used here, material deviations are those that could reasonably be expected to influence decisions by users of this Outlook.

amounts.

The historical loss ratios for Newfoundland & Labrador Non-Private Passenger vehicles (see following chart) provide a good example of the potential volatility of the FARM results within a jurisdiction / business segment, and the speed with which loss ratios can deteriorate or improve between accident years. In this case, the coefficient of variation<sup>11</sup> of the loss ratio was 27.2% over the recent 20 accident years (26.4% over the most recent 10 accident years).

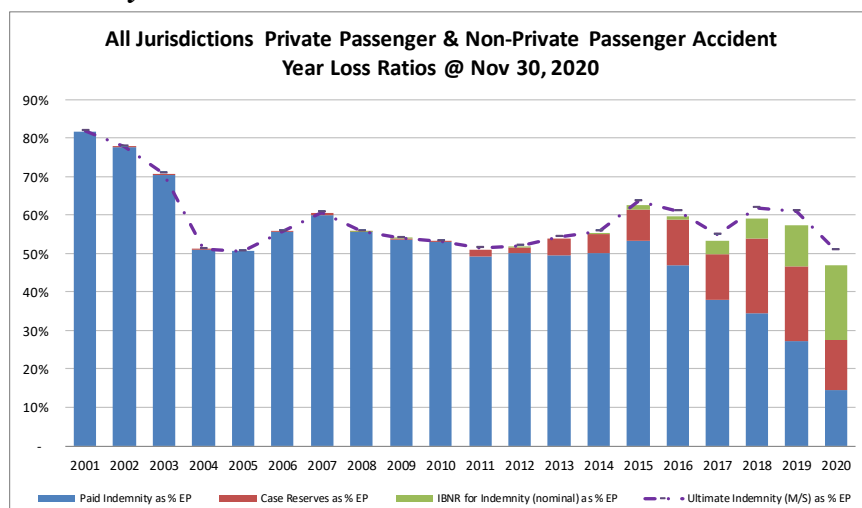
***FARM Newfoundland & Labrador Non-Passenger Ultimate Indemnity Loss Ratios***



While each individual FA Member is exposed to differing shares of FARM results at the jurisdiction, business segment, and accident year level, the loss ratios of the FARM overall have benefited from diversification across jurisdictions and rating classes to the extent that the FARM loss ratio volatility over time is lower than that at the jurisdiction / business segment level (see following chart). In this case, the coefficient of variation of the loss ratio was 14.9% over the recent 20 accident years (significantly lower than NL non-PPV above) and 8.5% over the most recent 10 accident years.

<sup>11</sup>The coefficient of variation is a statistical measure calculated as the data set's standard deviation divided by its mean. This measure can be thought of as providing a relative level of average variation for the data set, with a lower level for this measuring indicating less volatility.

***FARM All Jurisdictions, All Business Segments Ultimate Indemnity Loss Ratios***



Our annual rate review cycle encompasses the six provinces (the northern territories are reviewed every 2-3 years and were last reviewed in 2020), all rating classes, and includes individually-rated vs fleet-rated experience where such is warranted (generally on volume). In general, under the current investment environment (we assume risk-free investment yields) target indemnity only loss ratios fall in the range of 46% to 57%<sup>12</sup> (approximately 54% on a weighted basis). This suggests accident years 2015 to 2019 inclusive (weighted average indemnity loss ratio at 60.7%), have performed overall worse than *that* target ratio level, but still generated a positive return on equity (capital) relative to a target ratio of 54%.

For our projections, we have only included the impact of approved rate changes available at the time of the projections. We have not included the impact on the projections of “future” rate changes, notwithstanding that at the time of writing, FA had 17 rate filings submissions made to regulators for non-zero rate changes where regulatory approvals had just been issued or not yet been issued:

- 0 in ON;
- 0 in AB;
- 10 in NL
  - 2 approved (-1.8% Commercial Vehicles-individual; -1.4% Interurban-individual)
  - 8 proposed (+\$0.5 million estimated premium impact);
- 0 in NB;
- 3 in NS: proposed (+\$1.1 million estimated premium impact);
- 0 in PE;

<sup>12</sup>The complete range is 46% to 57%, with the low end driven by jurisdictions where health levies on a per vehicle basis are applicable to vehicles with low loss costs relative to the levy.

- 3 in YT: proposed (+\$86 thousand estimated premium impact);
- 1 in NT: proposed (+\$24 thousand estimated premium impact);
- 0 in NU

Further, it is anticipated that additional rate change applications will be made in those jurisdictions where warranted during the remainder of 2021 (the Atlantic provinces, in particular, are a primary focus due to their relative rate inadequacy). However, as noted, potential outcomes of such applications have not been included in our projections.

As previously discussed, we have assumed no prior accident year development in our projection for Calendar Year **2021**. This assumes that the nominal unpaid claims liabilities projected to be booked at December 31, 2020 will be the exact provision as needed throughout Calendar Year **2021** for accident years 2020 and prior. As the nominal provision that will be booked at December 31, 2020 will be an estimate and that estimate will be updated as valuations are conducted throughout **2021**, non-zero prior accident year nominal development may arise.

Projections for cash flows from operations are dependent upon other projections and assumptions which may not materialize as projected, creating uncertainty around the projected net cash flows from operations. The most significant assumptions relate to written premium volumes (see section 3.1) and claims payments (claims projections are discussed in sections 3.2) during Calendar Year **2021**, both of which are subject to considerable projection uncertainty.

### ***Historical Actual vs. Projected (AvsP) Variances***

As discussed earlier, the purpose of providing FA Members with Outlooks is to aid in their planning processes. An important question, then, is to what extent have the FARM Outlooks provided reliable and reasonably accurate projections for the next calendar year? As we have historically produced two Outlooks annually, we believe the question applies to both.

One challenge (or at least a consideration) is that the basis of the “actuals” for the Preliminary and Final Outlooks have changed over time, as have the months of release. In particular, up until the release of the 2015 Outlooks, the general approach was to base the Preliminary Outlook on actuals as at August of the preceding year (releasing the Preliminary Outlook generally in November) and to base the Final Outlook on actuals as at October of the preceding year (releasing the Final Outlook generally in January of the calendar year being projected).

In preparation of the 2015 Outlooks, management changed the basis of the actuals and release dates on the view that the previous release pattern made the Outlook releases too late for serious use in FA Members’ planning processes. Based on this, the Preliminary was moved to be based on May actuals (and released in August) and the Final was moved to be based on August actuals (and released in October / November).

Finally, in preparation of the 2017 Outlooks, management changed the basis of the actuals and release dates for the Preliminary Outlook, with an eye to providing projections / guidance to FA Members in the spring in support of expected annual budgeting / planning processes. The Preliminary was moved to be based on March actuals and released in May / June. The basis and release of the Final Outlooks was left unchanged. However, for calendar year 2021, the Preliminary Outlook was not produced and the Final Outlook was released in February 2021 due to resource constraints. We expect a return to

the regular FARM Outlook release schedule in 2021 for Calendar Year 2022.

Management's view is that the Preliminary Outlooks were probably (and continue to be) more applicable for FA Member planning purposes with its earlier release date. The following table summarizes variances between the actual results and the Preliminary Outlook projections by calendar year.

### ***FARM All Jurisdictions, All Business Segments – AvsP (Preliminary Outlook projections)***

Facility Association Outlook Actual vs Projected FARM			*PROJECTED IS BASED ON PRELIMINARY OUTLOOK								x PAYs	
juris: TOTAL			bus seg: TOTAL (PPV & non-PPV)			Net Operating Result		\$ millions	COR	\$ millions	COR	
			average A less P 2013 to 2019:			6.4		(2.8%)		1.5 0.1%		
			Premium (\$millions)		PAYs Incurred		CAY Incurred		Net Operating Result		Net Operating Result x PAYs	
Cal Year	row id	Data	Written	Earned	\$ millions	% EP	\$ millions	% EP	\$ millions	COR	\$ millions	COR
2013	[a]	Actual	216.5	218.5	(26.7)	(12.2%)	156.6	71.7%	52.2	76.4%	25.5	88.6%
	[b]	Projected*	216.9	217.1	(9.3)	(4.3%)	152.9	70.4%	26.5	88.0%	17.3	92.3%
	[c]=[a]-[b]	A less P	(0.4)	1.4	(17.4)	(7.9%)	3.7	1.3%	25.6	(11.6%)	8.2	(3.7%)
	[d]=[c]/[b]	% of P	(0.2%)	0.6%	188.0%		2.4%		96.6%		47.6%	
2014	[a]	Actual	202.2	206.9	4.8	2.3%	150.7	72.8%	5.6	97.4%	10.4	95.1%
	[b]	Projected*	218.8	218.0	(4.4)	(2.0%)	152.4	69.9%	22.6	90.0%	18.1	92.0%
	[c]=[a]-[b]	A less P	(16.5)	(11.0)	9.2	4.3%	(1.7)	2.9%	(17.0)	7.4%	(7.7)	3.1%
	[d]=[c]/[b]	% of P	(7.6%)	(5.1%)	(207.8%)		(1.1%)		(75.1%)		(42.6%)	
2015	[a]	Actual	189.8	195.9	(19.5)	(10.0%)	146.8	74.9%	25.6	87.0%	6.1	97.0%
	[b]	Projected*	202.5	203.0	(5.5)	(2.7%)	148.9	73.4%	14.1	93.2%	8.7	95.9%
	[c]=[a]-[b]	A less P	(12.7)	(7.0)	(14.1)	(7.3%)	(2.1)	1.5%	11.5	(6.2%)	(2.6)	1.1%
	[d]=[c]/[b]	% of P	(6.3%)	(3.5%)	256.3%		(1.4%)		81.2%		(29.7%)	
2016	[a]	Actual	171.0	178.1	(3.7)	(2.1%)	135.9	76.3%	5.6	96.9%	1.9	99.0%
	[b]	Projected*	198.0	198.5	(7.7)	(3.9%)	146.9	74.0%	15.4	92.4%	7.7	96.3%
	[c]=[a]-[b]	A less P	(27.0)	(20.4)	3.9	1.8%	(11.0)	2.3%	(9.8)	4.5%	(5.8)	2.7%
	[d]=[c]/[b]	% of P	(13.6%)	(10.3%)	(51.5%)		(7.5%)		(63.5%)		(75.3%)	
2017	[a]	Actual	184.2	176.5	(27.1)	(15.3%)	129.3	73.3%	32.6	81.7%	5.5	97.0%
	[b]	Projected*	185.8	183.9	(7.8)	(4.3%)	134.0	72.8%	16.3	91.2%	8.5	95.5%
	[c]=[a]-[b]	A less P	(1.5)	(7.4)	(19.3)	(11.0%)	(4.6)	0.5%	16.3	(9.5%)	(3.0)	1.5%
	[d]=[c]/[b]	% of P	(0.8%)	(4.0%)	246.2%		(3.4%)		99.7%		(35.1%)	
2018	[a]	Actual	254.0	216.4	(24.6)	(11.4%)	153.8	71.1%	36.5	83.4%	11.9	94.8%
	[b]	Projected*	180.0	180.4	(7.3)	(4.1%)	131.3	72.8%	15.6	91.4%	8.2	95.5%
	[c]=[a]-[b]	A less P	74.0	36.0	(17.2)	(7.3%)	22.4	(1.7%)	20.9	(8.0%)	3.7	(0.7%)
	[d]=[c]/[b]	% of P	41.1%	20.0%	234.3%		17.1%		134.3%		44.9%	
2019	[a]	Actual	373.0	323.9	15.9	4.9%	225.6	69.6%	10.9	97.2%	26.8	92.3%
	[b]	Projected*	206.6	203.9	(4.4)	(2.2%)	148.7	72.9%	13.4	93.6%	9.0	95.8%
	[c]=[a]-[b]	A less P	166.4	120.0	20.3	7.1%	76.9	(3.3%)	(2.5)	3.6%	17.8	(3.5%)
	[d]=[c]/[b]	% of P	80.5%	58.9%	(460.3%)		51.7%		(18.8%)		198.9%	

Per above, over the 7 calendar year Preliminary projections for the FARM (all jurisdictions, all business segments basis), the net operating result has been \$6.4 million (36.3%) better than projected on average, and the resulting Combined Operating Ratio (COR) has been on average 2.8 points lower

than projected. Prior Accident Years' (PAYs) variances have generally accounted for the bulk of the overall variance. The last two columns above have PAYs removed, showing that the average net operating result variance reduces to \$1.5 million (15.5%) and the average COR variance reduces to 0.1 points.

For the PAYs, the projected result reflects the projected unwinding of the discount and the projected release of provisions for adverse deviations, so the PAYs' variances in general reflect changes in the selections of ultimates. Our valuation goal, over the long term, is that PAYs' ultimate changes average to \$0 on a nominal basis (that is, excluding actuarial present value adjustments). Valuation results are discussed in detail in various other communication media provided by FA (for example, valuation implementation impacts are discussed in the monthly bulletins, and valuation results are discussed in the monthly Actuarial Operational Highlights and quarterly Actuarial Valuation Highlights).

We have also summarized differences between actuals and projections found in the Final Outlooks in the following table.

## Calendar Year 2021 Final FARM Outlook Facility Association Residual Market (FARM) Based on November 2020 Participation Report

### *FARM All Jurisdictions, All Business Segments – AvsP (Final Outlook projections)*

 Facility Association  
 Outlook Actual vs Projected  
 FARM

**\*PROJECTED IS BASED ON FINAL OUTLOOK**

Outlook Actual vs Projected FARM			*PROJECTED IS BASED ON FINAL OUTLOOK						x PAYs					
			Net Operating Result						\$ millions	COR	\$ millions	COR		
juris: TOTAL			bus seg: TOTAL (PPV & non-PPV)						average A less P 2013 to 2019:		5.3	(2.5%)	0.0	0.6%
			Premium (\$millions)		PAYs Incurred		CAY Incurred		Net Operating Result		Net Operating Result x PAYs			
Cal Year	row id	Data	Written	Earned	\$ millions	% EP	\$ millions	% EP	\$ millions	COR	\$ millions	COR		
2013	[a]	Actual	216.5	218.5	(26.7)	(12.2%)	156.6	71.7%	52.2	76.4%	25.5	88.6%		
	[b]	Projected*	218.0	217.7	(9.0)	(4.2%)	146.8	67.4%	32.2	85.4%	23.1	89.6%		
	[c]=[a]-[b]	A less P	(1.5)	0.8	(17.6)	(8.0%)	9.8	4.3%	20.0	(9.0%)	2.4	(1.0%)		
	[d]=[c]/[b]	% of P	(0.7%)	0.4%	195.1%		6.7%		62.1%		10.2%			
2014	[a]	Actual	202.2	206.9	4.8	2.3%	150.7	72.8%	5.6	97.4%	10.4	95.1%		
	[b]	Projected*	218.0	217.1	(5.8)	(2.7%)	152.1	70.1%	23.3	89.5%	17.5	92.2%		
	[c]=[a]-[b]	A less P	(15.8)	(10.2)	10.6	5.0%	(1.4)	2.7%	(17.7)	7.9%	(7.1)	2.9%		
	[d]=[c]/[b]	% of P	(7.2%)	(4.7%)	(182.7%)		(0.9%)		(75.9%)		(40.6%)			
2015	[a]	Actual	189.8	195.9	(19.5)	(10.0%)	146.8	74.9%	25.6	87.0%	6.1	97.0%		
	[b]	Projected*	202.4	202.9	(6.2)	(3.0%)	146.4	72.2%	17.5	91.6%	11.4	94.6%		
	[c]=[a]-[b]	A less P	(12.6)	(7.0)	(13.4)	(7.0%)	0.4	2.7%	8.1	(4.6%)	(5.3)	2.4%		
	[d]=[c]/[b]	% of P	(6.2%)	(3.4%)	217.1%		0.2%		46.1%		(46.5%)			
2016	[a]	Actual	171.0	178.1	(3.7)	(2.1%)	135.9	76.3%	5.6	96.9%	1.9	99.0%		
	[b]	Projected*	194.1	194.6	(6.5)	(3.3%)	145.5	74.8%	12.4	93.7%	5.9	97.0%		
	[c]=[a]-[b]	A less P	(23.1)	(16.5)	2.8	1.2%	(9.6)	1.5%	(6.8)	3.2%	(4.0)	2.0%		
	[d]=[c]/[b]	% of P	(11.9%)	(8.5%)	(43.0%)		(6.6%)		(54.8%)		(67.8%)			
2017	[a]	Actual	184.2	176.5	(27.1)	(15.3%)	129.3	73.3%	32.6	81.7%	5.5	97.0%		
	[b]	Projected*	183.9	179.6	(8.2)	(4.6%)	131.0	72.9%	15.8	91.4%	7.6	96.0%		
	[c]=[a]-[b]	A less P	0.4	(3.1)	(18.9)	(10.7%)	(1.6)	0.4%	16.8	(9.7%)	(2.1)	1.0%		
	[d]=[c]/[b]	% of P	0.2%	(1.8%)	231.1%		(1.3%)		106.4%		(27.5%)			
2018	[a]	Actual	254.0	216.4	(24.6)	(11.4%)	153.8	71.1%	36.5	83.4%	11.9	94.8%		
	[b]	Projected*	182.6	181.3	(5.2)	(2.9%)	134.6	74.2%	10.4	94.4%	5.2	97.3%		
	[c]=[a]-[b]	A less P	71.5	35.0	(19.4)	(8.5%)	19.1	(3.1%)	26.1	(11.0%)	6.7	(2.5%)		
	[d]=[c]/[b]	% of P	39.1%	19.3%	375.2%		14.2%		250.3%		127.2%			
2019	[a]	Actual	373.0	323.9	15.9	4.9%	225.6	69.6%	10.9	97.2%	26.8	92.3%		
	[b]	Projected*	245.9	239.4	(3.5)	(1.5%)	168.1	70.2%	20.5	91.7%	17.0	93.2%		
	[c]=[a]-[b]	A less P	127.1	84.5	19.4	6.4%	57.4	(0.6%)	(9.7)	5.5%	9.7	(0.9%)		
	[d]=[c]/[b]	% of P	51.7%	35.3%	(556.7%)		34.2%		(47.1%)		57.1%			

As one might assume, variances from the Final Outlooks tend to be (but are not always) smaller than against the Preliminary Outlooks, as actuals are more up-to-date for the former. Otherwise, the general comments made with respect to the Preliminary Outlook variances also apply to the Final Outlook variances.

Final Outlook variances against the actual at the jurisdiction level are provided in Exhibit D.



## **2.5 Definitions and Presentation**

### ***Accounting Periods***

- Calendar Year 2019: actual results for 12 months ending Dec 31, 2019.
- Calendar Year 2020: actual results for 11 months ending November 30, 2020, plus projected results for 1 month ending Dec 31, 2020.
- Calendar Year 2021: projected results for 12 months ending Dec 31, 2021.

### ***Definitions***

- Claim Liabilities are made up of case reserves, provision for Incurred but not Recorded claims amounts (“IBNR”), related provisions for retroactive claims service fees and for allowed claims expenses (the latter two provisions collectively referred to as “Retro Claims Expense”<sup>13</sup>), and applicable actuarial present value adjustments.
- Premium Liabilities are made up of unearned premiums, Premium Deficiency Reserves or Deferred Policy Acquisition Costs (“DPAC”) as applicable, and applicable actuarial present value adjustments.
- Policy Liabilities are comprised of claim liabilities and premium liabilities.
- Actuarial Present Value Adjustments include the recognition of the time value of money and includes explicit provisions for adverse deviations (“PFAD”) as applicable.
- Actuarial Provisions encompass all claim liabilities other than case reserves, and all premium liabilities other than unearned premiums. As such, they include IBNR, provisions for Retro Claims Expense, and premium deficiency/(DPAC) as applicable.
- (Calendar Period) Claims Incurred are computed as the sum of calendar period paid claims amounts, calendar period paid claims fees, and calendar period changes in claim liabilities. Claims fees paid to Servicing Carriers include an amount determined in relation to earned premium, retroactive adjustments to prior fees paid, and payments for reimbursement of specific allowed claims expenses (more detail is available in the Facility Association “Claims Guide”).

### ***Data Sources & Related Valuations***

- Actual results are taken from Participation Reports up to and including the month of Nov 2020. The Nov 2020 Participation Report reflects assumptions derived from the valuation as at Sep 30, 2020 as described in the Oct 2020 Actuarial Highlights.
- Projected results for the months of Dec 2020 and Jan 2021 are the projections reflected in the Nov 2020 Participation Reports, and are based on assumptions derived for this purpose from

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<sup>13</sup>Servicing Carriers for the Residual Market are compensated via an initial claims fee paid as a percentage of earned premium. This fee is retroactively adjusted and settled at age 72 months for each accident year based on the formula as laid out in the Facility Association’s “Plan of Operation”. The claims fee is meant to cover Servicing Carrier costs for claims management and adjudication except for certain categories of claims expenses (first party legal and professional consulting fees as described in the Facility Association’s “Claims Guide” manual under the “Litigation” section). These latter expenses are directly reimbursable upon final settlement of the claim. We refer to these fees/expenses collectively as “claims fees and allowed claims expense” or alternately as “retro claims expenses”.



the valuation as at Sep 30, 2020, and other information, extended to encompass the rest of Calendar Year 2021.

***Format***

The Outlook presentation of Operating Results is consistent with the “Summary of Operations” exhibits attached to monthly bulletins to Members.

- “Claims Incurred” are divided between amounts pertaining to prior accident years, and those pertaining to the current accident year.
- “Claims Incurred” are further divided between nominal (i.e. “undiscounted”) incurred claims, and calendar period changes in the effect of actuarial present value adjustments (i.e. “discounting”). As our claims liabilities are estimated on a “best estimate” basis, there are no nominal incurred amounts projected for prior accident years. The effect of actuarial present value adjustments include the unwinding or release of the actuarial present value adjustments as claims payments are made, the addition of the actuarial present value adjustments pertaining to increases in claim liabilities, and changes in discount rate and margins for adverse deviations, if any.
- “Change in Premium Deficiency / (Deferred Policy Acquisition Costs)” is divided between the change in the nominal (or “undiscounted”) premium deficiency / (deferred policy acquisition costs), and calendar period changes in the effect of actuarial present value adjustments (“discounting”) akin to those in relation to claims liabilities.
- The “Net Result from Operations” excludes costs incurred directly by Members (e.g. premium tax, health levies, association dues and cost of capital), and any investment income that Member companies might earn on assets held by Member companies in support of their FARM liabilities.
- “Ratios” are expressed relative to calendar period earned premiums, unless otherwise indicated.

### 3. Basis for Projections

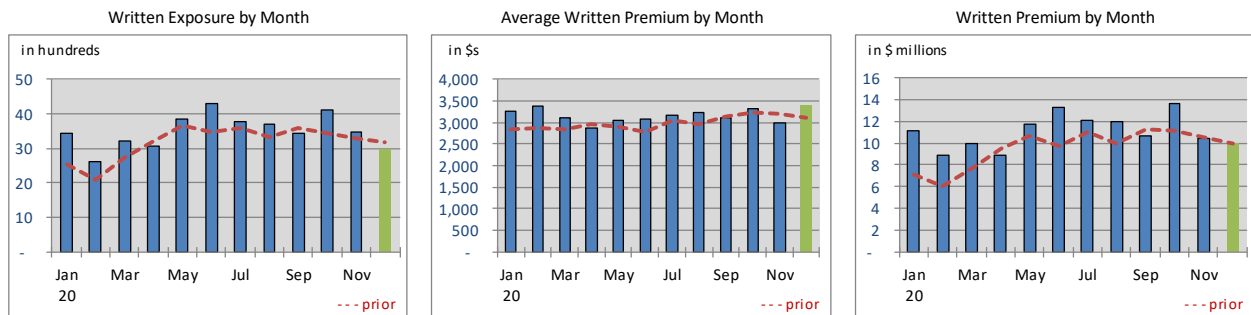
The commentary that follows describes the basis for projecting premiums, claims and claims expense amounts and other expenses, and provides summaries of key assumptions. Exhibit A in Section 4 provides additional detail regarding these assumptions.

#### 3.1 Premiums

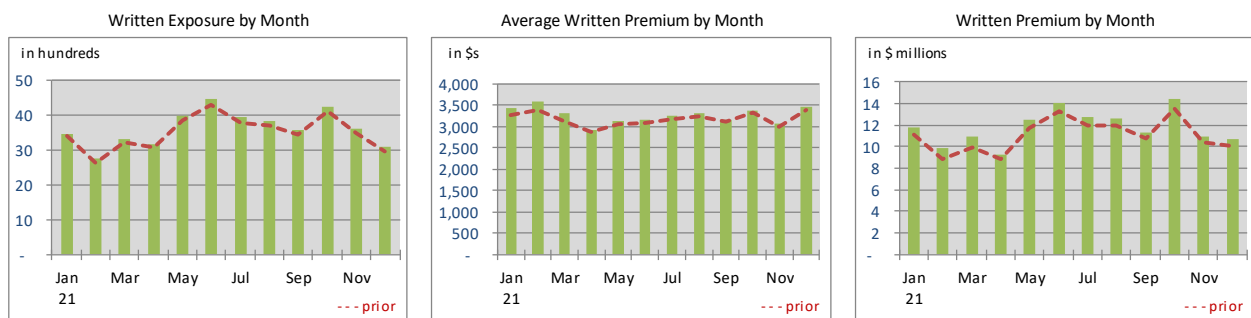
A model has been established to project by month the number of (annualized) vehicles underwritten and to project the associated average written premium (with projected premium being the product of these two). The vehicle counts used are derived from transaction histories and are part of the FARM operational data. Earned premium is estimated from projected written premium.

Summaries of the projections are provided for 2020 and 2021 in the charts that follow. In the charts, blue bars are actuals and green are projections; the dotted red line represents the values from the prior year. Please take careful note of the scale in each chart, as we modify the scale to best fit the information being presented.

*Private Passenger 2020      projected count 41,911; projected premium: \$132.6 million*



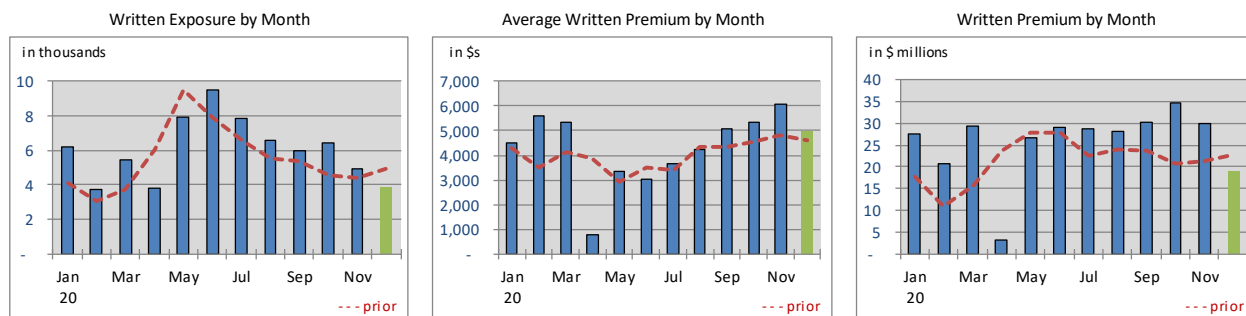
*Private Passenger 2021      projected count 43,393; projected premium: \$141.3 million*



As indicated in the preceding tables, we are projecting a 3.5% increase in private passenger counts during 2021 over 2020 (our projection for 2020 represents a 9.9% increase in count from 2019).

