

**TO: MEMBERS OF THE FACILITY ASSOCIATION**

**ATTENTION: CHIEF EXECUTIVE OFFICER**

**BULLETIN NO.: F19 – 040**

**DATE: JUNE 12, 2019**

**SUBJECT: FARM PRELIMINARY OUTLOOK FOR CALENDAR YEAR 2020  
(BASED ON MARCH 2019 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 two 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 two projections are a Preliminary Outlook (released in May/June) and a Final Outlook (released October/November).

The attached is the *preliminary* calendar year 2020 FARM Outlook based on actual results as found in the March 2019 Participation Reports.

#### **Key Takeaways**

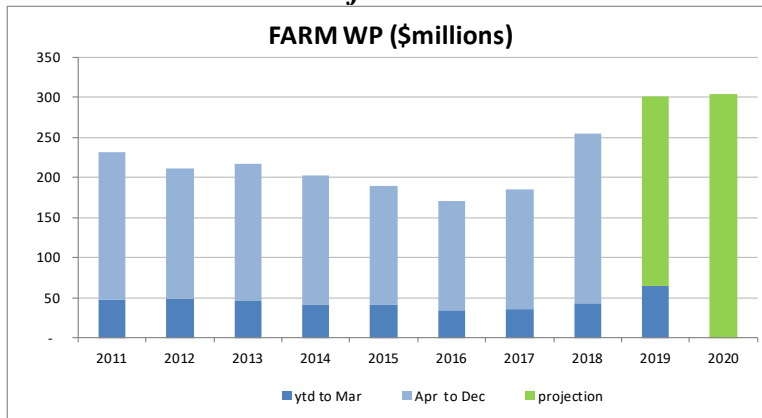
- **recent FARM growth in commercial and interurban vehicles has been significant** (47% and 200% premium growth on a rolling 12-month basis to March 2019) – we are **not projecting this to continue**, but this is **an area of significant uncertainty**
- recent FARM growth in private passenger vehicles at 15% (rolling 12-month basis) is not insignificant, but it does start from a relatively small base (2018 market share was 0.5%) – we are not projecting further growth – another area of significant uncertainty
- we are projecting **written premium** of \$301 million for 2019, increasing to **\$303 million for 2020**, with a **COR** of 90.4% for 2019, increasing to **90.5% for 2020** – these CORs do NOT include all expenses at the member level (for example, excludes premium taxes)

We anticipate that a *final* calendar year 2020 FARM Outlook, based on the actual results as found in the August 2019 Participation Reports, will be released to the membership in late October or early November 2019. In addition, updated projections will be made throughout 2019 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 *preliminary* 2020 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

**FARM PRELIMINARY OUTLOOK FOR CALENDAR YEAR 2020  
BASED ON MARCH 2019 PARTICIPATION REPORTS**

to this, the chart below provides the annual written premium for the FARM for calendar years 2011 through to 2020, where 2019 includes actual written premium year-to-date to March 2019, with our projection for the remainder of 2019. Importantly, while we are currently projecting an increase in written premium for 2019, we are projecting no change in written counts for 2020, and a minimal change in written premium. This reflects our limited ability to forecast FARM volumes, particularly in a market where it appears that the voluntary market's appetite has been significantly curtailed, particularly for commercial vehicles and interurban vehicles.

***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) at the top of the next page, where the reader can note the significant growth in interurban vehicle premium (up \$49 million or 200%) and commercial vehicle premium (up \$18 million or 47%), far surpassing the \$11 million (15%) increase in private passenger vehicle premium.

## Bulletin F19-040

# FARM PRELIMINARY OUTLOOK FOR CALENDAR YEAR 2020

## BASED ON MARCH 2019 PARTICIPATION REPORTS

### FARM 12-month rolling volume to March 2019

Business Segment	FA Minor Rating Class Desc	2019 rolling 12 to month 03			% Change in Amount			Change in Amount			2018 rolling 12 to month 03		
		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)	30,896	82,077,624	2,657	7.3%	15.3%	7.4%	2,115	10,897,004	184	28,781	71,180,620	2,473
	Farmer	-	-	-	-	-	-	-	-	-	-	-	-
PPV Total		30,896	82,077,624	2,657	7.3%	15.3%	7.4%	2,115	10,897,004	184	28,781	71,180,620	2,473
non-PPV	fleet PPV	665	561,441	844	17.8%	47.1%	24.9%	101	179,751	168	565	381,690	676
	Commercial	13,178	57,164,186	4,338	22.4%	47.3%	20.3%	2,415	18,363,900	733	10,763	38,800,286	3,605
	Interurban	5,435	73,834,662	13,584	151.6%	200.0%	19.3%	3,275	49,225,564	2,194	2,161	24,609,098	11,390
	Public Bus	1,698	7,539,554	4,441	14.3%	19.0%	4.2%	212	1,205,272	178	1,486	6,334,282	4,263
	Private Bus & Misc Public	1,438	4,958,965	3,449	3.6%	14.1%	10.1%	51	611,298	315	1,387	4,347,667	3,134
	School Bus	1,064	1,667,188	1,567	2.1%	11.1%	8.7%	22	166,232	126	1,041	1,500,956	1,441
	Hotel & Country Club Bus	636	1,400,859	2,204	29.5%	26.0%	(2.7%)	145	289,078	(61)	491	1,111,781	2,265
	Taxi	4,611	20,686,296	4,486	1.4%	8.9%	7.4%	62	1,694,309	311	4,549	18,991,987	4,175
	Funeral	5	11,271	2,254	150.0%	196.8%	18.7%	3	7,473	355	2	3,798	1,899
	Ambulance	37	146,569	3,970	21.7%	46.6%	20.4%	7	46,594	674	30	99,975	3,296
	Motorcycle	18,925	11,473,370	606	(11.8%)	(4.2%)	8.4%	(2,523)	(507,301)	47	21,448	11,980,671	559
	All Terrain Vehicle	9,124	3,632,826	398	(10.9%)	(2.5%)	9.3%	(1,119)	(93,438)	34	10,243	3,726,264	364
	Snow Vehicle	3,928	1,646,894	419	(10.6%)	(7.8%)	3.2%	(467)	(138,532)	13	4,394	1,785,426	406
	Antique	6	9,387	1,482	111.1%	108.0%	(1.5%)	3	4,874	(22)	3	4,513	1,504
	Motor Home	237	551,958	2,333	11.1%	23.2%	10.9%	24	103,870	229	213	448,088	2,104
	Trailer Home	-	912	912	(100.0%)	72.1%	(171.7%)	0	382	2,184	(0)	530	(1,272)
	Garage	-	7,697,324	7,697,324	-	7.6%	7.6%	-	544,242	544,242	-	7,153,082	7,153,082
	Non-Owned	-	297,627	297,627	-	11.5%	11.5%	-	30,698	30,698	-	266,929	266,929
	Drivers Policy	62	78,694	1,274	5.0%	7.7%	2.6%	3	5,635	32	59	73,059	1,242
non-PPV Total		61,049	193,359,983	3,167	3.8%	59.0%	53.2%	2,214	71,739,901	1,100	58,835	121,620,082	2,067
TOTAL		91,945	275,437,607	2,996	4.9%	42.9%	36.1%	4,329	82,636,905	795	87,616	192,800,702	2,201

While industry data for 2018 has not yet been released, the 2017 industry written premium for interurban vehicles was \$496 million (the FARM had \$19 million or 4% of this), so the rolling 12-month \$75 million of FARM interurban premium represents a potentially significant portion of industry premium for 2018/2019. At this point, it is not clear how much of this is due to differences in average premium charged for FARM versus the voluntary market for this rating class. As a result, it is difficult to gauge the potential for additional interurban vehicle premium that may flow to the FARM.

For commercial vehicles, the 2017 industry written premium was \$1.6 billion (the FARM market share was 2%), indicating a much lower percentage being represented by the \$57 million in rolling 12-month premium in the FARM, and suggests that there is wider scope of additional premium, should the voluntary market appetite continue to decline.

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 below:

Facility Association  
Industry Trend Analyses

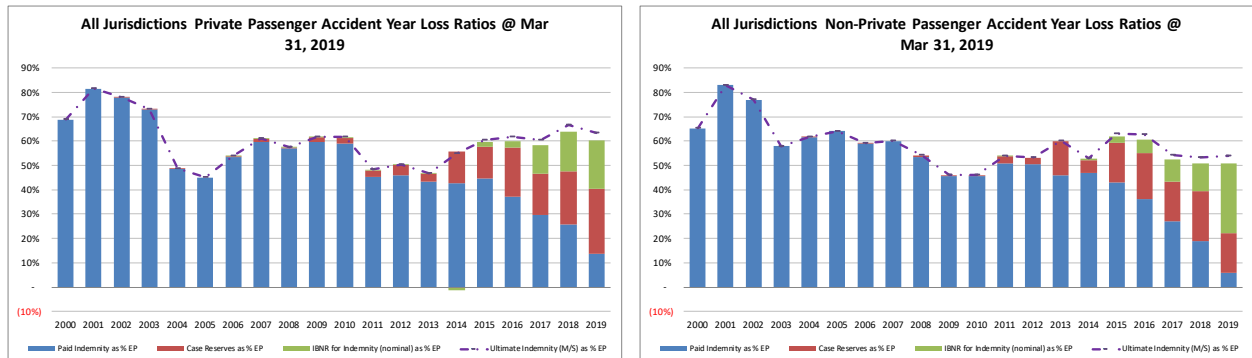
Future LC trend estimates	Ontario		Alberta		Newfoundland & Labrador		New Brunswick		Nova Scotia		Prince Edward Island	
data basis:	2018-H1		2018-H1		2018-H1		2018-H1		2018-H1		2017-H2	
	PPV	CV	PPV	CV	PPV	CV	PPV	CV	PPV	CV	PPV	CV
mandatory only	4.3%	3.9%	5.1%	2.0%	2.6%	0.2%	4.2%	4.0%	7.1%	4.9%	2.1%	0.2%
all coverages	4.6%	4.0%	4.7%	2.8%	3.3%	0.8%	4.4%	3.8%	6.8%	4.5%	2.4%	0.1%

## Bulletin F19-040

### FARM PRELIMINARY OUTLOOK FOR CALENDAR YEAR 2020 BASED ON MARCH 2019 PARTICIPATION REPORTS

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).



With this as background, we have provided a summary, at the top of the next page, of our projections for calendar year 2020 and 2019, along with actual results for calendar year 2018 (total FARM level). 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.**

**Bulletin F19-040****FARM PRELIMINARY OUTLOOK FOR CALENDAR YEAR 2020****BASED ON MARCH 2019 PARTICIPATION REPORTS*****Projection Summaries – Calendar Years 2020 & 2019 – Key Amounts (\$000s) and Key Ratios***

Actual and Projected Calendar Year Results					
<b>FARM (PPV &amp; Non-PPV)</b>	2020	2019	Change (to 2020 from 2019)		2018
<b>Written Premium (\$000s)</b>	<b>303,286</b>	<b>301,108</b>	<b>2,178</b>	<b>0.7%</b>	<b>254,046</b>
Vehicle Count	95,676	95,676	-	-	89,522
<b>Earned Premium (\$000s)</b>	<b>301,697</b>	<b>283,084</b>	<b>18,613</b>	<b>6.6%</b>	<b>216,382</b>
<b>Net Operating Result (\$000s)</b>	<b>29,407</b>	<b>28,032</b>	<b>1,375</b>	<b>4.9%</b>	<b>36,477</b>
COR	90.5%	90.4%	0.1%	0.1%	83.4%
Prior Accident Years' incurred claims (\$000s)	(4,136)	(3,458)	(678)	19.6%	(24,561)

Actual and Projected Calendar Year Results					
<b>FARM (PPV)</b>	2020	2019	Change (to 2020 from 2019)		2018
<b>Written Premium (\$000s)</b>	<b>91,875</b>	<b>90,237</b>	<b>1,638</b>	<b>1.8%</b>	<b>75,938</b>
Vehicle Count	32,133	32,133	-	-	29,399
<b>Earned Premium (\$000s)</b>	<b>91,167</b>	<b>84,504</b>	<b>6,663</b>	<b>7.9%</b>	<b>72,609</b>
<b>Net Operating Result (\$000s)</b>	<b>1,825</b>	<b>1,455</b>	<b>370</b>	<b>25.4%</b>	<b>7,295</b>
COR	98.3%	98.6%	(0.3%)	(0.3%)	79.4%
Prior Accident Years' incurred claims (\$000s)	(1,548)	(1,286)	(262)	20.4%	(8,922)

Actual and Projected Calendar Year Results					
<b>FARM (Non-PPV)</b>	2020	2019	Change (to 2020 from 2019)		2018
<b>Written Premium (\$000s)</b>	<b>211,411</b>	<b>210,871</b>	<b>540</b>	<b>0.3%</b>	<b>178,108</b>
Vehicle Count	63,543	63,543	-	-	60,123
<b>Earned Premium (\$000s)</b>	<b>210,530</b>	<b>198,580</b>	<b>11,950</b>	<b>6.0%</b>	<b>143,773</b>
<b>Net Operating Result (\$000s)</b>	<b>27,582</b>	<b>26,577</b>	<b>1,005</b>	<b>3.8%</b>	<b>29,182</b>
COR	87.1%	86.8%	0.3%	0.3%	82.8%
Prior Accident Years' incurred claims (\$000s)	(2,588)	(2,172)	(416)	19.1%	(15,639)

Questions regarding the Outlook should be directed to Shawn Doherty, SVP, Actuarial and CFO at Facility Association, (416) 644-4968 or [sdoherty@facilityassociation.com](mailto:sdoherty@facilityassociation.com)

Saskia Matheson,  
President & CEO

Attach.

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



# **CALENDAR YEAR 2020 PRELIMINARY FARM OUTLOOK**

**(FACILITY ASSOCIATION RESIDUAL MARKET)**

**JUNE 2019**

**BASED ON MARCH 2019 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:

Shawn Doherty, FCIA, FCAS  
SVP Actuarial & CFO  
(416) 644-4968.

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**CALENDAR YEAR 2020 FINAL FARM OUTLOOK**  
**FACILITY ASSOCIATION RESIDUAL MARKET (FARM)**

**JUNE 2019**

**BASED ON MARCH 2019 PARTICIPATION REPORT**

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**LIST OF EXHIBITS**

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**EXHIBIT A Accident Year 2020 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 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 Combined

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

Continued...



**APPENDIX** a priori loss ratios and associated charts  
(by jurisdiction and business segment)

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**LINKS TO SPECIFIC REFERENCED DOCUMENTS**

**Actuarial Highlights - Monthly Participation - March 2019**

[FARM - March 2019 Participation Report - Actuarial Highlights](#)

**Outlook**

[Calendar Year 2019 Final FARM Outlook](#)

## **1. Executive Summary**

This “**Preliminary 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 December 31, 2018 valuation of the FARM policy liabilities, and to monthly premium projections developed for FARM Monthly Member Participation Reports.

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>1</sup> 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.

This release is the **Preliminary FARM Outlook for Calendar Year 2020** based on the actual results as found in the March 2019 Participation Reports. We anticipate that the Final FARM Outlook for Calendar Year 2020 will be made available to members in October/November 2019 based on the August 2019 Participation Reports.

Updated projections will be made throughout 2020 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 tables on the next page provide a high-level summary of key metrics projected for calendar years **2020** and **2019**, with actuals for **2018** provided for reference. Supporting details related to the projections are provided in the body of this report.

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<sup>1</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.

**Projection Summaries – Calendar Years 2020 & 2019 – Key Amounts (\$000s) and Key Ratios**

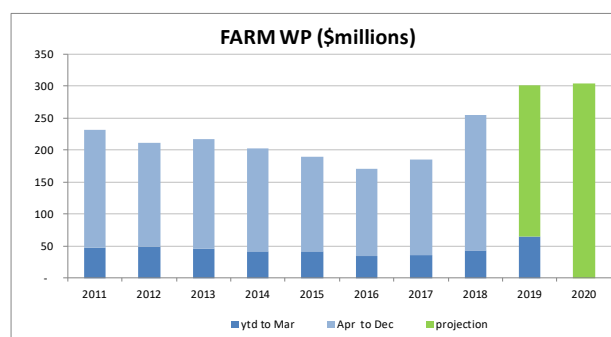
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Earned	Premium (\$000s)	301,697	283,084	18,613	6.6%	216,382
Net Operating Result (\$000s)		29,407	28,032	1,375	4.9%	36,477
	COR	90.5%	90.4%	0.1%	0.1%	83.4%
Prior Accident Years' incurred claims (\$000s)		(4,136)	(3,458)	(678)	19.6%	(24,561)

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Net Operating Result (\$000s)		27,582	26,577	1,005	3.8%	29,182
	COR	87.1%	86.8%	0.3%	0.3%	82.8%
Prior Accident Years' incurred claims (\$000s)		(2,588)	(2,172)	(416)	19.1%	(15,639)

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 chart to the right summarizes historical written premium by calendar year, including our projections for 2019 and 2020 to provide some context as readers consider potential volume variances from our current projections. Further, the FARM vehicle count decreased by over 39% from 2011 to 2016 (almost 10% annually). As indicated in the table above, we are projecting that the 2019 vehicle count will be



approximately 7% above 2018, but that 2020 will remain unchanged from 2019 (mainly as we have limited ability to project count changes into 2020 at this point in 2019). However, FARM volumes can increase very rapidly as shown in the past. Further, mix of business changes are creating written premium increases, even where count changes are minor.

## 2. Summary of Results

### 2.1 Introductory Comments

This “Preliminary 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 December 31, 2018 valuation of the FARM policy liabilities, and to monthly premium projections developed for the FARM Monthly Member Participation Reports.

The table below summarizes the Calendar Year **2020** FARM projection for all jurisdictions by business segment – greater detail is provided in sections 2.2 and 3.

#### ***Projection Summary – Calendar Year 2020 – Amounts (\$000s)***

Calendar Year 2020 Projections (\$000s)			
All Jurisdictions	Private Passenger	Non-Private Passenger	TOTAL
Written Premium	91,875	211,411	303,286
Earned Premium	91,167	210,530	301,697
Prior Accident Years	(1,548)	(2,588)	(4,136)
Current Accident Year	68,896	140,306	209,202
Total Claims Incurred	67,348	137,718	205,066
Operating & Service Fees	9,379	21,796	31,175
Agent's Commissions	8,598	15,625	24,223
Driver Record Abstracts	1,530	2,405	3,935
Bad Debts	-	-	-
Change in Prem. Def / (DPAC)	138	(68)	70
Underwriting Expenses	19,645	39,758	59,403
Net U/Wing gain / (loss)	4,174	33,054	37,228
Administrative Expenses	2,574	5,923	8,497
Miscellaneous income	-	-	-
Investment Income	225	451	676
<b>2020 Projected Operating Result</b>	<b>1,825</b>	<b>27,582</b>	<b>29,407</b>
misc. & investment income:	225	451	676
attributed to PAYs:	1,548	2,588	4,136
attributed to CAY:	52	24,543	24,595

As will be noted in section 2.2, there are notable differences between the overall operating result projected for Calendar Year **2020** in this Outlook and two comparable projections for calendar year **2019**, being our calendar year projection posted on November 30, 2018 (the “**Nov 30 2018 Outlook**”) and our current projection (“**Mar 31 2019 Projection**”). These differences are mainly due to prior accident year impacts and premium changes.

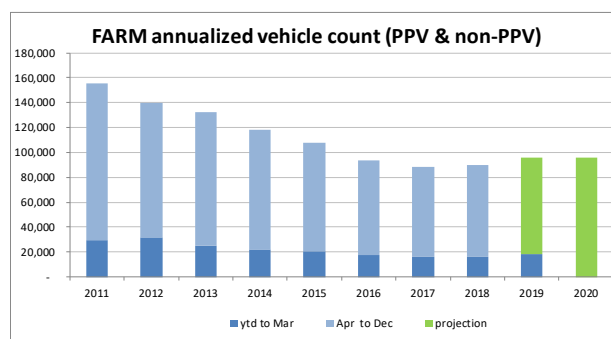
Like our **Nov 30 2018 Outlook** for calendar year **2019**, this Outlook’s projection for Calendar Year **2020** assumes no nominal changes to our estimates of ultimate for prior accident years<sup>2</sup>, whereas the

<sup>2</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”

current projection for calendar year **2019** (*Mar 31 2019 Projection*) includes nominal prior accident year changes as booked during the first three months of **2019**. 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 **2020** to be reasonably aligned with our current projection of calendar year **2019**, as shown in the summary of key aspects of the operating results provided in the tables in the next section. 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, with a modest increase in 2018. Our projections of the number of vehicles insured through the FARM assumes a small increase in 2019, but that counts for **2020** will be *basically the same as* the counts for **2019**. 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 Calendar Year **2020** Operating Results

The estimated Calendar Year **2020** Operating Results are summarized in the table at the top of the next page. 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 **2019** as per the *Nov 30 2018 Outlook* and with the *Mar 31 2019 Projection*<sup>3</sup>.

adjustment to reflect the time value of money will unwind and provisions for adverse deviations will be released with liability / obligation settlement.

<sup>3</sup>The Mar 31 2019 Projection for calendar year 2019 and this Outlook’s projection for Calendar Year 2020 were derived at the same time, using consistent assumptions.

***Projection Summary – Calendar Year 2020 – Amounts (\$000s)***

Calendar Year 2020 Projections (\$000s)			
All Jurisdictions	Private Passenger	Non-Private Passenger	TOTAL
Written Premium	91,875	211,411	303,286
Earned Premium	91,167	210,530	301,697
Prior Accident Years	(1,548)	(2,588)	(4,136)
Current Accident Year	68,896	140,306	209,202
Total Claims Incurred	67,348	137,718	205,066
Operating & Service Fees	9,379	21,796	31,175
Agent's Commissions	8,598	15,625	24,223
Driver Record Abstracts	1,530	2,405	3,935
Bad Debts	-	-	-
Change in Prem. Def / (DPAC)	138	(68)	70
Underwriting Expenses	19,645	39,758	59,403
Net U/Wing gain / (loss)	4,174	33,054	37,228
Administrative Expenses	2,574	5,923	8,497
Miscellaneous income	-	-	-
Investment Income	225	451	676
<b>2020 Projected Operating Result</b>	<b>1,825</b>	<b>27,582</b>	<b>29,407</b>
misc. & investment income:	225	451	676
attributed to PAYs:	1,548	2,588	4,136
attributed to CAY:	52	24,543	24,595
<b>2019 Projected Operating Result</b>			
<b>Nov 30 2018 Outlook</b>	<b>6</b>	<b>20,522</b>	<b>20,528</b>
misc. & investment income:	207	363	570
attributed to PAYs:	1,326	2,159	3,485
attributed to CAY:	(1,528)	18,000	16,472
<b>Mar 31, 2019 Projection</b>	<b>1,455</b>	<b>26,577</b>	<b>28,032</b>
misc. & investment income:	247	485	732
attributed to PAYs:	1,286	2,172	3,458
attributed to CAY:	(78)	23,920	23,842

In comparing the Calendar Year **2020** operating result projection against the two projections for calendar year **2019**, **2020** is showing an improvement relative to the **Mar 31 2019 Projection for 2019**, but a much larger improvement from the **Nov 30 2018 Outlook projection for 2019**. The components of the projection for **2020** compared with the same components for the two projections for **2019** show a (slightly) higher level of similarity with the **Nov 30 2018 Outlook**, in relation to the operating result attributed to prior accident years (PAYs), whereas the **2020** “misc. & investment income” and “attributed CAY” components are more aligned with the **Mar 31 2019 Projection**. These alignments are to be expected, as the **2020** projection for the contribution of the prior accident years has the same base assumption for the prior accident years as found in **Nov 30 2018 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 **Mar 31 2019 Projection** includes actual prior accident year activity included up to the December 31, 2018 valuation. In addition, the updated valuation and more recent investment assumptions leads to closer alignment with the



**Mar 31 2019 Projection** (updated investment yields and updated accident years 2019 and 2020 loss ratios).

The table below provides a more detailed break down and comparison of the net operating results projected for calendar years 2020 and 2019.

**Operating Result Projection Summary – Calendar Year 2020 vs 2019**

in \$ thousands	2020 TOTAL	2019 TOTAL	2020 less 2019	% change
<b>Underwriting Revenue</b>				
written premium	303,286	301,108	2,178	0.7%
decrease / (increase) in unearned	(1,589)	(18,024)	16,435	(91.2%)
<b>earned premium</b>	<b>301,697</b>	<b>283,084</b>	<b>18,613</b>	<b>6.6%</b>
<b>Claims Incurred</b>				
<b>Prior Accident Years</b>				
Undiscounted	-	(1,877)	1,877	(100.0%)
effect of discounting	(4,136)	(1,581)	(2,555)	161.6%
Discounted	(4,136)	(3,458)	(678)	19.6%
<b>Current Accident Year</b>				
Undiscounted	200,005	186,167	13,838	7.4%
effect of discounting	9,197	8,628	569	6.6%
Discounted	209,202	194,795	14,407	7.4%
<b>Claims Incurred</b>	<b>205,066</b>	<b>191,337</b>	<b>13,729</b>	<b>7.2%</b>
<b>Underwriting Expenses</b>	<b>59,403</b>	<b>56,506</b>	<b>2,897</b>	<b>5.1%</b>
<b>Net Underwriting Gain (Loss)</b>	<b>37,228</b>	<b>35,242</b>	<b>1,986</b>	<b>5.6%</b>
Administrative Expenses	8,497	7,942	555	7.0%
Miscellaneous income / (expense)	-	(18)	18	(100.0%)
Investment Income	676	750	(74)	(9.9%)
<b>Operating Result</b>	<b>29,407</b>	<b>28,032</b>	<b>1,375</b>	<b>4.9%</b>
<b>Ratios</b>				
<b>Claims &amp; Adj. Expenses to EP</b>				
Prior Accident Year	(1.4%)	(1.2%)	(0.2%)	16.7%
Current Accident Year	69.3%	68.8%	0.5%	0.7%
All Accident Years Combined	68.0%	67.6%	0.4%	0.6%
Underwriting & Admin Exp (EP)	22.5%	22.8%	(0.3%)	(1.3%)
<b>Combined Operating Ratio</b>	<b>90.5%</b>	<b>90.4%</b>	<b>0.1%</b>	<b>0.1%</b>
<b>Current Accident Year only*</b>	<b>24,595</b>	<b>23,842</b>	<b>753</b>	<b>3.2%</b>

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

*PAYs for 2020 have no projected “undiscounted” impact, as we assume our liabilities are best estimates – the 2019 projection includes implemented valuation impacts for 2019. The “effect of discounting” for 2019 also reflects valuation impacts (particularly apv releases with nominal releases) not expected for 2020.*

*FARM operating results 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 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.*

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, 2018, **nominal indemnity only** claims liabilities for the FARM amounted to \$291.4 million<sup>4</sup>, with this then being the beginning prior accident years’ claims liabilities for calendar

<sup>4</sup>See the December 2018 Actuarial Highlights claims liability table found on page 9 at \$209.7 million in case reserves plus \$81.7 million in nominal IBNR.



year 2019. The projected nominal prior accident years' change in **2019** at \$0.4 million (favourable) represents 0.1% of the beginning claims liabilities. The nominal indemnity only claims liabilities for the FARM at December 31, 2019 (and hence is the projected beginning "prior accident years" claims liabilities for Calendar Year **2020**) are projected to be \$327.1 million and changes of +/-5% (\$16.4 million) for these liabilities would not be unusual (see table below for changes that occurred during the last 6 calendar years). The projected *nominal*<sup>5</sup> claims development provision for adverse deviation (PfAD) is \$37.7 million. The projected nominal indemnity claims liabilities at December 31, 2020 (not shown in the table below) are \$366.3 million (*nominal* claims development PfAD of \$42.9 million – see Exhibit C-10).

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

Cal Yr	nominal unpaid indemnity claims liability (\$ millions)				
	nominal beginning amounts			chg in PAYs' ultimates	
	unpaid indemnity	PfAD for dev'l	MfAD for dev'l	amount	% beginning unpaid
	[1]	[2]	[3]	[4]	[5]
	mthly calc	mthly calc	=[2]/[1]	mthly calc	=[4]/[1]
actuals					
2013	389.8	40.6	10.4%	(16.0)	(4.1%)
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%)
projections					
2019	291.4	32.4	11.1%	(0.4)	(0.1%)
2020	327.1	37.7	11.5%	-	-
average:	333.4	37.4	11.2%	(5.7)	(1.7%)

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 30 2018 Outlook** used a discount rate of **1.88%** whereas for the **Mar 31 2019 Projection** we are using **1.95%** (i.e. this is the December 31, 2018 valuation discount rate). However, the *change* in the selected discount rate with the December 31, 2018 valuation does not have a direct impact on the **2020** projection. As the change occurs in Calendar Year **2019**, both the beginning and ending claims liabilities for Calendar Year **2020** 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, 2019 **claims liability** discount amount is \$16.7 million for indemnity only (an

<sup>5</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 \$1.9 million for calendar year 2019, all jurisdictions / business segments (indemnity only).

additional \$1.5 million of discount is estimated for claims fees and allowed expense claims liabilities), with an associated interest rate PfAD of \$2.0 million for indemnity only (an additional \$0.2 million for claims fees and allowed expenses), indicating the net discount impact of approximately \$16.1 million – moving this to \$0 could be considered a “worst case” scenario<sup>6</sup> in relation to adverse changes in the yield curves.

Key Ratios associated with our Calendar Year **2020** projections are presented in the table below, including the Combined Operating Ratios (COR) for the two Calendar Year **2019** projections.

***Projection Summary – Calendar Year 2020 – Key Ratios***

Calendar Year 2020 Projections (Key Ratios)			
All Jurisdictions	Private Passenger	Non-Private Passenger	TOTAL
Claims Incurred Ratios (% EP)			
Prior Accident Years	(1.7%)	(1.2%)	(1.4%)
Current Accident Year	75.6%	66.6%	69.3%
Total Claims Incurred	73.9%	65.4%	68.0%
Expense Ratios			
General Expenses (% WP)	21.2%	18.8%	19.6%
Chg in Prem. Def / (DPAC) (% EP)	0.2%	-	-
Underwriting Expenses (% EP)	21.6%	18.9%	19.7%
Administrative Expense (% EP)	2.8%	2.8%	2.8%
U/Wing & Admin Exp (% EP)	24.4%	21.7%	22.5%
<b>2020 Combined Operating Ratio (% EP)</b>	<b>98.3%</b>	<b>87.1%</b>	<b>90.5%</b>
attributed to PAYs:	(1.7%)	(1.2%)	(1.4%)
attributed to CAY:	100.0%	88.3%	91.9%
<b>2019 Combined Operating Ratio</b>			
<b>Nov 30 2018 Outlook</b>	<b>100.3%</b>	<b>87.7%</b>	<b>91.7%</b>
attributed to PAYs:	(1.7%)	(1.3%)	(1.5%)
attributed to CAY:	102.0%	89.0%	93.2%
<b>Mar 31, 2019 Projection</b>	<b>98.6%</b>	<b>86.8%</b>	<b>90.4%</b>
attributed to PAYs:	(1.5%)	(1.1%)	(1.2%)
attributed to CAY:	100.1%	87.9%	91.6%

For details, please refer to Exhibits B-1 through B-3. Detailed information regarding the projections and associated assumptions for Calendar Year **2020** 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

<sup>6</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.

into account recent volume changes, rate changes, and anticipated policyholder and member company behaviours in reaction to rate increases. However, FARM volumes can change rapidly in a short period of time, as we have seen in the past. The table immediately below shows the FARM private passenger market share at March 2019 (rolling twelve month basis) compared with the most recent peak levels.

### **FARM**

**March 2019**

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

Written Private Passenger Vehicles (Excluding Farmers)

Province	* February 2019	March 2019			Recent Peak		
	Market Share	Written Vehicle Count	Market Share	Change	Written Vehicle Count	Mth. / Yr.	Market Share
Alberta	0.1%	2,245	0.1%	0.0	74,658	Sept. 2004	4.2%
Nova Scotia	1.0%	5,909	1.0%	0.0	37,157	Sept. 2004	7.9%
New Brunswick	1.2%	5,981	1.2%	0.0	25,327	April 2003	6.8%
Newfoundland & Labrador	3.2%	10,342	3.2%	0.0	17,569	Sept. 2003	8.0%
Prince Edward Island	1.2%	1,255	1.3%	0.1	6,307	April 2004	8.4%
Ontario	0.0%	3,625	0.0%	0.0	226,108	March 2004	3.8%
Nunavut	4.2%	140	4.2%	0.0	1,113	Dec 2008	50.0%
N.W.T	9.2%	1,873	9.0%	-0.2	4,844	Nov 2005	32.7%
Yukon	0.6%	158	0.5%	-0.1	1,416	Jun 2005	7.3%

Net cash flows from operations for the FARM are projected to be an overall inflow of \$75.4 million for Calendar Year **2020** as presented in detail in section 3.5. Higher projected claim payments and cash expenses are the main driver of the \$9.5 million difference between the Calendar Year **2020** net cash flows from operations projection and the overall net inflow of \$84.8 million for calendar year **2019** cash from operations from the March 31, 2019 projection (the Outlook posted Nov 30, 2018 projected an overall net inflow of \$57.2 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 2015 are summarized below (excluding cash transfers that are for re-balancing among members, but that do not result in an increase or decrease in cash held directly by the FARM):

Participation Report Period	Amounts Transferred to / (from) Members	Transfer Date
Nov 2014	(\$15 million)	Feb 2015
Jul 2015	\$10 million	Oct 2015
May 2017	\$5 million	Aug 2017
Jun 2018	\$20 million	Sep 2018
Nov 2018	\$40 million	Feb 2019

As our current **2020** FARM calendar year projection indicates overall net operating cash inflows of \$75.4 million, we anticipate cash transfers to members during 2020 (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							
	2018	2017	2016	2015	2014	2013	2012	2011
<b>operating cash inflow - written premium</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>	<b>225.5</b>
chg:	69.8	13.2	(18.9)	(12.3)	(14.3)	-	(9.0)	
% chg:	37.9%	7.7%	(10.0%)	(6.1%)	(6.6%)	-	(4.0%)	
Premium-related Expenses								
S.C. admin fees	26.2	19.0	17.7	19.8	20.9	22.6	22.5	24.1
commissions	19.7	15.3	14.4	15.7	17.1	17.9	18.1	18.7
DRAs/MVRs	3.1	3.0	3.1	3.2	3.2	3.5	3.6	3.3
as % of WP	19.3%	20.2%	20.6%	20.4%	20.4%	20.3%	20.4%	20.4%
<b>operating cash inflow WP net of acquisition</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>179.4</b>
<b>operating cash outflow - paid claims (indemnity)</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>	<b>153.1</b>
chg:	(5.4)	(3.6)	7.7	(20.4)	(2.0)	(19.5)	3.4	
% chg:	(4.5%)	(2.9%)	6.7%	(15.1%)	(1.5%)	(12.5%)	2.2%	
Claims-related Expenses								
claims fees & expenses pd	28.0	22.1	20.6	24.1	26.8	30.0	33.7	36.6
as % of indemnity pd:	24.7%	18.6%	16.8%	21.0%	19.9%	21.9%	21.5%	23.9%
<b>operating cash outflow claims and claims exp</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>	<b>189.7</b>
as % of WP	55.6%	76.4%	83.6%	73.0%	80.0%	77.1%	87.9%	84.1%
Other Expense / Income								
Admin	5.7	5.1	5.0	5.1	4.9	4.9	4.4	4.6
investment income	0.6	0.3	0.2	0.3	0.4	0.7	0.5	0.8
<b>operating cash inflow / (outflow)</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>	<b>(14.1)</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, leading to a premium level not seen in the FARM since 2009 (\$258 million).

We are projecting 2019 to be up significantly (18.6%) from 2018 (so that 2019 written premium would surpass 2008's \$299 million, but remain below 2007's \$358 million), but growth would slow to 0.7% for 2020 over 2019. Should premium volume prove lower (all else equal), this would result in an unfavourable cash flow of approximately 75 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 2019 and 2020 to show increases (to \$116 million and \$124 million respectively). In addition, claims fees and allowed claims expenses paid to Servicing Carriers are expected to be higher than the \$28 million paid in 2018 (increasing to \$35 million for 2019 and to \$37 million in 2020).