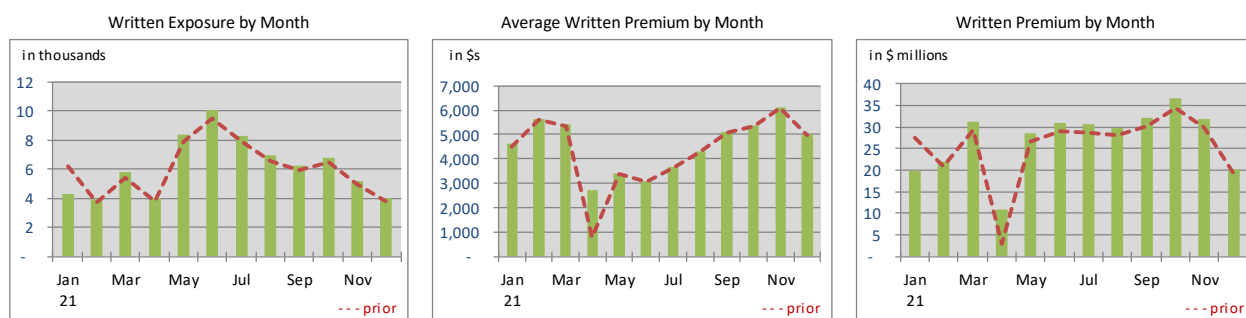
### *Non-Private Passenger 2020*

*projected count 72,242; projected premium: \$306.9 million*



### *Non-Private Passenger 2021*

*projected count 74,042; projected premium: \$325.1 million*



As per the preceding tables, we are projecting a 2.5% increase in non-private passenger vehicle counts during 2021 over 2020 (our 2020 projection represents a 9.6% increase in count from 2019).

As indicated earlier, the count projections do not anticipate significant changes in relation to the current portfolio (i.e. as at Nov 30, 2020), however, we continue to see count increases in private passenger, commercial vehicles, and interurban vehicles (i.e. long haul trucks). As the count increase in private passenger is mainly from Ontario, where the average written premium is higher than other jurisdictions, and the two non-private passenger classes are also written at much higher average premium levels comparing with other non-private passenger classes, the overall premium volume change has outpaced the overall change in counts. We have reviewed the influx of business, and at this time, believe the loss ratios the business is being booked at are appropriate.

We have included in the table at the top of the next page the latest 12-month rolling counts, premium, and average written premium for the FARM in total by rating class.

### *FARM Vehicle Counts and Premium Levels by Rating Class – 12-month rolling to Nov 30, 2020*

Business Segment	FA Minor Rating Class Desc	2020 rolling 12 to month 11			% Change in Amount			Change in Amount			2019 rolling 12 to month 11		
		Annualize Vehicle Count	Sum of Written Premium	AWP	Annualize Vehicle Count	Sum of Written Premium	AWP	Annualize Vehicle Count	Sum of Written Premium	AWP	Annualize Vehicle Count	Sum of Written Premium	AWP
PPV	Private Passenger (x Farmers)	42,126	132,483,972	3,145	16.2%	22.8%	5.7%	5,868	24,567,866	169	36,258	107,916,106	2,976
	Farmer	-	81	81	-	100.0%	100.0%	-	81	81	-	-	-
<b>PPV Total</b>		<b>42,126</b>	<b>132,484,053</b>	<b>3,145</b>	<b>16.2%</b>	<b>22.8%</b>	<b>5.7%</b>	<b>5,868</b>	<b>24,567,947</b>	<b>169</b>	<b>36,258</b>	<b>107,916,106</b>	<b>2,976</b>
non-PPV	Private Passenger (x Farmers)	592	643,361	1,088	(20.1%)	(11.0%)	11.5%	(149)	(79,225)	112	740	722,586	976
	Commercial	21,126	119,573,507	5,660	30.6%	44.8%	10.9%	4,945	36,978,787	555	16,181	82,594,720	5,105
	Interurban	8,793	100,948,385	11,481	30.0%	2.9%	(20.8%)	2,027	2,892,043	(3,012)	6,766	98,056,342	14,493
	Public Bus	790	2,878,604	3,644	(55.3%)	(64.1%)	(19.8%)	(977)	(5,147,349)	(899)	1,767	8,025,953	4,543
	Private Bus & Misc Public	1,453	6,123,125	4,213	(6.1%)	5.5%	12.4%	(94)	321,864	464	1,548	5,801,261	3,749
	School Bus	1,249	1,962,942	1,571	12.9%	13.2%	0.3%	142	229,617	5	1,107	1,733,325	1,566
	Hotel & Country Club Bus	492	1,129,922	2,295	(29.5%)	(30.1%)	(0.9%)	(206)	(487,335)	(22)	698	1,617,257	2,317
	Taxi	5,623	43,676,731	7,768	22.7%	102.4%	65.0%	1,039	22,099,533	3,060	4,584	21,577,198	4,708
	Funeral	(2)	(18,450)	10,064	(120.4%)	(153.4%)	162.2%	(11)	(52,999)	6,225	9	34,549	3,839
	Ambulance	45	188,618	4,168	19.6%	18.8%	(0.7%)	7	29,813	(29)	38	158,805	4,197
	Motorcycle	18,940	14,083,802	744	8.6%	17.2%	8.0%	1,504	2,067,037	55	17,437	12,016,765	689
	All Terrain Vehicle	9,943	4,422,766	445	9.9%	17.0%	6.5%	894	644,220	27	9,049	3,778,546	418
	Snow Vehicle	3,853	1,664,191	432	(0.8%)	2.2%	3.1%	(31)	35,628	13	3,884	1,628,563	419
	Antique	5	12,587	2,517	(16.7%)	43.7%	72.4%	(1)	3,827	1,057	6	8,760	1,460
	Motor Home	364	859,768	2,363	33.3%	22.1%	(8.3%)	91	155,811	(215)	273	703,957	2,578
	Trailer Home	-	73,684	n/a	-	216.6%	n/a	-	50,407	n/a	-	23,277	n/a
	Garage	-	11,528,593	n/a	-	26.3%	n/a	-	2,397,738	n/a	-	9,130,855	n/a
	Non-Owned	-	667,113	n/a	-	82.9%	n/a	-	302,442	n/a	-	364,671	n/a
	Drivers Policy	87	124,287	1,434	21.6%	35.9%	11.8%	15	32,842	151	71	91,445	1,283
<b>non-PPV Total</b>		<b>73,353</b>	<b>310,543,536</b>	<b>4,234</b>	<b>14.3%</b>	<b>25.2%</b>	<b>9.5%</b>	<b>9,197</b>	<b>62,474,701</b>	<b>367</b>	<b>64,156</b>	<b>248,068,835</b>	<b>3,867</b>
<b>TOTAL</b>		<b>115,480</b>	<b>443,027,589</b>	<b>3,836</b>	<b>15.0%</b>	<b>24.5%</b>	<b>8.2%</b>	<b>15,065</b>	<b>87,042,648</b>	<b>291</b>	<b>100,414</b>	<b>355,984,941</b>	<b>3,545</b>

Monthly earned premium was projected based on current unearned premium and projected written based on the estimated average terms of policies.

The following table compares the written and earned premium projections for Calendar Year 2021 in this Outlook compared with the projections for calendar year 2020.

### *Projection Summary – Calendar Year 2021 – Premium*

Premium Comparisons (Amounts in \$000s)			
All Jurisdictions	Private Passenger	Non-Private Passenger	TOTAL
<b>2021 Written Premium</b>	<b>141,259</b>	<b>325,100</b>	<b>466,359</b>
<b>2020 Written Premium</b>			
2020 Nov 20 2019 Outlook	102,718	247,895	350,613
2020 Nov 30, 2020 Projection	132,654	306,911	439,565
<b>2021 Earned Premium</b>	<b>136,653</b>	<b>313,844</b>	<b>450,497</b>
<b>2020 Earned Premium</b>			
2020 Nov 20 2019 Outlook	100,745	240,806	341,552
2020 Nov 30, 2020 Projection	123,478	273,381	396,858

It is possible for FARM volumes to grow quickly and for the projections summarized above to be well off the mark. In Alberta, restrictions on access to the FARM for private passenger vehicles will act as a limiter in that province, but otherwise, swift and significant volume increases may occur.

Jurisdictions where management believe availability pressures might build in the near to medium term include Ontario, Alberta, Newfoundland & Labrador, New Brunswick and Nova Scotia.

In Ontario, several factors contribute to a general increase in uncertainty and predictability of future claims costs and therefore potentially impact the appetite of insurers in the voluntary market. These

include:

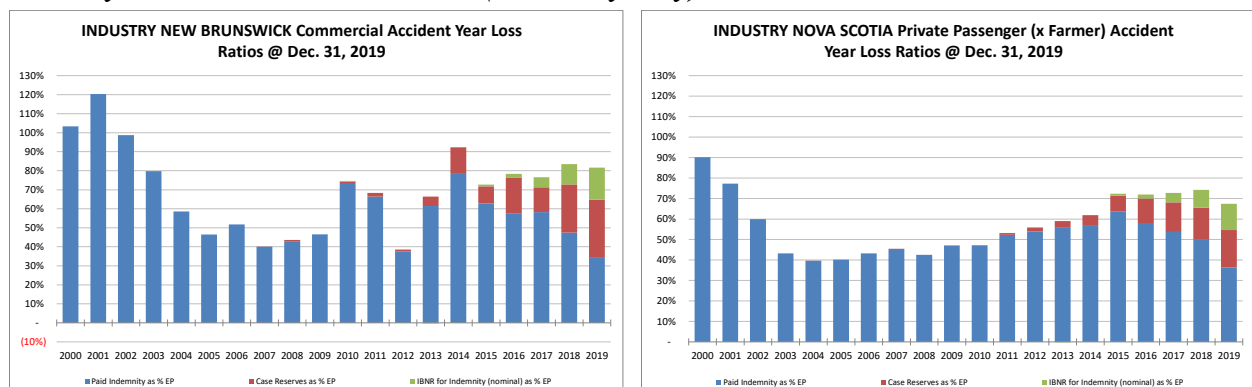
- reforms announced / implemented throughout 2015 and 2016 and the regulatory view that the reforms will have a meaningful impact on reducing claims costs and that those reductions should be reflected in lower rates for consumers – these views may not be shared by insurers, who may have trouble then getting rate changes they are looking for approved; and
- there remains general uncertainty in future regulatory or product changes, and/or restrictions on rating variables available for use by insurers (for example, territory).

In Alberta, uncertainty arises from issues such as the general level of rate deficiency (exacerbated by imposed caps on the level of rate increase allowed for private passenger during 2018/2019) and the recent introduction of Alberta automobile reform with both legislation changes and regulation changes.

In Newfoundland & Labrador, changes to insurance law via Bill 3 were enacted prior to the government's re-election in May 2019. Product changes and changes in rate regulation have since been announced. The Newfoundland Risk Sharing Pool was effective July 2020 for accepting business, which may potentially reduce FARM private passenger volume.

Finally, we suggest that sustained industry nominal indemnity loss ratios in excess of 70% are suggestive of profitability challenges and can lead to reductions in voluntary market appetite. Based on our estimates of ultimate for industry results, we find industry challenges in New Brunswick Commercial and Nova Scotia Private Passenger, as indicated in the following charts (all have had their axis set to 0% to 130%).

***Industry Accident Year Loss Ratios (indemnity only) – Select Jurisdictions***



Further exacerbating the industry private passenger challenges in Nova Scotia as indicated above, our analysis of industry frequency / severity / loss costs by coverage estimate a significantly elevated level of loss cost trend, as discussed in the next section.

In general, our Outlook has not attempted to reflect these issues explicitly, and users should bear this in mind in assessing this projection and uncertainties surrounding it.

If a sudden written premium volume increase occurs during the remainder of 2020 over and above our projections, the actual impact on the operating results will depend upon the timing of the increase to some extent, with some of the writings flowing to earned premium, with the remainder flowing to the unearned premium liability, to be earned then in calendar year 2021.

### 3.2 Claims Amounts (Indemnity and Claims Fees & Allowed Claims Expenses)

#### *Indemnity*

The most recent valuation of the policy liabilities of the FARM was based on FARM experience as at September 30, 2020. As per the Facility Association's regular process, key elements of the valuations were reviewed with the Actuarial Committee, and presented to, and discussed with, the Audit & Risk Committee. The results were reflected in the October 2020 Participation Reports and discussed in the associated Actuarial Highlights.

In general, the FA valuation process reflects the results of the most recent analyses completed by FA of industry frequency, severity, and loss costs via regular trend analyses. This process involves estimating industry ultimate indemnity and claim counts by jurisdiction, rating class, and coverage, followed by modeling frequency, severity, and loss cost results using log-linear regression. A variety of models are developed and a final frequency and severity model is selected for each jurisdiction, rating class, and coverage, taking into account prior selected models, correlations between coverages with a jurisdiction / rating class, and between a jurisdiction's rating classes for like coverages.

These analyses are performed at least annually. The future loss cost trend estimates from the most recent three FA analyses of industry data are summarized in the following tables (note that Prince Edward Island was not analyzed with the 2019-06 data release). Note that some differences between the trend estimates below and the claims trends set out in Exhibit A may differ, due to varying coverage weights and other factors.

#### *Summary of Estimated Future Loss Cost Trend Rates*

Facility Association  
 Industry Trend Analyses  
 Level of Analysis by Jurisdiction and Rating Class  
 as at: **2018-12**

Level	Ontario		Alberta		Newfoundland & Labrador		New Brunswick		Nova Scotia		Prince Edward Island	
	PPV	CV	PPV	CV	PPV	CV	PPV	CV	PPV	CV	PPV	CV
<b>Future LC trend estimates</b>												
mandatory only	5.0%	4.0%	4.3%	3.2%	1.5%	(0.2%)	4.0%	4.1%	7.7%	4.7%	1.6%	1.1%
all coverages	5.3%	4.7%	4.1%	3.3%	2.1%	0.7%	4.3%	3.8%	7.4%	4.4%	2.3%	0.9%
	final	final	final	final	final	final	final	final	final	final	final	final

Facility Association  
 Industry Trend Analyses  
 Level of Analysis by Jurisdiction and Rating Class  
 as at: **2019-06**

	Ontario		Alberta		Newfoundland & Labrador		New Brunswick		Nova Scotia		Prince Edward Island	
Level	PPV	CV	PPV	CV	PPV	CV	PPV	CV	PPV	CV	PPV	CV
<b>Future LC trend estimates</b>												
mandatory only	4.6%	3.0%	4.4%	4.2%	0.8%	-	4.5%	4.8%	7.3%	4.6%		
all coverages	5.2%	3.7%	4.1%	3.8%	1.6%	0.7%	5.2%	4.0%	7.1%	4.5%	n/a	n/a
	final	final	final	final	final	final	final	final	final	final		

Facility Association  
 Industry Trend Analyses  
 Level of Analysis by Jurisdiction and Rating Class  
 as at: **2019-12**

	Ontario		Alberta		Newfoundland & Labrador		New Brunswick		Nova Scotia		Prince Edward Island	
Level	PPV	CV	PPV	CV	PPV	CV	PPV	CV	PPV	CV	PPV	CV
<b>Future LC trend estimates</b>												
mandatory only	4.7%	3.0%	5.6%	4.5%	0.5%	0.3%	3.7%	5.0%	6.8%	4.8%	1.1%	1.2%
all coverages	5.6%	3.7%	4.7%	3.8%	1.3%	1.0%	4.7%	4.5%	6.5%	4.5%	2.5%	1.2%
	final	final	final	final	final	final	final	final	final	final	final	final

For accident year **2021**, the FARM estimated nominal loss ratios for indemnity amounts reflected in the FARM Outlook are “a priori” or “expected” loss ratios modelled based on the Mar 31, 2020<sup>14</sup> valuation, including estimates of causes and impacts of historical changes in average earned premium (particularly that attributed to rate changes), and historical claims amount levels (including loss cost trends and product reforms). It is important to note that **2021** is built from the **2020 a priori** loss ratio – **not** from the current selected ultimate loss ratio for accident year **2020**. The a priori loss ratios are estimated at the accident half and coverage level, and summed to arrive at the accident year and all coverages level. A priori loss ratios are summarized in the Appendix. The “ep factor” is the adjustment applied for drivers of changes in earned premium per exposure (rate change, rate group drift, product reform etc.) while “clms factor” accounts for changes in loss cost levels (in large part related to the results of our trend analyses). Summarized assumptions for the a priori loss ratios are available in Exhibit A.

Please note that in determining the rate change impact for the earned premium factors, only rate changes that have been approved by applicable regulatory bodies have been included. In particular, we have NOT made any adjustments in our projections to take into account actual or potential outcomes related to:

<sup>14</sup>The a priori loss ratios are derived at the start of the valuation process, prior to updating for current actual results. The ultimates used for this process are based on the most recent completed valuations. Hence, the a priori loss ratios used for the Sep 30, 2020 valuation reflect selections of ultimate from the Jun 30, 2020 valuation.



- rate filings recently approved by not in time for inclusion in the projection process;
- currently submitted, but not yet approved, rate filings; or
- future rate filings / changes.

(In contrast, we do take into account future regulatory reform impacts on claims to the degree we have estimated for such in our trend structure models.)

Similarly, there may changes that potentially impact claims costs but were not available for assessment in time for inclusion in the projection process. For example, the following have not been formally addressed:

- the impact of the Alberta legislative (Bill 41) and regulation changes recently announced.

The operating results for Calendar Year **2020** include actual development on accident years 2020 and prior incurred claims amounts, up to and including activity in the month of November 2020. No further nominal development (favourable or unfavourable) is projected for the remainder of the calendar year (actuarial present value adjustments are expected to change as nominal claims liabilities are unwound with claims settlement). Similarly, no nominal prior accident year development is projected during Calendar Year **2021**, but actuarial present value adjustment changes are projected to occur as claims liabilities are unwound. The discount rates and margins for adverse deviation are unchanged throughout the projection period.

### ***Claims Fees & Allowed Claims Expenses***

Claims fees paid to, and certain expenses incurred by, Servicing Carriers in relation to the administration and adjudication and settlement of claims on behalf of the Facility Association are comprised of “Claims Fees” and “Excess Legal & Other Professional Fees” (we also refer to the latter as “allowed claims expenses”).

The Claims Fees in each jurisdiction are determined on a formula basis, using the (indemnity) loss ratio in that jurisdiction. The Excess Legal & Other Professional Fees are based on the September 30, 2020 valuation<sup>15</sup>, the results of which were fully reflected initially in the October 2020 Participation Report. Provisions of obligations related to Claims Fees and Excess Legal & Other Professional Fees are carried on an actuarial present value basis.

## **3.3 Non-Claims Expenses and Investment Income**

### ***Non-Claims Expenses***

Operating & Service Fees, Agents’ Commissions, Driver Record Abstracts expenses, Bad Debts and Miscellaneous income / (expense) are all projected as percentages of written premiums, based on the projected expense ratios for **2021**.

Calendar Year **2021** changes in premium deficiency / (deferred policy acquisition costs) are estimated by applying claims ratios (for indemnity and claims expenses) and future servicing cost ratios to the starting and ending projected unearned premiums. The underlying premium deficiency / (deferred policy acquisition) ratios were derived on the basis of the expected claims ratios for accident year **2020** and **2021** as applicable, and expected future servicing costs estimated at the rate of 50% of

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<sup>15</sup>Assumptions for these fees are reviewed annually with the September 30 valuations.



administrative expenses. Where the sum of these ratios was less than 100% (i.e. giving rise to an asset rather than a liability), the asset value was capped on the basis of the expense allowance ratio (Servicing Carrier fees are currently not deferred).

Administrative Expenses for Calendar Year **2021** were projected as percentages of written premiums based on actual expenses-to-written premium ratios in recent years (see following table).

***Projection Summary – Calendar Year 2021 Expense Ratios***

Expense Ratio Projections			
All Jurisdictions	Private Passenger	Non-Private Passenger	TOTAL
General Expenses (% WP)	20.6%	18.6%	19.2%
Administrative Expense (% WP)	2.4%	2.4%	2.4%

The Outlook does not reflect costs incurred directly by FA Member companies as a result of their compulsory participation in the FARM. Examples of such costs are premium taxes, health levies and income taxes.

***Investment Income***

The investment income reflected in the Outlook for Calendar Year **2021** represents the income expected to be earned on the portion of FARM assets that are held and invested by Facility Association. Most (70%<sup>16</sup>) of the assets related to FARM business are held directly by FA Member companies. FARM investment income amounts are projected as flat amounts, based on recent actual reported levels.

### **3.4 Operating Cash Flows**

Net cash flows from operations fluctuate as one would expect. Over the past 8 calendar years (see following table), written premium generally declined to 2016 (reducing cash inflow), before increasing in 2017, followed by a significant increase in 2018. Variances in cash inflow related to written premium is mitigated by the fact that most non-claims related cash outflows tend to move in sync with written premium (i.e. variances in inflows are offset partially by variances in outflows).

The major cash outflow that does not move in sync with written premium is related to indemnity payments for claims, as these payments are generally for settlements on portions of policies already expired, creating a lag between premium collected for coverage provision, and actual payments for coverage provided.

<sup>16</sup>This percentage is based on the FARM unaudited balance sheet as at October 31, 2020, comparing the sum of [funds held by members], [transfer of funds due from members], and [due from members] to [total assets].

### ***FARM historical operating cash flows***

Share (i.e. Calendar) Year	Share (i.e. Calendar) Year							
	2019	2018	2017	2016	2015	2014	2013	2012
<b>operating cash inflow - written premium</b>	<b>373.0</b>	<b>254.0</b>	<b>184.2</b>	<b>171.0</b>	<b>189.9</b>	<b>202.2</b>	<b>216.5</b>	<b>216.5</b>
chg:	<b>119.0</b>	<b>69.8</b>	<b>13.2</b>	<b>(18.9)</b>	<b>(12.3)</b>	<b>(14.3)</b>	-	
% chg:	46.9%	37.9%	7.7%	(10.0%)	(6.1%)	(6.6%)	-	
Premium-related Expenses								
S.C. admin fees	38.5	26.2	19.0	17.7	19.8	20.9	22.6	22.5
commissions	28.5	19.7	15.3	14.4	15.7	17.1	17.9	18.1
DRAs/MVRs	3.5	3.1	3.0	3.1	3.2	3.2	3.5	3.6
as % of WP	18.9%	19.3%	20.2%	20.6%	20.4%	20.4%	20.3%	20.4%
<b>operating cash inflow WP net of acquisition</b>	<b>302.5</b>	<b>205.0</b>	<b>146.9</b>	<b>135.8</b>	<b>151.2</b>	<b>161.0</b>	<b>172.5</b>	<b>172.3</b>
<b>operating cash outflow - paid claims (indemnity)</b>	<b>139.1</b>	<b>113.3</b>	<b>118.7</b>	<b>122.3</b>	<b>114.6</b>	<b>135.0</b>	<b>137.0</b>	<b>156.5</b>
chg:	<b>25.8</b>	<b>(5.4)</b>	<b>(3.6)</b>	<b>7.7</b>	<b>(20.4)</b>	<b>(2.0)</b>	<b>(19.5)</b>	
% chg:	22.8%	(4.5%)	(2.9%)	6.7%	(15.1%)	(1.5%)	(12.5%)	
Claims -related Expenses								
claims fees & expenses pd	38.5	28.0	22.1	20.6	24.1	26.8	30.0	33.7
as % of indemnity pd:	27.7%	24.7%	18.6%	16.8%	21.0%	19.9%	21.9%	21.5%
<b>operating cash outflow claims and claims exp</b>	<b>177.6</b>	<b>141.3</b>	<b>140.8</b>	<b>142.9</b>	<b>138.7</b>	<b>161.8</b>	<b>167.0</b>	<b>190.2</b>
as % of WP	47.6%	55.6%	76.4%	83.6%	73.0%	80.0%	77.1%	87.9%
Other Expense / Income								
Admin	6.3	5.7	5.1	5.0	5.1	4.9	4.9	4.4
investment income	1.2	0.6	0.3	0.2	0.3	0.4	0.7	0.5
<b>operating cash inflow / (outflow)</b>	<b>119.8</b>	<b>58.6</b>	<b>1.3</b>	<b>(11.9)</b>	<b>7.7</b>	<b>(5.3)</b>	<b>1.3</b>	<b>(21.8)</b>

For Calendar Year **2021**, net cash flows from operations for the FARM are projected to be an overall **inflow of \$163.8 million** as presented in the table on page 6 and repeated on page 39. Higher projected written premium outpacing increased claims payments and expenses are the main drivers of the difference between the Calendar Year **2021** projection and the Calendar Year **2020** updated projection (November 2020). Should volumes not increase during **2021** as anticipated (or even decline) or indemnity payments prove higher than expected, net operating cash flows would be negatively impacted.

In considering the historical context of claims and claims expense payments, it is helpful to consider the ending balances over time. The following table summarizes the FARM year-end claims liabilities balances, indicating that from 2012 to 2018, claims liabilities have decreased by \$116.2 million or 26%, while claims liabilities have increased 64.0 million or 18.9% in 2019, impacting the scope for claims payments out of PAYs in 2020 (and potentially 2021).

***FARM claims liabilities (ending balances)***

\$millions	Share (i.e. Calendar) Year							
	2019	2018	2017	2016	2015	2014	2013	2012
case reserves	232.4	209.7	215.1	233.6	250.7	256.1	287.5	302.8
IBNR (incl. apvs)	137.3	96.7	101.7	113.8	114.9	120.1	93.3	119.3
provision for claims expenses	33.0	32.3	34.0	41.9	34.6	35.4	37.1	32.8
<b>claims liabilities</b>	<b>402.7</b>	<b>338.7</b>	<b>350.8</b>	<b>389.3</b>	<b>400.2</b>	<b>411.6</b>	<b>417.9</b>	<b>454.9</b>
chg:	64.0	(12.1)	(38.5)	(10.9)	(11.4)	(6.3)	(37.0)	
% chg:	18.9%	(3.4%)	(9.9%)	(2.7%)	(2.8%)	(1.5%)	(8.1%)	

The operating cash flows projected for Calendar Year **2021** are provided in the following table. FA maintains “cash” at target levels designed to ensure liquidity of operating cash over an 8 to 12 month period. Excess cash is distributed to FA Members or required cash provided from members throughout the year as needed. True-ups among FA Members (based on jurisdiction, business segment, and accident year needs) will occur throughout the year (typically aligned with valuation implementations in the March, May, August and October Participation months) that are generally a “zero” sum transfer overall. The current projection for Calendar Year **2021** suggests that it is **not** anticipated that a non-zero total cash **call** with FA Members (i.e. require FA members to provide funds, as opposed to FA being able to provide FA members with funds) would be required at some point during Calendar Year 2021. Rather, based on the cash flow projection, it is more likely that operating cash would be distributed to FA Members during Calendar Year **2021**. However, if a combination of written premium drop and/or increase in claims payments were to occur, a cash **call** may be required (the movement would need to be in the neighbourhood of \$70 million to trigger a cash **call**).