As discussed in section 3.5, a combination of declining premium and/or increase in claims payments that impact our cash flow projection by \$90 million or more would likely trigger a member cash call during **2020**. In the longer term (i.e. beyond 2020), assuming the FARM volumes remain at or below current levels, cash calls are likely to be required to fund older accident year claims settlements, and cash calls of \$10 million to \$40 million per year may be required.

### 2.3 Updated Projections for Calendar Year **2019**

As indicated in the table below, there have been changes both to earned premium and the Combined Operating Ratios (COR) between the *Nov 30 2018 Outlook* and the *Mar 31 2019 Projection*, the latter of which includes the implementation of the 2018 Q3 & Q4 valuations, with the changes in operating result largely driven by the impact of the updated valuations on CORs.

#### *Calendar Year **2019** Nov 30 2018 Outlook vs updated Mar 31 2019 Projection*

	Outlook Posted November 30, 2018			Updated Year-end Projection		
\$000s	Earned Premium	Operating Result	COR	Earned Premium	Operating Result	COR
Ontario	83,379	9,719	88.6%	98,751	18,803	81.3%
Alberta	71,083	11,405	84.2%	91,988	12,371	86.8%
Newfoundland & Labrador	28,625	(1,408)	105.2%	29,800	(1,458)	105.2%
New Brunswick	22,596	1,035	95.5%	24,576	524	98.1%
Nova Scotia	21,915	(1,986)	109.2%	26,274	(3,676)	114.2%
Prince Edward Island	4,484	322	93.0%	4,598	(4)	100.5%
Yukon	1,869	257	86.7%	1,889	(12)	100.8%
Northwest Territories	4,546	915	80.1%	4,234	1,201	71.9%
Nunavut	913	269	71.0%	974	284	71.1%
<b>TOTAL</b>	<b>239,409</b>	<b>20,528</b>	<b>91.7%</b>	<b>283,084</b>	<b>28,032</b>	<b>90.4%</b>

In the table at the top of the next page, we attributed the overall \$7.5 million operating result improvement (from \$20.5 million to \$28.0 million) to the change in earned premium (by multiplying the earned premium change by  $[1 - \text{COR}]$ ), with the remaining difference attributed 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). Earned premium changes have had an estimated overall \$4.6 million favourable impact on the projected Operating Result<sup>7</sup>, augmented by a \$2.9 million favourable change in operating result due to changes in CORs and changes in projected miscellaneous/investment income<sup>8</sup>.

<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 **2019** Final Outlook had a COR of 91.9%, 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>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 2018, cash and cash equivalents were \$50.2 million compared with funds held by members at \$356.5 million (out of total assets of \$505.4 million).

## Calendar Year 2020 Preliminary FARM Outlook Facility Association Residual Market (FARM) Based on March 2019 Participation Report

### Calendar Year 2019 Change Nov 30 2018 Outlook vs updated Mar 31 2019 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	15,372	9,084	(7.3%)	15,372	1,752	7,332	(7.3%)
Alberta	20,905	966	2.6%	20,905	3,303	(2,337)	2.6%
Newfoundland & Labrador	1,175	(50)	-	1,175	(61)	11	-
New Brunswick	1,980	(511)	2.6%	1,980	89	(600)	2.6%
Nova Scotia	4,359	(1,690)	5.0%	4,359	(401)	(1,289)	5.0%
Prince Edward Island	114	(326)	7.5%	114	8	(334)	7.5%
Yukon	20	(269)	14.1%	20	3	(272)	14.1%
Northwest Territories	(312)	286	(8.2%)	(312)	(62)	348	(8.2%)
Nunavut	61	15	0.1%	61	18	(3)	0.1%
<b>TOTAL</b>	<b>43,675</b>	<b>7,504</b>	<b>(1.3%)</b>	<b>43,675</b>	<b>4,649</b>	<b>2,855</b>	<b>(1.3%)</b>

The key drivers of changes in COR are changes in selected ultimate loss ratios and the discount rate, updated with each valuation<sup>9</sup>. More information on the results of valuations and the associated impacts are available in the Actuarial Highlights for Oct 2018 (implementation of the 2018 Q3 valuation), and Mar 2019 (implementation of the 2018 Q4 valuation).

Of the \$2.9 million improvement in operating result attributed to COR changes and changes in miscellaneous/investment income, all of the change was driven by the former. The main driver of the 1.3 percentage point decrease in COR is the 1.2 percentage point decrease 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 less favourable than expected overall.

### Calendar Year 2019 Nov 30 2018 Outlook Loss Ratios vs updated Mar 31 2019 Projection

2019 Calendar Year FARM Jurisdiction	Claims Incurred Ratio			Current Accident Year LR			Prior Accident Year LR		
	Mar 31 2019 Projection	2019 Final Outlook (Nov 2018)	point chg	Mar 31 2019 Projection	2019 Final Outlook (Nov 2018)	point chg	Mar 31 2019 Projection	2019 Final Outlook (Nov 2018)	point chg
Ontario	60.4	67.9	(7.5)	65.9	69.0	(3.1)	(5.5)	(1.1)	(4.4)
Alberta	63.6	61.1	2.5	62.7	62.5	0.2	0.9	(1.4)	2.3
NFLD & Labrador	82.6	81.5	1.1	80.6	84.1	(3.5)	2.0	(2.6)	4.6
New Brunswick	73.8	71.6	2.2	75.5	74.0	1.5	(1.7)	(2.4)	0.7
Nova Scotia	88.0	81.7	6.3	84.4	83.1	1.3	3.6	(1.4)	5.0
Prince Edward Is.	73.9	66.8	7.1	69.7	66.0	3.7	4.2	0.8	3.4
Yukon	77.7	63.7	14.0	64.3	65.2	(0.9)	13.4	(1.5)	14.9
Northwest Terr.	47.6	55.7	(8.1)	56.6	56.4	0.2	(9.0)	(0.7)	(8.3)
Nunavut	48.0	48.2	(0.2)	46.8	48.0	(1.2)	1.2	0.2	1.0
<b>TOTAL</b>	<b>67.6</b>	<b>68.8</b>	<b>(1.2)</b>	<b>68.8</b>	<b>70.2</b>	<b>(1.4)</b>	<b>(1.2)</b>	<b>(1.4)</b>	<b>0.2</b>

Again, the ratios in the above 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

<sup>9</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.



ratios. In particular, the **Nov 30 2018 Outlook discount rate** was 1.88% compared with 1.95% used in the **Mar 31 2019 Projection** (the investment return margin for adverse deviation was left unchanged at 25 basis points). Discount rate changes mid-year will result in an immediate adjustment when the change occurs, but if we consider the overall **change from 1.88% to 1.95%**, it is estimated to have had an approximate favourable impact of \$0.4 million *overall*, due to a decrease in the ending unpaid claims liabilities, based on the interest rate sensitivity Table F for all jurisdictions in the March 2019 Actuarial Highlights – as shown in the table below.

*Estimated Unpaid Claims Liabilities Impact from Discount Rate and associated Margin Changes (2019)*

	<b>2019 Outlook (Nov 2018)</b>	<b>Mar 2019 Projection</b>	<b>Est. Impact</b>
dsct rate	1.88%	1.95%	-\$0.4 million
margin	25 basis pts	25 basis pts	\$0.0 million
<b>TOTAL</b>			<b>-\$0.4 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 table at the top of the next page. The current accident year change in this table shows an increase of \$26.7 million (15.9%) in total. This change can be primarily attributed to the \$43.7 million (18.2%) earned premium variance, as the overall CAY claims ratio decreased 1.2 points relative to the **Nov 30 2018 Outlook** (i.e. the 2019 Final Outlook). Had this earned premium variance not occurred, the current accident year incurred would have shown a decrease of \$2.7 million (applying the current accident year loss ratio changes to the **Nov 30 2018 Outlook** earned premium at the jurisdiction level), rather than the \$26.7 million increase that is projected (that is, a difference of \$29.3 million due to the earned premium projection difference). Of this \$29.3 million difference, Alberta and Ontario account for the majority (\$13.2 million and \$10.1 million respectively), due to their respective earned premium variances (\$20.9 million and \$15.4 million respectively). These volume changes relate to significant increases in commercial vehicle and interurban vehicle counts and associated premium (see section 3.1 for more detail).

*Calendar Year **2019** Nov 30 2018 Outlook Claims Incurred vs updated Mar 31 2019 Projection*

2019 Calendar Year  FARM Jurisdiction	Claims Incurred \$m				Current Accident Year Claims Incurred \$m				Prior Accident Year Claims Incurred \$m		
	Mar 31	2019 Final	change	% chg	Mar 31	2019 Final	change	% chg	Mar 31	2019 Final	change
	2019 Projection	Outlook (Nov 2018)			2019 Projection	Outlook (Nov 2018)			2019 Projection	Outlook (Nov 2018)	
Ontario	59.6	56.6	3.0	5.3	65.0	57.6	7.5	13.0	(5.4)	(0.9)	(4.5)
Alberta	58.5	43.5	15.0	34.5	57.7	44.4	13.3	29.9	0.8	(1.0)	1.7
NFLD & Labrador	24.6	23.3	1.3	5.6	24.0	24.1	(0.0)	(0.1)	0.6	(0.7)	1.3
New Brunswick	18.1	16.2	2.0	12.1	18.6	16.7	1.8	11.0	(0.4)	(0.5)	0.1
Nova Scotia	23.1	17.9	5.2	29.1	22.2	18.2	4.0	21.8	0.9	(0.3)	1.2
Prince Edward Is.	3.4	3.0	0.4	13.4	3.2	3.0	0.2	8.4	0.2	0.0	0.2
Yukon	1.5	1.2	0.3	23.4	1.2	1.2	(0.0)	(0.2)	0.3	(0.0)	0.3
Northwest Terr.	2.0	2.5	(0.5)	(20.4)	2.4	2.6	(0.2)	(6.4)	(0.4)	(0.0)	(0.4)
Nunavut	0.5	0.4	0.0	6.4	0.5	0.4	0.0	4.1	0.0	0.0	0.0
<b>TOTAL</b>	<b>191.3</b>	<b>164.7</b>	<b>26.7</b>	<b>16.2</b>	<b>194.8</b>	<b>168.1</b>	<b>26.7</b>	<b>15.9</b>	<b>(3.5)</b>	<b>(3.5)</b>	<b>0.0</b>

chg using 2019 Final Outlook (Nov 2018) EP: **(2.7)**

## 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> amounts.**

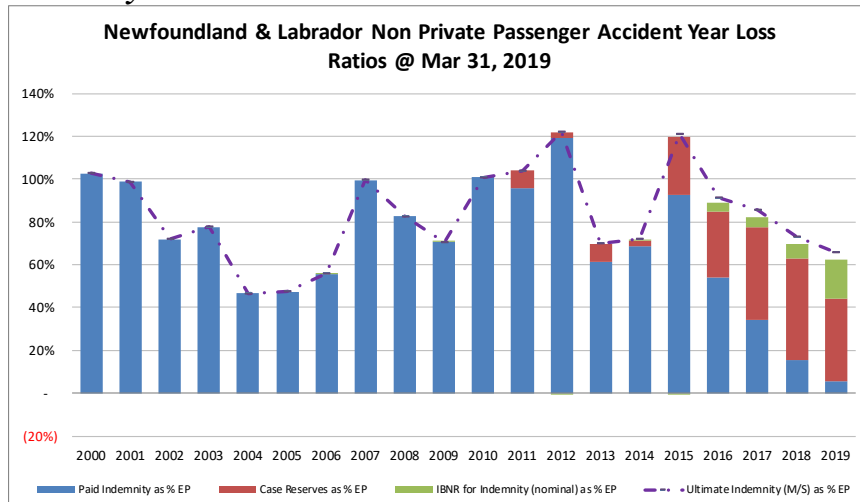
The historical loss ratios for Newfoundland & Labrador Non-Private Passenger vehicles (see chart at the top of the next page) provide a good example of the potential volatility of the FARM results within a jurisdiction / business segment, and the speed with which loss ratios can deteriorate or improve between accident years. In this case, the coefficient of variation<sup>11</sup> of the loss ratio was 26.3% over the 20 accident years (23.1% over the more recent 10 accident years).

<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.

<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.

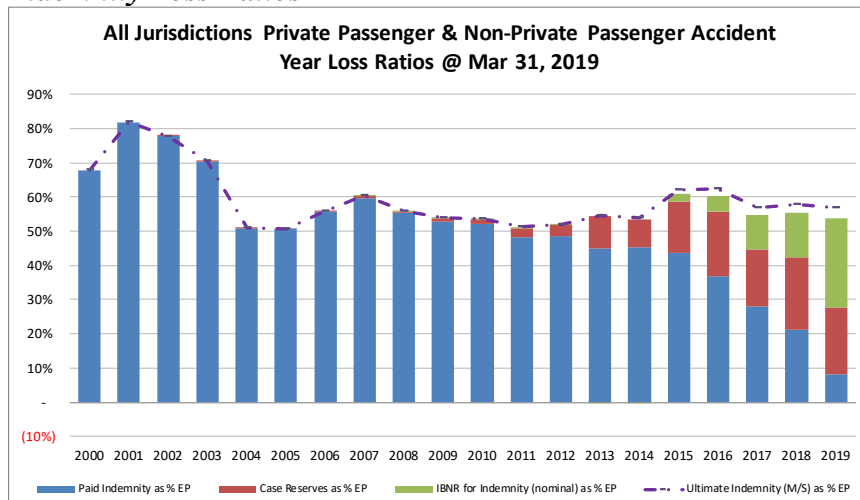


***FARM Newfoundland & Labrador Non-Passenger Ultimate Indemnity Loss Ratios***



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 chart immediately below). In this case, the coefficient of variation of the loss ratio was 14.8% over the 20 accident years (significantly lower than NL non-PPV above) and 6.8% over the more recent 10 accident years.

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



Our annual rate review cycle encompasses the six provinces (the northern territories are reviewed tri-annually and were last reviewed in 2018), 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 50% to 60%<sup>12</sup> (and approximately 54% on a weighted basis). This suggests accident years 2014 to 2018 inclusive (weighted average indemnity loss ratio at 56.9%), have performed overall slightly worse than *that* target ratio level, but still generated a positive return on equity (capital), again 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” approved rate changes, notwithstanding that at the time of writing, FA had 7 rate filings submissions made to regulators for non-zero rate changes where regulatory approvals have not yet been issued:

- 0 in ON;
- 0 in AB;
- 0 in NL;
- 5 in NB (+20.1% proposed, would be +17.5% on entire NB portfolio);
- 2 in NS (+19.0% proposed, would be +12.6% on entire NS portfolio);
- 0 in PE;
- 0 in YT;
- 0 in NT;
- 0 in NU

Further, it is anticipated that rate submissions will be made in those jurisdictions where warranted during the remainder of 2019 and in 2020 (the Atlantic provinces, in particular, are a primary focus due to their relative rate inadequacy). However, as noted, potential outcomes of such submissions have not been included in our projections.

As previously discussed, we have assumed no prior accident year development in our projection for Calendar Year **2020**. This assumes that the nominal unpaid claims liabilities projected to be booked at Dec 31, 2019 will be the exact provision as needed throughout Calendar Year **2020** for accident years 2019 and prior. As the nominal provision that will be booked at Dec 31, 2019 will be an estimate and that estimate will be updated as valuations are conducted throughout **2020**, 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 sections 3.1) and claims payments (claims projections are discussed in sections 3.2 through 3.3) during Calendar Year **2020**, 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

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<sup>12</sup>The complete range is 31% to 62%, 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.

and reasonably accurate projections for the next calendar year? As we produce 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.

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 table on the next page summarizes variances between the actual results and the Preliminary Outlook projections by calendar year.

## Calendar Year 2020 Preliminary FARM Outlook

### Facility Association Residual Market (FARM)

### Based on March 2019 Participation Report

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

Facility Association  
 Outlook Actual vs Projected  
 FARM

**\*PROJECTED IS BASED ON PRELIMINARY OUTLOOK**

Outlook Actual vs Projected FARM			*PROJECTED IS BASED ON PRELIMINARY OUTLOOK								x PAYs			
			Net Operating Result				\$ millions	COR	\$ millions	COR				
juris: TOTAL			bus seg: TOTAL (PPV & non-PPV)				average A less P 2013 to 2018:				7.9	(3.9%)	(1.2)	0.7%
			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	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%			

## Calendar Year 2020 Preliminary FARM Outlook Facility Association Residual Market (FARM) Based on March 2019 Participation Report

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 table below.

### ***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			
juris: TOTAL		bus seg: TOTAL (PPV & non-PPV)		Net Operating Result				\$ millions	COR	\$ millions	COR		
				average A less P 2013 to 2018:				7.7	(3.9%)	(1.6)	0.8%		
			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%		

## **2.5 Definitions and Presentation**

### ***Accounting Periods***

- Calendar Year 2018: actual results for 12 months ending Dec 31, 2018.
- Calendar Year 2019: actual results for 3 months ending Mar 31, 2019, plus projected results for 9 months ending Dec 31, 2019.
- Calendar Year 2020: projected results for 12 months ending Dec 31, 2020.

### ***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 Mar 2019. The Mar 2019 Participation Report reflects assumptions derived from the valuation as at Dec 31, 2018 as described in the Mar 2019 Actuarial Highlights.
- Projected results for the months of Apr and May 2019 are the projections reflected in the Mar 2019 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 Dec 31, 2018, and other information.

- Projected results for the months of Jun 2019 through Dec 2019 inclusive are also based on assumptions derived for this purpose from the valuation as at Dec 31, 2018, and other information, extended to encompass Calendar Year 2020.

### ***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

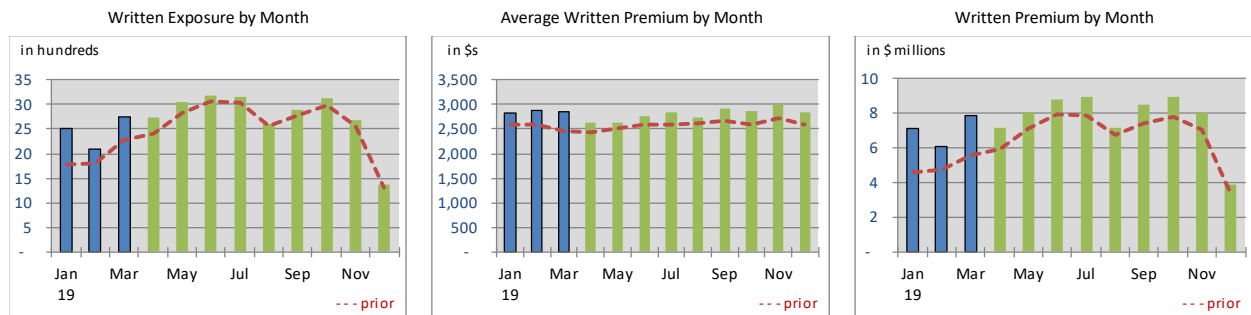
The commentary that follows describes the basis for projecting premiums, claims and claims expense amounts and other expenses, and provides summaries of key assumptions. Exhibit A in Section 4 provides additional detail regarding these assumptions.

#### 3.1 Premiums

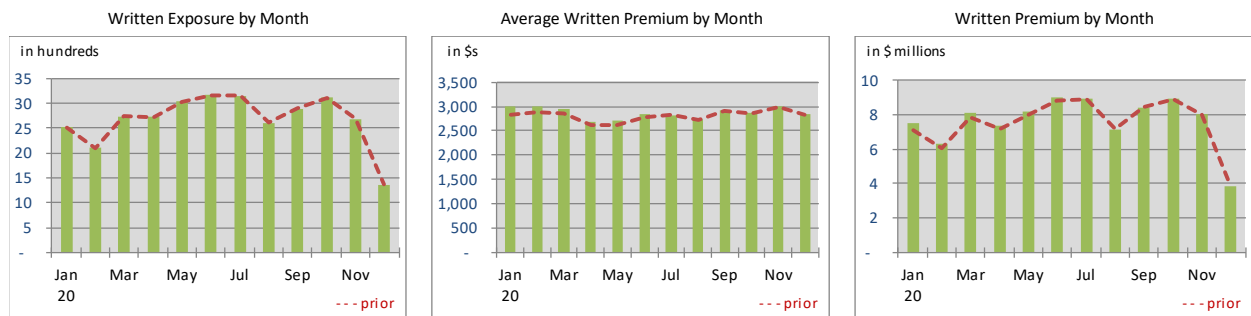
A model has been established to project by month the number of (annualized) vehicles underwritten and to project the associated average written premium (with projected premium being the product of these two). The vehicle counts used are derived from transaction histories and are part of the FARM operational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

Summaries of the projections are provided for 2019 and 2020 in the tables that follow. In the charts, blue columns 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 2019** projected count **32,133**; projected premium: **\$90.3 million**



**Private Passenger 2020** projected count **32,133**; projected premium: **\$91.9 million**

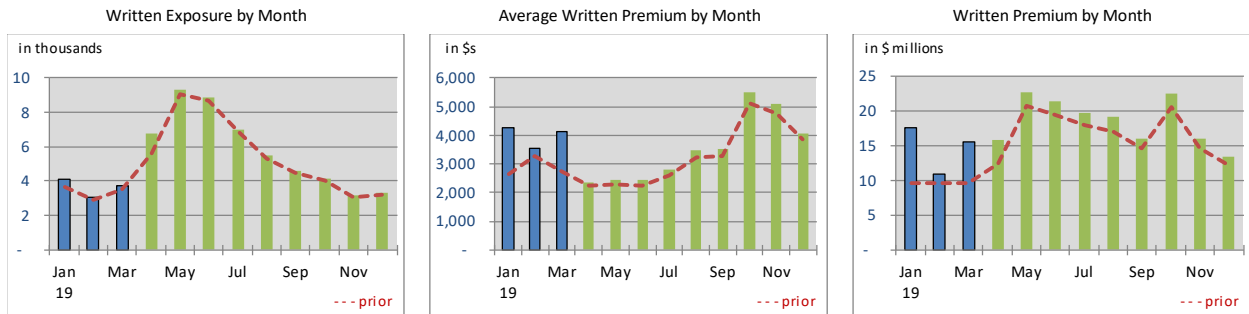


As indicated above, we are projecting no change in private passenger counts during 2020 over 2019 (our projection for 2019 represents a 9.3% increase in count from 2018).

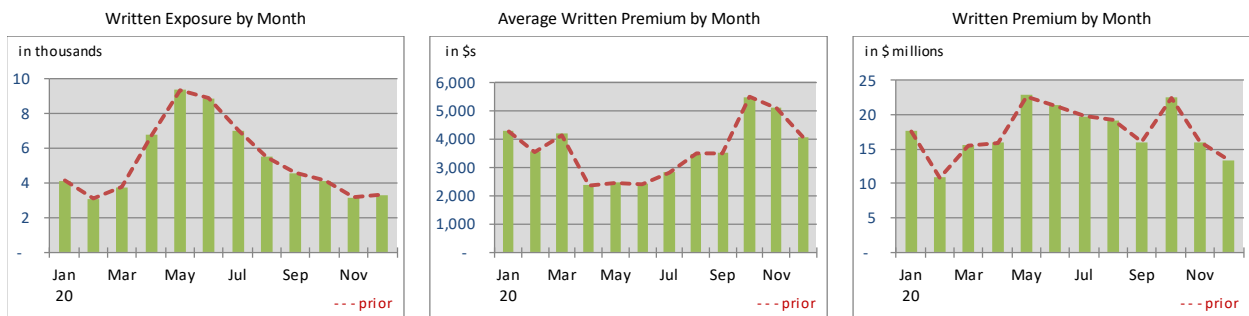


**Non-Private Passenger 2019**

*projected count 63,543; projected premium: \$210.9 million*


**Non-Private Passenger 2020**

*projected count 63,543; projected premium: \$211.4 million*



As per above, we are projecting no change in non-private passenger vehicle counts during 2020 over 2019 (our 2019 projection represents a 5.7% increase in count from 2018).

As indicated earlier, the count projections do not anticipate significant mix-of-business changes in relation to the current portfolio (i.e. as at Mar 31, 2019). However, there has been a significant mix change over the course of the last 18+ months, where reductions in counts for recreational vehicles have been offset by increases in commercial vehicles, interurban trucks, and buses. As commercial and interurban classes, in particular, are at much higher average written premium levels, premium volume changes have outpaced changes in count. 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.

## Calendar Year 2020 Preliminary FARM Outlook

### Facility Association Residual Market (FARM)

### Based on March 2019 Participation Report

#### *FARM Vehicle Counts and Premium Levels by Rating Class – 12-month rolling to Mar 31, 2019*

Jurisdiction	Business Segment	FA Minor Rating Class Desc	2019 rolling 12 to month 03			% Change in Amount			Change in Amount		
			Annualize Vehicle Count	Sum of Written Premium	AWP	Annualize Vehicle Count	Sum of Written Premium	AWP	Annualize Vehicle Count	Sum of Written Premium	AWP
Grand Total	PPV	Private Passenger (x Farmers)	30,896	82,077,624	2,657	7.3%	15.3%	7.4%	2,115	10,897,004	184
		Farmer	-	-	-	-	-	-	-	-	-
	PPV Total		30,896	82,077,624	2,657	7.3%	15.3%	7.4%	2,115	10,897,004	184
(includes fleet rated PPV)	non-PPV	Private Passenger (x Farmers)	665	561,441	844	17.8%	47.1%	24.9%	101	179,751	168
		Commercial	13,178	57,164,186	4,338	22.4%	47.3%	20.3%	2,415	18,363,900	733
		Interurban	5,435	73,834,662	13,584	151.6%	200.0%	19.3%	3,275	49,225,564	2,194
		Public Bus	1,698	7,539,554	4,441	14.3%	19.0%	4.2%	212	1,205,272	178
		Private Bus & Misc Public	1,438	4,958,965	3,449	3.6%	14.1%	10.1%	51	611,298	315
		School Bus	1,064	1,667,188	1,567	2.1%	11.1%	8.7%	22	166,232	126
		Hotel & Country Club Bus	636	1,400,859	2,204	29.5%	26.0%	(2.7%)	145	289,078	(61)
		Taxi	4,611	20,686,296	4,486	1.4%	8.9%	7.4%	62	1,694,309	311
		Funeral	5	11,271	2,254	150.0%	196.8%	18.7%	3	7,473	355
		Ambulance	37	146,569	3,970	21.7%	46.6%	20.4%	7	46,594	674
		Motorcycle	18,925	11,473,370	606	(11.8%)	(4.2%)	8.4%	(2,523)	(507,301)	47
		All Terrain Vehicle	9,124	3,632,826	398	(10.9%)	(2.5%)	9.3%	(1,119)	(93,438)	34
		Snow Vehicle	3,928	1,646,894	419	(10.6%)	(7.8%)	3.2%	(467)	(138,532)	13
		Antique	6	9,387	1,482	111.1%	108.0%	(1.5%)	3	4,874	(22)
		Motor Home	237	551,958	2,333	11.1%	23.2%	10.9%	24	103,870	229
		Trailer Home	-	912	912	(100.0%)	72.1%	(171.7%)	0	382	2,184
		Garage	-	7,697,324	7,697,324	-	7.6%	7.6%	-	544,242	544,242
		Non-Owned	-	297,627	297,627	-	11.5%	11.5%	-	30,698	30,698
		Drivers Policy	62	78,694	1,274	5.0%	7.7%	2.6%	3	5,635	32
	non-PPV Total		61,049	193,359,983	3,167	3.8%	59.0%	53.2%	2,214	71,739,901	1,100
Grand Total	TOTAL		91,945	275,437,607	2,996	4.9%	42.9%	36.1%	4,329	82,636,905	795

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

The next table compares the written and earned premium projections for Calendar Year 2020 in this Outlook compared with the projections for calendar year 2019.

#### *Projection Summary – Calendar Year 2020 – Premium*

Premium Comparisons (Amounts in \$000s)			
All Jurisdictions	Private Passenger	Non-Private Passenger	TOTAL
<b>2020 Written Premium</b>	<b>91,875</b>	<b>211,411</b>	<b>303,286</b>
<b>2019 Written Premium</b>			
2019 Nov 30 2018 Outlook	77,706	168,163	245,869
2019 Mar 31, 2019 Projection	90,237	210,871	301,108
<b>2020 Earned Premium</b>	<b>91,167</b>	<b>210,530</b>	<b>301,697</b>
<b>2019 Earned Premium</b>			
2019 Nov 30 2018 Outlook	76,413	162,996	239,409
2019 Mar 31, 2019 Projection	84,504	198,580	283,084

It is possible for FARM volumes to grow quickly and that the projections summarized above to be well off the mark. For example, earned premium increased from \$308 million for accident year 2002 to \$841 million for accident year 2003 and to over \$1 billion for accident year 2004. 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.

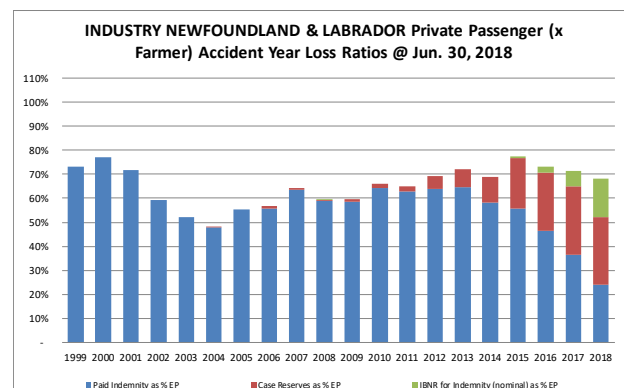
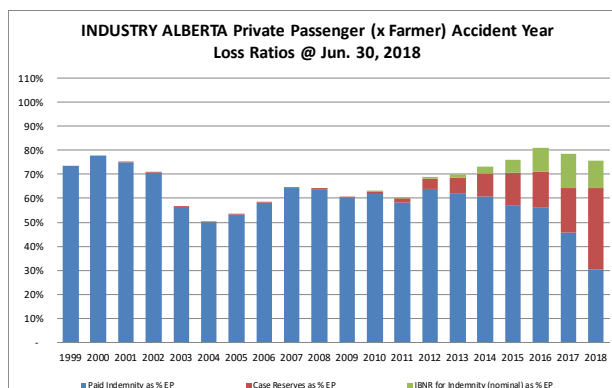
In Ontario, several factors contribute to a general increase in uncertainty and predictability of future claims costs and therefore potentially impact the appetite of insurers in the voluntary market. These include:

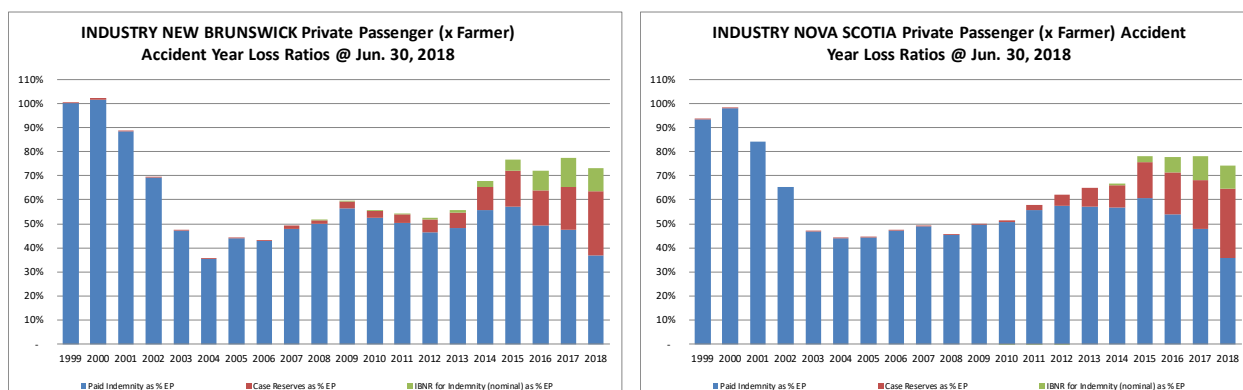
- reforms announced / implemented throughout 2015 and 2016 and the regulatory view that the reforms will have a meaningful impact on reducing claims costs and that those reductions should be reflected in lower rates for consumers – these views may not be shared by insurers, who may have trouble then getting rate changes they are looking for approved;
- the introduction of the new Ontario financial services regulator “FSRA” and the transition from FSCO to FSRA (FSRA is expected to be formally adopted in June 2019, but the transition is anticipated to be continue through the first quarter of 2020);
- there remains general uncertainty in future regulatory or product changes, and/or restrictions on rating variables available for use by insurers (for example, territory); and
- the recent class action law suit brought against various insurers related to HST and limits / sub-limits for the Statutory Accident Benefits Schedule.

In Alberta, caps on the level of rate increase allowed for private passenger during 2018/2019, with a 5% cap imposed by the provincial government in December of 2018 and renewed in the fall of 2019 to continue until August of 2020. Spring 2019 regulatory changes to clarify the definition of minor injuries may have a favourable impact on the predictability of costs, and a new government was elected in April 2019.

In Newfoundland & Labrador, changes to insurance law via Bill 3 were enacted prior to the government’s re-election in May 2019. Uncertainty exists as to actual changes that will occur for the automobile insurance product in the province.

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 private passenger challenges in four jurisdictions below (all have had their axis set to 0% to 110%).





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 2019 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 2020.

### 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 December 31, 2018. 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 Mar 2019 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 two FA analyses of industry data are summarized at the top of the next page (note that Prince Edward Island was not analyzed with the 2018-H1 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.

Facility Association  
 Industry Trend Analyses  
 Level of Analysis by Jurisdiction and Rating Class  
 as at: **2017-H2**

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%	4.0%	4.6%	1.8%	3.6%	0.9%	3.3%	1.8%	6.7%	4.4%	2.1%	0.2%
all coverages	4.7%	3.8%	2.0%	2.8%	3.3%	0.4%	3.5%	0.7%	6.2%	3.6%	2.4%	0.1%
	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: **2018-H1**

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	4.3%	3.9%	5.1%	2.0%	2.6%	0.2%	4.2%	4.0%	7.1%	4.9%		
all coverages	4.6%	4.0%	4.7%	2.8%	3.3%	0.8%	4.4%	3.8%	6.8%	4.5%		
	final	final	final	final	final	final	final	final	final	final		

For accident year **2020**, 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 Sep 30, 2018<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 **2020** is built from the **2019 a priori** loss ratio – **not** from the current selected ultimate loss ratio for accident year **2019**. 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 Dec 31, 2018 valuation reflect selections of ultimate from the Sep 30, 2018 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, if any, of outcomes related to the automobile insurance reforms currently underway in Newfoundland & Labrador
- the impact, if any, of the recent class action law suit brought against various insurers related to HST and limits / sub-limits for the Ontario Statutory Accident Benefits Schedule

The operating results for Calendar Year **2019** include actual development on accident years 2019 and prior incurred claims amounts, up to and including activity in the month of Mar 2019. 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 **2020**, 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 Jun 30, 2018 valuation<sup>15</sup>, the results of which were fully reflected initially in the Aug 2018 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 Simulated 2020 Accident Year Nominal Claims Ratio**

Bringing together the claims related costs discussed in section 3.2, for “normal course” for accident year **2020**, assuming no correlation among jurisdictions and business segments (i.e. private passenger vs non-private passenger), the overall nominal claims<sup>16</sup> ratio (**including indemnity, Servicing**

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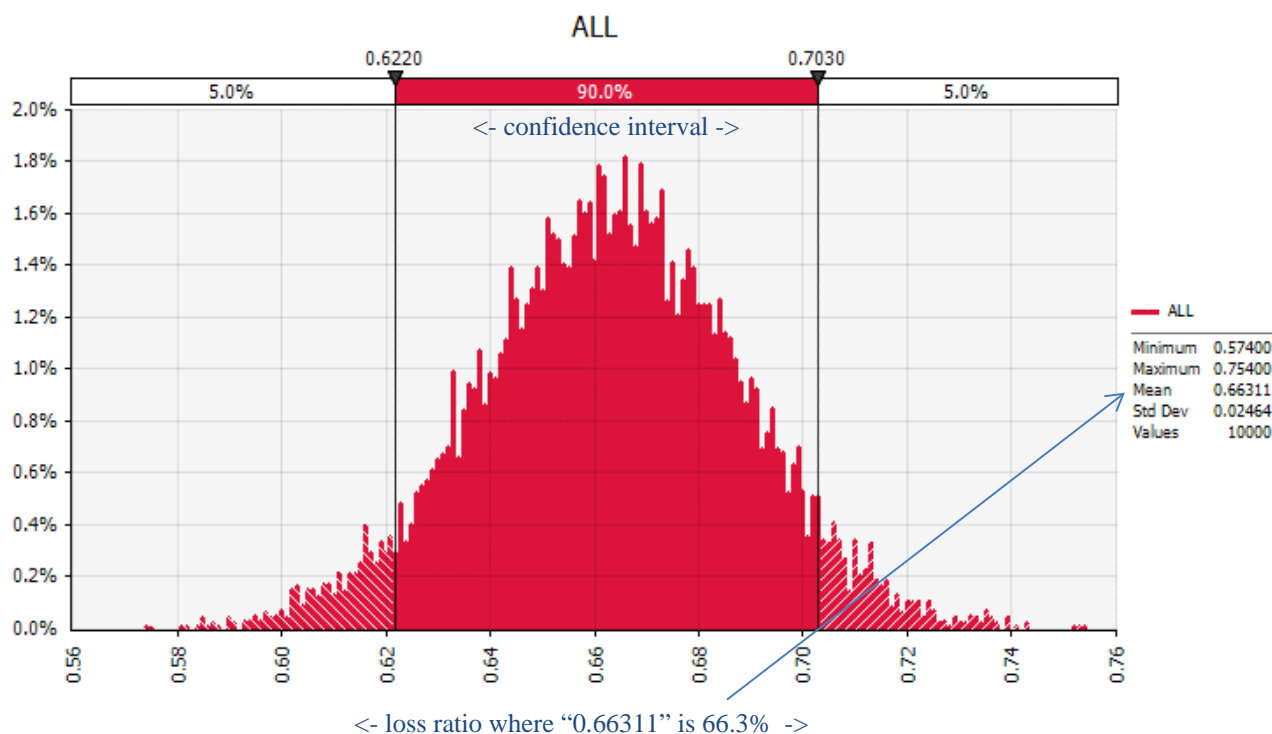
<sup>15</sup>Assumptions for these fees are reviewed annually with the June 30 valuations.