***Projection Summary – Calendar Year 2021 – operating cash flows***

Calendar Year 2021 Net Operating Cashflow Projections (\$000s)			
All Jurisdictions	Private Passenger	Non-Private Passenger	TOTAL
<b>Written Premium</b>	<b>141,259</b>	<b>325,100</b>	<b>466,359</b>
<b>PAYs Paid Claims</b>			
paid indemnity	35,913	56,527	92,440
paid Clms Fee & Allowed Clms Exp.	1,313	(750)	563
PAYs Paid Claims	37,226	55,777	93,003
<b>CAYs Paid Claims</b>			
paid indemnity	21,990	36,529	58,519
paid Clms Fee & Allowed Clms Exp.	15,657	35,001	50,658
CAYs Paid Claims	37,647	71,530	109,177
<b>All AYs Paid Claims</b>			
paid indemnity	57,903	93,056	150,959
paid Clms Fee & Allowed Clms Exp.	16,970	34,251	51,221
All AYs Paid Claims	74,873	127,307	202,180
<b>"Cash" Expenses</b>			
Operating & Service Fees	14,592	33,613	48,205
Agent's Commissions	12,476	22,978	35,454
Driver Record Abstracts	2,042	3,761	5,803
Administrative Expenses	3,386	7,804	11,190
"Cash" Expenses	32,496	68,156	100,652
<b>Investment Income</b>	<b>100</b>	<b>186</b>	<b>286</b>
<b>2021 Net Operating Cash Flow</b>	<b>33,990</b>	<b>129,823</b>	<b>163,813</b>
<b>2020 Net Operating Cash Flow</b>			
2020 Nov 20 2019 Outlook	15,894	86,642	102,536
2020 Nov 30, 2020 Projection	34,884	111,992	146,876

At the end of fiscal year 2020 (i.e. at Oct 31, 2020), the FARM members held \$529 million in funds supporting policy liabilities of \$689 million<sup>17</sup> against fiscal 2020 written premium of \$408 million, indicating a policy liability to written premium ratio of 169%, lower than the approximate 171% for “Auto Writers” as found in the MSA 2019 Benchmark Report. Previously, the FARM ratio had been much higher than industry, but the rapid FARM increase in premium volume experienced since 2017 has dropped the ratio to below industry level. If the benchmark ratio is more “steady state”, and if FARM volumes were to remain at around \$400 to \$500 million over the next several years, it would indicate that premium in flows would fund claims liabilities, resulting in a reduced potential for cash calls on the membership (other than the regular true-ups by accident year / jurisdiction / business

<sup>17</sup>The \$689 million in policy liabilities reflects the financial statement position, where liabilities are discounted at a 0% rate. As such, the carried amount is higher than the associated member statement amount.

segment).

### **3.5 Distributed (Charged) To Member Accounts**

Net operating results for the FARM are accumulated for the benefit of / (cost to) FA Members, and it is assumed that FA Members are able to reflect this in their own financial statements based on information provided in the monthly Participation Reports.

Separate and formal amounts distributed / (charged) to FA Member companies' accounts have not been projected for the purpose of this Outlook, as it is assumed that such is automatically reflected in the monthly Participation Reports per the regular reporting process. For financial statement purposes, formal distribution / (charges) to FA Members are reflected via an annual process (first initiated with the October 2016 financial statements, continuing thereafter) as summarized in the following table.

#### ***Distribution / (Charge) of FARM Operating Results***

Participation Report Period	Amounts Distributed / (Charged) to Members
Oct 2016	\$736.5 million
Aug 2017	\$39.8 million
Jul 2018	\$32.5 million
Jul 2019	\$6.8 million
Jul 2020	\$19.1 million

For information, the FARM financial statement balance sheet (which differ from member statements in that policy liabilities are discounted at a 0.0% rate) as at October 31, 2020 (the end of the FARM's fiscal 2020 Q4) is provided in the following table.

***FARM Statement of Financial Position (unaudited) as at October 31, 2020***

**FARM ONLY ytd @ Q4**

**F/S Basis (0% discount rate)**

**(unaudited)**

**\$ millions**

as at

as at

Oct 31, 2020

Oct 31, 2019

\$ change

% change

**Statement of Financial Position**

**Assets**

Cash & short term deposits	87.5	80.7	6.7	8.4%
Funds held by members	530.5	439.6	90.9	20.7%
Transfer of funds due from members	9.8	4.1	5.7	138.7%
Premium receivable	115.7	104.8	10.9	10.4%
Accrued investment income	0.0	0.1	(0.1)	(79.2%)
Deferred policy acquisition costs (DPAC)	16.9	14.5	2.4	16.7%
Other assets	1.6	0.6	1.1	188.9%
Due from members	5.2	20.4	(15.3)	(74.6%)
	767.2	664.9	102.3	15.4%

**Liabilities**

Accounts payable	5.8	4.7	1.2	25.7%
Transfer of funds due to members	39.8	34.2	5.7	16.5%
Servicing Carrier fees payable	16.1	15.7	0.3	2.2%
Unearned premium reserve (UPR)	222.6	194.9	27.7	14.2%
Claims liabilities	482.8	415.4	67.3	16.2%
Due to members	-	-	-	-
	767.2	664.9	102.3	15.4%

**Financial Position Metrics**

Policy liabilities	688.5	595.8	92.7	15.6%
Claims liabs as % pol liabs	70.1%	69.7%	pt chg:	0.4%
Net funds held by members	500.5	409.6	90.9	22.2%
Assets @ net member position	737.1	634.8	102.3	16.1%
Net assets as % total	96.1%	95.5%	pt chg:	0.6%
net fund transfers from/(to) members	(30.1)	(30.1)	0.0	(0.1%)
DPAC as % UPR	7.6%	7.4%	pt chg:	0.2%
Premium receivable as % UPR	52.0%	53.8%	pt chg:	(1.8%)

*note: discount rate for financial statement purposes is 0.0%*

### **3.6 De-population Efforts**

As part of the annual rate review cycle, FA management is able to identify certain classes of business in certain jurisdictions that are projected to generate loss ratios that would support FARM de-population (i.e. movement from FARM to the voluntary market). Bulletins are regularly circulated to the FA Membership reminding them that there may be opportunities for FARM de-population to their

benefit. FA Members are encouraged to reach out to FA at any time in support of the de-population efforts. Specific de-population has not been included in the current projection for **2021**.

#### **4. EXHIBITS & APPENDIX**

The exhibits and appendix listed below are provided on the pages that follow:

**EXHIBIT A Key Assumptions**

- A-1 Ontario
- A-2 Alberta
- A-3 Newfoundland & Labrador
- A-4 New Brunswick
- A-5 Nova Scotia
- A-6 Prince Edward Island
- A-7 Yukon
- A-8 Northwest Territories
- A-9 Nunavut

**EXHIBIT B 2020 Projected Summary of Operations**

- B-1 Private Passenger
- B-2 Non-Private Passenger
- B-3 Private Passenger & Non-Private Passenger

**EXHIBIT C Projected Policy Liabilities (as at Dec 31, 2020)**

- C-1 Ontario
- C-2 Alberta
- C-3 Newfoundland & Labrador
- C-4 New Brunswick
- C-5 Nova Scotia
- C-6 Prince Edward Island
- C-7 Yukon
- C-8 Northwest Territories
- C-9 Nunavut
- C-10 All Jurisdictions

**EXHIBIT D Actual vs Projected based on **Final** Outlooks**



#### Exhibit A-1 – Key Assumptions – Ontario

Key Assumptions - Ontario - Private Passenger (indemnity only)							
	Written Exposures	Average Written Premium	Written Premium (\$000s)	Earned Premium (\$000s)	earned premium adjustments	claims adjustments	Ultimate CAY Loss Ratio (nominal)
Amounts							
2019	6,889	5,901	40,654	28,802	(3.4%)	5.4%	56.1%
2020	9,007	5,509	49,621	45,519	1.9%	5.5%	48.3%
2021	10,457	5,509	57,607	53,776	3.9%	5.5%	56.0%
Change	%	%	%	%	pts	pts	pts
2020	30.7%	(6.6%)	22.1%	58.0%	5.3	0.1	(7.8)
2021	16.1%	-	16.1%	18.1%	2.1	0.0	7.7

Key Assumptions - Ontario - Non Private Passenger (indemnity only)							
	Written Exposures	Average Written Premium	Written Premium (\$000s)	Earned Premium (\$000s)	earned premium adjustments	claims adjustments	Ultimate CAY Loss Ratio (nominal)
Amounts							
2019	10,316	10,281	106,049	89,282	5.1%	3.4%	40.3%
2020	11,691	10,680	124,864	108,151	11.5%	3.4%	31.2%
2021	12,114	11,308	136,984	131,617	11.4%	3.5%	32.1%
Change	%	%	%	%	pts	pts	pts
2020	13.3%	3.9%	17.7%	21.1%	6.4	0.0	(9.1)
2021	3.6%	5.9%	9.7%	21.7%	(0.1)	0.1	0.9

Private Passenger					Non-Private Passenger				
Accident Year	Selected Margins for Adverse Development				Accident Year	Selected Margins for Adverse Development			
	Third Party Liability	Accident Benefits	Other Coverages	TOTAL		Third Party Liability	Accident Benefits	Other Coverages	TOTAL
1997	10.0%	10.0%	10.0%	10.0%	1997	10.0%	10.0%	10.0%	10.0%
1998	10.0%	10.0%	10.0%	10.0%	1998	10.0%	10.0%	10.0%	10.0%
1999	10.0%	10.0%	10.0%	10.0%	1999	10.0%	10.0%	10.0%	10.0%
2000	10.0%	10.0%	10.0%	10.0%	2000	10.0%	10.0%	10.0%	10.0%
2001	10.0%	10.0%	10.0%	10.0%	2001	10.0%	10.0%	10.0%	10.0%
2002	10.0%	10.0%	10.0%	10.0%	2002	10.0%	10.0%	10.0%	10.0%
2003	10.0%	10.0%	10.0%	10.0%	2003	10.0%	10.0%	10.0%	10.0%
2004	10.0%	10.0%	10.0%	10.0%	2004	10.0%	10.0%	10.0%	10.0%
2005	10.0%	10.0%	10.0%	10.0%	2005	10.0%	10.0%	10.0%	10.0%
2006	10.0%	10.0%	10.0%	10.0%	2006	10.0%	10.0%	10.0%	10.0%
2007	10.0%	10.0%	10.0%	10.0%	2007	10.0%	10.0%	10.0%	10.0%
2008	10.0%	10.0%	10.0%	10.0%	2008	10.0%	10.0%	10.0%	10.0%
2009	10.0%	10.0%	10.0%	10.0%	2009	10.0%	10.0%	10.0%	10.0%
2010	10.0%	10.0%	10.0%	10.0%	2010	10.0%	10.0%	10.0%	10.0%
2011	10.0%	10.0%	10.0%	10.0%	2011	10.0%	10.0%	10.0%	10.0%
2012	10.0%	10.0%	10.0%	10.0%	2012	10.0%	10.0%	10.0%	10.0%
2013	10.0%	10.0%	10.0%	10.0%	2013	10.0%	10.0%	10.0%	10.0%
2014	10.0%	10.0%	10.0%	10.0%	2014	10.0%	10.0%	10.0%	10.0%
2015	10.0%	10.0%	10.0%	10.0%	2015	9.6%	10.0%	10.0%	9.9%
2016	10.0%	10.0%	5.0%	10.0%	2016	10.0%	10.0%	5.0%	10.0%
2017	10.0%	10.0%	7.1%	9.9%	2017	10.0%	10.0%	10.0%	10.0%
2018	12.5%	12.5%	5.0%	12.5%	2018	12.1%	12.5%	6.7%	12.2%
2019	12.3%	12.5%	10.5%	12.3%	2019	12.4%	12.5%	6.5%	12.3%
2020	12.8%	15.0%	5.3%	12.5%	2020	13.8%	15.0%	5.7%	13.5%
2021	9.8%	15.0%	5.1%	12.5%	2021	12.0%	15.0%	5.1%	13.5%
prem liab	9.8%	15.0%	5.1%	9.7%		12.0%	15.0%	5.1%	11.0%

discount rate: 0.23%  
margin (basis points): 25

discount rate: 0.23%  
margin (basis points): 25

#### Exhibit A-2 – Key Assumptions – Alberta

Key Assumptions - Alberta - Private Passenger (indemnity only)							
	Written Exposures	Average Written Premium	Written Premium (\$000s)	Earned Premium (\$000s)	earned premium adjustments	claims adjustments	Ultimate CAY Loss Ratio (nominal)
Amounts							
2019	1,730	5,014	8,673	9,228	5.5%	4.7%	49.7%
2020	1,848	5,398	9,978	9,591	9.7%	4.7%	42.9%
2021	1,697	5,687	9,654	9,261	6.7%	4.7%	46.3%
Change	%	%	%	%	pts	pts	pts
2020	6.9%	7.7%	15.0%	3.9%	4.1	(0.0)	(6.8)
2021	(8.2%)	5.4%	(3.2%)	(3.4%)	(2.9)	0.0	3.4

Key Assumptions - Alberta - Non Private Passenger (indemnity only)							
	Written Exposures	Average Written Premium	Written Premium (\$000s)	Earned Premium (\$000s)	earned premium adjustments	claims adjustments	Ultimate CAY Loss Ratio (nominal)
Amounts							
2019	27,395	3,867	105,928	97,092	4.1%	3.6%	55.7%
2020	31,581	3,876	122,398	112,871	7.8%	3.7%	54.3%
2021	33,041	3,860	127,550	123,201	4.6%	3.7%	58.3%
Change	%	%	%	%	pts	pts	pts
2020	15.3%	0.2%	15.5%	16.3%	3.8	0.0	(1.4)
2021	4.6%	(0.4%)	4.2%	9.2%	(3.2)	0.1	4.0

Private Passenger					Non-Private Passenger				
Accident Year	Selected Margins for Adverse Development				Accident Year	Selected Margins for Adverse Development			
	Third Party Liability	Accident Benefits	Other Coverages	TOTAL		Third Party Liability	Accident Benefits	Other Coverages	TOTAL
1997	10.0%	10.0%	10.0%	10.0%	1997	10.0%	10.0%	10.0%	10.0%
1998	10.0%	10.0%	10.0%	10.0%	1998	10.0%	10.0%	10.0%	10.0%
1999	10.0%	10.0%	10.0%	10.0%	1999	10.0%	10.0%	10.0%	10.0%
2000	10.0%	10.0%	10.0%	10.0%	2000	10.0%	10.0%	10.0%	10.0%
2001	10.0%	10.0%	10.0%	10.0%	2001	10.0%	10.0%	10.0%	10.0%
2002	10.0%	10.0%	10.0%	10.0%	2002	10.0%	10.0%	10.0%	10.0%
2003	10.0%	10.0%	10.0%	10.0%	2003	10.0%	10.0%	10.0%	10.0%
2004	10.0%	10.0%	10.0%	10.0%	2004	10.0%	10.0%	10.0%	10.0%
2005	10.0%	10.0%	10.0%	10.0%	2005	10.0%	10.0%	10.0%	10.0%
2006	10.0%	10.0%	10.0%	10.0%	2006	10.0%	10.0%	10.0%	10.0%
2007	10.0%	10.0%	10.0%	10.0%	2007	10.0%	10.0%	10.0%	10.0%
2008	10.0%	10.0%	10.0%	10.0%	2008	10.0%	10.0%	10.0%	10.0%
2009	10.0%	10.0%	10.0%	10.0%	2009	10.0%	10.0%	10.0%	10.0%
2010	10.0%	10.0%	10.0%	10.0%	2010	10.0%	10.0%	10.0%	10.0%
2011	10.0%	10.0%	10.0%	10.0%	2011	10.0%	10.0%	10.0%	10.0%
2012	10.0%	10.0%	10.0%	10.0%	2012	10.0%	10.0%	10.0%	10.0%
2013	10.0%	10.0%	10.0%	10.0%	2013	10.0%	10.0%	10.0%	10.0%
2014	10.0%	10.0%	10.0%	10.0%	2014	10.0%	10.0%	10.0%	10.0%
2015	10.0%	10.0%	10.0%	10.0%	2015	10.0%	10.0%	9.8%	10.0%
2016	10.0%	10.0%	10.0%	10.0%	2016	10.0%	10.0%	8.2%	10.0%
2017	10.0%	10.0%	9.9%	10.0%	2017	10.0%	10.0%	10.0%	10.0%
2018	12.5%	10.0%	12.5%	12.5%	2018	12.5%	10.0%	12.5%	12.5%
2019	12.5%	10.0%	12.5%	12.4%	2019	12.4%	10.0%	12.5%	12.4%
2020	12.1%	10.0%	5.2%	10.7%	2020	12.1%	10.0%	5.6%	11.4%
2021	11.7%	10.0%	5.1%	10.7%	2021	11.7%	10.0%	5.1%	11.4%
prem liab	11.7%	10.0%	5.1%	8.8%		11.7%	10.0%	5.1%	9.1%

discount rate: 0.23%  
margin (basis points): 25

discount rate: 0.23%  
margin (basis points): 25

#### Exhibit A-3 – Key Assumptions – Newfoundland & Labrador

Key Assumptions - Newfoundland & Labrador - Private Passenger (indemnity only)							
	Written Exposures	Average Written Premium	Written Premium (\$000s)	Earned Premium (\$000s)	earned premium adjustments	claims adjustments	Ultimate CAY Loss Ratio (nominal)
Amounts							
2019	11,595	2,167	25,128	22,571	5.1%	1.0%	74.0%
2020	12,357	2,237	27,641	26,140	5.4%	(1.4%)	60.4%
2021	12,617	2,219	27,998	27,878	2.6%	1.0%	65.0%
Change	%	%	%	%	pts	pts	pts
2020	6.6%	3.2%	10.0%	15.8%	0.3	(2.3)	(13.6)
2021	2.1%	(0.8%)	1.3%	6.6%	(2.8)	2.3	4.6

Key Assumptions - Newfoundland & Labrador - Non Private Passenger (indemnity only)							
	Written Exposures	Average Written Premium	Written Premium (\$000s)	Earned Premium (\$000s)	earned premium adjustments	claims adjustments	Ultimate CAY Loss Ratio (nominal)
Amounts							
2019	5,216	1,803	9,404	8,726	8.0%	0.5%	64.0%
2020	5,734	1,645	9,430	8,965	1.1%	(2.0%)	58.3%
2021	5,953	1,731	10,305	9,798	0.6%	0.6%	64.5%
Change	%	%	%	%	pts	pts	pts
2020	9.9%	(8.8%)	0.3%	2.7%	(6.9)	(2.5)	(5.7)
2021	3.8%	5.2%	9.3%	9.3%	(0.5)	2.6	6.2

Private Passenger					Non-Private Passenger				
Accident Year	Selected Margins for Adverse Development				Selected Margins for Adverse Development				TOTAL
	Third Party Liability	Accident Benefits	Other Coverages	TOTAL	Third Party Liability	Accident Benefits	Other Coverages	TOTAL	
1997	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
1998	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
1999	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2000	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2001	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2002	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2003	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2004	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2005	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2006	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2007	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2008	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2009	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2010	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2011	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2012	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2013	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2014	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2015	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2016	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2017	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2018	10.0%	10.0%	5.4%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2019	10.0%	10.0%	7.9%	10.0%	10.0%	10.0%	8.5%	10.0%	10.0%
2020	10.0%	10.0%	6.6%	9.9%	10.0%	10.0%	6.2%	9.8%	9.8%
2021	10.0%	10.0%	5.1%	9.9%	10.0%	10.0%	5.2%	9.8%	9.8%
prem liab	10.0%	10.0%	5.1%	8.8%	10.0%	10.0%	5.2%	9.3%	9.3%

discount rate: 0.23%  
margin (basis points): 25

discount rate: 0.23%  
margin (basis points): 25

**Exhibit A-4 – Key Assumptions – New Brunswick**

<b>Key Assumptions - New Brunswick - Private Passenger (indemnity only)</b>							
	Written Exposures	Average Written Premium	Written Premium (\$000s)	Earned Premium (\$000s)	earned premium adjustments	claims adjustments	Ultimate CAY Loss Ratio (nominal)
Amounts							
2019	6,641	2,375	15,774	14,621	10.5%	3.3%	65.6%
2020	6,779	2,604	17,652	16,635	11.5%	3.3%	54.4%
2021	6,727	2,675	17,998	17,890	10.9%	3.3%	54.2%
Change	%	%	%	%	pts	pts	pts
2020	2.1%	9.6%	11.9%	13.8%	1.0	(0.0)	(11.2)
2021	(0.8%)	2.7%	2.0%	7.5%	(0.6)	(0.0)	(0.2)

<b>Key Assumptions - New Brunswick - Non Private Passenger (indemnity only)</b>							
	Written Exposures	Average Written Premium	Written Premium (\$000s)	Earned Premium (\$000s)	earned premium adjustments	claims adjustments	Ultimate CAY Loss Ratio (nominal)
Amounts							
2019	7,105	1,807	12,835	11,681	3.5%	4.5%	60.2%
2020	7,278	2,068	15,048	13,857	6.3%	4.5%	54.7%
2021	7,116	2,074	14,760	14,660	3.5%	4.6%	53.9%
Change	%	%	%	%	pts	pts	pts
2020	2.4%	14.4%	17.2%	18.6%	2.8	0.0	(5.5)
2021	(2.2%)	0.3%	(1.9%)	5.8%	(2.9)	0.0	(0.8)

Private Passenger					Non-Private Passenger				
Accident Year	Selected Margins for Adverse Development				Selected Margins for Adverse Development				TOTAL
	Third Party Liability	Accident Benefits	Other Coverages	TOTAL	Third Party Liability	Accident Benefits	Other Coverages	TOTAL	
1997	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
1998	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
1999	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2000	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2001	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2002	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2003	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2004	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2005	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2006	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2007	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2008	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2009	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2010	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2011	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2012	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2013	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2014	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2015	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2016	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2017	10.0%	10.0%	8.7%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2018	12.5%	10.0%	12.3%	12.2%	12.5%	10.0%	8.8%	12.3%	12.3%
2019	12.5%	10.0%	6.0%	12.0%	12.5%	10.0%	10.4%	12.5%	12.5%
2020	12.4%	10.0%	5.3%	11.5%	12.2%	10.0%	5.9%	11.3%	11.3%
2021	12.0%	10.0%	5.1%	11.5%	11.6%	10.0%	5.1%	11.3%	11.3%
prem liab	12.0%	10.0%	5.1%	9.7%	11.6%	10.0%	5.1%	8.6%	8.6%

discount rate: 0.23%  
 margin (basis points): 25

discount rate: 0.23%  
 margin (basis points): 25

**Exhibit A-5 – Key Assumptions – Nova Scotia**

<b>Key Assumptions - Nova Scotia - Private Passenger (indemnity only)</b>							
	Written Exposures	Average Written Premium	Written Premium (\$000s)	Earned Premium (\$000s)	earned premium adjustments	claims adjustments	Ultimate CAY Loss Ratio (nominal)
Amounts							
2019	7,879	2,301	18,132	15,136	2.3%	5.6%	70.6%
2020	8,029	2,588	20,778	19,086	18.2%	5.6%	50.1%
2021	7,993	2,627	20,996	21,002	10.6%	5.7%	54.2%
Change	%	%	%	%	pts	pts	pts
2020	1.9%	12.5%	14.6%	26.1%	15.9	0.0	(20.5)
2021	(0.4%)	1.5%	1.0%	10.0%	(7.6)	0.1	4.1

<b>Key Assumptions - Nova Scotia - Non Private Passenger (indemnity only)</b>							
	Written Exposures	Average Written Premium	Written Premium (\$000s)	Earned Premium (\$000s)	earned premium adjustments	claims adjustments	Ultimate CAY Loss Ratio (nominal)
Amounts							
2019	10,025	1,739	17,430	14,425	0.1%	3.7%	60.6%
2020	10,032	2,722	27,311	22,130	5.8%	3.8%	54.2%
2021	9,893	2,755	27,252	26,740	4.6%	3.8%	56.6%
Change	%	%	%	%	pts	pts	pts
2020	0.1%	56.5%	56.7%	53.4%	5.7	0.1	(6.4)
2021	(1.4%)	1.2%	(0.2%)	20.8%	(1.2)	0.1	2.4

Private Passenger					Non-Private Passenger				
Accident Year	Selected Margins for Adverse Development				Accident Year	Selected Margins for Adverse Development			
	Third Party Liability	Accident Benefits	Other Coverages	TOTAL		Third Party Liability	Accident Benefits	Other Coverages	TOTAL
1997	10.0%	10.0%	10.0%	10.0%	1997	10.0%	10.0%	10.0%	10.0%
1998	10.0%	10.0%	10.0%	10.0%	1998	10.0%	10.0%	10.0%	10.0%
1999	10.0%	10.0%	10.0%	10.0%	1999	10.0%	10.0%	10.0%	10.0%
2000	10.0%	10.0%	10.0%	10.0%	2000	10.0%	10.0%	10.0%	10.0%
2001	10.0%	10.0%	10.0%	10.0%	2001	10.0%	10.0%	10.0%	10.0%
2002	10.0%	10.0%	10.0%	10.0%	2002	10.0%	10.0%	10.0%	10.0%
2003	10.0%	10.0%	10.0%	10.0%	2003	10.0%	10.0%	10.0%	10.0%
2004	10.0%	10.0%	10.0%	10.0%	2004	10.0%	10.0%	10.0%	10.0%
2005	10.0%	10.0%	10.0%	10.0%	2005	10.0%	10.0%	10.0%	10.0%
2006	10.0%	10.0%	10.0%	10.0%	2006	10.0%	10.0%	10.0%	10.0%
2007	10.0%	10.0%	10.0%	10.0%	2007	10.0%	10.0%	10.0%	10.0%
2008	10.0%	10.0%	10.0%	10.0%	2008	10.0%	10.0%	10.0%	10.0%
2009	10.0%	10.0%	10.0%	10.0%	2009	10.0%	10.0%	10.0%	10.0%
2010	10.0%	10.0%	10.0%	10.0%	2010	10.0%	10.0%	10.0%	10.0%
2011	10.0%	10.0%	10.0%	10.0%	2011	10.0%	10.0%	10.0%	10.0%
2012	10.0%	10.0%	10.0%	10.0%	2012	10.0%	10.0%	10.0%	10.0%
2013	10.0%	10.0%	10.0%	10.0%	2013	10.0%	10.0%	10.0%	10.0%
2014	10.0%	10.0%	10.0%	10.0%	2014	10.0%	10.0%	10.0%	10.0%
2015	10.0%	10.0%	10.0%	10.0%	2015	10.0%	10.0%	10.0%	10.0%
2016	10.0%	10.0%	10.0%	10.0%	2016	10.0%	10.0%	10.0%	10.0%
2017	12.5%	10.0%	12.5%	12.4%	2017	12.5%	10.0%	12.5%	12.1%
2018	12.5%	10.0%	5.9%	11.6%	2018	12.5%	10.0%	11.0%	12.2%
2019	12.3%	10.0%	6.0%	11.9%	2019	12.4%	10.0%	8.5%	11.7%
2020	12.2%	10.0%	5.3%	11.4%	2020	12.2%	10.0%	5.6%	11.1%
2021	11.9%	10.0%	5.1%	11.4%	2021	11.6%	10.0%	5.1%	11.1%
prem liab	11.9%	10.0%	5.1%	9.8%		11.6%	10.0%	5.1%	9.1%

discount rate: 0.23%  
 margin (basis points): 25

discount rate: 0.23%  
 margin (basis points): 25

#### Exhibit A-6 – Key Assumptions – Prince Edward Island

Key Assumptions - Prince Edward Island - Private Passenger (indemnity only)							
	Written Exposures	Average Written Premium	Written Premium (\$000s)	Earned Premium (\$000s)	earned premium adjustments	claims adjustments	Ultimate CAY Loss Ratio (nominal)
Amounts							
2019	1,450	2,091	3,031	2,726	2.7%	1.0%	45.4%
2020	1,581	2,091	3,306	3,143	2.4%	1.0%	43.1%
2021	1,611	2,091	3,369	3,277	1.8%	1.0%	45.7%
Change	%	%	%	%	pts	pts	pts
2020	9.1%	-	9.1%	15.3%	(0.3)	0.0	(2.3)
2021	1.9%	-	1.9%	4.3%	(0.6)	(0.0)	2.6