<sup>16</sup>We use “claims ratio” (where claims include indemnity, Servicing Carrier claims fees, and allowed claims expenses) to distinguish this ratio from the “loss ratio” which would include indemnity only. In the narrative, we will sometimes make these differences explicit. Note that in the Participation Report and the Statements of Operating Results provided for this Outlook, “claims incurred” follows this definition (i.e. includes indemnity plus fees and expenses).

**Carrier claims fees, and allowed claims expenses**) at 66.3% could be modelled using a normal distribution with a mean 66.3% and standard deviation of 2.1%<sup>17</sup>, based on our a priori loss ratios (indemnity only) by accident half for 2008-2017 put on-level, and smoothed. This would put the 95<sup>th</sup> percentile claims ratio at 70.3% (again, under “normal course” assumptions – this would not take into account “stress” events like the rapid claims ratio increases experienced in Ontario from 2008 to 2010). Further, this assumes that the “66.3%” as a baseline a priori estimate will prove to be the “best estimate” claims ratio for accident year **2020** – this estimate may change over time due to modelling differences, changes in historical loss ratios etc. that are used to derive this estimate.

The claims ratio modelling result for the total jurisdictions, all business segments for accident year **2020** is presented at the top of the next page based on latin hypercube sampling (10,000 samples) using @risk simulation software.

***Projection Summary – Accident Year 2020 Nominal Claims Ratio (non-stressed, assuming independence of LRs by jurisdiction and business segment)***



The above histogram of simulated results for the **2020** accident year nominal claims ratio was based on simulated (generated) claims ratios by jurisdiction and business segment assuming the base line

<sup>17</sup>This standard deviation is estimated from the coefficient of variation for the on-level a priori loss ratios across all jurisdictions, adjusted to the 66.3% mean. When modelled at the individual jurisdiction and business segment level using coefficients of variations for loss ratios from the a priori loss ratio process, the total standard deviation decreased to 2.5%, again under “base line” assumptions – not “stressed” assumptions and under the assumption that results are independent. Given the difference in the modelled standard deviation of 2.5% under the independence assumption and the underlying standard deviation for all the loss ratios of all jurisdictions/all business segments of 2.0%, the independence assumption is not valid (this is confirmed via a correlation review). We may, at some point in the future, incorporate correlation estimates in the process.



loss ratios, associated standard deviations as presented in the next table, and the assumption of independence. It should be noted that the latter assumption may not be valid, with historical experience suggesting a standard deviation for all lines closer to 2.0%, rather than the 2.5% modelled above. (While the above claims ratio includes Servicing Carrier claims fees and allowed claims adjustment expense in addition to indemnity, the “all jurisdictions, all business segments” indemnity only loss ratios shown in the chart in section 2.4 exhibited a standard deviation of 3.3% over the 2008-2017 period used in the estimation process). In addition, the historical experience may not fully capture the extent of volatility inherent in the exposure, and care should be taken in drawing explicit inferences from the volatility / uncertainty process we undertook here.



## Calendar Year 2020 Preliminary FARM Outlook Facility Association Residual Market (FARM) Based on March 2019 Participation Report

### *Projection Summary – Accident Year 2020 Nominal Loss Ratio – Generator Assumptions*

Facility Association

a priori LR - distribution estimates

for valuation: **Dec 31, 2018**

FARM: **TOTAL**

Bus. Segment: **Private Passenger & Non-Private Passenger**

Amounts in: \$1,000s

Claims Ratios include indemnity, SC fees, and clms expense

Projection: 2019 Preliminary Outlook		From Projection			From a priori Model		Scenario Claims	
Jurisdiction	Business Segment	EP	CAY Claims Ratios (nominal)	CAY claims	Claims Ratio CV	estimated Claims Ratio std dev	generated claims	generated Claims Ratio
Ontario	Private Passenger	22,902	66.4%	15,207	8.2%	5.4%	15,207	<b>66.4%</b>
	Non-Private Passenger	81,170	62.4%	50,650	11.3%	7.1%	50,650	<b>62.4%</b>
	Total	104,072	63.3%	65,857	9.0%	5.7%	65,857	63.3%
Alberta	Private Passenger	9,242	60.3%	5,573	11.4%	6.9%	5,573	<b>60.3%</b>
	Non-Private Passenger	89,678	62.2%	55,780	5.8%	3.6%	55,780	<b>62.2%</b>
	Total	98,920	62.0%	61,353	5.3%	3.3%	61,353	62.0%
Newfoundland & Labrador	Private Passenger	22,470	77.3%	17,369	8.5%	6.6%	17,369	<b>77.3%</b>
	Non-Private Passenger	8,203	73.2%	6,005	13.2%	9.7%	6,005	<b>73.2%</b>
	Total	30,673	76.2%	23,374	7.2%	5.5%	23,374	76.2%
New Brunswick	Private Passenger	14,488	77.4%	11,214	7.9%	6.1%	11,214	<b>77.4%</b>
	Non-Private Passenger	11,284	65.0%	7,335	18.8%	12.2%	7,335	<b>65.0%</b>
	Total	25,772	72.0%	18,549	8.8%	6.3%	18,549	72.0%
Nova Scotia	Private Passenger	16,319	80.9%	13,202	10.8%	8.7%	13,202	<b>80.9%</b>
	Non-Private Passenger	13,984	75.9%	10,614	9.6%	7.3%	10,614	<b>75.9%</b>
	Total	30,303	78.6%	23,816	7.4%	5.8%	23,816	78.6%
Prince Edward Island	Private Passenger	2,473	57.2%	1,415	22.8%	13.0%	1,415	<b>57.2%</b>
	Non-Private Passenger	2,364	72.7%	1,719	31.2%	22.7%	1,719	<b>72.7%</b>
	Total	4,837	64.8%	3,134	19.8%	12.8%	3,134	64.8%
Yukon	Private Passenger	339	76.3%	259	73.7%	56.2%	259	<b>76.3%</b>
	Non-Private Passenger	1,560	59.2%	924	20.3%	12.0%	924	<b>59.2%</b>
	Total	1,899	62.3%	1,183	22.6%	14.1%	1,183	62.3%
Northwest Territories	Private Passenger	2,770	59.6%	1,651	20.5%	12.2%	1,651	<b>59.6%</b>
	Non-Private Passenger	1,462	47.5%	694	21.2%	10.1%	694	<b>47.5%</b>
	Total	4,232	55.4%	2,345	15.7%	8.7%	2,345	55.4%
Nunavut	Private Passenger	163	39.2%	64	10.7%	4.2%	64	<b>39.2%</b>
	Non-Private Passenger	826	46.6%	385	25.4%	11.8%	385	<b>46.6%</b>
	Total	989	45.4%	449	21.8%	9.9%	449	45.4%
ALL	Private Passenger	91,166	72.3%	65,954	4.0%	2.9%	65,954	<b>72.3%</b>
	Non-Private Passenger	210,531	63.7%	134,106	5.2%	3.3%	134,106	<b>63.7%</b>
	Total	301,697	66.3%	200,060	3.8%	2.5%	200,060	66.3%

Please see the Appendix for a priori loss ratios (indemnity only) and associated charts by jurisdiction

and business segment.

### **3.4 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 **2020**.

Calendar Year **2020** 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 **2019** and **2020** as applicable, and expected future servicing costs estimated at the rate of 50% of 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 **2020** were projected as percentages of written premiums based on actual expenses-to-written premium ratios in recent years (see table immediately below).

#### ***Projection Summary – Calendar Year 2020 Expense Ratios***

Expense Ratio Projections			
All Jurisdictions	Private Passenger	Non-Private Passenger	TOTAL
General Expenses (% WP)	21.2%	18.8%	19.6%
Administrative Expense (% WP)	2.8%	2.8%	2.8%

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 **2020** represents the income expected to be earned on the portion of FARM assets that are held and invested by Facility Association. Most (76%<sup>18</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.

### **3.5 Operating Cash Flows**

Net cash flows from operations fluctuate as one would expect. Over the past 8 calendar years (see table at the top of the next page), 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).

<sup>18</sup>This percentage is based on the FARM unaudited balance sheet as at Jan 31, 2019, comparing the sum of [funds held by members], [transfer of funds due from members], and [due from members] to [total assets].

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.

***FARM historical operating cash flows***

\$millions	Share (i.e. Calendar) Year							
	2018	2017	2016	2015	2014	2013	2012	2011
<b>operating cash inflow - written premium</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>	<b>225.5</b>
chg:	69.8	13.2	(18.9)	(12.3)	(14.3)	-	(9.0)	
% chg:	37.9%	7.7%	(10.0%)	(6.1%)	(6.6%)	-	(4.0%)	
Premium-related Expenses								
S.C. admin fees	26.2	19.0	17.7	19.8	20.9	22.6	22.5	24.1
commissions	19.7	15.3	14.4	15.7	17.1	17.9	18.1	18.7
DRAs/MVRs	3.1	3.0	3.1	3.2	3.2	3.5	3.6	3.3
as % of WP	19.3%	20.2%	20.6%	20.4%	20.4%	20.3%	20.4%	20.4%
<b>operating cash inflow WP net of acquisition</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>179.4</b>
<b>operating cash outflow - paid claims (indemnity)</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>	<b>153.1</b>
chg:	(5.4)	(3.6)	7.7	(20.4)	(2.0)	(19.5)	3.4	
% chg:	(4.5%)	(2.9%)	6.7%	(15.1%)	(1.5%)	(12.5%)	2.2%	
Claims-related Expenses								
claims fees & expenses pd	28.0	22.1	20.6	24.1	26.8	30.0	33.7	36.6
as % of indemnity pd:	24.7%	18.6%	16.8%	21.0%	19.9%	21.9%	21.5%	23.9%
<b>operating cash outflow claims and claims exp</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>	<b>189.7</b>
as % of WP	55.6%	76.4%	83.6%	73.0%	80.0%	77.1%	87.9%	84.1%
Other Expense / Income								
Admin	5.7	5.1	5.0	5.1	4.9	4.9	4.4	4.6
investment income	0.6	0.3	0.2	0.3	0.4	0.7	0.5	0.8
<b>operating cash inflow / (outflow)</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>	<b>(14.1)</b>

For Calendar Year **2020**, net cash flows from operations for the FARM are projected to be an overall **inflow of \$75.4 million** as presented in the table on page 40. Higher projected claims payments and are the main drivers of the difference between the Calendar Year **2020** projection and the Calendar Year **2019** updated projection (Mar 2019). Should volumes not increase during **2020** 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, particularly in a situation, like with the FARM, where volumes had been declining, and claims liabilities decreasing. The table on the next page summarizes the FARM year-end claims liabilities balances, indicating that from 2011 to 2018, claims liabilities have decreased by \$188 million or 36%, impacting the scope for claims payments out of PAYs in 2019 (and potentially 2020).

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

Share (i.e. Calendar) Year	Share (i.e. Calendar) Year							
	2018	2017	2016	2015	2014	2013	2012	2011
case reserves	209.7	215.1	233.6	250.7	256.1	287.5	302.8	354.6
IBNR (incl. apvs)	96.7	101.7	113.8	114.9	120.1	93.3	119.3	130.4
provision for claims expenses	32.3	34.0	41.9	34.6	35.4	37.1	32.8	41.8
<b>claims liabilities</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>	<b>526.8</b>
chg:	(12.1)	(38.5)	(10.9)	(11.4)	(6.3)	(37.0)	(71.9)	
% chg:	(3.4%)	(9.9%)	(2.7%)	(2.8%)	(1.5%)	(8.1%)	(13.6%)	

The operating cash flows projected for Calendar Year **2020** are provided in the table at the top of the next page. 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. As indicated in the table on the next page, the current projection for Calendar Year **2020** 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 2020. Rather, based on the cash flow projection, it is more likely that operating cash would be distributed to FA Members during Calendar Year **2020**. 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 \$90 million to trigger a cash **call**).

***Projection Summary – Calendar Year 2020 – operating cash flows***

Calendar Year 2020 Net Operating Cashflow Projections (\$000s)			
All Jurisdictions	Private Passenger	Non-Private Passenger	TOTAL
<b>Written Premium</b>	<b>91,875</b>	<b>211,411</b>	<b>303,286</b>
<b>PAYs Paid Claims</b>			
paid indemnity	29,716	46,933	76,649
paid Clms Fee & Allowed Clms Exp.	2,334	622	2,956
PAYs Paid Claims	32,050	47,555	79,605
<b>CAYs Paid Claims</b>			
paid indemnity	16,350	31,192	47,542
paid Clms Fee & Allowed Clms Exp.	10,318	23,310	33,628
CAYs Paid Claims	26,668	54,502	81,170
<b>All AYs Paid Claims</b>			
paid indemnity	46,066	78,125	124,191
paid Clms Fee & Allowed Clms Exp.	12,652	23,932	36,584
All AYs Paid Claims	58,718	102,057	160,775
<b>"Cash" Expenses</b>			
Operating & Service Fees	9,379	21,796	31,175
Agent's Commissions	8,598	15,625	24,223
Driver Record Abstracts	1,530	2,405	3,935
Administrative Expenses	2,574	5,923	8,497
"Cash" Expenses	22,081	45,749	67,830
<b>Investment Income</b>	<b>225</b>	<b>451</b>	<b>676</b>
<b>2020 Net Operating Cash Flow</b>	<b>11,301</b>	<b>64,056</b>	<b>75,357</b>
<b>2019 Net Operating Cash Flow</b>			
2019 Nov 30 2018 Outlook	7,066	50,110	57,176
2019 Mar 31, 2019 Projection	12,240	72,589	84,829

At the end of fiscal year 2018 (i.e. at Oct 31, 2018), the FARM members held \$356 million in funds supporting policy liabilities of \$483 million<sup>19</sup> against fiscal 2018 written premium of \$238 million, indicating a policy liability to written premium ratio of 203%, in line with the approximate 200% for “Auto Writers” as found in the MSA 2018 Benchmark Report. Previously, the FARM ratio had been much higher than industry, but the rapid FARM increase in premium volume experienced in 2017/2018 has moved the ratios more closely in line. If the benchmark ratio is more “steady state”, and if FARM volumes were to remain at around \$250 to \$300 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 segment).

<sup>19</sup>The \$483 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.

### **3.6 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, resulting in the “distribution” of \$737 million of accumulated operating results on the financial statement balance sheet for the FARM (this was a non-cash transaction, netting a reduction in the “due to members” liability with a corresponding reduction in the “funds held by members” asset).

For 2017, the annual process occurred with the Aug 2017 Participation Report, with \$39.8 million of accumulated operating results distributed. For 2018, the annual process occurred with the Jul 2018 Participation Report, with \$32.5 million of accumulated operating results distributed. We anticipate the 2019 annual process will occur with the Jul 2019 Participation Report.

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 Jan 31, 2019 (the end of the FARM’s fiscal 2019 Q1) is provided at the top of the next page.