Key Assumptions - Prince Edward Island - Non Private Passenger (indemnity only)							
	Written Exposures	Average Written Premium	Written Premium (\$000s)	Earned Premium (\$000s)	earned premium adjustments	claims adjustments	Ultimate CAY Loss Ratio (nominal)
Amounts							
2019	1,856	1,527	2,834	2,488	5.4%	1.3%	72.2%
2020	1,953	1,694	3,309	3,086	6.2%	1.4%	69.5%
2021	1,919	1,686	3,236	3,154	3.8%	1.4%	59.0%
Change	%	%	%	%	pts	pts	pts
2020	5.2%	10.9%	16.8%	24.0%	0.8	0.1	(2.7)
2021	(1.7%)	(0.5%)	(2.2%)	2.2%	(2.4)	0.0	(10.5)

Private Passenger					Non-Private Passenger				
Accident Year	Selected Margins for Adverse Development				Selected Margins for Adverse Development				TOTAL
	Third Party Liability	Accident Benefits	Other Coverages	TOTAL	Third Party Liability	Accident Benefits	Other Coverages	TOTAL	
1997	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
1998	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
1999	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2000	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2001	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2002	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2003	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2004	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2005	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2006	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2007	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2008	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2009	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2010	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2011	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2012	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2013	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2014	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2015	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2016	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	9.8%	10.0%
2017	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2018	10.0%	10.0%	10.0%	12.4%	10.0%	10.0%	10.0%	12.0%	11.7%
2019	12.5%	10.0%	12.5%	11.9%	12.4%	10.0%	10.1%	11.7%	11.7%
2020	12.2%	10.0%	8.1%	11.9%	12.3%	10.0%	6.6%	11.7%	11.7%
2021	11.9%	10.0%	5.2%	11.9%	11.9%	10.0%	5.2%	11.7%	11.7%
prem liab	11.9%	10.0%	5.2%	10.3%	11.9%	10.0%	5.2%	9.4%	9.4%
discount rate:				0.23%	discount rate:				0.23%
margin (basis points):				25	margin (basis points):				25

## Calendar Year 2021 Final FARM Outlook Facility Association Residual Market (FARM) Based on November 2020 Participation Report

### Exhibit A-7 – Key Assumptions – Yukon

Key Assumptions - Yukon - Private Passenger (indemnity only)							
	Written Exposures	Average Written Premium	Written Premium (\$000s)	Earned Premium (\$000s)	earned premium adjustments	claims adjustments	Ultimate CAY Loss Ratio (nominal)
Amounts							
2019	146	2,765	403	374	4.7%	5.2%	62.0%
2020	148	2,757	408	392	4.5%	5.2%	55.1%
2021	153	2,688	411	400	1.6%	5.3%	48.2%
Change	%	%	%	%	pts	pts	pts
2020	1.4%	(0.3%)	1.1%	4.9%	(0.2)	0.0	(6.9)
2021	3.4%	(2.5%)	0.8%	2.0%	(2.9)	0.1	(6.9)

Key Assumptions - Yukon - Non Private Passenger (indemnity only)							
	Written Exposures	Average Written Premium	Written Premium (\$000s)	Earned Premium (\$000s)	earned premium adjustments	claims adjustments	Ultimate CAY Loss Ratio (nominal)
Amounts							
2019	1,603	1,027	1,646	1,598	1.2%	3.1%	45.7%
2020	1,542	1,205	1,859	1,732	1.3%	3.1%	41.0%
2021	1,523	1,298	1,978	1,852	1.0%	3.2%	53.2%
Change	%	%	%	%	pts	pts	pts
2020	(3.8%)	17.3%	12.9%	8.4%	0.2	0.0	(4.7)
2021	(1.2%)	7.7%	6.4%	6.9%	(0.4)	0.1	12.2

Private Passenger					Non-Private Passenger				
Accident Year	Selected Margins for Adverse Development				Accident Year	Selected Margins for Adverse Development			
	Third Party Liability	Accident Benefits	Other Coverages	TOTAL		Third Party Liability	Accident Benefits	Other Coverages	TOTAL
1997	10.0%	10.0%	10.0%	10.0%	1997	10.0%	10.0%	10.0%	10.0%
1998	10.0%	10.0%	10.0%	10.0%	1998	10.0%	10.0%	10.0%	10.0%
1999	10.0%	10.0%	10.0%	10.0%	1999	10.0%	10.0%	10.0%	10.0%
2000	10.0%	10.0%	10.0%	10.0%	2000	10.0%	10.0%	10.0%	10.0%
2001	10.0%	10.0%	10.0%	10.0%	2001	10.0%	10.0%	10.0%	10.0%
2002	10.0%	10.0%	10.0%	10.0%	2002	10.0%	10.0%	10.0%	10.0%
2003	10.0%	10.0%	10.0%	10.0%	2003	10.0%	10.0%	10.0%	10.0%
2004	10.0%	10.0%	10.0%	10.0%	2004	10.0%	10.0%	10.0%	10.0%
2005	10.0%	10.0%	10.0%	10.0%	2005	10.0%	10.0%	10.0%	10.0%
2006	10.0%	10.0%	10.0%	10.0%	2006	10.0%	10.0%	10.0%	10.0%
2007	10.0%	10.0%	10.0%	10.0%	2007	10.0%	10.0%	10.0%	10.0%
2008	10.0%	10.0%	10.0%	10.0%	2008	10.0%	10.0%	10.0%	10.0%
2009	10.0%	10.0%	10.0%	10.0%	2009	10.0%	10.0%	10.0%	10.0%
2010	10.0%	10.0%	10.0%	10.0%	2010	10.0%	10.0%	10.0%	10.0%
2011	10.0%	10.0%	10.0%	10.0%	2011	10.0%	10.0%	10.0%	10.0%
2012	10.0%	10.0%	10.0%	10.0%	2012	10.0%	10.0%	10.0%	10.0%
2013	10.0%	10.0%	10.0%	10.0%	2013	10.0%	10.0%	10.0%	10.0%
2014	10.0%	10.0%	10.0%	10.0%	2014	10.0%	10.0%	10.0%	10.0%
2015	10.0%	10.0%	10.0%	10.0%	2015	10.0%	10.0%	10.0%	10.0%
2016	10.0%	10.0%	9.5%	10.0%	2016	10.0%	10.0%	10.0%	10.0%
2017	10.0%	10.0%	10.0%	10.0%	2017	10.0%	10.0%	10.0%	10.0%
2018	12.5%	10.0%	12.5%	12.5%	2018	12.5%	10.0%	12.5%	12.5%
2019	12.5%	10.0%	12.4%	12.5%	2019	12.4%	10.0%	12.5%	12.5%
2020	12.2%	10.0%	5.6%	11.5%	2020	11.7%	10.0%	6.0%	10.7%
2021	11.9%	10.0%	5.1%	11.5%	2021	11.7%	10.0%	5.5%	10.7%
prem liab	11.9%	10.0%	5.1%	8.7%		11.7%	10.0%	5.5%	9.7%

discount rate: 0.23%  
margin (basis points): 25

discount rate: 0.23%  
margin (basis points): 25

#### Exhibit A-8 – Key Assumptions – Northwest Territories

Key Assumptions - Northwest Territories - Private Passenger (indemnity only)							
	Written Exposures	Average Written Premium	Written Premium (\$000s)	Earned Premium (\$000s)	earned premium adjustments	claims adjustments	Ultimate CAY Loss Ratio (nominal)
Amounts							
2019	1,677	1,474	2,471	2,641	4.1%	4.1%	49.1%
2020	2,010	1,515	3,045	2,776	2.6%	4.2%	44.7%
2021	1,994	1,511	3,013	2,960	1.2%	4.3%	45.0%
Change	%	%	%	%	pts	pts	pts
2020	19.9%	2.8%	23.2%	5.1%	(1.5)	0.1	(4.4)
2021	(0.8%)	(0.3%)	(1.1%)	6.6%	(1.4)	0.1	0.3

Key Assumptions - Northwest Territories - Non Private Passenger (indemnity only)							
	Written Exposures	Average Written Premium	Written Premium (\$000s)	Earned Premium (\$000s)	earned premium adjustments	claims adjustments	Ultimate CAY Loss Ratio (nominal)
Amounts							
2019	1,407	1,124	1,582	1,554	(1.6%)	4.2%	51.1%
2020	1,435	1,273	1,826	1,754	4.5%	4.2%	38.9%
2021	1,486	1,397	2,075	1,939	(0.6%)	4.3%	37.8%
Change	%	%	%	%	pts	pts	pts
2020	2.0%	13.3%	15.4%	12.9%	6.1	0.1	(12.2)
2021	3.6%	9.7%	13.7%	10.6%	(5.1)	0.1	(1.1)

Private Passenger					Non-Private Passenger				
Accident Year	Selected Margins for Adverse Development				Accident Year	Selected Margins for Adverse Development			
	Third Party Liability	Accident Benefits	Other Coverages	TOTAL		Third Party Liability	Accident Benefits	Other Coverages	TOTAL
1997	10.0%	10.0%	10.0%	10.0%	1997	10.0%	10.0%	10.0%	10.0%
1998	10.0%	10.0%	10.0%	10.0%	1998	10.0%	10.0%	10.0%	10.0%
1999	10.0%	10.0%	10.0%	10.0%	1999	10.0%	10.0%	10.0%	10.0%
2000	10.0%	10.0%	10.0%	10.0%	2000	10.0%	10.0%	10.0%	10.0%
2001	10.0%	10.0%	10.0%	10.0%	2001	10.0%	10.0%	10.0%	10.0%
2002	10.0%	10.0%	10.0%	10.0%	2002	10.0%	10.0%	10.0%	10.0%
2003	10.0%	10.0%	10.0%	10.0%	2003	10.0%	10.0%	10.0%	10.0%
2004	10.0%	10.0%	10.0%	10.0%	2004	10.0%	10.0%	10.0%	10.0%
2005	10.0%	10.0%	10.0%	10.0%	2005	10.0%	10.0%	10.0%	10.0%
2006	10.0%	10.0%	10.0%	10.0%	2006	10.0%	10.0%	10.0%	10.0%
2007	10.0%	10.0%	10.0%	10.0%	2007	10.0%	10.0%	10.0%	10.0%
2008	10.0%	10.0%	10.0%	10.0%	2008	10.0%	10.0%	10.0%	10.0%
2009	10.0%	10.0%	10.0%	10.0%	2009	10.0%	10.0%	10.0%	10.0%
2010	10.0%	10.0%	10.0%	10.0%	2010	10.0%	10.0%	10.0%	10.0%
2011	10.0%	10.0%	10.0%	10.0%	2011	10.0%	10.0%	10.0%	10.0%
2012	10.0%	10.0%	10.0%	10.0%	2012	10.0%	10.0%	10.0%	10.0%
2013	10.0%	10.0%	10.0%	10.0%	2013	10.0%	10.0%	10.0%	10.0%
2014	10.0%	10.0%	10.0%	10.0%	2014	10.0%	10.0%	10.0%	10.0%
2015	10.0%	10.0%	10.0%	10.0%	2015	10.0%	10.0%	10.0%	10.0%
2016	10.0%	10.0%	10.0%	10.0%	2016	10.0%	10.0%	10.0%	10.0%
2017	10.0%	10.0%	10.0%	10.0%	2017	10.0%	10.0%	10.0%	10.0%
2018	12.5%	10.0%	12.5%	12.5%	2018	12.4%	10.0%	12.5%	12.3%
2019	12.4%	10.0%	12.5%	12.5%	2019	12.5%	10.0%	8.2%	12.3%
2020	12.0%	10.0%	5.9%	10.8%	2020	12.1%	10.0%	7.2%	11.7%
2021	11.3%	10.0%	5.2%	10.8%	2021	11.8%	10.0%	5.2%	11.7%
prem liab	11.3%	10.0%	5.2%	8.3%		11.8%	10.0%	5.2%	9.2%

discount rate: 0.23%  
margin (basis points): 25

discount rate: 0.23%  
margin (basis points): 25



## Calendar Year 2021 Final FARM Outlook Facility Association Residual Market (FARM) Based on November 2020 Participation Report

### Exhibit A-9 – Key Assumptions – Nunavut

Key Assumptions - Nunavut - Private Passenger (indemnity only)							
	Written Exposures	Average Written Premium	Written Premium (\$000s)	Earned Premium (\$000s)	earned premium adjustments	claims adjustments	Ultimate CAY Loss Ratio (nominal)
Amounts							
2019	115	1,397	161	167	2.8%	4.3%	24.8%
2020	152	1,481	224	196	(0.4%)	4.3%	23.3%
2021	144	1,484	213	208	3.6%	4.3%	21.6%
Change	%	%	%	%	pts	pts	pts
2020	31.5%	6.0%	39.4%	17.4%	(3.2)	0.0	(1.5)
2021	(5.3%)	0.2%	(5.1%)	6.4%	4.0	0.0	(1.7)

Key Assumptions - Nunavut - Non Private Passenger (indemnity only)							
	Written Exposures	Average Written Premium	Written Premium (\$000s)	Earned Premium (\$000s)	earned premium adjustments	claims adjustments	Ultimate CAY Loss Ratio (nominal)
Amounts							
2019	983	847	833	838	2.9%	4.9%	32.6%
2020	995	869	865	835	1.4%	4.9%	27.9%
2021	996	964	960	885	0.0%	5.0%	30.5%
Change	%	%	%	%	pts	pts	pts
2020	1.2%	2.6%	3.9%	(0.3%)	(1.5)	0.1	(4.7)
2021	0.1%	10.9%	11.0%	6.0%	(1.4)	0.1	2.6

Private Passenger					Non-Private Passenger				
Accident Year	Selected Margins for Adverse Development				Selected Margins for Adverse Development				TOTAL
	Third Party Liability	Accident Benefits	Other Coverages	TOTAL	Third Party Liability	Accident Benefits	Other Coverages	TOTAL	
1999	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2000	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2001	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2002	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2003	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2004	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2005	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2006	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2007	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2008	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2009	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2010	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2011	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2012	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2013	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2014	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2015	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2016	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
2017	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	9.9%	10.0%	10.0%
2018	12.5%	10.0%	12.5%	12.5%	12.5%	10.0%	12.5%	11.7%	11.7%
2019	11.5%	10.0%	12.5%	11.6%	12.0%	9.9%	7.5%	11.7%	11.7%
2020	11.8%	10.0%	5.9%	10.2%	12.2%	10.0%	6.9%	11.7%	11.7%
2021	11.5%	9.9%	5.6%	10.2%	12.0%	10.0%	5.7%	11.7%	11.7%
prem liab	11.5%	9.9%	5.6%	9.6%	12.0%	10.0%	5.7%	10.7%	10.7%
discount rate:				0.23%	discount rate:				0.23%
margin (basis points):				25	margin (basis points):				25

**Exhibit B-1**

**2021 Projected Summary of Operations - Private Passenger**

<b>in \$ thousands</b>	Alberta	Ontario	Nova Scotia	Prince Edward Island	New Brunswick	Newfoundland & Labrador	Yukon	Northwest Territories	Nunavut	2021 TOTAL
<b>Underwriting Revenue</b>										
written premium	9,654	57,607	20,996	3,369	17,998	27,998	411	3,013	213	141,259
decrease / (increase) in unearned	(393)	(3,831)	6	(92)	(108)	(120)	(11)	(53)	(5)	(4,606)
<b>earned premium</b>	<b>9,261</b>	<b>53,776</b>	<b>21,002</b>	<b>3,277</b>	<b>17,890</b>	<b>27,878</b>	<b>400</b>	<b>2,960</b>	<b>208</b>	<b>136,653</b>
<b>Claims Incurred</b>										
<b>Prior Accident Years</b>										
Undiscounted	-	-	-	-	-	-	-	-	-	-
effect of discounting	(354)	(1,657)	(326)	(85)	(563)	(1,075)	(15)	(29)	(2)	(4,106)
Discounted	(354)	(1,657)	(326)	(85)	(563)	(1,075)	(15)	(29)	(2)	(4,106)
<b>Current Accident Year</b>										
Undiscounted	5,177	37,213	13,953	1,890	11,913	21,182	237	1,633	65	93,263
effect of discounting	339	3,239	977	157	845	1,474	23	93	4	7,151
Discounted	5,516	40,452	14,930	2,047	12,758	22,656	260	1,726	69	100,414
<b>Claims Incurred</b>	<b>5,162</b>	<b>38,795</b>	<b>14,604</b>	<b>1,962</b>	<b>12,195</b>	<b>21,581</b>	<b>245</b>	<b>1,697</b>	<b>67</b>	<b>96,308</b>
<b>Underwriting Expenses</b>										
Operating & Service Fees	968	6,221	2,099	337	1,803	2,801	43	300	20	14,592
Agent's Commissions	1,055	3,513	2,288	368	1,945	2,911	45	329	22	12,476
Driver Record Abstracts	103	288	886	119	286	308	3	49	-	2,042
Bad Debts	-	-	-	-	-	-	-	-	-	-
<b>Premium Deficiency / (DPAC)</b>										
Undiscounted	(43)	(234)	1	(10)	(12)	(12)	(1)	(6)	(1)	(318)
effect of discounting	-	-	-	-	-	-	-	-	-	-
Discounted	(43)	(234)	1	(10)	(12)	(12)	(1)	(6)	(1)	(318)
<b>Underwriting Expenses</b>	<b>2,083</b>	<b>9,788</b>	<b>5,274</b>	<b>814</b>	<b>4,022</b>	<b>6,008</b>	<b>90</b>	<b>672</b>	<b>41</b>	<b>28,792</b>
<b>Net Underwriting Gain (Loss)</b>	<b>2,016</b>	<b>5,193</b>	<b>1,124</b>	<b>501</b>	<b>1,673</b>	<b>289</b>	<b>65</b>	<b>591</b>	<b>100</b>	<b>11,553</b>
Administrative Expenses	229	1,382	505	79	433	672	10	73	3	3,386
Miscellaneous income / (expense)	-	-	-	-	-	-	-	-	-	-
Investment Income	6	43	11	3	14	22	1	1	0	100
<b>Operating Result</b>	<b>1,793</b>	<b>3,854</b>	<b>630</b>	<b>425</b>	<b>1,254</b>	<b>(361)</b>	<b>56</b>	<b>519</b>	<b>97</b>	<b>8,267</b>
<b>Ratios</b>										
<b>Claims &amp; Adj. Expenses to EP</b>										
Prior Accident Year	(3.8%)	(3.1%)	(1.6%)	(2.6%)	(3.1%)	(3.9%)	(3.7%)	(1.0%)	(1.0%)	(3.0%)
Current Accident Year	59.6%	75.2%	71.1%	62.5%	71.3%	81.3%	65.0%	58.3%	33.2%	73.5%
All Accident Years Combined	55.7%	72.1%	69.5%	59.9%	68.2%	77.4%	61.2%	57.3%	32.2%	70.5%
Underwriting & Admin Exp (EP)	25.0%	20.8%	27.5%	27.3%	24.9%	24.0%	25.0%	25.2%	21.2%	23.5%
<b>Combined Operating Ratio</b>	<b>80.7%</b>	<b>92.9%</b>	<b>97.0%</b>	<b>87.2%</b>	<b>93.1%</b>	<b>101.4%</b>	<b>86.2%</b>	<b>82.5%</b>	<b>53.4%</b>	<b>94.0%</b>
<b>Current Accident Year only*</b>	<b>1,433</b>	<b>2,154</b>	<b>293</b>	<b>337</b>	<b>677</b>	<b>(1,458)</b>	<b>40</b>	<b>489</b>	<b>95</b>	<b>4,061</b>

\*excluding miscellaneous income/(expense) and investment income

**Exhibit B-2**

**2021 Projected Summary of Operations - Non-Private Passenger**

<b>in \$ thousands</b>	Alberta	Ontario	Nova Scotia	Prince Edward Island	New Brunswick	Newfoundland & Labrador	Yukon	Northwest Territories	Nunavut	2021 TOTAL
<b>Underwriting Revenue</b>										
written premium	127,550	136,984	27,252	3,236	14,760	10,305	1,978	2,075	960	325,100
decrease / (increase) in unearned	(4,349)	(5,367)	(512)	(82)	(100)	(507)	(126)	(136)	(75)	(11,256)
<b>earned premium</b>	<b>123,201</b>	<b>131,617</b>	<b>26,740</b>	<b>3,154</b>	<b>14,660</b>	<b>9,798</b>	<b>1,852</b>	<b>1,939</b>	<b>885</b>	<b>313,844</b>
<b>Claims Incurred</b>										
<b>Prior Accident Years</b>										
Undiscounted	-	-	-	-	-	-	-	-	-	-
effect of discounting	(3,562)	(1,896)	(439)	(87)	(402)	(355)	(26)	(27)	(10)	(6,804)
Discounted	(3,562)	(1,896)	(439)	(87)	(402)	(355)	(26)	(27)	(10)	(6,804)
<b>Current Accident Year</b>										
Undiscounted	83,653	59,622	18,408	2,239	9,718	7,395	1,192	930	355	183,512
effect of discounting	6,244	5,854	1,346	196	678	560	87	78	28	15,071
Discounted	89,897	65,476	19,754	2,435	10,396	7,955	1,279	1,008	383	198,583
<b>Claims Incurred</b>	<b>86,335</b>	<b>63,580</b>	<b>19,315</b>	<b>2,348</b>	<b>9,994</b>	<b>7,600</b>	<b>1,253</b>	<b>981</b>	<b>373</b>	<b>191,779</b>
<b>Underwriting Expenses</b>										
Operating & Service Fees	12,756	14,796	2,726	323	1,479	1,033	197	207	96	33,613
Agent's Commissions	9,822	8,629	1,988	245	1,123	762	162	168	79	22,978
Driver Record Abstracts	1,402	685	1,144	113	235	110	30	30	12	3,761
Bad Debts	-	-	-	-	-	-	-	-	-	-
Premium Deficiency / (DPAC)										
Undiscounted	(335)	(339)	(38)	(6)	(8)	(38)	(10)	(11)	(6)	(791)
effect of discounting	-	-	-	-	-	-	-	-	-	-
Discounted	(335)	(339)	(38)	(6)	(8)	(38)	(10)	(11)	(6)	(791)
<b>Underwriting Expenses</b>	<b>23,645</b>	<b>23,771</b>	<b>5,820</b>	<b>675</b>	<b>2,829</b>	<b>1,867</b>	<b>379</b>	<b>394</b>	<b>181</b>	<b>59,561</b>
<b>Net Underwriting Gain (Loss)</b>	<b>13,221</b>	<b>44,266</b>	<b>1,605</b>	<b>131</b>	<b>1,837</b>	<b>331</b>	<b>220</b>	<b>564</b>	<b>331</b>	<b>62,504</b>
Administrative Expenses	3,061	3,286	654	78	356	245	48	52	24	7,804
Miscellaneous income / (expense)	-	-	-	-	-	-	-	-	-	-
Investment Income	75	74	15	3	9	8	1	1	0	186
<b>Operating Result</b>	<b>10,234</b>	<b>41,054</b>	<b>966</b>	<b>56</b>	<b>1,490</b>	<b>93</b>	<b>173</b>	<b>514</b>	<b>307</b>	<b>54,886</b>
<b>Ratios</b>										
<b>Claims &amp; Adj. Expenses to EP</b>										
Prior Accident Year	(2.9%)	(1.4%)	(1.6%)	(2.8%)	(2.7%)	(3.6%)	(1.4%)	(1.4%)	(1.1%)	(2.2%)
Current Accident Year	73.0%	49.7%	73.9%	77.2%	70.9%	81.2%	69.1%	52.0%	43.3%	63.3%
All Accident Years Combined	70.1%	48.3%	72.2%	74.4%	68.2%	77.6%	67.7%	50.6%	42.2%	61.1%
Underwriting & Admin Exp (EP)	21.7%	20.6%	24.2%	23.9%	21.7%	21.6%	23.1%	23.0%	23.2%	21.5%
<b>Combined Operating Ratio</b>	<b>91.8%</b>	<b>68.9%</b>	<b>96.4%</b>	<b>98.3%</b>	<b>89.9%</b>	<b>99.2%</b>	<b>90.8%</b>	<b>73.6%</b>	<b>65.4%</b>	<b>82.6%</b>
<b>Current Accident Year only*</b>	<b>6,598</b>	<b>39,084</b>	<b>512</b>	<b>(34)</b>	<b>1,079</b>	<b>(269)</b>	<b>146</b>	<b>485</b>	<b>297</b>	<b>47,896</b>

\*excluding miscellaneous income/(expense) and investment income

**Exhibit B-3**

**2021 Projected Summary of Operations - Private Passenger & Non-Private Passenger**

in \$ thousands	Alberta	Ontario	Nova Scotia	Prince Edward Island	New Brunswick	Newfoundland & Labrador	Yukon	Northwest Territories	Nunavut	2021 TOTAL
<b>Underwriting Revenue</b>										
written premium	137,204	194,591	48,248	6,605	32,758	38,303	2,389	5,088	1,173	466,359
decrease / (increase) in unearned	(4,743)	(9,198)	(506)	(174)	(208)	(627)	(137)	(189)	(80)	(15,862)
<b>earned premium</b>	<b>132,461</b>	<b>185,393</b>	<b>47,742</b>	<b>6,431</b>	<b>32,550</b>	<b>37,676</b>	<b>2,252</b>	<b>4,899</b>	<b>1,093</b>	<b>450,497</b>
<b>Claims Incurred</b>										
<b>Prior Accident Years</b>										
Undiscounted	-	-	-	-	-	-	-	-	-	-
effect of discounting	(3,916)	(3,553)	(765)	(172)	(965)	(1,430)	(41)	(56)	(12)	(10,910)
Discounted	(3,916)	(3,553)	(765)	(172)	(965)	(1,430)	(41)	(56)	(12)	(10,910)
<b>Current Accident Year</b>										
Undiscounted	88,830	96,835	32,361	4,129	21,631	28,577	1,429	2,563	420	276,775
effect of discounting	6,583	9,093	2,323	353	1,523	2,034	110	171	32	22,222
Discounted	95,413	105,928	34,684	4,482	23,154	30,611	1,539	2,734	452	298,997
<b>Claims Incurred</b>	<b>91,497</b>	<b>102,375</b>	<b>33,919</b>	<b>4,310</b>	<b>22,189</b>	<b>29,181</b>	<b>1,498</b>	<b>2,678</b>	<b>440</b>	<b>288,087</b>
<b>Underwriting Expenses</b>										
Operating & Service Fees	13,724	21,017	4,825	660	3,282	3,834	240	507	116	48,205
Agent's Commissions	10,877	12,142	4,276	613	3,068	3,673	207	497	101	35,454
Driver Record Abstracts	1,505	973	2,030	232	521	418	33	79	12	5,803
Bad Debts	-	-	-	-	-	-	-	-	-	-
Premium Deficiency / (DPAC)										
Undiscounted	(378)	(573)	(37)	(16)	(20)	(50)	(11)	(17)	(7)	(1,109)
effect of discounting	-	-	-	-	-	-	-	-	-	-
Discounted	(378)	(573)	(37)	(16)	(20)	(50)	(11)	(17)	(7)	(1,109)
<b>Underwriting Expenses</b>	<b>25,728</b>	<b>33,559</b>	<b>11,094</b>	<b>1,489</b>	<b>6,851</b>	<b>7,875</b>	<b>469</b>	<b>1,066</b>	<b>222</b>	<b>88,353</b>
<b>Net Underwriting Gain (Loss)</b>	<b>15,236</b>	<b>49,459</b>	<b>2,729</b>	<b>632</b>	<b>3,510</b>	<b>620</b>	<b>285</b>	<b>1,155</b>	<b>431</b>	<b>74,057</b>
Administrative Expenses	3,290	4,668	1,159	157	789	917	58	125	27	11,190
Miscellaneous income / (expense)	-	-	-	-	-	-	-	-	-	-
Investment Income	81	117	26	6	23	30	2	3	1	286
<b>Operating Result</b>	<b>12,027</b>	<b>44,908</b>	<b>1,596</b>	<b>481</b>	<b>2,744</b>	<b>(268)</b>	<b>228</b>	<b>1,033</b>	<b>404</b>	<b>63,153</b>
<b>Ratios</b>										
<b>Claims &amp; Adj. Expenses to EP</b>										
Prior Accident Year	(3.0%)	(1.9%)	(1.6%)	(2.7%)	(3.0%)	(3.8%)	(1.8%)	(1.1%)	(1.1%)	(2.4%)
Current Accident Year	72.0%	57.1%	72.6%	69.7%	71.1%	81.2%	68.3%	55.8%	41.4%	66.4%
All Accident Years Combined	69.1%	55.2%	71.0%	67.0%	68.2%	77.5%	66.5%	54.7%	40.3%	63.9%
Underwriting & Admin Exp (EP)	21.9%	20.6%	25.7%	25.6%	23.5%	23.3%	23.4%	24.3%	22.8%	22.1%
<b>Combined Operating Ratio</b>	<b>91.0%</b>	<b>75.8%</b>	<b>96.7%</b>	<b>92.6%</b>	<b>91.7%</b>	<b>100.8%</b>	<b>89.9%</b>	<b>79.0%</b>	<b>63.1%</b>	<b>86.0%</b>
<b>Current Accident Year only*</b>	<b>8,030</b>	<b>41,238</b>	<b>805</b>	<b>303</b>	<b>1,756</b>	<b>(1,727)</b>	<b>186</b>	<b>974</b>	<b>392</b>	<b>51,957</b>

\*excluding miscellaneous income/(expense) and investment income

Exhibit C-1

Projected Policy Liabilities – Ontario

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Private Passenger ending 2021	Ontario - Projected Balances as at Dec. 31, 2021 (\$000s)									
	nominal values				actuarial present value adjustments (apvs)					
	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs	TOTAL	
prior	26,544	93	(1)	26,636	(51)	51	2,667	2,667	29,303	
2002	391	(7)	(1)	383	-	-	38	38	421	
2003	2,270	(114)	225	2,381	(17)	17	237	237	2,618	
2004	1,184	170	368	1,722	(14)	14	171	171	1,893	
2005	(5)	(22)	141	114	(1)	1	17	17	131	
2006	223	4	128	355	-	-	36	36	391	
2007	1,704	40	127	1,871	(23)	23	185	185	2,056	
2008	147	74	116	337	(5)	5	34	34	371	
2009	69	90	117	276	(4)	4	28	28	304	
2010	43	84	127	254	(4)	4	26	26	280	
2011	893	25	187	1,105	(16)	16	110	110	1,215	
2012	354	42	255	651	(8)	8	65	65	716	
2013	713	13	252	978	(12)	12	97	97	1,075	
2014	3,071	(22)	252	3,301	(26)	26	328	328	3,629	
2015	222	66	259	547	(4)	4	55	55	602	
2016	749	81	235	1,065	(5)	5	122	122	1,187	
2017	1,026	141	312	1,479	(8)	8	159	159	1,638	
2018	2,322	(47)	404	2,679	(13)	13	366	366	3,045	
2019	5,919	1,175	780	7,874	(48)	48	1,045	1,045	8,919	
2020	4,859	4,544	1,232	10,635	(75)	75	1,457	1,457	12,092	
PAYs (sub-total):	52,698	6,430	5,515	64,643	(334)	334	7,243	7,243	71,886	
CAY (2021)	10,841	11,444	644	22,929	(161)	161	3,239	3,239	26,168	
claims liabilities:	63,539	17,874	6,159	87,572	(495)	495	10,482	10,482	98,054	
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*	
premium liabilities:	28,879	(1,762)		27,117	(94)	89	1,742	1,737	27,117	
	*Total may not be sum of parts, as apvs apply to future costs within UPR									
policy liabilities:				114,689	(589)	584	12,224	12,219	125,171	

\*Total may not be sum of parts, as apvs apply to future costs within UPR

Exhibit C-1

Projected Policy Liabilities – Ontario

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Non Private Passenger ending 2021	Ontario - Projected Balances as at Dec. 31, 2021 (\$000s)									
	nominal values				actuarial present value adjustments (apvs)					
	Acc Yr	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs	TOTAL
prior	226	6	(1)	231	-	-	28	28	259	
2002	-	7	-	7	-	-	1	1	8	
2003	-	(9)	32	23	-	-	4	4	27	
2004	1	(20)	67	48	-	-	9	9	57	
2005	-	(1)	52	51	-	-	5	5	56	
2006	1	13	65	79	-	-	8	8	87	
2007	1	(2)	67	66	-	-	7	7	73	
2008	-	(5)	64	59	-	-	7	7	66	
2009	41	8	73	122	-	-	12	12	134	
2010	23	4	109	136	(2)	2	14	14	150	
2011	601	19	169	789	(14)	14	78	78	867	
2012	39	(1)	265	303	(2)	2	31	31	334	
2013	1,725	(133)	439	2,031	(23)	23	201	201	2,232	
2014	1,436	63	538	2,037	(12)	12	203	203	2,240	
2015	3,807	91	660	4,558	(27)	27	449	449	5,007	
2016	3,238	78	604	3,920	(20)	20	427	427	4,347	
2017	4,743	155	795	5,693	(28)	28	598	598	6,291	
2018	7,110	1,163	1,453	9,726	(48)	48	1,280	1,280	11,006	
2019	12,606	4,959	2,742	20,307	(121)	121	2,739	2,739	23,046	
2020	8,207	11,271	3,314	22,792	(137)	137	3,382	3,382	26,174	
PAYs (sub-total):	43,805	17,666	11,507	72,978	(434)	434	9,483	9,483	82,461	
CAY (2021)	14,364	20,280	1,579	36,223	(254)	254	5,854	5,854	42,077	
claims liabilities:	58,169	37,946	13,086	109,201	(688)	688	15,337	15,337	124,538	
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*	
premium liabilities:	72,851	(4,590)		68,261	(178)	164	2,658	2,644	68,261	
	*Total may not be sum of parts, as apvs apply to future costs within UPR									
policy liabilities:				177,462	(866)	852	17,995	17,981	192,799	

\*Total may not be sum of parts, as apvs apply to future costs within UPR

Exhibit C-1

Projected Policy Liabilities – Ontario

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PPV & non-PPV ending 2021	Ontario - Projected Balances as at Dec. 31, 2021 (\$000s)									
	nominal values				actuarial present value adjustments (apvs)					
	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs	TOTAL	
prior	26,770	99	(2)	26,867	(51)	51	2,695	2,695	29,562	
2002	391	-	(1)	390	-	-	39	39	429	
2003	2,270	(123)	257	2,404	(17)	17	241	241	2,645	
2004	1,185	150	435	1,770	(14)	14	180	180	1,950	
2005	(5)	(23)	193	165	(1)	1	22	22	187	
2006	224	17	193	434	-	-	44	44	478	
2007	1,705	38	194	1,937	(23)	23	192	192	2,129	
2008	147	69	180	396	(5)	5	41	41	437	
2009	110	98	190	398	(4)	4	40	40	438	
2010	66	88	236	390	(6)	6	40	40	430	
2011	1,494	44	356	1,894	(30)	30	188	188	2,082	
2012	393	41	520	954	(10)	10	96	96	1,050	
2013	2,438	(120)	691	3,009	(35)	35	298	298	3,307	
2014	4,507	41	790	5,338	(38)	38	531	531	5,869	
2015	4,029	157	919	5,105	(31)	31	504	504	5,609	
2016	3,987	159	839	4,985	(25)	25	549	549	5,534	
2017	5,769	296	1,107	7,172	(36)	36	757	757	7,929	
2018	9,432	1,116	1,857	12,405	(61)	61	1,646	1,646	14,051	
2019	18,525	6,134	3,522	28,181	(169)	169	3,784	3,784	31,965	
2020	13,066	15,815	4,546	33,427	(212)	212	4,839	4,839	38,266	
PAYs (sub-total):	96,503	24,096	17,022	137,621	(768)	768	16,726	16,726	154,347	
CAY (2021)	25,205	31,724	2,223	59,152	(415)	415	9,093	9,093	68,245	
claims liabilities:	121,708	55,820	19,245	196,773	(1,183)	1,183	25,819	25,819	222,592	
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*	
premium liabilities:	101,730	(6,352)		95,378	(272)	253	4,400	4,381	95,378	
	*Total may not be sum of parts, as apvs apply to future costs within UPR									
policy liabilities:				292,151	(1,455)	1,436	30,219	30,200	317,970	

\*Total may not be sum of parts, as apvs apply to future costs within UPR

Exhibit C-2

Projected Policy Liabilities – Alberta

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Private Passenger ending 2021	Alberta - Projected Balances as at Dec. 31, 2021 (\$000s)									
	nominal values					actuarial present value adjustments (apvs)				
	Acc Yr	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs	TOTAL
prior		2	10	(2)	10	-	-	13	13	23
2002		(2)	(9)	2	(9)	-	-	1	1	(8)
2003		4	41	-	45	-	-	5	5	50
2004		1	(24)	3	(20)	-	-	2	2	(18)
2005		-	5	15	20	-	-	3	3	23
2006		6	9	5	20	-	-	2	2	22
2007		3	8	2	13	-	-	1	1	14
2008		-	6	68	74	-	-	8	8	82
2009		-	(8)	49	41	-	-	6	6	47
2010		-	(2)	10	8	-	-	1	1	9
2011		93	1	4	98	-	-	9	9	107
2012		142	14	24	180	-	-	18	18	198
2013		104	4	24	132	-	-	13	13	145
2014		975	(23)	46	998	(2)	2	100	100	1,098
2015		111	41	51	203	-	-	20	20	223
2016		1,330	(75)	12	1,267	(4)	4	129	129	1,396
2017		90	265	31	386	(2)	2	39	39	425
2018		1,485	(153)	24	1,356	(7)	7	192	192	1,548
2019		1,345	425	73	1,843	(11)	11	252	252	2,095
2020		898	874	43	1,815	(11)	11	194	194	2,009
PAYs (sub-total):		6,587	1,409	484	8,480	(37)	37	1,008	1,008	9,488
CAY (2021)		1,630	1,286	(39)	2,877	(16)	16	339	339	3,216
claims liabilities:		8,217	2,695	445	11,357	(53)	53	1,347	1,347	12,704
		Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:		4,368	(476)		3,892	(10)	9	206	205	3,892
policy liabilities:					15,249	(63)	62	1,553	1,552	16,596

\*Total may not be sum of parts, as apvs apply to future costs within UPR



Exhibit C-2

Projected Policy Liabilities – Alberta

page 2 of 3

Non Private Passenger ending 2021	Alberta - Projected Balances as at Dec. 31, 2021 (\$000s)								
	nominal values				actuarial present value adjustments (apvs)				
	Acc Yr	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs
prior	4	15	(2)	17	-	-	6	6	23
2002	-	5	1	6	-	-	1	1	7
2003	-	(5)	-	(5)	-	-	1	1	(4)
2004	27	16	1	44	-	-	4	4	48
2005	-	(3)	14	11	-	-	1	1	12
2006	(3)	(18)	10	(11)	-	-	3	3	(8)
2007	24	7	7	38	-	-	4	4	42
2008	5	9	270	284	(1)	1	28	28	312
2009	33	6	196	235	-	-	24	24	259
2010	-	6	37	43	(1)	1	5	5	48
2011	897	16	14	927	-	-	92	92	1,019
2012	494	7	104	605	(10)	10	59	59	664
2013	1,384	28	104	1,516	(12)	12	150	150	1,666
2014	376	164	227	767	(6)	6	77	77	844
2015	2,221	878	261	3,360	(16)	16	334	334	3,694
2016	2,107	854	96	3,057	(13)	13	320	320	3,377
2017	3,584	1,961	241	5,786	(23)	23	576	576	6,362
2018	11,232	3,127	175	14,534	(73)	73	1,985	1,985	16,519
2019	16,165	7,510	814	24,489	(145)	145	3,281	3,281	27,770
2020	14,062	11,413	586	26,061	(182)	182	2,951	2,951	29,012
PAYs (sub-total):	52,612	25,996	3,156	81,764	(482)	482	9,902	9,902	91,666
CAY (2021)	30,167	21,548	(492)	51,223	(358)	358	6,244	6,244	57,467
claims liabilities:	82,779	47,544	2,664	132,987	(840)	840	16,146	16,146	149,133
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	61,275	(4,718)		56,557	(195)	184	3,288	3,277	56,557
	*Total may not be sum of parts, as apvs apply to future costs within UPR								
policy liabilities:				189,544	(1,035)	1,024	19,434	19,423	205,690

\*Total may not be sum of parts, as apvs apply to future costs within UPR

Exhibit C-2

Projected Policy Liabilities – Alberta

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PPV & non-PPV ending 2021	Alberta - Projected Balances as at Dec. 31, 2021 (\$000s)								
	nominal values				actuarial present value adjustments (apvs)				TOTAL
	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs	
prior	6	25	(4)	27	-	-	19	19	46
2002	(2)	(4)	3	(3)	-	-	2	2	(1)
2003	4	36	-	40	-	-	6	6	46
2004	28	(8)	4	24	-	-	6	6	30
2005	-	2	29	31	-	-	4	4	35
2006	3	(9)	15	9	-	-	5	5	14
2007	27	15	9	51	-	-	5	5	56
2008	5	15	338	358	(1)	1	36	36	394
2009	33	(2)	245	276	-	-	30	30	306
2010	-	4	47	51	(1)	1	6	6	57
2011	990	17	18	1,025	-	-	101	101	1,126
2012	636	21	128	785	(10)	10	77	77	862
2013	1,488	32	128	1,648	(12)	12	163	163	1,811
2014	1,351	141	273	1,765	(8)	8	177	177	1,942
2015	2,332	919	312	3,563	(16)	16	354	354	3,917
2016	3,437	779	108	4,324	(17)	17	449	449	4,773
2017	3,674	2,226	272	6,172	(25)	25	615	615	6,787
2018	12,717	2,974	199	15,890	(80)	80	2,177	2,177	18,067
2019	17,510	7,935	887	26,332	(156)	156	3,533	3,533	29,865
2020	14,960	12,287	629	27,876	(193)	193	3,145	3,145	31,021
PAYs (sub-total):	59,199	27,405	3,640	90,244	(519)	519	10,910	10,910	101,154
CAY (2021)	31,797	22,834	(531)	54,100	(374)	374	6,583	6,583	60,683
claims liabilities:	90,996	50,239	3,109	144,344	(893)	893	17,493	17,493	161,837
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	65,643	(5,194)		60,449	(205)	193	3,494	3,482	60,449
policy liabilities:				204,793	(1,098)	1,086	20,987	20,975	222,286

\*Total may not be sum of parts, as apvs apply to future costs within UPR

Exhibit C-3

Projected Policy Liabilities – Newfoundland & Labrador

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Private Passenger ending 2021	Newfoundland & Labrador - Projected Balances as at Dec. 31, 2021 (\$000s)									
	nominal values				actuarial present value adjustments (apvs)					
	Acc Yr	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs	TOTAL
prior	(2)	(8)	(5)	(15)	-	-	3	3	(12)	
2002	-	-	-	-	-	-	-	-	-	
2003	-	1	1	2	-	-	-	-	2	
2004	(6)	(5)	-	(11)	-	-	1	1	(10)	
2005	-	3	-	3	-	-	-	-	3	
2006	-	1	2	3	-	-	-	-	3	
2007	23	(3)	4	24	-	-	2	2	26	
2008	75	3	7	85	(1)	1	9	9	94	
2009	66	5	13	84	(1)	1	8	8	92	
2010	(2)	(5)	29	22	-	-	4	4	26	
2011	187	(5)	39	221	-	-	22	22	243	
2012	387	129	80	596	(10)	10	59	59	655	
2013	527	(5)	109	631	(9)	9	62	62	693	
2014	893	(8)	146	1,031	(12)	12	102	102	1,133	
2015	2,183	9	174	2,366	(22)	22	234	234	2,600	
2016	2,880	46	260	3,186	(21)	21	332	332	3,518	
2017	1,329	111	102	1,542	(8)	8	183	183	1,725	
2018	3,564	238	208	4,010	(20)	20	441	441	4,451	
2019	6,411	641	293	7,345	(43)	43	792	792	8,137	
2020	6,579	1,562	268	8,409	(51)	51	933	933	9,342	
PAYs (sub-total):	25,094	2,710	1,730	29,534	(198)	198	3,187	3,187	32,721	
CAY (2021)	10,329	2,899	273	13,501	(81)	81	1,474	1,474	14,975	
claims liabilities:	35,423	5,609	2,003	43,035	(279)	279	4,661	4,661	47,696	
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*	
premium liabilities:	14,533	(1,511)		13,022	(51)	48	913	910	13,022	
*Total may not be sum of parts, as apvs apply to future costs within UPR										
policy liabilities:				56,057	(330)	327	5,574	5,571	60,718	

Exhibit C-3

Projected Policy Liabilities – Newfoundland & Labrador

page 2 of 3

Non Private Passenger ending 2021	Newfoundland & Labrador - Projected Balances as at Dec. 31, 2021 (\$000s)									
	nominal values				actuarial present value adjustments (apvs)					
	Acc Yr	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs	TOTAL
prior	-	-	(1)	(1)	-	-	-	-	(1)	
2002	-	1	-	1	-	-	-	-	1	
2003	-	(1)	-	(1)	-	-	-	-	(1)	
2004	-	(1)	-	(1)	-	-	-	-	(1)	
2005	-	2	-	2	-	-	-	-	2	
2006	-	3	1	4	-	-	-	-	4	
2007	-	(1)	2	1	-	-	-	-	1	
2008	-	-	3	3	-	-	-	-	3	
2009	-	3	5	8	-	-	1	1	9	
2010	-	2	9	11	-	-	1	1	12	
2011	448	1	15	464	-	-	47	47	511	
2012	3	-	24	27	-	-	2	2	29	
2013	59	(57)	33	35	-	-	3	3	38	
2014	12	-	35	47	-	-	5	5	52	
2015	483	9	51	543	(4)	4	54	54	597	
2016	561	30	87	678	(4)	4	73	73	751	
2017	1,190	49	37	1,276	(4)	4	138	138	1,414	
2018	1,430	(4)	82	1,508	(7)	7	166	166	1,674	
2019	1,950	184	115	2,249	(9)	9	247	247	2,496	
2020	2,149	835	92	3,076	(12)	12	336	336	3,412	
PAYs (sub-total):	8,285	1,055	590	9,930	(40)	40	1,073	1,073	11,003	
CAY (2021)	3,538	1,580	96	5,214	(27)	27	560	560	5,774	
claims liabilities:	11,823	2,635	686	15,144	(67)	67	1,633	1,633	16,777	
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*	
premium liabilities:	5,319	(394)		4,925	(19)	18	325	324	4,925	
*Total may not be sum of parts, as apvs apply to future costs within UPR										
policy liabilities:				20,069	(86)	85	1,958	1,957	21,702	

Exhibit C-3

Projected Policy Liabilities – Newfoundland & Labrador

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PPV & non-PPV ending 2021	Newfoundland & Labrador - Projected Balances as at Dec. 31, 2021 (\$000s)								
	nominal values				actuarial present value adjustments (apvs)				TOTAL
	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs	
prior	(2)	(8)	(6)	(16)	-	-	3	3	(13)
2002	-	1	-	1	-	-	-	-	1
2003	-	-	1	1	-	-	-	-	1
2004	(6)	(6)	-	(12)	-	-	1	1	(11)
2005	-	5	-	5	-	-	-	-	5
2006	-	4	3	7	-	-	-	-	7
2007	23	(4)	6	25	-	-	2	2	27
2008	75	3	10	88	(1)	1	9	9	97
2009	66	8	18	92	(1)	1	9	9	101
2010	(2)	(3)	38	33	-	-	5	5	38
2011	635	(4)	54	685	-	-	69	69	754
2012	390	129	104	623	(10)	10	61	61	684
2013	586	(62)	142	666	(9)	9	65	65	731
2014	905	(8)	181	1,078	(12)	12	107	107	1,185
2015	2,666	18	225	2,909	(26)	26	288	288	3,197
2016	3,441	76	347	3,864	(25)	25	405	405	4,269
2017	2,519	160	139	2,818	(12)	12	321	321	3,139
2018	4,994	234	290	5,518	(27)	27	607	607	6,125
2019	8,361	825	408	9,594	(52)	52	1,039	1,039	10,633
2020	8,728	2,397	360	11,485	(63)	63	1,269	1,269	12,754
PAYs (sub-total):	33,379	3,765	2,320	39,464	(238)	238	4,260	4,260	43,724
CAY (2021)	13,867	4,479	369	18,715	(108)	108	2,034	2,034	20,749
claims liabilities:	47,246	8,244	2,689	58,179	(346)	346	6,294	6,294	64,473
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	19,852	(1,905)		17,947	(70)	66	1,238	1,234	17,947
					*Total may not be sum of parts, as apvs apply to future costs within UPR				
policy liabilities:				76,126	(416)	412	7,532	7,528	82,420

Exhibit C-4

Projected Policy Liabilities – New Brunswick

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Private Passenger ending 2021	New Brunswick - Projected Balances as at Dec. 31, 2021 (\$000s)								
	nominal values				actuarial present value adjustments (apvs)				TOTAL
	Acc Yr	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs
prior	-	17	-	17	-	-	2	2	19
2002	(2)	(9)	(1)	(12)	-	-	1	1	(11)
2003	173	3	2	178	-	-	18	18	196
2004	-	1	1	2	-	-	-	-	2
2005	2	8	(16)	(6)	-	-	3	3	(3)
2006	(1)	(8)	7	(2)	-	-	2	2	-
2007	(1)	(7)	10	2	-	-	2	2	4
2008	-	4	(3)	1	-	-	-	-	1
2009	-	(5)	11	6	-	-	2	2	8
2010	98	(7)	-	91	-	-	9	9	100
2011	25	12	29	66	-	-	7	7	73
2012	171	45	51	267	(2)	2	27	27	294
2013	19	31	47	97	-	-	10	10	107
2014	447	96	71	614	(3)	3	61	61	675
2015	1,395	151	106	1,652	(9)	9	165	165	1,817
2016	1,418	274	95	1,787	(7)	7	180	180	1,967
2017	1,300	730	89	2,119	(8)	8	226	226	2,345
2018	1,725	925	136	2,786	(14)	14	364	364	3,150
2019	1,116	2,273	113	3,502	(21)	21	468	468	3,970
2020	2,041	2,941	183	5,165	(36)	36	640	640	5,805
PAYs (sub-total):	9,926	7,475	931	18,332	(100)	100	2,187	2,187	20,519
CAY (2021)	3,006	3,491	69	6,566	(52)	52	845	845	7,411
claims liabilities:	12,932	10,966	1,000	24,898	(152)	152	3,032	3,032	27,930
	Unearned Premium	Premium Deficiency / (DPAC)	Total Provision		discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	8,647	(934)	7,713		(31)	29	481	479	7,713
policy liabilities:			32,611		(183)	181	3,513	3,511	35,643

\*Total may not be sum of parts, as apvs apply to future costs within UPR

Exhibit C-4

Projected Policy Liabilities – New Brunswick

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Non Private Passenger ending 2021	New Brunswick - Projected Balances as at Dec. 31, 2021 (\$000s)									
	nominal values				actuarial present value adjustments (apvs)					
	Acc Yr	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs	TOTAL
prior	-	(8)	-	(8)	-	-	-	-	(8)	
2002	-	5	-	5	-	-	1	1	6	
2003	-	(2)	1	(1)	-	-	-	-	(1)	
2004	-	-	-	-	-	-	-	-	-	
2005	-	(6)	(15)	(21)	-	-	3	3	(18)	
2006	-	(5)	5	-	-	-	1	1	1	
2007	-	3	9	12	-	-	1	1	13	
2008	7	3	(2)	8	-	-	1	1	9	
2009	-	(4)	9	5	-	-	1	1	6	
2010	88	3	-	91	-	-	9	9	100	
2011	80	(4)	24	100	(1)	1	10	10	110	
2012	379	2	44	425	(7)	7	41	41	466	
2013	885	(4)	38	919	(5)	5	91	91	1,010	
2014	-	2	55	57	(1)	1	6	6	63	
2015	343	9	72	424	-	-	42	42	466	
2016	640	(467)	66	239	(1)	1	25	25	264	
2017	283	115	67	465	(4)	4	56	56	521	
2018	1,286	252	112	1,650	(10)	10	220	220	1,870	
2019	2,451	389	108	2,948	(24)	24	405	405	3,353	
2020	2,872	530	173	3,575	(33)	33	443	443	4,018	
PAYs (sub-total):	9,314	813	766	10,893	(86)	86	1,356	1,356	12,249	
CAY (2021)	3,951	1,343	57	5,351	(43)	43	678	678	6,029	
claims liabilities:	13,265	2,156	823	16,244	(129)	129	2,034	2,034	18,278	
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*	
premium liabilities:	7,446	(566)		6,880	(24)	22	358	356	6,880	
	*Total may not be sum of parts, as apvs apply to future costs within UPR									
policy liabilities:				23,124	(153)	151	2,392	2,390	25,158	

\*Total may not be sum of parts, as apvs apply to future costs within UPR

Exhibit C-4

Projected Policy Liabilities – New Brunswick

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PPV & non-PPV ending 2021	New Brunswick - Projected Balances as at Dec. 31, 2021 (\$000s)								
	nominal values				actuarial present value adjustments (apvs)				
	Acc Yr	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs
prior	-	9	-	9	-	-	2	2	11
2002	(2)	(4)	(1)	(7)	-	-	2	2	(5)
2003	173	1	3	177	-	-	18	18	195
2004	-	1	1	2	-	-	-	-	2
2005	2	2	(31)	(27)	-	-	6	6	(21)
2006	(1)	(13)	12	(2)	-	-	3	3	1
2007	(1)	(4)	19	14	-	-	3	3	17
2008	7	7	(5)	9	-	-	1	1	10
2009	-	(9)	20	11	-	-	3	3	14
2010	186	(4)	-	182	-	-	18	18	200
2011	105	8	53	166	(1)	1	17	17	183
2012	550	47	95	692	(9)	9	68	68	760
2013	904	27	85	1,016	(5)	5	101	101	1,117
2014	447	98	126	671	(4)	4	67	67	738
2015	1,738	160	178	2,076	(9)	9	207	207	2,283
2016	2,058	(193)	161	2,026	(8)	8	205	205	2,231
2017	1,583	845	156	2,584	(12)	12	282	282	2,866
2018	3,011	1,177	248	4,436	(24)	24	584	584	5,020
2019	3,567	2,662	221	6,450	(45)	45	873	873	7,323
2020	4,913	3,471	356	8,740	(69)	69	1,083	1,083	9,823
PAYs (sub-total):	19,240	8,288	1,697	29,225	(186)	186	3,543	3,543	32,768
CAY (2021)	6,957	4,834	126	11,917	(95)	95	1,523	1,523	13,440
claims liabilities:	26,197	13,122	1,823	41,142	(281)	281	5,066	5,066	46,208
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	16,093	(1,500)		14,593	(55)	51	839	835	14,593
*Total may not be sum of parts, as apvs apply to future costs within UPR									
policy liabilities:				55,735	(336)	332	5,905	5,901	60,801