***FARM Statement of Financial Position (unaudited) as at January 31, 2019***

**FARM ONLY ytd @ Q1**

**\$ millions**

<b>F/S Basis (0% discount rate)</b>	<b>as at</b>	<b>as at</b>		
<b>(unaudited)</b>	<b>Jan 31, 2019</b>	<b>Oct 31, 2018</b>	<b>\$ change</b>	<b>% change</b>
<b>Statement of Financial Position</b>				
<b>Assets</b>				
Cash & short term deposits	58.3	50.2	8.1	16.2%
Funds held by members	396.5	356.5	40.0	11.2%
Transfer of funds due from members	0.4	0.0	0.4	>999.9%
Premium receivable	59.1	62.6	(3.6)	(5.7%)
Accrued investment income	0.1	0.1	0.0	60.9%
Deferred policy acquisition costs (DPAC)	9.8	9.9	(0.1)	(1.4%)
Other assets	3.3	1.3	2.0	157.2%
Due from members	17.4	24.9	(7.5)	(30.2%)
	544.8	505.4	39.4	7.8%
<b>Liabilities</b>				
Accounts payable	4.1	4.0	0.1	1.6%
Transfer of funds due to members	40.4	0.0	40.4	>999.9%
Servicing Carrier fees payable	7.7	8.5	(0.8)	(9.5%)
Unearned premium reserve (UPR)	130.1	133.0	(2.9)	(2.2%)
Claims liabilities	362.5	359.9	2.6	0.7%
Due to members	-	-	-	-
	544.8	505.4	39.4	7.8%
<b>Financial Position Metrics</b>				
Policy liabilities	482.8	483.0	(0.2)	-
Claims liabs as % pol liabs	75.1%	74.5%	pt chg:	0.6%
Net funds held by members	356.5	356.5	(0.0)	-
Assets @ net member position	504.8	505.5	(0.7)	(0.1%)
Net assets as % total	92.7%	100.0%	pt chg:	(7.3%)
net fund transfers from/(to) members	(40.0)	0.0	(40.0)	<(999.9%)
DPAC as % UPR	7.5%	7.4%	pt chg:	0.1%
Premium receivable as % UPR	45.4%	47.1%	pt chg:	(1.7%)

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

### **3.7 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 **2020**.



#### **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 Preliminary Outlooks**

APPENDIX    a priori loss ratios and associated charts  
                  (by jurisdiction and business segment)

## Calendar Year 2020 Preliminary FARM Outlook

### Facility Association Residual Market (FARM)

### Based on March 2019 Participation Report

#### 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							
2018	3,037	5,856	17,784	16,041	(7.6%)	4.0%	52.2%
2019	3,926	5,862	23,014	21,371	3.8%	4.3%	50.6%
2020	3,926	5,885	23,103	22,902	1.3%	4.3%	52.1%
Change	%	%	%	%	pts	pts	pts
2019	29.3%	0.1%	29.4%	33.2%	11.4	0.3	(1.6)
2020	-	0.4%	0.4%	7.2%	(2.5)	(0.0)	1.5

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							
2018	7,398	9,114	67,426	50,441	3.8%	4.3%	45.6%
2019	8,218	9,890	81,277	77,380	(1.9%)	4.1%	47.1%
2020	8,218	9,906	81,404	81,170	2.1%	4.2%	48.1%
Change	%	%	%	%	pts	pts	pts
2019	11.1%	8.5%	20.5%	53.4%	(5.7)	(0.2)	1.5
2020	-	0.2%	0.2%	4.9%	4.0	0.1	1.0

Private Passenger					Non-Private Passenger				
Accident Year	Selected Margins for Adverse Development				Third Party Liability	Selected Margins for Adverse Development			TOTAL
	Third Party Liability	Accident Benefits	Other Coverages	TOTAL		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%
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%	5.0%	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%	9.9%	9.9%	9.9%
2016	10.0%	10.0%	8.2%	12.5%	9.8%	10.0%	10.0%	12.5%	12.5%
2017	12.5%	12.5%	7.3%	12.5%	12.5%	12.5%	12.5%	12.5%	12.5%
2018	12.5%	12.5%	12.5%	14.9%	12.4%	12.5%	9.2%	14.7%	14.7%
2019	14.1%	15.0%	6.7%	14.1%	13.3%	15.0%	6.3%	13.5%	13.5%
2020	14.1%	15.0%	6.7%	14.1%	13.3%	15.0%	6.3%	13.5%	13.5%
prem liab	11.6%	15.0%	5.2%	10.8%	12.5%	15.0%	5.4%	12.0%	12.0%

discount rate: 1.95%  
margin (basis points): 25

discount rate: 1.95%  
margin (basis points): 25

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

<b>Key Assumptions - Alberta - 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							
2018	1,697	4,793	8,134	7,559	5.2%	4.2%	58.1%
2019	1,878	4,945	9,287	8,665	9.2%	2.7%	49.1%
2020	1,878	4,945	9,287	9,242	1.8%	4.9%	50.6%
Change	%	%	%	%	pts	pts	pts
2019	10.7%	3.2%	14.2%	14.6%	4.0	(1.5)	(9.0)
2020	-	-	-	6.7%	(7.4)	2.2	1.5

<b>Key Assumptions - Alberta - 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							
2018	25,394	2,944	74,757	59,265	2.8%	0.6%	53.2%
2019	27,577	3,271	90,211	83,323	3.3%	0.6%	51.5%
2020	27,577	3,271	90,211	89,678	0.6%	2.5%	52.5%
Change	%	%	%	%	pts	pts	pts
2019	8.6%	11.1%	20.7%	40.6%	0.5	-	(1.7)
2020	-	-	-	7.6%	(2.7)	1.9	1.0

Private Passenger					Non-Private Passenger				
Accident Year	Selected Margins for Adverse Development				Third Party Liability	Selected Margins for Adverse Development			TOTAL
	Third Party Liability	Accident Benefits	Other Coverages	TOTAL		Accident Benefits	Other Coverages	TOTAL	
1997	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
1998	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
1999	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2001	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2002	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2003	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2004	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2005	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2006	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2007	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2008	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2009	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2010	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2011	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2012	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2013	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2014	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2015	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2016	10.0%	10.0%	5.0%	12.5%	10.0%	10.0%	5.0%	12.4%	12.4%
2017	12.5%	10.5%	5.0%	12.5%	12.4%	10.2%	5.0%	12.2%	12.2%
2018	12.5%	10.6%	5.0%	12.4%	12.3%	10.3%	5.0%	12.4%	12.4%
2019	12.2%	10.1%	5.0%	11.5%	11.9%	10.3%	5.0%	11.1%	11.1%
2020	12.2%	10.1%	5.0%	11.5%	11.9%	10.3%	5.0%	11.1%	11.1%
prem liab	11.6%	10.1%	5.0%	9.8%	11.5%	10.2%	5.0%	9.5%	9.5%
discount rate:				1.95%	discount rate:				1.95%
margin (basis points):				25	margin (basis points):				25

## Calendar Year 2020 Preliminary FARM Outlook

### Facility Association Residual Market (FARM)

#### Based on March 2019 Participation Report

### 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							
2018	10,083	2,017	20,339	20,859	3.1%	2.9%	70.8%
2019	10,537	2,128	22,420	21,664	4.4%	2.9%	67.5%
2020	10,537	2,136	22,504	22,470	5.1%	2.9%	66.1%
Change	%	%	%	%	pts	pts	pts
2019	4.5%	5.5%	10.2%	3.9%	1.3	-	(3.3)
2020	-	0.4%	0.4%	3.7%	0.7	(0.0)	(1.4)

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							
2018	4,708	1,636	7,704	7,827	11.4%	0.2%	68.0%
2019	4,869	1,682	8,188	8,136	6.6%	0.3%	62.5%
2020	4,869	1,682	8,190	8,203	1.1%	0.3%	62.0%
Change	%	%	%	%	pts	pts	pts
2019	3.4%	2.8%	6.3%	3.9%	(4.8)	0.1	(5.5)
2020	-	-	-	0.8%	(5.5)	(0.0)	(0.5)

Private Passenger					Non-Private Passenger				
Accident Year	Selected Margins for Adverse Development				Third Party Liability	Selected Margins for Adverse Development			TOTAL
	Third Party Liability	Accident Benefits	Other Coverages	TOTAL		Accident Benefits	Other Coverages	TOTAL	
1997	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
1998	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
1999	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2001	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2002	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2003	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2004	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2005	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2006	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2007	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2008	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2009	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2010	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2011	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2012	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2013	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2014	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2015	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2016	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2017	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	9.9%	9.9%
2018	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2019	10.0%	10.0%	5.0%	9.9%	10.0%	10.0%	5.0%	9.9%	9.9%
2020	10.0%	10.0%	5.0%	9.9%	10.0%	10.0%	5.0%	9.9%	9.9%
prem liab	10.0%	10.0%	5.0%	8.9%	10.0%	10.0%	5.0%	9.4%	9.4%
discount rate:				1.95%	discount rate:				1.95%
margin (basis points):				25	margin (basis points):				25

## Calendar Year 2020 Preliminary FARM Outlook

### Facility Association Residual Market (FARM)

### Based on March 2019 Participation Report

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

Key Assumptions - New Brunswick - 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							
2018	5,948	2,173	12,923	12,772	7.9%	4.2%	65.9%
2019	6,046	2,372	14,343	13,785	10.0%	4.3%	66.0%
2020	6,046	2,408	14,556	14,488	6.7%	4.3%	64.5%
Change	%	%	%	%	pts	pts	pts
2019	1.6%	9.2%	11.0%	7.9%	2.1	0.1	0.1
2020	-	1.5%	1.5%	5.1%	(3.3)	(0.0)	(1.5)

Key Assumptions - New Brunswick - 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							
2018	6,334	1,618	10,249	9,208	2.4%	3.8%	57.3%
2019	6,414	1,757	11,268	10,791	2.5%	3.7%	51.6%
2020	6,414	1,760	11,289	11,284	2.7%	3.7%	52.1%
Change	%	%	%	%	pts	pts	pts
2019	1.3%	8.6%	9.9%	17.2%	0.1	(0.1)	(5.7)
2020	-	0.2%	0.2%	4.6%	0.2	(0.0)	0.5

Private Passenger					Non-Private Passenger				
Accident Year	Selected Margins for Adverse Development				Third Party Liability	Selected Margins for Adverse Development			TOTAL
	Third Party Liability	Accident Benefits	Other Coverages	TOTAL		Accident Benefits	Other Coverages	TOTAL	
1997	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
1998	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
1999	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2001	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2002	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2003	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2004	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2005	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2006	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2007	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2008	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2009	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2010	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2011	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2012	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2013	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2014	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2015	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2016	10.0%	10.0%	5.0%	12.3%	10.0%	10.0%	5.0%	11.8%	11.8%
2017	12.5%	10.0%	5.0%	12.0%	12.5%	10.1%	5.0%	11.8%	11.8%
2018	12.5%	10.2%	5.0%	12.0%	12.4%	10.1%	5.0%	11.9%	11.9%
2019	12.4%	10.0%	5.0%	11.7%	12.2%	10.1%	5.0%	11.2%	11.2%
2020	12.4%	10.0%	5.0%	11.7%	12.2%	10.1%	5.0%	11.2%	11.2%
prem liab	12.0%	10.0%	5.0%	10.1%	11.6%	10.1%	5.0%	9.8%	9.8%

discount rate: 1.95%  
margin (basis points): 25

discount rate: 1.95%  
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							
2018	5,200	2,100	10,918	9,263	0.7%	7.1%	72.7%
2019	6,397	2,413	15,436	13,303	5.6%	7.1%	72.0%
2020	6,397	2,608	16,685	16,319	14.2%	7.1%	67.5%
Change	%	%	%	%	pts	pts	pts
2019	23.0%	14.9%	41.4%	43.6%	4.9	-	(0.7)
2020	-	8.1%	8.1%	22.7%	8.6	(0.0)	(4.5)

<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							
2018	10,352	1,174	12,152	11,413	2.9%	4.9%	59.9%
2019	10,381	1,326	13,762	12,970	2.4%	4.8%	62.5%
2020	10,381	1,357	14,086	13,984	4.8%	4.8%	62.5%
Change	%	%	%	%	pts	pts	pts
2019	0.3%	12.9%	13.3%	13.6%	(0.5)	(0.1)	2.6
2020	-	2.3%	2.4%	7.8%	2.4	0.0	-

Private Passenger					Non-Private Passenger				
Accident Year	Selected Margins for Adverse Development				Third Party Liability	Selected Margins for Adverse Development			TOTAL
	Third Party Liability	Accident Benefits	Other Coverages	TOTAL		Accident Benefits	Other Coverages	TOTAL	
1997	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
1998	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
1999	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2001	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2002	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2003	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2004	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2005	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2006	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2007	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2008	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2009	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2010	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2011	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2012	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2013	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2014	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2015	10.0%	10.0%	5.0%	12.5%	10.0%	10.0%	5.0%	12.0%	12.0%
2016	12.5%	10.0%	5.0%	12.3%	12.5%	10.1%	5.0%	11.3%	11.3%
2017	12.5%	10.1%	5.0%	12.2%	12.5%	10.1%	5.0%	11.5%	11.5%
2018	12.5%	10.1%	5.0%	12.0%	12.5%	10.1%	5.0%	11.7%	11.7%
2019	12.3%	10.1%	5.0%	11.7%	12.2%	10.2%	5.0%	11.4%	11.4%
2020	12.3%	10.1%	5.0%	11.7%	12.2%	10.2%	5.0%	11.4%	11.4%
prem liab	12.0%	10.1%	5.0%	9.5%	11.6%	10.1%	5.0%	10.6%	10.6%
discount rate:				1.95%	discount rate:				1.95%
margin (basis points):				25	margin (basis points):				25



## Calendar Year 2020 Preliminary FARM Outlook

### Facility Association Residual Market (FARM)

### Based on March 2019 Participation Report

#### 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							
2018	1,206	2,026	2,443	2,573	0.2%	2.2%	50.0%
2019	1,221	2,030	2,479	2,387	2.0%	2.1%	45.0%
2020	1,221	2,029	2,478	2,473	2.0%	2.1%	45.0%
Change	%	%	%	%	pts	pts	pts
2019	1.2%	0.2%	1.5%	(7.2%)	1.8	(0.1)	(5.0)
2020	-	-	-	3.6%	0.0	(0.0)	-

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							
2018	2,079	1,012	2,105	1,967	2.4%	0.1%	114.8%
2019	2,110	1,111	2,345	2,211	4.1%	0.1%	64.0%
2020	2,110	1,123	2,370	2,364	6.0%	0.2%	60.5%
Change	%	%	%	%	pts	pts	pts
2019	1.5%	9.8%	11.4%	12.4%	1.7	-	(50.8)
2020	-	1.1%	1.1%	6.9%	1.9	0.1	(3.5)

Private Passenger					Non-Private Passenger				
Accident Year	Selected Margins for Adverse Development				Third Party Liability	Selected Margins for Adverse Development			TOTAL
	Third Party Liability	Accident Benefits	Other Coverages	TOTAL		Accident Benefits	Other Coverages	TOTAL	
1997	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
1998	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
1999	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2001	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2002	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2003	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2004	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2005	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2006	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2007	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2008	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2009	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2010	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2011	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2012	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2013	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2014	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2015	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2016	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2017	10.0%	10.0%	5.0%	12.0%	10.0%	10.0%	5.0%	10.8%	10.8%
2018	12.5%	10.0%	5.0%	12.3%	12.4%	10.1%	5.0%	12.0%	12.0%
2019	12.2%	10.1%	5.0%	11.9%	12.4%	10.2%	5.0%	11.7%	11.7%
2020	12.2%	10.1%	5.0%	11.9%	12.4%	10.2%	5.0%	11.7%	11.7%
prem liab	11.5%	10.1%	5.0%	10.2%	12.4%	10.2%	5.0%	11.3%	11.3%

discount rate: 1.95%  
margin (basis points): 25

discount rate: 1.95%  
margin (basis points): 25

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

<b>Key Assumptions - Yukon - 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							
2018	150	2,363	354	380	0.6%	4.3%	57.1%
2019	143	2,345	335	344	1.7%	1.3%	63.5%
2020	143	2,378	340	339	1.8%	4.3%	65.1%
Change	%	%	%	%	pts	pts	pts
2019	(4.7%)	(0.8%)	(5.4%)	(9.4%)	1.1	(3.0)	6.4
2020	-	1.4%	1.4%	(1.5%)	0.1	3.0	1.6

<b>Key Assumptions - Yukon - 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							
2018	1,535	980	1,505	1,456	(1.0%)	0.9%	56.7%
2019	1,572	992	1,560	1,544	1.9%	0.7%	47.5%
2020	1,572	1,003	1,576	1,560	1.0%	2.2%	48.0%
Change	%	%	%	%	pts	pts	pts
2019	2.4%	1.2%	3.7%	6.0%	2.9	(0.2)	(9.2)
2020	-	1.1%	1.0%	1.0%	(0.9)	1.5	0.5

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%	5.0%	10.0%	1997	10.0%	10.0%	5.0%	10.0%
1998	10.0%	10.0%	5.0%	10.0%	1998	10.0%	10.0%	5.0%	10.0%
1999	10.0%	10.0%	5.0%	10.0%	1999	10.0%	10.0%	5.0%	10.0%
2001	10.0%	10.0%	5.0%	10.0%	2001	10.0%	10.0%	5.0%	10.0%
2002	10.0%	10.0%	5.0%	10.0%	2002	10.0%	10.0%	5.0%	10.0%
2003	10.0%	10.0%	5.0%	10.0%	2003	10.0%	10.0%	5.0%	10.0%
2004	10.0%	10.0%	5.0%	10.0%	2004	10.0%	10.0%	5.0%	10.0%
2005	10.0%	10.0%	5.0%	10.0%	2005	10.0%	10.0%	5.0%	10.0%
2006	10.0%	10.0%	5.0%	10.0%	2006	10.0%	10.0%	5.0%	10.0%
2007	10.0%	10.0%	5.0%	10.0%	2007	10.0%	10.0%	5.0%	10.0%
2008	10.0%	10.0%	5.0%	10.0%	2008	10.0%	10.0%	5.0%	10.0%
2009	10.0%	10.0%	5.0%	10.0%	2009	10.0%	10.0%	5.0%	10.0%
2010	10.0%	10.0%	5.0%	10.0%	2010	10.0%	10.0%	5.0%	10.0%
2011	10.0%	10.0%	5.0%	10.0%	2011	10.0%	10.0%	5.0%	10.0%
2012	10.0%	10.0%	5.0%	10.0%	2012	10.0%	10.0%	5.0%	10.0%
2013	10.0%	10.0%	5.0%	10.0%	2013	10.0%	10.0%	5.0%	10.0%
2014	10.0%	10.0%	5.0%	10.0%	2014	10.0%	10.0%	5.0%	10.0%
2015	10.0%	10.0%	5.0%	10.0%	2015	10.0%	10.0%	5.0%	10.0%
2016	10.0%	10.0%	5.0%	12.5%	2016	10.0%	10.0%	5.0%	12.5%
2017	12.5%	12.5%	5.0%	12.4%	2017	12.5%	12.5%	5.0%	12.2%
2018	12.5%	11.1%	5.0%	12.5%	2018	12.3%	11.5%	5.0%	12.3%
2019	12.3%	10.7%	5.0%	12.1%	2019	11.9%	11.0%	5.0%	10.8%
2020	12.3%	10.7%	5.0%	12.1%	2020	11.9%	11.0%	5.0%	10.8%
prem liab	12.2%	10.8%	5.0%	11.4%		11.7%	11.4%	5.0%	10.9%

discount rate: 1.95%  
 margin (basis points): 25

discount rate: 1.95%  
 margin (basis points): 25

## Calendar Year 2020 Preliminary FARM Outlook

### Facility Association Residual Market (FARM)

### Based on March 2019 Participation Report

#### 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							
2018	1,949	1,477	2,879	2,958	1.7%	4.0%	46.6%
2019	1,853	1,489	2,760	2,819	0.4%	2.7%	47.6%
2020	1,853	1,489	2,760	2,770	1.2%	4.5%	49.1%
Change	%	%	%	%	pts	pts	pts
2019	(4.9%)	0.8%	(4.1%)	(4.7%)	(1.3)	(1.3)	1.0
2020	-	-	-	(1.7%)	0.8	1.8	1.5