\*Total may not be sum of parts, as apvs apply to future costs within UPR



Exhibit C-5

Projected Policy Liabilities – Nova Scotia

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Private Passenger ending 2021	Nova Scotia - Projected Balances as at Dec. 31, 2021 (\$000s)									
	nominal values				actuarial present value adjustments (apvs)					TOTAL
	Acc Yr	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs	
prior		-	6	(1)	5	-	-	2	2	7
2002		-	11	1	12	-	-	1	1	13
2003		-	(7)	-	(7)	-	-	1	1	(6)
2004		13	3	(2)	14	-	-	2	2	16
2005		1	14	2	17	-	-	2	2	19
2006		-	(4)	11	7	-	-	1	1	8
2007		-	(11)	21	10	-	-	3	3	13
2008		1	11	17	29	-	-	3	3	32
2009		184	11	16	211	-	-	22	22	233
2010		15	(7)	22	30	-	-	3	3	33
2011		-	5	24	29	-	-	3	3	32
2012		-	(2)	26	24	-	-	3	3	27
2013		57	(3)	35	89	(1)	1	9	9	98
2014		282	(6)	32	308	(3)	3	31	31	339
2015		130	29	42	201	(1)	1	20	20	221
2016		534	4	66	604	(3)	3	68	68	672
2017		610	107	31	748	(4)	4	113	113	861
2018		1,540	76	85	1,701	(8)	8	215	215	1,916
2019		3,643	415	100	4,158	(21)	21	543	543	4,701
2020		3,103	1,780	185	5,068	(30)	30	632	632	5,700
PAYs (sub-total):		10,113	2,432	713	13,258	(71)	71	1,677	1,677	14,935
CAY (2021)		4,326	3,301	50	7,677	(47)	47	977	977	8,654
claims liabilities:		14,439	5,733	763	20,935	(118)	118	2,654	2,654	23,589
		Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:		10,339	(1,127)		9,212	(32)	30	627	625	9,212
policy liabilities:					30,147	(150)	148	3,281	3,279	32,801

\*Total may not be sum of parts, as apvs apply to future costs within UPR

Exhibit C-5

Projected Policy Liabilities – Nova Scotia

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Non Private Passenger ending 2021	Nova Scotia - Projected Balances as at Dec. 31, 2021 (\$000s)								
	nominal values				actuarial present value adjustments (apvs)				TOTAL
	Acc Yr	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs
prior	-	7	-	7	-	-	-	-	7
2002	-	2	-	2	-	-	-	-	2
2003	-	(5)	-	(5)	-	-	1	1	(4)
2004	-	5	-	5	-	-	1	1	6
2005	-	3	1	4	-	-	-	-	4
2006	-	(1)	2	1	-	-	-	-	1
2007	-	(4)	5	1	-	-	1	1	2
2008	-	(4)	5	1	-	-	1	1	2
2009	-	(6)	7	1	-	-	2	2	3
2010	-	(1)	16	15	-	-	2	2	17
2011	-	2	24	26	-	-	2	2	28
2012	-	(3)	30	27	-	-	3	3	30
2013	1,185	96	45	1,326	-	-	133	133	1,459
2014	235	(8)	45	272	(4)	4	28	28	300
2015	78	(12)	61	127	(2)	2	13	13	140
2016	1,194	42	90	1,326	(10)	10	142	142	1,468
2017	1,313	145	46	1,504	(7)	7	208	208	1,712
2018	1,852	279	106	2,237	(12)	12	295	295	2,532
2019	2,502	695	95	3,292	(17)	17	432	432	3,724
2020	3,778	2,568	215	6,561	(39)	39	790	790	7,351
PAYs (sub-total):	12,137	3,800	793	16,730	(91)	91	2,054	2,054	18,784
CAY (2021)	5,751	5,146	63	10,960	(65)	65	1,346	1,346	12,306
claims liabilities:	17,888	8,946	856	27,690	(156)	156	3,400	3,400	31,090
		Unearned Premium	Premium Deficiency / (DPAC)	Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	14,392	(1,051)		13,341	(38)	35	763	760	13,341
policy liabilities:				41,031	(194)	191	4,163	4,160	44,431

\*Total may not be sum of parts, as apvs apply to future costs within UPR

Exhibit C-5

Projected Policy Liabilities – Nova Scotia

page 3 of 3

PPV & non-PPV ending 2021	Nova Scotia - Projected Balances as at Dec. 31, 2021 (\$000s)								
	nominal values				actuarial present value adjustments (apvs)				TOTAL
	Acc Yr	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs
prior	-	13	(1)	12	-	-	2	2	14
2002	-	13	1	14	-	-	1	1	15
2003	-	(12)	-	(12)	-	-	2	2	(10)
2004	13	8	(2)	19	-	-	3	3	22
2005	1	17	3	21	-	-	2	2	23
2006	-	(5)	13	8	-	-	1	1	9
2007	-	(15)	26	11	-	-	4	4	15
2008	1	7	22	30	-	-	4	4	34
2009	184	5	23	212	-	-	24	24	236
2010	15	(8)	38	45	-	-	5	5	50
2011	-	7	48	55	-	-	5	5	60
2012	-	(5)	56	51	-	-	6	6	57
2013	1,242	93	80	1,415	(1)	1	142	142	1,557
2014	517	(14)	77	580	(7)	7	59	59	639
2015	208	17	103	328	(3)	3	33	33	361
2016	1,728	46	156	1,930	(13)	13	210	210	2,140
2017	1,923	252	77	2,252	(11)	11	321	321	2,573
2018	3,392	355	191	3,938	(20)	20	510	510	4,448
2019	6,145	1,110	195	7,450	(38)	38	975	975	8,425
2020	6,881	4,348	400	11,629	(69)	69	1,422	1,422	13,051
PAYs (sub-total):	22,250	6,232	1,506	29,988	(162)	162	3,731	3,731	33,719
CAY (2021)	10,077	8,447	113	18,637	(112)	112	2,323	2,323	20,960
claims liabilities:	32,327	14,679	1,619	48,625	(274)	274	6,054	6,054	54,679
	Unearned Premium	Premium Deficiency / (DPAC)	Total Provision		discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	24,731	(2,178)	22,553		(70)	65	1,390	1,385	22,553
policy liabilities:			71,178		(344)	339	7,444	7,439	77,232

\*Total may not be sum of parts, as apvs apply to future costs within UPR

Exhibit C-6

Projected Policy Liabilities – Prince Edward Island

page 1 of 3

Private Passenger ending 2021	Prince Edward Island - Projected Balances as at Dec. 31, 2021 (\$000s)								
	nominal values				actuarial present value adjustments (apvs)				TOTAL
	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs	
prior	-	(3)	-	(3)	-	-	-	-	(3)
2002	-	1	-	1	-	-	-	-	1
2003	-	(1)	-	(1)	-	-	-	-	(1)
2004	-	4	-	4	-	-	-	-	4
2005	-	(4)	-	(4)	-	-	-	-	(4)
2006	-	-	5	5	-	-	1	1	6
2007	-	(1)	1	-	-	-	-	-	-
2008	-	(1)	2	1	-	-	-	-	1
2009	-	-	-	-	-	-	-	-	-
2010	-	-	4	4	-	-	-	-	4
2011	-	(1)	8	7	-	-	1	1	8
2012	-	-	14	14	-	-	1	1	15
2013	-	(2)	19	17	-	-	2	2	19
2014	-	-	24	24	-	-	2	2	26
2015	832	4	24	860	(6)	6	85	85	945
2016	213	48	54	315	(2)	2	35	35	350
2017	1,140	48	22	1,210	(7)	7	129	129	1,339
2018	104	79	24	207	(1)	1	23	23	230
2019	522	172	9	703	(3)	3	97	97	800
2020	480	295	31	806	(5)	5	108	108	914
PAYs (sub-total):	3,291	638	241	4,170	(24)	24	484	484	4,654
CAY (2021)	704	449	(3)	1,150	(8)	8	157	157	1,307
claims liabilities:	3,995	1,087	238	5,320	(32)	32	641	641	5,961
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	1,664	(181)		1,483	(5)	5	85	85	1,483
policy liabilities:				6,803	(37)	37	726	726	7,444

\*Total may not be sum of parts, as apvs apply to future costs within UPR

Exhibit C-6

Projected Policy Liabilities – Prince Edward Island

page 2 of 3

Non Private Passenger ending 2021	Prince Edward Island - Projected Balances as at Dec. 31, 2021 (\$000s)									
	nominal values				actuarial present value adjustments (apvs)					
	Acc Yr	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs	TOTAL
prior	-	1	-	1	-	-	-	-	1	
2002	-	(1)	-	(1)	-	-	-	-	(1)	
2003	-	(1)	-	(1)	-	-	-	-	(1)	
2004	-	-	-	-	-	-	-	-	-	
2005	-	-	-	-	-	-	-	-	-	
2006	-	-	1	1	-	-	-	-	1	
2007	-	-	1	1	-	-	-	-	1	
2008	-	-	1	1	-	-	-	-	1	
2009	-	-	-	-	-	-	-	-	-	
2010	-	(1)	3	2	-	-	-	-	2	
2011	-	1	5	6	-	-	1	1	7	
2012	263	-	8	271	-	-	27	27	298	
2013	-	-	12	12	-	-	1	1	13	
2014	98	(1)	16	113	-	-	12	12	125	
2015	-	8	20	28	-	-	3	3	31	
2016	986	54	36	1,076	(23)	23	109	109	1,185	
2017	10	171	22	203	(2)	2	26	26	229	
2018	116	171	24	311	(1)	1	33	33	344	
2019	170	555	9	734	(4)	4	97	97	831	
2020	620	717	30	1,367	(7)	7	171	171	1,538	
PAYs (sub-total):	2,263	1,674	188	4,125	(37)	37	480	480	4,605	
CAY (2021)	398	1,068	(4)	1,462	(7)	7	192	192	1,654	
claims liabilities:	2,661	2,742	184	5,587	(44)	44	672	672	6,259	
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*	
premium liabilities:	1,648	(125)		1,523	(4)	4	87	87	1,523	
*Total may not be sum of parts, as apvs apply to future costs within UPR										
policy liabilities:				7,110	(48)	48	759	759	7,782	

Exhibit C-6

Projected Policy Liabilities – Prince Edward Island

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PPV & non-PPV ending 2021	Prince Edward Island - Projected Balances as at Dec. 31, 2021 (\$000s)								
	nominal values				actuarial present value adjustments (apvs)				TOTAL
	Acc Yr	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs
prior	-	(2)	-	(2)	-	-	-	-	(2)
2002	-	-	-	-	-	-	-	-	-
2003	-	(2)	-	(2)	-	-	-	-	(2)
2004	-	4	-	4	-	-	-	-	4
2005	-	(4)	-	(4)	-	-	-	-	(4)
2006	-	-	6	6	-	-	1	1	7
2007	-	(1)	2	1	-	-	-	-	1
2008	-	(1)	3	2	-	-	-	-	2
2009	-	-	-	-	-	-	-	-	-
2010	-	(1)	7	6	-	-	-	-	6
2011	-	-	13	13	-	-	2	2	15
2012	263	-	22	285	-	-	28	28	313
2013	-	(2)	31	29	-	-	3	3	32
2014	98	(1)	40	137	-	-	14	14	151
2015	832	12	44	888	(6)	6	88	88	976
2016	1,199	102	90	1,391	(25)	25	144	144	1,535
2017	1,150	219	44	1,413	(9)	9	155	155	1,568
2018	220	250	48	518	(2)	2	56	56	574
2019	692	727	18	1,437	(7)	7	194	194	1,631
2020	1,100	1,012	61	2,173	(12)	12	279	279	2,452
PAYs (sub-total):	5,554	2,312	429	8,295	(61)	61	964	964	9,259
CAY (2021)	1,102	1,517	(7)	2,612	(15)	15	349	349	2,961
claims liabilities:	6,656	3,829	422	10,907	(76)	76	1,313	1,313	12,220
		Unearned Premium	Premium Deficiency / (DPAC)	Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	3,312	(306)		3,006	(9)	9	172	172	3,006
policy liabilities:				13,913	(85)	85	1,485	1,485	15,226

\*Total may not be sum of parts, as apvs apply to future costs within UPR

Exhibit C-7

Projected Policy Liabilities – Yukon

page 1 of 3

Private Passenger ending 2021	Yukon - Projected Balances as at Dec. 31, 2021 (\$000s)								
	nominal values				actuarial present value adjustments (apvs)				TOTAL
	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs	
prior	-	4	-	4	-	-	-	-	4
2002	-	-	-	-	-	-	-	-	-
2003	-	1	-	1	-	-	-	-	1
2004	-	-	-	-	-	-	-	-	-
2005	-	-	-	-	-	-	-	-	-
2006	-	-	-	-	-	-	-	-	-
2007	-	-	-	-	-	-	-	-	-
2008	-	(1)	-	(1)	-	-	-	-	(1)
2009	-	-	7	7	-	-	1	1	8
2010	-	-	-	-	-	-	-	-	-
2011	-	1	1	2	-	-	-	-	2
2012	-	2	2	4	-	-	-	-	4
2013	-	4	3	7	-	-	-	-	7
2014	-	5	4	9	-	-	1	1	10
2015	-	10	5	15	-	-	2	2	17
2016	-	12	(4)	8	-	-	1	1	9
2017	765	15	(1)	779	(4)	4	80	80	859
2018	-	24	2	26	-	-	4	4	30
2019	37	37	(3)	71	-	-	9	9	80
2020	59	64	2	125	(1)	1	15	15	140
PAYs (sub-total):	861	178	18	1,057	(5)	5	113	113	1,170
CAY (2021)	32	149	(4)	177	(1)	1	23	23	200
claims liabilities:	893	327	14	1,234	(6)	6	136	136	1,370
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	214	(23)		191	-	-	10	10	191
policy liabilities:				1,425	(6)	6	146	146	1,561

\*Total may not be sum of parts, as apvs apply to future costs within UPR

Exhibit C-7

Projected Policy Liabilities – Yukon

page 2 of 3

Non Private Passenger ending 2021	Yukon - Projected Balances as at Dec. 31, 2021 (\$000s)									
	nominal values				actuarial present value adjustments (apvs)					
	Acc Yr	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs	TOTAL
prior	-	1	-	1	-	-	-	-	-	1
2002	-	-	-	-	-	-	-	-	-	-
2003	-	-	-	-	-	-	-	-	-	-
2004	-	-	-	-	-	-	-	-	-	-
2005	-	-	-	-	-	-	-	-	-	-
2006	-	-	-	-	-	-	-	-	-	-
2007	-	-	-	-	-	-	-	-	-	-
2008	-	1	-	1	-	-	-	-	-	1
2009	-	-	5	5	-	-	1	1	-	6
2010	-	-	-	-	-	-	-	-	-	-
2011	-	-	2	2	-	-	-	-	-	2
2012	-	1	3	4	-	-	-	-	-	4
2013	-	-	4	4	-	-	-	-	-	4
2014	-	6	5	11	-	-	2	2	-	13
2015	-	11	6	17	-	-	2	2	-	19
2016	-	21	(9)	12	-	-	3	3	-	15
2017	-	44	(5)	39	-	-	12	12	-	51
2018	345	62	9	416	(2)	2	56	56	-	472
2019	143	120	(12)	251	(2)	2	36	36	-	287
2020	121	313	11	445	(3)	3	50	50	-	495
PAYs (sub-total):	609	580	19	1,208	(7)	7	162	162	-	1,370
CAY (2021)	99	640	(16)	723	(4)	4	87	87	-	810
claims liabilities:	708	1,220	3	1,931	(11)	11	249	249	-	2,180
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs		TOTAL*
premium liabilities:	1,003	(82)		921	(3)	3	54	54		921
*Total may not be sum of parts, as apvs apply to future costs within UPR										
policy liabilities:				2,852	(14)	14	303	303		3,101



Exhibit C-7

Projected Policy Liabilities – Yukon

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PPV & non-PPV ending 2021	Yukon - Projected Balances as at Dec. 31, 2021 (\$000s)								
	nominal values				actuarial present value adjustments (apvs)				
Acc Yr	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs	TOTAL
prior	-	5	-	5	-	-	-	-	5
2002	-	-	-	-	-	-	-	-	-
2003	-	1	-	1	-	-	-	-	1
2004	-	-	-	-	-	-	-	-	-
2005	-	-	-	-	-	-	-	-	-
2006	-	-	-	-	-	-	-	-	-
2007	-	-	-	-	-	-	-	-	-
2008	-	-	-	-	-	-	-	-	-
2009	-	-	12	12	-	-	2	2	14
2010	-	-	-	-	-	-	-	-	-
2011	-	1	3	4	-	-	-	-	4
2012	-	3	5	8	-	-	-	-	8
2013	-	4	7	11	-	-	-	-	11
2014	-	11	9	20	-	-	3	3	23
2015	-	21	11	32	-	-	4	4	36
2016	-	33	(13)	20	-	-	4	4	24
2017	765	59	(6)	818	(4)	4	92	92	910
2018	345	86	11	442	(2)	2	60	60	502
2019	180	157	(15)	322	(2)	2	45	45	367
2020	180	377	13	570	(4)	4	65	65	635
PAYs (sub-total):	1,470	758	37	2,265	(12)	12	275	275	2,540
CAY (2021)	131	789	(20)	900	(5)	5	110	110	1,010
claims liabilities:	1,601	1,547	17	3,165	(17)	17	385	385	3,550
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	1,217	(105)		1,112	(3)	3	64	64	1,112
*Total may not be sum of parts, as apvs apply to future costs within UPR									
policy liabilities:				4,277	(20)	20	449	449	4,662

\*Total may not be sum of parts, as apvs apply to future costs within UPR

Exhibit C-8

Projected Policy Liabilities – Northwest Territories

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Private Passenger ending 2021	Northwest Territories - Projected Balances as at Dec. 31, 2021 (\$000s)								
	nominal values				actuarial present value adjustments (apvs)				TOTAL
	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs	
prior	-	1	-	1	-	-	-	-	1
2002	-	1	-	1	-	-	-	-	1
2003	-	1	-	1	-	-	-	-	1
2004	-	(2)	-	(2)	-	-	-	-	(2)
2005	-	-	-	-	-	-	-	-	-
2006	-	(3)	-	(3)	-	-	-	-	(3)
2007	-	(3)	-	(3)	-	-	-	-	(3)
2008	-	3	-	3	-	-	-	-	3
2009	-	-	-	-	-	-	-	-	-
2010	-	(1)	-	(1)	-	-	-	-	(1)
2011	-	-	6	6	-	-	1	1	7
2012	-	5	9	14	-	-	2	2	16
2013	-	6	12	18	-	-	2	2	20
2014	-	8	17	25	-	-	3	3	28
2015	-	17	20	37	-	-	4	4	41
2016	-	29	20	49	-	-	5	5	54
2017	426	49	2	477	(2)	2	52	52	529
2018	6	81	18	105	-	-	13	13	118
2019	120	218	6	344	(2)	2	49	49	393
2020	304	205	16	525	(4)	4	62	62	587
PAYs (sub-total):	856	615	126	1,597	(8)	8	193	193	1,790
CAY (2021)	373	386	(54)	705	(5)	5	93	93	798
claims liabilities:	1,229	1,001	72	2,302	(13)	13	286	286	2,588
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	1,293	(141)		1,152	(2)	2	54	54	1,152
					*Total may not be sum of parts, as apvs apply to future costs within UPR				
policy liabilities:				3,454	(15)	15	340	340	3,740

Exhibit C-8

Projected Policy Liabilities – Northwest Territories

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Non Private Passenger ending 2021	Northwest Territories - Projected Balances as at Dec. 31, 2021 (\$000s)								
	nominal values				actuarial present value adjustments (apvs)				
	Acc Yr	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs
prior	-	2	-	2	-	-	-	-	2
2002	-	-	-	-	-	-	-	-	-
2003	-	(1)	-	(1)	-	-	-	-	(1)
2004	-	-	-	-	-	-	-	-	-
2005	-	-	-	-	-	-	-	-	-
2006	-	1	-	1	-	-	-	-	1
2007	-	-	-	-	-	-	-	-	-
2008	-	-	-	-	-	-	-	-	-
2009	-	-	-	-	-	-	-	-	-
2010	-	1	-	1	-	-	-	-	1
2011	-	-	2	2	-	-	-	-	2
2012	-	-	3	3	-	-	-	-	3
2013	458	1	4	463	-	-	46	46	509
2014	-	6	6	12	-	-	2	2	14
2015	-	12	6	18	-	-	2	2	20
2016	146	25	7	178	(1)	1	18	18	196
2017	-	49	2	51	-	-	7	7	58
2018	-	95	8	103	-	-	13	13	116
2019	310	219	4	533	(3)	3	69	69	602
2020	62	333	10	405	(3)	3	50	50	455
PAYs (sub-total):	976	743	52	1,771	(7)	7	207	207	1,978
CAY (2021)	271	337	(33)	575	(4)	4	78	78	653
claims liabilities:	1,247	1,080	19	2,346	(11)	11	285	285	2,631
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	874	(72)		802	(2)	2	32	32	802
*Total may not be sum of parts, as apvs apply to future costs within UPR									
policy liabilities:				3,148	(13)	13	317	317	3,433

\*Total may not be sum of parts, as apvs apply to future costs within UPR

Exhibit C-8

Projected Policy Liabilities – Northwest Territories

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PPV & non-PPV ending 2021	Northwest Territories - Projected Balances as at Dec. 31, 2021 (\$000s)								
	nominal values				actuarial present value adjustments (apvs)				TOTAL
	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs	
prior	-	3	-	3	-	-	-	-	3
2002	-	1	-	1	-	-	-	-	1
2003	-	-	-	-	-	-	-	-	-
2004	-	(2)	-	(2)	-	-	-	-	(2)
2005	-	-	-	-	-	-	-	-	-
2006	-	(2)	-	(2)	-	-	-	-	(2)
2007	-	(3)	-	(3)	-	-	-	-	(3)
2008	-	3	-	3	-	-	-	-	3
2009	-	-	-	-	-	-	-	-	-
2010	-	-	-	-	-	-	-	-	-
2011	-	-	8	8	-	-	1	1	9
2012	-	5	12	17	-	-	2	2	19
2013	458	7	16	481	-	-	48	48	529
2014	-	14	23	37	-	-	5	5	42
2015	-	29	26	55	-	-	6	6	61
2016	146	54	27	227	(1)	1	23	23	250
2017	426	98	4	528	(2)	2	59	59	587
2018	6	176	26	208	-	-	26	26	234
2019	430	437	10	877	(5)	5	118	118	995
2020	366	538	26	930	(7)	7	112	112	1,042
PAYs (sub-total):	1,832	1,358	178	3,368	(15)	15	400	400	3,768
CAY (2021)	644	723	(87)	1,280	(9)	9	171	171	1,451
claims liabilities:	2,476	2,081	91	4,648	(24)	24	571	571	5,219
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	2,167	(213)		1,954	(4)	4	86	86	1,954
policy liabilities:				6,602	(28)	28	657	657	7,173

\*Total may not be sum of parts, as apvs apply to future costs within UPR

Exhibit C-9

Projected Policy Liabilities – Nunavut

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Private Passenger ending 2021	Nunavut - Projected Balances as at Dec. 31, 2021 (\$000s)								
	nominal values				actuarial present value adjustments (apvs)				
	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs	TOTAL
prior	-	-	-	-	-	-	-	-	-
2002	-	(1)	-	(1)	-	-	-	-	(1)
2003	-	-	-	-	-	-	-	-	-
2004	-	-	-	-	-	-	-	-	-
2005	-	-	-	-	-	-	-	-	-
2006	-	-	-	-	-	-	-	-	-
2007	-	-	-	-	-	-	-	-	-
2008	-	1	-	1	-	-	-	-	1
2009	-	-	-	-	-	-	-	-	-
2010	-	-	-	-	-	-	-	-	-
2011	-	-	2	2	-	-	-	-	2
2012	144	1	2	147	-	-	14	14	161
2013	-	1	3	4	-	-	-	-	4
2014	-	1	4	5	-	-	-	-	5
2015	-	2	4	6	-	-	-	-	6
2016	-	2	4	6	-	-	-	-	6
2017	-	3	2	5	-	-	-	-	5
2018	-	4	1	5	-	-	1	1	6
2019	-	13	1	14	-	-	2	2	16
2020	22	14	1	37	-	-	4	4	41
PAYs (sub-total):	166	41	24	231	-	-	21	21	252
CAY (2021)	7	29	(5)	31	-	-	4	4	35
claims liabilities:	173	70	19	262	-	-	25	25	287
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	116	(13)		103	-	-	3	3	103
	*Total may not be sum of parts, as apvs apply to future costs within UPR								
policy liabilities:				365	-	-	28	28	390

Exhibit C-9

Projected Policy Liabilities – Nunavut

page 2 of 3

Non Private Passenger ending 2021	Nunavut - Projected Balances as at Dec. 31, 2021 (\$000s)								
	nominal values				actuarial present value adjustments (apvs)				TOTAL
	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs	
prior	-	-	-	-	-	-	-	-	-
2002	-	-	-	-	-	-	-	-	-
2003	-	-	-	-	-	-	-	-	-
2004	-	-	-	-	-	-	-	-	-
2005	-	-	-	-	-	-	-	-	-
2006	-	-	-	-	-	-	-	-	-
2007	-	-	-	-	-	-	-	-	-
2008	-	-	-	-	-	-	-	-	-
2009	-	-	-	-	-	-	-	-	-
2010	-	-	-	-	-	-	-	-	-
2011	-	-	1	1	-	-	-	-	1
2012	-	-	2	2	-	-	-	-	2
2013	-	-	2	2	-	-	-	-	2
2014	-	3	3	6	-	-	-	-	6
2015	76	6	4	86	-	-	8	8	94
2016	-	15	4	19	-	-	2	2	21
2017	-	28	5	33	-	-	4	4	37
2018	-	96	5	101	-	-	12	12	113
2019	83	103	5	191	(1)	1	23	23	214
2020	16	167	5	188	(1)	1	22	22	210
PAYs (sub-total):	175	418	36	629	(2)	2	71	71	700
CAY (2021)	40	189	(22)	207	(2)	2	28	28	235
claims liabilities:	215	607	14	836	(4)	4	99	99	935
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	529	(43)		486	(1)	1	18	18	486
					*Total may not be sum of parts, as apvs apply to future costs within UPR				
policy liabilities:				1,322	(5)	5	117	117	1,421

Exhibit C-9

Projected Policy Liabilities – Nunavut

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PPV & non-PPV ending 2021	Nunavut - Projected Balances as at Dec. 31, 2021 (\$000s)								
	nominal values				actuarial present value adjustments (apvs)				TOTAL
	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs	
prior	-	-	-	-	-	-	-	-	-
2002	-	(1)	-	(1)	-	-	-	-	(1)
2003	-	-	-	-	-	-	-	-	-
2004	-	-	-	-	-	-	-	-	-
2005	-	-	-	-	-	-	-	-	-
2006	-	-	-	-	-	-	-	-	-
2007	-	-	-	-	-	-	-	-	-
2008	-	1	-	1	-	-	-	-	1
2009	-	-	-	-	-	-	-	-	-
2010	-	-	-	-	-	-	-	-	-
2011	-	-	3	3	-	-	-	-	3
2012	144	1	4	149	-	-	14	14	163
2013	-	1	5	6	-	-	-	-	6
2014	-	4	7	11	-	-	-	-	11
2015	76	8	8	92	-	-	8	8	100
2016	-	17	8	25	-	-	2	2	27
2017	-	31	7	38	-	-	4	4	42
2018	-	100	6	106	-	-	13	13	119
2019	83	116	6	205	(1)	1	25	25	230
2020	38	181	6	225	(1)	1	26	26	251
PAYs (sub-total):	341	459	60	860	(2)	2	92	92	952
CAY (2021)	47	218	(27)	238	(2)	2	32	32	270
claims liabilities:	388	677	33	1,098	(4)	4	124	124	1,222
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	645	(56)		589	(1)	1	21	21	589
*Total may not be sum of parts, as apvs apply to future costs within UPR									
policy liabilities:				1,687	(5)	5	145	145	1,811

Exhibit C-10

Projected Policy Liabilities – ALL JURISDICTIONS COMBINED

page 1 of 3

Private Passenger ending 2021	ALL JURISDICTIONS - Projected Balances as at Dec. 31, 2021 (\$000s)								
	nominal values				actuarial present value adjustments (apvs)				TOTAL
	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs	
prior	26,544	120	(9)	26,655	(51)	51	2,687	2,687	29,342
2002	387	(13)	1	375	-	-	41	41	416
2003	2,447	(75)	228	2,600	(17)	17	261	261	2,861
2004	1,192	147	370	1,709	(14)	14	176	176	1,885
2005	(2)	4	142	144	(1)	1	25	25	169
2006	228	(1)	158	385	-	-	42	42	427
2007	1,729	23	165	1,917	(23)	23	193	193	2,110
2008	223	100	207	530	(6)	6	54	54	584
2009	319	93	213	625	(5)	5	67	67	692
2010	154	62	192	408	(4)	4	43	43	451
2011	1,198	38	300	1,536	(16)	16	153	153	1,689
2012	1,198	236	463	1,897	(20)	20	189	189	2,086
2013	1,420	49	504	1,973	(22)	22	195	195	2,168
2014	5,668	51	596	6,315	(46)	46	628	628	6,943
2015	4,873	329	685	5,887	(42)	42	585	585	6,472
2016	7,124	421	742	8,287	(42)	42	872	872	9,159
2017	6,686	1,469	590	8,745	(43)	43	981	981	9,726
2018	10,746	1,227	902	12,875	(63)	63	1,619	1,619	14,494
2019	19,113	5,369	1,372	25,854	(149)	149	3,257	3,257	29,111
2020	18,345	12,279	1,961	32,585	(213)	213	4,045	4,045	36,630
PAYs (sub-total):	109,592	21,928	9,782	141,302	(777)	777	16,113	16,113	157,415
CAY (2021)	31,248	23,434	931	55,613	(371)	371	7,151	7,151	62,764
claims liabilities:	140,840	45,362	10,713	196,915	(1,148)	1,148	23,264	23,264	220,179
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	70,053	(6,168)		63,885	(225)	212	4,121	4,108	63,885
					*Total may not be sum of parts, as apvs apply to future costs within UPR				
policy liabilities:				260,800	(1,373)	1,360	27,385	27,372	284,064



Exhibit C-10

Projected Policy Liabilities – ALL JURISDICTIONS COMBINED

page 2 of 3

Non Private Passenger ending 2021	ALL JURISDICTIONS - Projected Balances as at Dec. 31, 2021 (\$000s)								
	nominal values				actuarial present value adjustments (apvs)				
	Acc Yr	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs
prior	230	24	(4)	250	-	-	34	34	284
2002	-	19	1	20	-	-	3	3	23
2003	-	(24)	33	9	-	-	6	6	15
2004	28	-	68	96	-	-	14	14	110
2005	-	(5)	52	47	-	-	9	9	56
2006	(2)	(7)	84	75	-	-	12	12	87
2007	25	3	91	119	-	-	13	13	132
2008	12	4	341	357	(1)	1	37	37	394
2009	74	7	295	376	-	-	41	41	417
2010	111	14	174	299	(3)	3	31	31	330
2011	2,026	35	256	2,317	(15)	15	230	230	2,547
2012	1,178	6	483	1,667	(19)	19	163	163	1,830
2013	5,696	(69)	681	6,308	(40)	40	625	625	6,933
2014	2,157	235	930	3,322	(23)	23	335	335	3,657
2015	7,008	1,012	1,141	9,161	(49)	49	907	907	10,068
2016	8,872	652	981	10,505	(72)	72	1,119	1,119	11,624
2017	11,123	2,717	1,210	15,050	(68)	68	1,625	1,625	16,675
2018	23,371	5,241	1,974	30,586	(153)	153	4,060	4,060	34,646
2019	36,380	14,734	3,880	54,994	(326)	326	7,329	7,329	62,323
2020	31,887	28,147	4,436	64,470	(417)	417	8,195	8,195	72,665
PAYs (sub-total):	130,176	52,745	17,107	200,028	(1,186)	1,186	24,788	24,788	224,816
CAY (2021)	58,579	52,131	1,228	111,938	(764)	764	15,067	15,067	127,005
claims liabilities:	188,755	104,876	18,335	311,966	(1,950)	1,950	39,855	39,855	351,821
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	165,337	(11,641)		153,696	(464)	433	7,583	7,552	153,696
*Total may not be sum of parts, as apvs apply to future costs within UPR									
policy liabilities:				465,662	(2,414)	2,383	47,438	47,407	505,517

\*Total may not be sum of parts, as apvs apply to future costs within UPR

Exhibit C-10

Projected Policy Liabilities – ALL JURISDICTIONS COMBINED

page 3 of 3

PPV & non-PPV ending 2021	ALL JURISDICTIONS - Projected Balances as at Dec. 31, 2021 (\$000s)								
	nominal values				actuarial present value adjustments (apvs)				TOTAL
	Case	IBNR	Retro Claims Fee & Expense	Total Unpaid	discount	investment PfAD	development PfAD	Total apvs	
prior	26,774	144	(13)	26,905	(51)	51	2,721	2,721	29,626
2002	387	6	2	395	-	-	44	44	439
2003	2,447	(99)	261	2,609	(17)	17	267	267	2,876
2004	1,220	147	438	1,805	(14)	14	190	190	1,995
2005	(2)	(1)	194	191	(1)	1	34	34	225
2006	226	(8)	242	460	-	-	54	54	514
2007	1,754	26	256	2,036	(23)	23	206	206	2,242
2008	235	104	548	887	(7)	7	91	91	978
2009	393	100	508	1,001	(5)	5	108	108	1,109
2010	265	76	366	707	(7)	7	74	74	781
2011	3,224	73	556	3,853	(31)	31	383	383	4,236
2012	2,376	242	946	3,564	(39)	39	352	352	3,916
2013	7,116	(20)	1,185	8,281	(62)	62	820	820	9,101
2014	7,825	286	1,526	9,637	(69)	69	963	963	10,600
2015	11,881	1,341	1,826	15,048	(91)	91	1,492	1,492	16,540
2016	15,996	1,073	1,723	18,792	(114)	114	1,991	1,991	20,783
2017	17,809	4,186	1,800	23,795	(111)	111	2,606	2,606	26,401
2018	34,117	6,468	2,876	43,461	(216)	216	5,679	5,679	49,140
2019	55,493	20,103	5,252	80,848	(475)	475	10,586	10,586	91,434
2020	50,232	40,426	6,397	97,055	(630)	630	12,240	12,240	109,295
PAYs (sub-total):	239,768	74,673	26,889	341,330	(1,963)	1,963	40,901	40,901	382,231
CAY (2021)	89,827	75,565	2,159	167,551	(1,135)	1,135	22,218	22,218	189,769
claims liabilities:	329,595	150,238	29,048	508,881	(3,098)	3,098	63,119	63,119	572,000
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	235,390	(17,809)		217,581	(689)	645	11,704	11,660	217,581
*Total may not be sum of parts, as apvs apply to future costs within UPR									
policy liabilities:				726,462	(3,787)	3,743	74,823	74,779	789,581

**Exhibit D**

**Actual vs Projected based on Final Outlooks – ONTARIO**

page 1 of 10

Facility Association Outlook Actual vs Projected FARM			*PROJECTED IS BASED ON FINAL OUTLOOK									
juris: ON			bus seg: TOTAL (PPV & non-PPV)			Net Operating Result		\$ millions	COR	x PAYS		
			average A less P 2013 to 2019:					13.7	(23.9%)	5.6	(7.7%)	
Cal Year	row id	Data	Premium (\$millions)		PAYS Incurred		CAY Incurred		Net Operating Result		Net Operating Result x PAYS	
			Written	Earned	\$ millions	% EP	\$ millions	% EP	\$ millions	COR	\$ millions	COR
2013	[a]	Actual	56.5	57.9	(26.1)	(45.1%)	45.5	78.7%	36.5	37.5%	10.4	82.6%
	[b]	Projected*	56.1	56.1	(4.8)	(8.5%)	46.5	82.9%	3.3	94.5%	(1.5)	103.0%
	[c]=[a]-[b]	A less P	0.4	1.7	(21.3)	(36.6%)	(1.1)	(4.2%)	33.1	(57.0%)	11.8	(20.4%)
	[d]=[c]/[b]	% of P	0.7%	3.1%	446.5%		(2.3%)		>999.9%		(806.8%)	
2014	[a]	Actual	46.7	49.7	(12.1)	(24.4%)	39.1	78.7%	11.9	76.3%	(0.2)	100.7%
	[b]	Projected*	57.8	56.4	(3.0)	(5.3%)	45.9	81.4%	2.3	96.4%	(0.7)	101.7%
	[c]=[a]-[b]	A less P	(11.2)	(6.7)	(9.2)	(19.1%)	(6.8)	(2.7%)	9.6	(20.1%)	0.5	(1.0%)
	[d]=[c]/[b]	% of P	(19.3%)	(11.8%)	308.7%		(14.8%)		426.3%		(66.9%)	
2015	[a]	Actual	43.8	45.5	(18.0)	(39.5%)	32.5	71.3%	22.9	49.8%	4.9	89.3%
	[b]	Projected*	47.9	47.9	(3.6)	(5.5%)	38.7	80.7%	2.5	95.1%	(1.1)	100.6%
	[c]=[a]-[b]	A less P	(4.1)	(2.4)	(14.4)	(34.0%)	(6.2)	(9.4%)	20.4	(45.3%)	6.1	(11.3%)
	[d]=[c]/[b]	% of P	(8.5%)	(5.0%)	396.0%		(16.0%)		817.7%		(536.8%)	
2016	[a]	Actual	39.2	40.1	4.0	10.0%	27.9	69.7%	0.3	99.4%	4.3	89.4%
	[b]	Projected*	45.0	45.0	(2.2)	(4.9%)	35.7	79.2%	2.8	94.0%	0.6	98.9%
	[c]=[a]-[b]	A less P	(5.8)	(5.0)	6.2	14.9%	(7.7)	(9.5%)	(2.5)	5.4%	3.7	(9.5%)
	[d]=[c]/[b]	% of P	(13.0%)	(11.0%)	(282.7%)		(21.6%)		(89.9%)		610.8%	
2017	[a]	Actual	48.8	43.0	(13.6)	(31.6%)	29.6	68.9%	17.8	58.8%	4.2	90.4%
	[b]	Projected*	38.2	38.5	(2.8)	(7.3%)	27.0	70.1%	6.8	82.5%	4.0	89.8%
	[c]=[a]-[b]	A less P	10.5	4.6	(10.8)	(24.3%)	2.7	(1.2%)	11.0	(23.7%)	0.2	0.6%
	[d]=[c]/[b]	% of P	27.6%	11.8%	382.4%		10.0%		160.4%		4.8%	
2018	[a]	Actual	85.2	66.5	(15.5)	(23.3%)	43.0	64.7%	24.1	64.0%	8.6	87.3%
	[b]	Projected*	44.9	44.4	(1.6)	(3.5%)	32.4	73.1%	4.6	89.8%	3.0	93.3%
	[c]=[a]-[b]	A less P	40.3	22.1	(13.9)	(19.8%)	10.6	(8.4%)	19.5	(25.8%)	5.6	(6.0%)
	[d]=[c]/[b]	% of P	89.6%	49.8%	891.6%		32.6%		425.1%		184.4%	
2019	[a]	Actual	146.7	118.1	5.1	4.3%	72.7	61.5%	14.8	87.8%	19.9	83.5%
	[b]	Projected*	86.2	83.4	(0.9)	(1.1%)	57.6	69.0%	9.7	88.6%	8.8	89.7%
	[c]=[a]-[b]	A less P	60.5	34.7	6.0	5.4%	15.1	(7.5%)	5.1	(0.8%)	11.1	(6.2%)
	[d]=[c]/[b]	% of P	70.1%	41.6%	(635.3%)		26.2%		52.7%		126.7%	

### Exhibit D

### Actual vs Projected based on **Final** Outlooks – ALBERTA

page 2 of 10

Facility Association Outlook Actual vs Projected FARM			*PROJECTED IS BASED ON FINAL OUTLOOK								x PAYS			
juris: AB			bus seg: TOTAL (PPV & non-PPV)			Net Operating Result		\$ millions	COR	\$ millions	COR			
						average A less P 2013 to 2019:		(6.1)	7.6%	(1.5)	2.6%			
			Premium (\$millions)		PAYs Incurred		CAY Incurred		Net Operating Result		Net Operating Result x PAYs			
Cal Year	row id	Data	Written	Earned	\$ millions	% EP	\$ millions	% EP	\$ millions	COR	\$ millions	COR		
2013	[a]	Actual	75.9	75.4	14.5	19.2%	45.0	59.6%	0.0	100.0%	14.6	80.8%		
	[b]	Projected*	76.2	75.7	(1.7)	(2.2%)	39.9	52.7%	20.9	72.5%	19.2	74.7%		
	[c]=[a]-[b]	A less P	(0.4)	(0.3)	16.2	21.4%	5.1	6.9%	(20.9)	27.5%	(4.7)	6.1%		
	[d]=[c]/[b]	% of P	(0.5%)	(0.4%)	(971.8%)		12.7%		(99.8%)		(24.4%)			
2014	[a]	Actual	75.5	74.9	11.4	15.2%	47.7	63.7%	0.1	99.9%	11.5	84.7%		
	[b]	Projected*	74.7	75.3	(1.3)	(1.7%)	43.8	58.1%	16.5	78.2%	15.2	79.9%		
	[c]=[a]-[b]	A less P	0.8	(0.4)	12.7	16.9%	3.9	5.6%	(16.4)	21.7%	(3.7)	4.8%		
	[d]=[c]/[b]	% of P	1.0%	(0.5%)	(963.2%)		9.0%		(99.1%)		(24.3%)			
2015	[a]	Actual	67.5	71.8	0.9	1.2%	50.0	69.7%	5.3	92.6%	6.2	91.4%		
	[b]	Projected*	72.4	73.2	(1.8)	(2.5%)	46.7	63.8%	12.3	83.4%	10.5	85.9%		
	[c]=[a]-[b]	A less P	(4.9)	(1.4)	2.7	3.7%	3.3	5.9%	(7.0)	9.2%	(4.3)	5.5%		
	[d]=[c]/[b]	% of P	(6.7%)	(1.9%)	(148.1%)		7.2%		(56.6%)		(41.0%)			
2016	[a]	Actual	53.6	59.3	(9.0)	(15.2%)	44.0	74.2%	11.4	80.7%	2.4	95.9%		
	[b]	Projected*	69.7	70.5	(2.2)	(3.1%)	49.9	70.8%	7.3	89.8%	5.1	92.9%		
	[c]=[a]-[b]	A less P	(16.1)	(11.2)	(6.9)	(12.1%)	(5.9)	3.4%	4.1	(9.1%)	(2.7)	3.0%		
	[d]=[c]/[b]	% of P	(23.1%)	(15.9%)	315.7%		(11.8%)		56.6%		(53.1%)			
2017	[a]	Actual	54.8	54.3	(2.9)	(5.4%)	35.9	66.2%	9.1	83.3%	6.2	88.7%		
	[b]	Projected*	60.5	59.1	(2.2)	(3.6%)	41.0	69.3%	7.0	88.3%	4.9	91.9%		
	[c]=[a]-[b]	A less P	(5.7)	(4.8)	(0.8)	(1.8%)	(5.1)	(3.1%)	2.1	(5.0%)	1.4	(3.2%)		
	[d]=[c]/[b]	% of P	(9.4%)	(8.2%)	35.5%		(12.3%)		30.2%		27.8%			
2018	[a]	Actual	82.9	66.8	(5.2)	(7.8%)	43.6	65.3%	12.6	81.3%	7.4	89.1%		
	[b]	Projected*	55.3	55.2	(1.5)	(2.7%)	37.4	67.7%	7.0	87.5%	5.5	90.2%		
	[c]=[a]-[b]	A less P	27.5	11.6	(3.7)	(5.1%)	6.3	(2.4%)	5.6	(6.2%)	1.9	(1.1%)		
	[d]=[c]/[b]	% of P	49.8%	21.1%	247.3%		16.8%		81.0%		35.5%			
2019	[a]	Actual	114.6	106.3	11.5	10.8%	71.8	67.5%	1.0	99.4%	12.4	88.6%		
	[b]	Projected*	74.0	71.1	(1.0)	(1.3%)	44.4	62.5%	11.4	84.2%	10.5	85.5%		
	[c]=[a]-[b]	A less P	40.6	35.2	12.4	12.1%	27.4	5.0%	(10.5)	15.2%	2.0	3.1%		
	[d]=[c]/[b]	% of P	54.9%	49.6%	<(999.9%)		61.7%		(91.6%)		18.8%			

**Exhibit D**

**Actual vs Projected based on Final Outlooks – NEWFOUNDLAND & LABRADOR**

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Facility Association Outlook Actual vs Projected FARM		*PROJECTED IS BASED ON FINAL OUTLOOK									
juris: NL		bus seg: TOTAL (PPV & non-PPV)		Net Operating Result				\$ millions		COR	x PAYS
				average A less P 2013 to 2019:				0.6		(1.9%)	\$ millions
											COR
											0.0
											0.3%
Cal Year	row id	Data	Premium (\$millions)		PAYS Incurred		CAY Incurred		Net Operating Result		Net Operating Result x PAYS
			Written	Earned	\$ millions	% EP	\$ millions	% EP	\$ millions	COR	\$ millions
											COR
2013	[a]	Actual	30.4	29.7	(5.7)	(19.1%)	28.6	96.3%	(0.3)	101.1%	(5.9)
	[b]	Projected*	28.9	28.7	(0.9)	(3.1%)	26.8	93.4%	(3.7)	113.1%	(4.6)
	[c]=[a]-[b]	A less P	1.5	1.0	(4.8)	(16.0%)	1.8	2.9%	3.4	(12.0%)	(1.3)
	[d]=[c]/[b]	% of P	5.3%	3.5%	527.2%		6.7%		(92.6%)		28.7%
2014	[a]	Actual	29.3	30.0	1.2	4.1%	28.3	94.1%	(6.2)	120.7%	(5.0)
	[b]	Projected*	30.8	30.7	(0.7)	(2.2%)	29.7	96.6%	(5.2)	117.2%	(5.9)
	[c]=[a]-[b]	A less P	(1.5)	(0.7)	1.9	6.3%	(1.4)	(2.5%)	(1.0)	3.5%	0.9
	[d]=[c]/[b]	% of P	(4.7%)	(2.2%)	(281.7%)		(4.8%)		18.3%		(16.0%)
2015	[a]	Actual	28.0	28.4	2.1	7.3%	28.4	100.1%	(8.7)	130.6%	(6.6)
	[b]	Projected*	30.7	30.4	(0.8)	(2.6%)	29.0	95.5%	(5.3)	117.7%	(6.1)
	[c]=[a]-[b]	A less P	(2.7)	(2.0)	2.9	9.9%	(0.6)	4.6%	(3.3)	12.9%	(0.5)
	[d]=[c]/[b]	% of P	(8.8%)	(6.6%)	(365.5%)		(2.2%)		62.1%		7.5%
2016	[a]	Actual	27.7	28.1	(1.9)	(6.7%)	27.5	97.9%	(4.0)	114.4%	(5.9)
	[b]	Projected*	29.0	28.7	(1.0)	(3.4%)	26.6	92.8%	(3.7)	112.9%	(4.6)
	[c]=[a]-[b]	A less P	(1.3)	(0.5)	(0.9)	(3.3%)	0.9	5.1%	(0.4)	1.5%	(1.3)
	[d]=[c]/[b]	% of P	(4.4%)	(1.9%)	92.4%		3.4%		9.7%		27.1%
2017	[a]	Actual	29.4	28.5	(5.5)	(19.1%)	25.3	88.7%	1.6	94.5%	(3.9)
	[b]	Projected*	33.0	30.5	(1.4)	(4.5%)	27.0	88.5%	(2.7)	109.0%	(4.1)
	[c]=[a]-[b]	A less P	(3.5)	(1.9)	(4.1)	(14.6%)	(1.6)	0.2%	4.3	(14.5%)	0.2
	[d]=[c]/[b]	% of P	(10.7%)	(6.4%)	298.8%		(6.1%)		(158.6%)		(4.6%)
2018	[a]	Actual	28.0	28.7	(5.1)	(17.8%)	24.3	84.6%	3.6	87.7%	(1.5)
	[b]	Projected*	30.4	30.0	(1.1)	(3.5%)	27.3	91.1%	(3.6)	112.2%	(4.7)
	[c]=[a]-[b]	A less P	(2.3)	(1.3)	(4.1)	(14.3%)	(3.1)	(6.5%)	7.2	(24.5%)	3.2
	[d]=[c]/[b]	% of P	(7.7%)	(4.5%)	384.9%		(11.2%)		(199.1%)		(67.7%)
2019	[a]	Actual	34.5	31.3	4.4	14.2%	27.3	87.1%	(7.6)	124.9%	(3.2)
	[b]	Projected*	28.6	28.6	(0.7)	(2.6%)	24.1	84.1%	(1.4)	105.2%	(2.1)
	[c]=[a]-[b]	A less P	6.0	2.7	5.2	16.8%	3.2	3.0%	(6.2)	19.7%	(1.1)
	[d]=[c]/[b]	% of P	20.9%	9.3%	(704.2%)		13.3%		441.8%		49.5%

**Exhibit D**

**Actual vs Projected based on Final Outlooks – NEW BRUNSWICK**

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Facility Association Outlook Actual vs Projected FARM			*PROJECTED IS BASED ON FINAL OUTLOOK									
juris: NB			bus seg: TOTAL (PPV & non-PPV)				Net Operating Result		\$ millions	COR	x PAYS	
			average A less P 2013 to 2019:						(1.4)	9.4%	(0.5)	4.5%
Cal Year	row id	Data	Premium (\$millions)		PAYS Incurred		CAY Incurred		Net Operating Result		Net Operating Result x PAYS	
			Written	Earned	\$ millions	% EP	\$ millions	% EP	\$ millions	COR	\$ millions	COR
2013	[a]	Actual	22.1	23.2	(5.4)	(23.4%)	13.1	56.4%	10.8	53.9%	5.3	77.3%
	[b]	Projected*	24.5	24.5	(0.6)	(2.4%)	15.1	61.4%	4.4	82.1%	3.8	84.5%
	[c]=[a]-[b]	A less P	(2.4)	(1.3)	(4.8)	(21.0%)	(2.0)	(5.0%)	6.3	(28.2%)	1.5	(7.2%)
	[d]=[c]/[b]	% of P	(9.8%)	(5.4%)	808.5%		(13.1%)		142.5%		38.7%	
2014	[a]	Actual	20.3	21.3	3.0	14.2%	13.9	65.4%	1.0	95.2%	4.1	81.0%
	[b]	Projected*	22.7	22.6	(0.2)	(1.1%)	13.4	59.3%	4.3	81.2%	4.1	82.3%
	[c]=[a]-[b]	A less P	(2.4)	(1.3)	3.3	15.3%	0.5	6.1%	(3.3)	14.0%	(0.0)	(1.3%)
	[d]=[c]/[b]	% of P	(10.6%)	(5.9%)	<(999.9%)		3.9%		(76.0%)		(0.1%)	
2015	[a]	Actual	20.7	20.4	0.7	3.6%	14.7	72.1%	(0.2)	100.8%	0.6	97.2%
	[b]	Projected*	20.8	20.8	(0.3)	(1.4%)	12.1	58.3%	4.2	80.1%	3.9	81.5%
	[c]=[a]-[b]	A less P	(0.1)	(0.4)	1.0	5.0%	2.6	13.8%	(4.3)	20.7%	(3.3)	15.7%
	[d]=[c]/[b]	% of P	(0.7%)	(1.9%)	(351.9%)		21.3%		(103.9%)		(85.3%)	
2016	[a]	Actual	20.4	20.5	2.6	12.9%	14.5	70.9%	1.8	109.0%	4.5	96.1%
	[b]	Projected*	20.6	20.6	(0.3)	(1.6%)	14.1	68.6%	2.0	90.4%	1.7	92.0%
	[c]=[a]-[b]	A less P	(0.2)	(0.1)	3.0	14.5%	0.4	2.3%	(0.2)	18.6%	2.8	4.1%
	[d]=[c]/[b]	% of P	(1.0%)	(0.4%)	(883.7%)		3.0%		(9.2%)		167.6%	
2017	[a]	Actual	21.0	20.7	2.6	12.4%	15.9	76.8%	(3.0)	114.6%	(0.4)	102.2%
	[b]	Projected*	20.9	20.7	(0.8)	(3.7%)	14.6	70.7%	1.9	90.8%	1.2	94.5%
	[c]=[a]-[b]	A less P	0.1	0.0	3.3	16.1%	1.3	6.1%	(4.9)	23.8%	(1.6)	7.7%
	[d]=[c]/[b]	% of P	0.6%	0.2%	(432.9%)		8.8%		(255.4%)		(137.8%)	
2018	[a]	Actual	23.2	22.0	2.8	12.7%	17.1	78.0%	(3.4)	115.5%	(0.6)	102.8%
	[b]	Projected*	21.4	21.3	(0.5)	(2.4%)	15.6	72.9%	1.2	94.5%	0.7	96.9%
	[c]=[a]-[b]	A less P	1.7	0.6	3.3	15.1%	1.6	5.1%	(4.6)	21.0%	(1.3)	5.9%
	[d]=[c]/[b]	% of P	8.1%	3.0%	(648.4%)		10.1%		(377.9%)		(181.3%)	
2019	[a]	Actual	28.6	26.3	(3.4)	(12.9%)	21.1	80.1%	2.3	91.5%	(1.1)	104.4%
	[b]	Projected*	22.6	22.6	(0.5)	(2.3%)	16.7	74.0%	1.0	95.5%	0.5	97.8%
	[c]=[a]-[b]	A less P	6.0	3.7	(2.9)	(10.6%)	4.3	6.1%	1.3	(4.0%)	(1.6)	6.6%
	[d]=[c]/[b]	% of P	26.6%	16.4%	539.4%		26.0%		124.4%		(312.7%)	