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							
2018	1,359	1,053	1,431	1,403	(0.3%)	(0.4%)	40.3%
2019	1,366	1,050	1,435	1,416	0.5%	(0.7%)	37.0%
2020	1,366	1,068	1,459	1,462	2.2%	2.2%	37.0%
Change	%	%	%	%	pts	pts	pts
2019	0.5%	(0.3%)	0.3%	0.9%	0.8	(0.3)	(3.3)
2020	-	1.7%	1.7%	3.3%	1.7	2.9	-

Private Passenger					Non-Private Passenger				
Accident Year	Selected Margins for Adverse Development				Third Party Liability	Selected Margins for Adverse Development			TOTAL
	Third Party Liability	Accident Benefits	Other Coverages	TOTAL		Accident Benefits	Other Coverages	TOTAL	
1997	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
1998	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
1999	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2001	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2002	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2003	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2004	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2005	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2006	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2007	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2008	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2009	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2010	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2011	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2012	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2013	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2014	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2015	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2016	10.0%	10.0%	5.0%	12.5%	10.0%	10.0%	5.0%	12.3%	12.3%
2017	12.5%	12.1%	5.0%	12.5%	12.5%	10.3%	5.0%	11.9%	11.9%
2018	12.5%	12.2%	5.0%	12.4%	12.4%	11.4%	5.0%	12.3%	12.3%
2019	12.0%	11.4%	5.0%	11.4%	12.3%	11.3%	5.0%	11.7%	11.7%
2020	12.0%	11.4%	5.0%	11.4%	12.3%	11.3%	5.0%	11.7%	11.7%
prem liab	11.4%	11.3%	5.0%	9.3%	12.1%	11.3%	5.0%	10.6%	10.6%

discount rate: 1.95%  
margin (basis points): 25

discount rate: 1.95%  
margin (basis points): 25

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

<b>Key Assumptions - Nunavut - 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							
2018	130	1,263	164	203	(2.2%)	1.8%	46.4%
2019	133	1,223	163	166	1.1%	2.3%	28.3%
2020	133	1,218	162	163	(1.4%)	2.2%	29.4%
Change	%	%	%	%	pts	pts	pts
2019	2.3%	(3.2%)	(1.0%)	(18.3%)	3.3	0.5	(18.1)
2020	-	(0.4%)	(0.4%)	(1.6%)	(2.5)	(0.1)	1.1

<b>Key Assumptions - Nunavut - 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							
2018	963	810	780	792	1.4%	(0.3%)	36.9%
2019	1,035	798	826	808	0.3%	(1.1%)	36.6%
2020	1,035	798	826	826	0.8%	2.2%	37.0%
Change	%	%	%	%	pts	pts	pts
2019	7.5%	(1.5%)	5.9%	2.0%	(1.1)	(0.8)	(0.3)
2020	-	-	-	2.3%	0.5	3.3	0.4

Private Passenger					Non-Private Passenger				
Accident Year	Selected Margins for Adverse Development				Third Party Liability	Selected Margins for Adverse Development			TOTAL
	Third Party Liability	Accident Benefits	Other Coverages	TOTAL		Accident Benefits	Other Coverages	TOTAL	
1999	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2001	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2002	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2003	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2004	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2005	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2006	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2007	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2008	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2009	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2010	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2011	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2012	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2013	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2014	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2015	10.0%	10.0%	5.0%	10.0%	10.0%	10.0%	5.0%	10.0%	10.0%
2016	10.0%	10.0%	5.0%	12.0%	10.0%	10.0%	5.0%	12.5%	12.5%
2017	12.0%	11.5%	5.0%	11.6%	12.5%	11.2%	5.0%	11.8%	11.8%
2018	12.2%	11.6%	5.0%	12.3%	12.4%	11.2%	5.0%	12.4%	12.4%
2019	12.1%	11.3%	5.0%	11.7%	12.3%	11.1%	5.0%	11.9%	11.9%
2020	12.1%	11.3%	5.0%	11.7%	12.3%	11.1%	5.0%	11.9%	11.9%
prem liab	11.7%	11.3%	5.0%	7.1%	12.3%	11.2%	5.0%	11.1%	11.1%

discount rate: 1.95%  
 margin (basis points): 25

discount rate: 1.95%  
 margin (basis points): 25

**Exhibit B-1**
**2020 Projected Summary of Operations - Private Passenger**

in \$ thousands	Alberta	Ontario	Nova Scotia	Prince Edward Island	New Brunswick	Newfoundland & Labrador	Yukon	Northwest Territories	Nunavut	2020 TOTAL
<b>Underwriting Revenue</b>										
written premium	9,287	23,103	16,685	2,478	14,556	22,504	340	2,760	162	91,875
decrease / (increase) in unearned	(45)	(201)	(366)	(5)	(68)	(34)	(1)	10	1	(708)
<b>earned premium</b>	<b>9,242</b>	<b>22,902</b>	<b>16,319</b>	<b>2,473</b>	<b>14,488</b>	<b>22,470</b>	<b>339</b>	<b>2,770</b>	<b>163</b>	<b>91,167</b>
<b>Claims Incurred</b>										
<b>Prior Accident Years</b>										
Undiscounted	-	-	-	-	-	-	-	-	-	-
effect of discounting	(183)	(265)	(166)	38	(308)	(660)	5	(13)	4	(1,548)
Discounted	(183)	(265)	(166)	38	(308)	(660)	5	(13)	4	(1,548)
<b>Current Accident Year</b>										
Undiscounted	5,569	15,205	13,204	1,414	11,212	17,372	259	1,652	64	65,951
effect of discounting	183	877	591	65	466	684	12	64	3	2,945
Discounted	5,752	16,082	13,795	1,479	11,678	18,056	271	1,716	67	68,896
<b>Claims Incurred</b>	<b>5,569</b>	<b>15,817</b>	<b>13,629</b>	<b>1,517</b>	<b>11,370</b>	<b>17,396</b>	<b>276</b>	<b>1,703</b>	<b>71</b>	<b>67,348</b>
<b>Underwriting Expenses</b>										
Operating & Service Fees	931	2,495	1,669	247	1,456	2,253	33	278	17	9,379
Agent's Commissions	1,004	1,317	1,801	270	1,557	2,293	38	301	17	8,598
Driver Record Abstracts	102	113	702	86	234	248	1	44	-	1,530
Bad Debts	-	-	-	-	-	-	-	-	-	-
Premium Deficiency / (DPAC)										
Undiscounted	(4)	(11)	(40)	(1)	(7)	(4)	-	1	-	(66)
effect of discounting	-	-	204	-	-	-	-	-	-	204
Discounted	(4)	(11)	164	(1)	(7)	(4)	-	1	-	138
<b>Underwriting Expenses</b>	<b>2,033</b>	<b>3,914</b>	<b>4,336</b>	<b>602</b>	<b>3,240</b>	<b>4,790</b>	<b>72</b>	<b>624</b>	<b>34</b>	<b>19,645</b>
<b>Net Underwriting Gain (Loss)</b>	<b>1,640</b>	<b>3,171</b>	<b>(1,646)</b>	<b>354</b>	<b>(122)</b>	<b>284</b>	<b>(9)</b>	<b>443</b>	<b>58</b>	<b>4,174</b>
Administrative Expenses	261	645	468	69	410	631	9	78	3	2,574
Miscellaneous income / (expense)	-	-	-	-	-	-	-	-	-	-
Investment Income	11	60	35	8	37	65	3	5	1	225
<b>Operating Result</b>	<b>1,390</b>	<b>2,587</b>	<b>(2,080)</b>	<b>293</b>	<b>(495)</b>	<b>(281)</b>	<b>(15)</b>	<b>370</b>	<b>56</b>	<b>1,825</b>
<b>Ratios</b>										
<b>Claims &amp; Adj. Expenses to EP</b>										
Prior Accident Year	(2.0%)	(1.2%)	(1.0%)	1.5%	(2.1%)	(2.9%)	1.5%	(0.5%)	2.4%	(1.7%)
Current Accident Year	62.2%	70.2%	84.5%	59.8%	80.6%	80.4%	79.9%	62.0%	41.0%	75.6%
All Accident Years Combined	60.3%	69.1%	83.5%	61.4%	78.5%	77.4%	81.3%	61.5%	43.5%	73.9%
Underwriting & Admin Exp (EP)	24.8%	19.9%	29.4%	27.1%	25.2%	24.1%	23.9%	25.3%	22.6%	24.4%
<b>Combined Operating Ratio</b>	<b>85.1%</b>	<b>89.0%</b>	<b>112.9%</b>	<b>88.5%</b>	<b>103.7%</b>	<b>101.5%</b>	<b>105.2%</b>	<b>86.8%</b>	<b>66.1%</b>	<b>98.3%</b>
<b>Current Accident Year only*</b>	<b>1,196</b>	<b>2,261</b>	<b>(2,280)</b>	<b>323</b>	<b>(840)</b>	<b>(1,007)</b>	<b>(13)</b>	<b>352</b>	<b>59</b>	<b>52</b>

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

**Exhibit B-2**

**2020 Projected Summary of Operations - Non-Private Passenger**

in \$ thousands	Alberta	Ontario	Nova Scotia	Prince Edward Island	New Brunswick	Newfoundland & Labrador	Yukon	Northwest Territories	Nunavut	2020 TOTAL
<b>Underwriting Revenue</b>										
written premium	90,211	81,404	14,086	2,370	11,289	8,190	1,576	1,459	826	211,411
decrease / (increase) in unearned	(533)	(234)	(102)	(6)	(5)	13	(16)	3	0	(881)
<b>earned premium</b>	<b>89,678</b>	<b>81,170</b>	<b>13,984</b>	<b>2,364</b>	<b>11,284</b>	<b>8,203</b>	<b>1,560</b>	<b>1,462</b>	<b>826</b>	<b>210,530</b>
<b>Claims Incurred</b>										
<b>Prior Accident Years</b>										
Undiscounted	-	-	-	-	-	-	-	-	-	-
effect of discounting	(1,196)	(792)	(194)	(26)	(169)	(205)	(15)	17	(8)	(2,588)
Discounted	(1,196)	(792)	(194)	(26)	(169)	(205)	(15)	17	(8)	(2,588)
<b>Current Accident Year</b>										
Undiscounted	55,735	50,643	10,615	1,718	7,333	6,006	924	695	385	134,054
effect of discounting	1,809	3,266	448	94	272	273	44	29	17	6,252
Discounted	57,544	53,909	11,063	1,812	7,605	6,279	968	724	402	140,306
<b>Claims Incurred</b>	<b>56,348</b>	<b>53,117</b>	<b>10,869</b>	<b>1,786</b>	<b>7,436</b>	<b>6,074</b>	<b>953</b>	<b>741</b>	<b>394</b>	<b>137,718</b>
<b>Underwriting Expenses</b>										
Operating & Service Fees	9,022	8,788	1,409	237	1,129	821	157	149	84	21,796
Agent's Commissions	7,489	5,129	1,044	185	867	598	127	120	66	15,625
Driver Record Abstracts	994	406	592	85	182	90	23	22	11	2,405
Bad Debts	-	-	-	-	-	-	-	-	-	-
Premium Deficiency / (DPAC)										
Undiscounted	(45)	(15)	(7)	(1)	-	1	(1)	-	-	(68)
effect of discounting	-	-	-	-	-	-	-	-	-	-
Discounted	(45)	(15)	(7)	(1)	-	1	(1)	-	-	(68)
<b>Underwriting Expenses</b>	<b>17,460</b>	<b>14,308</b>	<b>3,038</b>	<b>506</b>	<b>2,178</b>	<b>1,510</b>	<b>306</b>	<b>291</b>	<b>161</b>	<b>39,758</b>
<b>Net Underwriting Gain (Loss)</b>	<b>15,870</b>	<b>13,745</b>	<b>77</b>	<b>72</b>	<b>1,670</b>	<b>619</b>	<b>301</b>	<b>430</b>	<b>271</b>	<b>33,054</b>
Administrative Expenses	2,526	2,280	394	66	318	230	45	41	23	5,923
Miscellaneous income / (expense)	-	-	-	-	-	-	-	-	-	-
Investment Income	166	203	25	6	19	26	1	4	2	451
<b>Operating Result</b>	<b>13,510</b>	<b>11,668</b>	<b>(292)</b>	<b>12</b>	<b>1,371</b>	<b>415</b>	<b>256</b>	<b>393</b>	<b>250</b>	<b>27,582</b>
<b>Ratios</b>										
<b>Claims &amp; Adj. Expenses to EP</b>										
Prior Accident Year	(1.3%)	(1.0%)	(1.4%)	(1.1%)	(1.5%)	(2.5%)	(1.0%)	1.2%	(1.0%)	(1.2%)
Current Accident Year	64.2%	66.4%	79.1%	76.7%	67.4%	76.5%	62.1%	49.5%	48.6%	66.6%
All Accident Years Combined	62.8%	65.4%	77.7%	75.6%	65.9%	74.0%	61.1%	50.7%	47.7%	65.4%
Underwriting & Admin Exp (EP)	22.3%	20.4%	24.5%	24.2%	22.1%	21.2%	22.5%	22.7%	22.3%	21.7%
<b>Combined Operating Ratio</b>	<b>85.1%</b>	<b>85.8%</b>	<b>102.2%</b>	<b>99.8%</b>	<b>88.0%</b>	<b>95.2%</b>	<b>83.6%</b>	<b>73.4%</b>	<b>70.0%</b>	<b>87.1%</b>
<b>Current Accident Year only*</b>	<b>12,148</b>	<b>10,673</b>	<b>(511)</b>	<b>(20)</b>	<b>1,183</b>	<b>184</b>	<b>241</b>	<b>406</b>	<b>240</b>	<b>24,543</b>

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

**Exhibit B-3**
**2020 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	2020 TOTAL
<b>Underwriting Revenue</b>										
written premium	99,498	104,507	30,771	4,848	25,845	30,694	1,916	4,219	988	303,286
decrease / (increase) in unearned	(578)	(435)	(468)	(12)	(73)	(21)	(17)	12	2	(1,589)
<b>earned premium</b>	<b>98,920</b>	<b>104,072</b>	<b>30,303</b>	<b>4,836</b>	<b>25,772</b>	<b>30,673</b>	<b>1,899</b>	<b>4,231</b>	<b>990</b>	<b>301,697</b>
<b>Claims Incurred</b>										
<b>Prior Accident Years</b>										
Undiscounted	-	-	-	-	-	-	-	-	-	-
effect of discounting	(1,379)	(1,057)	(360)	12	(477)	(865)	(10)	4	(4)	(4,136)
Discounted	(1,379)	(1,057)	(360)	12	(477)	(865)	(10)	4	(4)	(4,136)
<b>Current Accident Year</b>										
Undiscounted	61,304	65,848	23,819	3,132	18,545	23,378	1,183	2,347	449	200,005
effect of discounting	1,992	4,143	1,039	159	738	957	56	93	20	9,197
Discounted	63,296	69,991	24,858	3,291	19,283	24,335	1,239	2,440	469	209,202
<b>Claims Incurred</b>	<b>61,917</b>	<b>68,934</b>	<b>24,498</b>	<b>3,303</b>	<b>18,806</b>	<b>23,470</b>	<b>1,229</b>	<b>2,444</b>	<b>465</b>	<b>205,066</b>
<b>Underwriting Expenses</b>										
Operating & Service Fees	9,953	11,283	3,078	484	2,585	3,074	190	427	101	31,175
Agent's Commissions	8,493	6,446	2,845	455	2,424	2,891	165	421	83	24,223
Driver Record Abstracts	1,096	519	1,294	171	416	338	24	66	11	3,935
Bad Debts	-	-	-	-	-	-	-	-	-	-
Premium Deficiency / (DPAC)										
Undiscounted	(49)	(26)	(47)	(2)	(7)	(3)	(1)	1	-	(134)
effect of discounting	-	-	204	-	-	-	-	-	-	204
Discounted	(49)	(26)	157	(2)	(7)	(3)	(1)	1	-	70
<b>Underwriting Expenses</b>	<b>19,493</b>	<b>18,222</b>	<b>7,374</b>	<b>1,108</b>	<b>5,418</b>	<b>6,300</b>	<b>378</b>	<b>915</b>	<b>195</b>	<b>59,403</b>
<b>Net Underwriting Gain (Loss)</b>	<b>17,510</b>	<b>16,916</b>	<b>(1,569)</b>	<b>425</b>	<b>1,548</b>	<b>903</b>	<b>292</b>	<b>872</b>	<b>330</b>	<b>37,228</b>
Administrative Expenses	2,787	2,925	862	135	728	861	54	119	26	8,497
Miscellaneous income / (expense)	-	-	-	-	-	-	-	-	-	-
Investment Income	177	263	59	15	56	91	3	9	2	676
<b>Operating Result</b>	<b>14,900</b>	<b>14,254</b>	<b>(2,372)</b>	<b>305</b>	<b>876</b>	<b>133</b>	<b>241</b>	<b>762</b>	<b>306</b>	<b>29,407</b>
<b>Ratios</b>										
<b>Claims &amp; Adj. Expenses to EP</b>										
Prior Accident Year	(1.4%)	(1.0%)	(1.2%)	0.2%	(1.9%)	(2.8%)	(0.5%)	0.1%	(0.4%)	(1.4%)
Current Accident Year	64.0%	67.3%	82.0%	68.1%	74.8%	79.3%	65.2%	57.7%	47.4%	69.3%
All Accident Years Combined	62.6%	66.2%	80.8%	68.3%	73.0%	76.5%	64.7%	57.8%	47.0%	68.0%
Underwriting & Admin Exp (EP)	22.5%	20.3%	27.2%	25.7%	23.8%	23.3%	22.7%	24.4%	22.3%	22.5%
<b>Combined Operating Ratio</b>	<b>85.1%</b>	<b>86.5%</b>	<b>108.0%</b>	<b>94.0%</b>	<b>96.8%</b>	<b>99.8%</b>	<b>87.4%</b>	<b>82.2%</b>	<b>69.3%</b>	<b>90.5%</b>
<b>Current Accident Year only*</b>	<b>13,344</b>	<b>12,934</b>	<b>(2,791)</b>	<b>302</b>	<b>343</b>	<b>(823)</b>	<b>228</b>	<b>757</b>	<b>300</b>	<b>24,595</b>