**Exhibit D**

**Actual vs Projected based on Final Outlooks – NOVA SCOTIA**

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Facility Association			*PROJECTED IS BASED ON FINAL OUTLOOK									
Outlook Actual vs Projected FARM					Net Operating Result		\$ millions		COR		x PAYS	
juris: NS bus seg: TOTAL (PPV & non-PPV)					average A less P 2013 to 2019:		(0.4)		2.0%		(1.3) 6.5%	
			Premium (\$millions)		PAYS Incurred		CAY Incurred		Net Operating Result		Net Operating Result x PAYS	
Cal Year	row id	Data	Written	Earned	\$ millions	% EP	\$ millions	% EP	\$ millions	COR	\$ millions	COR
2013	[a]	Actual	17.6	18.0	(1.3)	(7.0%)	15.3	85.1%	0.4	98.0%	(0.8)	105.0%
	[b]	Projected*	17.9	18.2	(0.8)	(4.4%)	10.9	60.2%	3.5	81.1%	2.7	85.5%
	[c]=[a]-[b]	A less P	(0.2)	(0.2)	(0.5)	(2.6%)	4.4	24.9%	(3.1)	16.9%	(3.5)	19.5%
	[d]=[c]/[b]	% of P	(1.3%)	(0.8%)	58.6%		40.1%		(88.1%)		(131.6%)	
2014	[a]	Actual	16.9	17.2	(0.3)	(2.0%)	12.5	72.8%	0.7	96.2%	0.3	98.2%
	[b]	Projected*	17.8	17.8	(0.7)	(3.7%)	12.0	67.3%	2.0	88.9%	1.4	92.6%
	[c]=[a]-[b]	A less P	(0.9)	(0.6)	0.3	1.7%	0.5	5.5%	(1.3)	7.3%	(1.0)	5.6%
	[d]=[c]/[b]	% of P	(5.3%)	(3.5%)	(46.3%)		4.4%		(66.2%)		(75.6%)	
2015	[a]	Actual	16.5	16.5	(2.4)	(14.5%)	12.0	72.6%	2.6	84.1%	0.2	98.6%
	[b]	Projected*	16.8	16.8	(0.5)	(3.2%)	11.8	70.3%	1.3	92.4%	0.8	95.6%
	[c]=[a]-[b]	A less P	(0.3)	(0.3)	(1.9)	(11.3%)	0.1	2.3%	1.3	(8.3%)	(0.5)	3.0%
	[d]=[c]/[b]	% of P	(1.7%)	(2.1%)	349.2%		1.3%		100.0%		(70.0%)	
2016	[a]	Actual	17.6	17.1	0.0	0.2%	13.4	78.4%	(0.9)	105.1%	(0.8)	104.9%
	[b]	Projected*	16.3	16.3	(0.6)	(3.5%)	11.2	68.5%	1.6	90.4%	1.0	93.9%
	[c]=[a]-[b]	A less P	1.3	0.8	0.6	3.7%	2.3	9.9%	(2.4)	14.7%	(1.8)	11.0%
	[d]=[c]/[b]	% of P	7.8%	5.1%	(105.9%)		20.4%		(154.6%)		(182.4%)	
2017	[a]	Actual	18.6	18.0	(4.4)	(24.5%)	14.7	81.5%	3.0	83.3%	(1.4)	107.8%
	[b]	Projected*	18.5	18.1	(0.6)	(3.5%)	13.9	76.7%	0.2	99.2%	(0.5)	102.7%
	[c]=[a]-[b]	A less P	0.0	(0.1)	(3.8)	(21.0%)	0.8	4.8%	2.8	(15.9%)	(1.0)	5.1%
	[d]=[c]/[b]	% of P	0.2%	(0.3%)	601.6%		5.9%		>999.9%		217.8%	
2018	[a]	Actual	23.1	20.7	(0.4)	(2.0%)	17.0	82.0%	(1.7)	108.2%	(2.1)	110.2%
	[b]	Projected*	18.4	18.4	(0.4)	(1.9%)	14.7	79.8%	(0.7)	104.0%	(1.1)	105.9%
	[c]=[a]-[b]	A less P	4.7	2.2	(0.1)	(0.1%)	2.2	2.2%	(0.9)	4.2%	(1.0)	4.3%
	[d]=[c]/[b]	% of P	25.4%	12.2%	15.9%		15.2%		129.1%		91.5%	
2019	[a]	Actual	35.6	29.6	(1.1)	(3.6%)	24.5	83.0%	(1.2)	104.3%	(2.2)	107.9%
	[b]	Projected*	22.6	21.9	(0.3)	(1.4%)	18.2	83.1%	(2.0)	109.2%	(2.3)	110.6%
	[c]=[a]-[b]	A less P	13.0	7.6	(0.8)	(2.2%)	6.3	(0.1%)	0.8	(4.9%)	0.1	(2.7%)
	[d]=[c]/[b]	% of P	57.6%	34.9%	251.5%		34.7%		(41.3%)		(2.3%)	

### Exhibit D

## Actual vs Projected based on **Final** Outlooks – PRINCE EDWARD ISLAND

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Facility Association Outlook Actual vs Projected FARM			*PROJECTED IS BASED ON FINAL OUTLOOK									
juris: PE			bus seg: TOTAL (PPV & non-PPV)									
			Net Operating Result		\$ millions		COR		x PAYS		\$ millions	
			average A less P 2013 to 2019:		(0.6)		13.1%		(0.7)		14.1%	
			Premium (\$millions)		PAYS Incurred		CAY Incurred		Net Operating Result		Net Operating Result x PAYS	
Cal Year			Written		\$ millions		% EP		\$ millions		COR	
row id			Data									
2013	[a]	Actual	4.6	4.6	(1.5)	(32.9%)	2.9	64.1%	1.9	57.0%	0.4	89.9%
	[b]	Projected*	4.5	4.5	(0.1)	(2.6%)	3.0	66.1%	0.5	89.3%	0.4	91.9%
	[c]=[a]-[b] A less P		0.1	0.1	(1.4)	(30.3%)	(0.0)	(2.0%)	1.4	(32.3%)	0.0	(2.0%)
	[d]=[c]/[b] % of P		1.6%	1.6%	>999.9%		(1.5%)		290.7%		8.8%	
2014	[a]	Actual	4.5	4.5	1.4	31.9%	2.8	62.7%	(2.4)	153.5%	(1.0)	121.6%
	[b]	Projected*	4.6	4.6	0.1	2.0%	2.9	63.5%	0.4	90.8%	0.5	88.8%
	[c]=[a]-[b] A less P		(0.1)	(0.0)	1.4	29.9%	(0.1)	(0.8%)	(2.9)	62.7%	(1.5)	32.8%
	[d]=[c]/[b] % of P		(2.2%)	(0.9%)	>999.9%		(2.3%)		(660.3%)		(286.5%)	
2015	[a]	Actual	4.7	4.5	(1.0)	(21.7%)	3.2	69.6%	1.1	76.0%	0.1	97.7%
	[b]	Projected*	4.5	4.5	(0.0)	(0.5%)	3.1	68.8%	0.3	93.7%	0.3	94.2%
	[c]=[a]-[b] A less P		0.2	0.0	(1.0)	(21.2%)	0.0	0.8%	0.8	(17.7%)	(0.2)	3.5%
	[d]=[c]/[b] % of P		3.7%	0.3%	>999.9%		1.4%		272.4%		(60.0%)	
2016	[a]	Actual	4.8	4.8	(0.2)	(5.0%)	3.9	80.6%	(0.1)	102.1%	(0.3)	107.1%
	[b]	Projected*	4.5	4.5	(0.1)	(1.9%)	3.1	69.6%	0.3	93.3%	0.2	95.2%
	[c]=[a]-[b] A less P		0.3	0.3	(0.2)	(3.1%)	0.7	11.0%	(0.4)	8.8%	(0.6)	11.9%
	[d]=[c]/[b] % of P		6.1%	6.2%	218.4%		23.0%		(129.3%)		(243.7%)	
2017	[a]	Actual	4.4	4.5	0.2	4.1%	2.9	63.4%	0.2	95.2%	0.4	91.1%
	[b]	Projected*	5.0	5.0	(0.2)	(3.8%)	3.1	61.9%	0.8	83.5%	0.6	87.3%
	[c]=[a]-[b] A less P		(0.6)	(0.4)	0.4	7.9%	(0.2)	1.5%	(0.6)	11.7%	(0.2)	3.8%
	[d]=[c]/[b] % of P		(12.0%)	(9.0%)	(194.2%)		(6.7%)		(71.5%)		(34.8%)	
2018	[a]	Actual	4.5	4.5	0.1	2.8%	4.4	98.0%	(1.3)	128.2%	(1.1)	125.4%
	[b]	Projected*	4.6	4.5	(0.1)	(1.8%)	2.8	62.7%	0.6	87.0%	0.5	88.8%
	[c]=[a]-[b] A less P		(0.0)	0.1	0.2	4.6%	1.6	35.3%	(1.8)	41.2%	(1.6)	36.6%
	[d]=[c]/[b] % of P		(0.2%)	1.5%	(260.0%)		58.6%		(317.0%)		(326.1%)	
2019	[a]	Actual	5.9	5.2	0.3	6.3%	3.9	74.8%	(0.5)	110.3%	(0.2)	104.0%
	[b]	Projected*	4.6	4.5	0.0	0.8%	3.0	66.0%	0.3	93.0%	0.4	92.2%
	[c]=[a]-[b] A less P		1.2	0.7	0.3	5.5%	0.9	8.8%	(0.8)	17.3%	(0.5)	11.8%
	[d]=[c]/[b] % of P		27.1%	16.3%	786.5%		31.8%		(258.4%)		(150.7%)	



**Exhibit D**

**Actual vs Projected based on Final Outlooks – YUKON**

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Facility Association			*PROJECTED IS BASED ON FINAL OUTLOOK											
Outlook Actual vs Projected FARM							Net Operating Result		\$ millions	COR	x PAYS			
juris: YT			bus seg: TOTAL (PPV & non-PPV)				average A less P 2013 to 2019:		(0.3)	11.7%	(0.3)	13.0%		
Cal Year	row id	Data	Premium (\$millions)		PAYs Incurred		CAY Incurred		Net Operating Result		Net Operating Result x PAYs			
			Written	Earned	\$ millions	% EP	\$ millions	% EP	\$ millions	COR	\$ millions	COR		
2013	[a]	Actual	2.3	2.3	(0.0)	-	1.5	65.3%	0.3	85.4%	0.3	85.4%		
	[b]	Projected*	2.3	2.3	(0.0)	(1.9%)	1.0	43.2%	0.8	64.5%	0.8	66.4%		
	[c]=[a]-[b]	A less P	0.0	0.0	0.0	1.9%	0.5	22.1%	(0.5)	20.9%	(0.4)	19.0%		
	[d]=[c]/[b]	% of P	1.8%	1.6%	(97.7%)		53.9%		(57.5%)		(55.2%)			
2014	[a]	Actual	2.3	2.3	0.3	11.7%	1.5	68.4%	0.0	99.6%	0.3	87.9%		
	[b]	Projected*	2.3	2.3	0.1	3.7%	1.0	44.9%	0.7	71.5%	0.7	67.8%		
	[c]=[a]-[b]	A less P	(0.0)	(0.1)	0.2	8.0%	0.5	23.5%	(0.7)	28.1%	(0.5)	20.1%		
	[d]=[c]/[b]	% of P	(1.0%)	(2.2%)	212.9%		48.8%		(98.6%)		(63.0%)			
2015	[a]	Actual	2.1	2.2	(0.1)	(5.2%)	2.8	129.9%	(1.1)	149.6%	(1.2)	154.8%		
	[b]	Projected*	2.3	2.3	(0.0)	(1.6%)	1.6	67.9%	0.3	89.2%	0.2	90.8%		
	[c]=[a]-[b]	A less P	(0.2)	(0.2)	(0.1)	(3.6%)	1.2	62.0%	(1.3)	60.4%	(1.4)	64.0%		
	[d]=[c]/[b]	% of P	(9.2%)	(6.8%)	205.4%		78.3%		(516.0%)		(637.9%)			
2016	[a]	Actual	1.9	2.0	0.0	0.1%	1.3	63.0%	0.2	88.2%	0.2	88.1%		
	[b]	Projected*	2.2	2.2	(0.0)	(2.2%)	1.5	68.7%	0.2	89.9%	0.2	92.1%		
	[c]=[a]-[b]	A less P	(0.3)	(0.2)	0.1	2.3%	(0.2)	(5.7%)	0.0	(1.7%)	0.1	(4.0%)		
	[d]=[c]/[b]	% of P	(13.6%)	(7.5%)	(106.4%)		(15.3%)		7.7%		38.5%			
2017	[a]	Actual	1.8	1.9	(0.8)	(44.4%)	1.1	58.5%	1.1	39.8%	0.3	84.2%		
	[b]	Projected*	2.0	2.0	(0.1)	(4.4%)	1.4	69.8%	0.2	88.5%	0.1	92.9%		
	[c]=[a]-[b]	A less P	(0.1)	(0.1)	(0.7)	(40.0%)	(0.3)	(11.3%)	0.9	(48.7%)	0.2	(8.7%)		
	[d]=[c]/[b]	% of P	(6.4%)	(5.2%)	853.5%		(20.7%)		393.9%		115.5%			
2018	[a]	Actual	1.9	1.8	0.1	4.4%	1.3	70.9%	0.0	99.5%	0.1	95.1%		
	[b]	Projected*	1.9	1.9	(0.0)	(2.1%)	1.3	69.5%	0.2	90.3%	0.1	92.4%		
	[c]=[a]-[b]	A less P	(0.0)	(0.0)	0.1	6.5%	(0.0)	1.4%	(0.2)	9.2%	(0.1)	2.7%		
	[d]=[c]/[b]	% of P	(1.0%)	(2.5%)	(302.5%)		(0.5%)		(93.0%)		(36.1%)			
2019	[a]	Actual	2.1	2.0	0.3	14.4%	1.2	63.1%	(0.0)	100.7%	0.3	86.3%		
	[b]	Projected*	1.9	1.9	(0.0)	(1.5%)	1.2	65.2%	0.3	86.7%	0.2	88.2%		
	[c]=[a]-[b]	A less P	0.2	0.1	0.3	15.9%	0.0	(2.1%)	(0.3)	14.0%	0.0	(1.9%)		
	[d]=[c]/[b]	% of P	9.2%	5.5%	<(999.9%)		2.2%		(102.3%)		21.0%			

**Exhibit D**

**Actual vs Projected based on Final Outlooks – NORTHWEST TERRITORIES**

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Facility Association			*PROJECTED IS BASED ON FINAL OUTLOOK															
Outlook Actual vs Projected FARM			Net Operating Result								\$ millions	COR	x PAYS					
juris: NT			bus seg: TOTAL (PPV & non-PPV)								average A less P 2013 to 2019:				0.1	(2.9%)	(0.5)	8.7%
			Premium (\$millions)		PAYS Incurred		CAY Incurred		Net Operating Result		Net Operating Result x PAYS							
Cal Year	row id	Data	Written	Earned	\$ millions	% EP	\$ millions	% EP	\$ millions	COR	\$ millions	COR						
2013	[a]	Actual	5.4	5.6	(0.8)	(14.8%)	2.4	43.2%	2.9	48.1%	2.1	62.9%						
	[b]	Projected*	5.7	5.7	(0.1)	(2.1%)	2.7	47.0%	1.8	68.2%	1.7	70.3%						
	[c]=[a]-[b]	A less P	(0.3)	(0.1)	(0.7)	(12.7%)	(0.3)	(3.8%)	1.1	(20.1%)	0.4	(7.4%)						
	[d]=[c]/[b]	% of P	(4.9%)	(1.6%)	600.0%		(9.6%)		60.7%		22.9%							
2014	[a]	Actual	5.2	5.3	0.2	3.9%	4.0	75.2%	(0.0)	100.7%	0.2	96.8%						
	[b]	Projected*	5.5	5.5	(0.1)	(1.8%)	2.5	45.3%	1.8	67.2%	1.7	69.0%						
	[c]=[a]-[b]	A less P	(0.3)	(0.2)	0.3	5.7%	1.5	29.9%	(1.8)	33.5%	(1.5)	27.8%						
	[d]=[c]/[b]	% of P	(5.6%)	(4.4%)	(306.1%)		58.8%		(101.5%)		(89.8%)							
2015	[a]	Actual	4.7	5.1	(1.4)	(28.1%)	2.5	48.0%	2.6	48.5%	1.2	76.6%						
	[b]	Projected*	5.3	5.3	(0.1)	(0.9%)	2.5	47.1%	1.6	70.0%	1.6	70.9%						
	[c]=[a]-[b]	A less P	(0.6)	(0.2)	(1.4)	(27.2%)	(0.1)	0.9%	1.0	(21.5%)	(0.3)	5.7%						
	[d]=[c]/[b]	% of P	(12.0%)	(4.2%)	>999.9%		(2.5%)		64.8%		(22.2%)							
2016	[a]	Actual	4.6	4.7	1.5	31.0%	2.5	53.3%	(0.5)	110.4%	1.0	79.4%						
	[b]	Projected*	5.2	5.2	(0.1)	(1.8%)	2.6	50.1%	1.4	72.3%	1.3	74.1%						
	[c]=[a]-[b]	A less P	(0.6)	(0.5)	1.6	32.8%	(0.1)	3.2%	(1.9)	38.1%	(0.4)	5.3%						
	[d]=[c]/[b]	% of P	(11.4%)	(9.0%)	<(999.9%)		(3.1%)		(133.4%)		(26.7%)							
2017	[a]	Actual	4.4	4.4	(1.7)	(38.2%)	3.4	76.7%	1.5	65.1%	(0.1)	103.3%						
	[b]	Projected*	4.6	4.6	(0.1)	(2.9%)	2.6	55.7%	1.1	77.1%	0.9	80.0%						
	[c]=[a]-[b]	A less P	(0.1)	(0.2)	(1.5)	(35.3%)	0.8	21.0%	0.5	(12.0%)	(1.1)	23.3%						
	[d]=[c]/[b]	% of P	(3.2%)	(4.2%)	>999.9%		32.2%		46.4%		(114.6%)							
2018	[a]	Actual	4.3	4.4	(0.9)	(21.4%)	2.5	56.8%	1.8	59.6%	0.8	81.0%						
	[b]	Projected*	4.5	4.5	(0.1)	(1.5%)	2.5	56.6%	0.9	79.6%	0.8	81.1%						
	[c]=[a]-[b]	A less P	(0.2)	(0.1)	(0.9)	(19.9%)	(0.0)	0.2%	0.9	(20.0%)	(0.0)	(0.1%)						
	[d]=[c]/[b]	% of P	(3.9%)	(2.1%)	>999.9%		(1.8%)		94.7%		(0.6%)							
2019	[a]	Actual	4.1	4.2	(1.1)	(25.3%)	2.7	63.8%	1.6	61.8%	0.6	87.1%						
	[b]	Projected*	4.5	4.5	(0.0)	(0.6%)	2.6	56.4%	0.9	80.1%	0.9	80.7%						
	[c]=[a]-[b]	A less P	(0.5)	(0.4)	(1.0)	(24.7%)	0.1	7.4%	0.7	(18.3%)	(0.3)	6.4%						
	[d]=[c]/[b]	% of P	(10.0%)	(7.8%)	>999.9%		4.3%		76.9%		(37.1%)							

### Exhibit D

### Actual vs Projected based on Final Outlooks – NUNAVUT

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Facility Association		*PROJECTED IS BASED ON FINAL OUTLOOK										
Outlook Actual vs Projected												
FARM												
juris: NU		bus seg: TOTAL (PPV & non-PPV)										
				Net Operating Result		\$ millions		COR		x PAYS		
				average A less P 2013 to 2019:		0.2		(21.2%)		(0.3) 12.3%		
										12.3%		
Cal Year	row id	Data	Premium (\$millions)		PAYS Incurred		CAY Incurred		Net Operating Result		Net Operating Result x PAYS	
			Written	Earned	\$ millions	% EP	\$ millions	% EP	\$ millions	COR	\$ millions	COR
2013	[a]	Actual	1.8	1.9	(0.4)	(21.4%)	2.3	123.1%	(0.5)	124.6%	(0.9)	146.0%
	[b]	Projected*	2.0	2.0	(0.0)	(1.2%)	0.9	45.9%	0.6	68.1%	0.6	69.3%
	[c]=[a]-[b]	A less P	(0.2)	(0.2)	(0.4)	(20.2%)	1.4	77.2%	(1.1)	56.5%	(1.5)	76.7%
	[d]=[c]/[b]	% of P	(12.2%)	(7.9%)	>999.9%		146.9%		(170.4%)		(237.2%)	
2014	[a]	Actual	1.7	1.7	(0.3)	(16.9%)	0.8	50.5%	0.5	71.8%	0.2	88.7%
	[b]	Projected*	1.8	1.8	(0.0)	(1.4%)	0.9	49.9%	0.5	71.9%	0.5	73.3%
	[c]=[a]-[b]	A less P	(0.1)	(0.1)	(0.3)	(15.5%)	(0.0)	0.6%	(0.0)	(0.1%)	(0.3)	15.4%
	[d]=[c]/[b]	% of P	(6.6%)	(5.8%)	>999.9%		(4.7%)		(6.3%)		(60.5%)	
2015	[a]	Actual	1.5	1.6	(0.3)	(19.4%)	0.8	47.8%	0.9	43.6%	0.6	63.0%
	[b]	Projected*	1.7	1.7	(0.0)	(1.6%)	0.9	52.0%	0.4	73.8%	0.4	75.4%
	[c]=[a]-[b]	A less P	(0.1)	(0.1)	(0.3)	(17.8%)	(0.1)	(4.2%)	0.5	(30.2%)	0.2	(12.4%)
	[d]=[c]/[b]	% of P	(6.7%)	(3.4%)	>999.9%		(11.3%)		105.7%		44.0%	
2016	[a]	Actual	1.3	1.4	(0.7)	(49.2%)	0.8	54.0%	1.0	32.8%	0.3	82.0%
	[b]	Projected*	1.6	1.6	(0.0)	(2.8%)	0.8	51.3%	0.5	72.1%	0.4	74.9%
	[c]=[a]-[b]	A less P	(0.4)	(0.2)	(0.7)	(46.4%)	(0.1)	2.7%	0.5	(39.3%)	(0.2)	7.1%
	[d]=[c]/[b]	% of P	(21.9%)	(11.9%)	>999.9%		(7.2%)		111.2%		(37.4%)	
2017	[a]	Actual	1.1	1.2	(0.9)	(80.4%)	0.6	47.7%	1.3	(10.0%)	0.4	70.4%
	[b]	Projected*	1.3	1.3	(0.0)	(2.3%)	0.6	46.6%	0.4	67.2%	0.4	69.5%
	[c]=[a]-[b]	A less P	(0.3)	(0.2)	(0.9)	(78.1%)	(0.1)	1.1%	0.9	(77.2%)	(0.1)	0.9%
	[d]=[c]/[b]	% of P	(19.5%)	(12.6%)	>999.9%		(10.1%)		194.5%		(13.2%)	
2018	[a]	Actual	0.9	1.0	(0.5)	(45.9%)	0.5	51.0%	0.7	28.4%	0.3	74.3%
	[b]	Projected*	1.2	1.2	(0.0)	(0.5%)	0.6	50.3%	0.3	72.6%	0.3	73.1%
	[c]=[a]-[b]	A less P	(0.2)	(0.2)	(0.5)	(45.4%)	(0.1)	0.7%	0.4	(44.2%)	(0.1)	1.2%
	[d]=[c]/[b]	% of P	(19.3%)	(15.3%)	>999.9%		(14.2%)		120.7%		(18.9%)	
2019	[a]	Actual	1.0	1.0	(0.1)	(10.9%)	0.4	42.6%	0.4	57.4%	0.3	68.3%
	[b]	Projected*	0.9	0.9	0.0	0.2%	0.4	48.0%	0.3	71.0%	0.3	70.8%
	[c]=[a]-[b]	A less P	0.1	0.1	(0.1)	(11.1%)	(0.0)	(5.4%)	0.2	(13.6%)	0.1	(2.5%)
	[d]=[c]/[b]	% of P	8.8%	10.0%	<999.9%		(2.3%)		60.2%		18.8%	

#### Exhibit D

#### Actual vs Projected based on **Final** Outlooks – ALL JURISDICTIONS

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Facility Association Outlook Actual vs Projected FARM			*PROJECTED IS BASED ON FINAL OUTLOOK						Net Operating Result		\$ millions	COR	x PAYS		\$ millions	COR
juris: TOTAL			bus seg: TOTAL (PPV & non-PPV)						average A less P 2013 to 2019:		5.3	(2.5%)	0.0		0.6%	
			Premium (\$millions)		PAYs Incurred		CAY Incurred		Net Operating Result		Net Operating Result x PAYs					
Cal Year	row id	Data	Written	Earned	\$ millions	% EP	\$ millions	% EP	\$ millions	COR	\$ millions	COR				
2013	[a]	Actual	216.5	218.5	(26.7)	(12.2%)	156.6	71.7%	52.2	76.4%	25.5	88.6%				
	[b]	Projected*	218.0	217.7	(9.0)	(4.2%)	146.8	67.4%	32.2	85.4%	23.1	89.6%				
	[c]=[a]-[b]	A less P	(1.5)	0.8	(17.6)	(8.0%)	9.8	4.3%	20.0	(9.0%)	2.4	(1.0%)				
	[d]=[c]/[b]	% of P	(0.7%)	0.4%	195.1%		6.7%		62.1%		10.2%					
2014	[a]	Actual	202.2	206.9	4.8	2.3%	150.7	72.8%	5.6	97.4%	10.4	95.1%				
	[b]	Projected*	218.0	217.1	(5.8)	(2.7%)	152.1	70.1%	23.3	89.5%	17.5	92.2%				
	[c]=[a]-[b]	A less P	(15.8)	(10.2)	10.6	5.0%	(1.4)	2.7%	(17.7)	7.9%	(7.1)	2.9%				
	[d]=[c]/[b]	% of P	(7.2%)	(4.7%)	(182.7%)		(0.9%)		(75.9%)		(40.6%)					
2015	[a]	Actual	189.8	195.9	(19.5)	(10.0%)	146.8	74.9%	25.6	87.0%	6.1	97.0%				
	[b]	Projected*	202.4	202.9	(6.2)	(3.0%)	146.4	72.2%	17.5	91.6%	11.4	94.6%				
	[c]=[a]-[b]	A less P	(12.6)	(7.0)	(13.4)	(7.0%)	0.4	2.7%	8.1	(4.6%)	(5.3)	2.4%				
	[d]=[c]/[b]	% of P	(6.2%)	(3.4%)	217.1%		0.2%		46.1%		(46.5%)					
2016	[a]	Actual	171.0	178.1	(3.7)	(2.1%)	135.9	76.3%	5.6	96.9%	1.9	99.0%				
	[b]	Projected*	194.1	194.6	(6.5)	(3.3%)	145.5	74.8%	12.4	93.7%	5.9	97.0%				
	[c]=[a]-[b]	A less P	(23.1)	(16.5)	2.8	1.2%	(9.6)	1.5%	(6.8)	3.2%	(4.0)	2.0%				
	[d]=[c]/[b]	% of P	(11.9%)	(8.5%)	(43.0%)		(6.6%)		(54.8%)		(67.8%)					
2017	[a]	Actual	184.2	176.5	(27.1)	(15.3%)	129.3	73.3%	32.6	81.7%	5.5	97.0%				
	[b]	Projected*	183.9	179.6	(8.2)	(4.6%)	131.0	72.9%	15.8	91.4%	7.6	96.0%				
	[c]=[a]-[b]	A less P	0.4	(3.1)	(18.9)	(10.7%)	(1.6)	0.4%	16.8	(9.7%)	(2.1)	1.0%				
	[d]=[c]/[b]	% of P	0.2%	(1.8%)	231.1%		(1.3%)		106.4%		(27.5%)					
2018	[a]	Actual	254.0	216.4	(24.6)	(11.4%)	153.8	71.1%	36.5	83.4%	11.9	94.8%				
	[b]	Projected*	182.6	181.3	(5.2)	(2.9%)	134.6	74.2%	10.4	94.4%	5.2	97.3%				
	[c]=[a]-[b]	A less P	71.5	35.0	(19.4)	(8.5%)	19.1	(3.1%)	26.1	(11.0%)	6.7	(2.5%)				
	[d]=[c]/[b]	% of P	39.1%	19.3%	375.2%		14.2%		250.3%		127.2%					
2019	[a]	Actual	373.0	323.9	15.9	4.9%	225.6	69.6%	10.9	97.2%	26.8	92.3%				
	[b]	Projected*	245.9	239.4	(3.5)	(1.5%)	168.1	70.2%	20.5	91.7%	17.0	93.2%				
	[c]=[a]-[b]	A less P	127.1	84.5	19.4	6.4%	57.4	(0.6%)	(9.7)	5.5%	9.7	(0.9%)				
	[d]=[c]/[b]	% of P	51.7%	35.3%	(556.7%)		34.2%		(47.1%)		57.1%					