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



Exhibit C-1

Projected Policy Liabilities – Ontario

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Private Passenger ending 2020	Ontario - Projected Balances as at Dec. 31, 2020 (\$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	2,815	229	(1)	3,043	(25)	3	311	289	3,332
2001	3	3	16	22	-	-	3	3	25
2002	321	(4)	71	388	-	-	39	39	427
2003	1,081	(61)	416	1,436	(97)	13	134	50	1,486
2004	414	27	346	787	(61)	7	73	19	806
2005	(10)	(13)	208	185	(15)	2	21	8	193
2006	256	43	133	432	-	-	43	43	475
2007	1,616	153	67	1,836	(189)	22	165	(2)	1,834
2008	318	103	198	619	(68)	8	55	(5)	614
2009	1,346	131	214	1,691	(199)	24	150	(25)	1,666
2010	1,118	128	234	1,480	(167)	19	131	(17)	1,463
2011	949	50	304	1,303	(110)	13	119	22	1,325
2012	755	(7)	382	1,130	(124)	15	101	(8)	1,122
2013	498	(54)	321	765	(88)	10	67	(11)	754
2014	1,705	(491)	289	1,503	(100)	12	140	52	1,555
2015	695	15	303	1,013	(57)	7	105	55	1,068
2016	1,337	87	241	1,665	(85)	10	222	147	1,812
2017	1,246	554	273	2,073	(87)	10	275	198	2,271
2018	2,223	872	233	3,328	(157)	21	535	399	3,727
2019	2,867	2,881	577	6,325	(336)	37	927	628	6,953
PAYs (sub-total):	21,553	4,646	4,825	31,024	(1,965)	233	3,616	1,884	32,908
CAY (2020)	2,804	5,369	524	8,697	(496)	60	1,313	877	9,574
claims liabilities:	24,357	10,015	5,349	39,721	(2,461)	293	4,929	2,761	42,482
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	10,938	(623)		10,315	(312)	38	647	373	10,315
*Total may not be sum of parts, as apvs apply to future costs within UPR									
policy liabilities:				50,036	(2,773)	331	5,576	3,134	52,797

## Exhibit C-1

## Projected Policy Liabilities – Ontario

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Non Private Passenger ending 2020	Ontario - Projected Balances as at Dec. 31, 2020 (\$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	196	4	-	200	-	-	22	22	222
2001	(3)	(3)	9	3	-	-	2	2	5
2002	4	3	24	31	-	-	3	3	34
2003	(3)	(5)	69	61	-	-	8	8	69
2004	65	9	67	141	-	-	14	14	155
2005	-	(1)	81	80	(7)	1	7	1	81
2006	65	(3)	70	132	-	-	13	13	145
2007	1	(2)	36	35	(3)	-	4	1	36
2008	15	3	114	132	(15)	1	12	(2)	130
2009	297	5	152	454	(42)	5	41	4	458
2010	27	13	216	256	(26)	3	24	1	257
2011	732	81	299	1,112	(69)	8	104	43	1,155
2012	624	(17)	436	1,043	(81)	9	97	25	1,068
2013	3,668	(263)	608	4,013	(140)	16	387	263	4,276
2014	1,188	(159)	666	1,695	(100)	12	160	72	1,767
2015	5,035	297	815	6,147	(218)	24	608	414	6,561
2016	3,691	769	660	5,120	(215)	25	669	479	5,599
2017	3,046	1,779	753	5,578	(217)	22	726	531	6,109
2018	6,986	3,478	985	11,449	(529)	71	1,801	1,343	12,792
2019	11,816	12,897	2,358	27,071	(1,408)	162	3,767	2,521	29,592
PAYs (sub-total):	37,450	18,885	8,418	64,753	(3,070)	359	8,469	5,758	70,511
CAY (2020)	11,322	21,474	1,859	34,655	(1,941)	243	4,964	3,266	37,921
claims liabilities:	48,772	40,359	10,277	99,408	(5,011)	602	13,433	9,024	108,432
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	38,134	(2,402)		35,732	(1,224)	146	2,107	1,029	35,732
*Total may not be sum of parts, as apvs apply to future costs within UPR									
policy liabilities:				135,140	(6,235)	748	15,540	10,053	144,164

## Exhibit C-1

## Projected Policy Liabilities – Ontario

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PPV & non-PPV ending 2020	Ontario - Projected Balances as at Dec. 31, 2020 (\$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	3,011	233	(1)	3,243	(25)	3	333	311	3,554
2001	-	-	25	25	-	-	5	5	30
2002	325	(1)	95	419	-	-	42	42	461
2003	1,078	(66)	485	1,497	(97)	13	142	58	1,555
2004	479	36	413	928	(61)	7	87	33	961
2005	(10)	(14)	289	265	(22)	3	28	9	274
2006	321	40	203	564	-	-	56	56	620
2007	1,617	151	103	1,871	(192)	22	169	(1)	1,870
2008	333	106	312	751	(83)	9	67	(7)	744
2009	1,643	136	366	2,145	(241)	29	191	(21)	2,124
2010	1,145	141	450	1,736	(193)	22	155	(16)	1,720
2011	1,681	131	603	2,415	(179)	21	223	65	2,480
2012	1,379	(24)	818	2,173	(205)	24	198	17	2,190
2013	4,166	(317)	929	4,778	(228)	26	454	252	5,030
2014	2,893	(650)	955	3,198	(200)	24	300	124	3,322
2015	5,730	312	1,118	7,160	(275)	31	713	469	7,629
2016	5,028	856	901	6,785	(300)	35	891	626	7,411
2017	4,292	2,333	1,026	7,651	(304)	32	1,001	729	8,380
2018	9,209	4,350	1,218	14,777	(686)	92	2,336	1,742	16,519
2019	14,683	15,778	2,935	33,396	(1,744)	199	4,694	3,149	36,545
PAYs (sub-total):	59,003	23,531	13,243	95,777	(5,035)	592	12,085	7,642	103,419
CAY (2020)	14,126	26,843	2,383	43,352	(2,437)	303	6,277	4,143	47,495
claims liabilities:	73,129	50,374	15,626	139,129	(7,472)	895	18,362	11,785	150,914
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	49,072	(3,025)		46,047	(1,536)	184	2,754	1,402	46,047
*Total may not be sum of parts, as apvs apply to future costs within UPR									
policy liabilities:				185,176	(9,008)	1,079	21,116	13,187	196,961

Exhibit C-2

Projected Policy Liabilities – Alberta

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Private Passenger ending 2020	Alberta - Projected Balances as at Dec. 31, 2020 (\$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	2	(2)	1	-	-	10	10	11
2001	3	6	3	12	-	-	1	1	13
2002	(3)	(6)	7	(2)	-	-	2	2	-
2003	13	(17)	24	20	-	-	2	2	22
2004	(5)	(10)	(13)	(28)	2	-	3	5	(23)
2005	59	8	-	67	-	-	7	7	74
2006	4	6	18	28	(3)	-	3	-	28
2007	5	5	64	74	(1)	-	7	6	80
2008	2	4	69	75	-	-	8	8	83
2009	(3)	(5)	41	33	-	-	5	5	38
2010	5	10	24	39	-	-	4	4	43
2011	619	89	34	742	(47)	5	70	28	770
2012	162	36	47	245	(10)	1	24	15	260
2013	77	8	54	139	(5)	-	13	8	147
2014	924	97	58	1,079	(31)	4	105	78	1,157
2015	329	246	11	586	(21)	2	70	51	637
2016	987	373	31	1,391	(55)	7	177	129	1,520
2017	671	521	26	1,218	(55)	6	145	96	1,314
2018	1,281	359	28	1,668	(88)	11	195	118	1,786
2019	1,424	605	44	2,073	(123)	14	224	115	2,188
PAYs (sub-total):	6,555	2,337	568	9,460	(437)	50	1,075	688	10,148
CAY (2020)	1,824	1,216	(30)	3,010	(174)	20	337	183	3,193
claims liabilities:	8,379	3,553	538	12,470	(611)	70	1,412	871	13,341
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	4,810	(519)		4,291	(123)	13	250	140	4,291
*Total may not be sum of parts, as apvs apply to future costs within UPR									
policy liabilities:				16,761	(734)	83	1,662	1,011	17,632

## Exhibit C-2

## Projected Policy Liabilities – Alberta

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Non Private Passenger ending 2020	Alberta - Projected Balances as at Dec. 31, 2020 (\$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	8	(2)	7	-	-	5	5	12	
2001	1	7	2	10	-	-	1	1	11	
2002	-	4	5	9	-	-	1	1	10	
2003	(1)	(4)	11	6	-	-	2	2	8	
2004	5	(7)	(5)	(7)	-	-	1	1	(6)	
2005	-	(4)	-	(4)	-	-	-	-	(4)	
2006	(8)	(11)	40	21	-	-	6	6	27	
2007	17	6	252	275	-	-	27	27	302	
2008	591	10	303	904	(32)	3	87	58	962	
2009	29	4	180	213	(25)	3	19	(3)	210	
2010	2	4	81	87	(11)	1	8	(2)	85	
2011	844	7	146	997	-	-	100	100	1,097	
2012	473	11	204	688	(66)	8	61	3	691	
2013	2,880	117	241	3,238	(201)	23	304	126	3,364	
2014	1,236	363	302	1,901	(95)	12	180	97	1,998	
2015	4,676	613	97	5,386	(218)	27	582	391	5,777	
2016	6,902	824	211	7,937	(295)	40	1,003	748	8,685	
2017	5,694	632	239	6,565	(289)	39	766	516	7,081	
2018	9,553	842	314	10,709	(504)	64	1,265	825	11,534	
2019	10,500	5,650	480	16,630	(931)	116	1,743	928	17,558	
PAYs (sub-total):	43,395	9,076	3,101	55,572	(2,667)	336	6,161	3,830	59,402	
CAY (2020)	14,596	13,653	(313)	27,936	(1,425)	196	3,038	1,809	29,745	
claims liabilities:	57,991	22,729	2,788	83,508	(4,092)	532	9,199	5,639	89,147	
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*	
premium liabilities:	45,983	(3,817)		42,166	(1,145)	126	2,267	1,248	42,166	
	*Total may not be sum of parts, as apvs apply to future costs within UPR									
policy liabilities:				125,674	(5,237)	658	11,466	6,887	131,313	

\*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 2020	Alberta - Projected Balances as at Dec. 31, 2020 (\$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	10	(4)	8	-	-	15	15	23
2001	4	13	5	22	-	-	2	2	24
2002	(3)	(2)	12	7	-	-	3	3	10
2003	12	(21)	35	26	-	-	4	4	30
2004	-	(17)	(18)	(35)	2	-	4	6	(29)
2005	59	4	-	63	-	-	7	7	70
2006	(4)	(5)	58	49	(3)	-	9	6	55
2007	22	11	316	349	(1)	-	34	33	382
2008	593	14	372	979	(32)	3	95	66	1,045
2009	26	(1)	221	246	(25)	3	24	2	248
2010	7	14	105	126	(11)	1	12	2	128
2011	1,463	96	180	1,739	(47)	5	170	128	1,867
2012	635	47	251	933	(76)	9	85	18	951
2013	2,957	125	295	3,377	(206)	23	317	134	3,511
2014	2,160	460	360	2,980	(126)	16	285	175	3,155
2015	5,005	859	108	5,972	(239)	29	652	442	6,414
2016	7,889	1,197	242	9,328	(350)	47	1,180	877	10,205
2017	6,365	1,153	265	7,783	(344)	45	911	612	8,395
2018	10,834	1,201	342	12,377	(592)	75	1,460	943	13,320
2019	11,924	6,255	524	18,703	(1,054)	130	1,967	1,043	19,746
PAYs (sub-total):	49,950	11,413	3,669	65,032	(3,104)	386	7,236	4,518	69,550
CAY (2020)	16,420	14,869	(343)	30,946	(1,599)	216	3,375	1,992	32,938
claims liabilities:	66,370	26,282	3,326	95,978	(4,703)	602	10,611	6,510	102,488
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	50,793	(4,336)		46,457	(1,268)	139	2,517	1,388	46,457
	*Total may not be sum of parts, as apvs apply to future costs within UPR								
policy liabilities:				142,435	(5,971)	741	13,128	7,898	148,945

\*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 2020	Newfoundland & Labrador - Projected Balances as at Dec. 31, 2020 (\$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	(2)	(4)	-	(6)	-	-	2	2	(4)
2001	-	(4)	(5)	(9)	-	-	1	1	(8)
2002	-	-	-	-	-	-	-	-	-
2003	-	1	1	2	-	-	-	-	2
2004	(2)	(6)	10	2	-	-	2	2	4
2005	-	3	12	15	-	-	1	1	16
2006	-	1	6	7	-	-	1	1	8
2007	22	(3)	12	31	-	-	3	3	34
2008	55	2	26	83	(9)	1	8	-	83
2009	50	4	33	87	(10)	1	7	(2)	85
2010	22	(4)	65	83	(10)	1	8	(1)	82
2011	164	6	68	238	(31)	4	21	(6)	232
2012	1,213	11	97	1,321	(165)	18	116	(31)	1,290
2013	575	3	170	748	(57)	7	70	20	768
2014	1,765	(26)	204	1,943	(140)	16	180	56	1,999
2015	2,112	(11)	282	2,383	(108)	14	241	147	2,530
2016	2,990	86	203	3,279	(134)	16	355	237	3,516
2017	2,976	146	206	3,328	(133)	17	360	244	3,572
2018	4,292	411	208	4,911	(202)	25	534	357	5,268
2019	6,884	514	246	7,644	(329)	38	788	497	8,141
PAYs (sub-total):	23,116	1,130	1,844	26,090	(1,328)	158	2,698	1,528	27,618
CAY (2020)	9,506	1,337	268	11,111	(511)	56	1,139	684	11,795
claims liabilities:	32,622	2,467	2,112	37,201	(1,839)	214	3,837	2,212	39,413
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	11,144	(1,137)		10,007	(341)	46	697	402	10,007
	*Total may not be sum of parts, as apvs apply to future costs within UPR								
policy liabilities:				47,208	(2,180)	260	4,534	2,614	49,420

\*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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Non Private Passenger ending 2020	Newfoundland & Labrador - Projected Balances as at Dec. 31, 2020 (\$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)	
2001	-	1	(1)	-	-	-	-	-	-	
2002	-	1	-	1	-	-	-	-	1	
2003	-	(1)	-	(1)	-	-	-	-	(1)	
2004	-	(1)	2	1	-	-	-	-	1	
2005	-	2	3	5	-	-	-	-	5	
2006	1	2	2	5	-	-	-	-	5	
2007	-	(1)	5	4	-	-	1	1	5	
2008	-	-	12	12	-	-	1	1	13	
2009	1	2	17	20	-	-	2	2	22	
2010	-	2	27	29	-	-	3	3	32	
2011	294	2	26	322	-	-	33	33	355	
2012	109	(2)	33	140	(18)	2	13	(3)	137	
2013	319	(2)	38	355	(12)	1	35	24	379	
2014	130	4	56	190	(6)	-	19	13	203	
2015	1,159	(17)	85	1,227	(28)	3	124	99	1,326	
2016	1,208	52	71	1,331	(35)	4	144	113	1,444	
2017	1,468	34	77	1,579	(44)	6	167	129	1,708	
2018	2,137	32	82	2,251	(67)	9	242	184	2,435	
2019	2,801	64	93	2,958	(103)	11	307	215	3,173	
PAYs (sub-total):	9,627	173	628	10,428	(313)	36	1,091	814	11,242	
CAY (2020)	3,458	509	100	4,067	(168)	21	420	273	4,340	
claims liabilities:	13,085	682	728	14,495	(481)	57	1,511	1,087	15,582	
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*	
premium liabilities:	3,708	(271)		3,437	(114)	12	208	106	3,437	
*Total may not be sum of parts, as apvs apply to future costs within UPR										
policy liabilities:				17,932	(595)	69	1,719	1,193	19,019	

\*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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PPV & non-PPV ending 2020	Newfoundland & Labrador - Projected Balances as at Dec. 31, 2020 (\$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	(2)	(5)	-	(7)	-	-	2	2	(5)
2001	-	(3)	(6)	(9)	-	-	1	1	(8)
2002	-	1	-	1	-	-	-	-	1
2003	-	-	1	1	-	-	-	-	1
2004	(2)	(7)	12	3	-	-	2	2	5
2005	-	5	15	20	-	-	1	1	21
2006	1	3	8	12	-	-	1	1	13
2007	22	(4)	17	35	-	-	4	4	39
2008	55	2	38	95	(9)	1	9	1	96
2009	51	6	50	107	(10)	1	9	-	107
2010	22	(2)	92	112	(10)	1	11	2	114
2011	458	8	94	560	(31)	4	54	27	587
2012	1,322	9	130	1,461	(183)	20	129	(34)	1,427
2013	894	1	208	1,103	(69)	8	105	44	1,147
2014	1,895	(22)	260	2,133	(146)	16	199	69	2,202
2015	3,271	(28)	367	3,610	(136)	17	365	246	3,856
2016	4,198	138	274	4,610	(169)	20	499	350	4,960
2017	4,444	180	283	4,907	(177)	23	527	373	5,280
2018	6,429	443	290	7,162	(269)	34	776	541	7,703
2019	9,685	578	339	10,602	(432)	49	1,095	712	11,314
PAYs (sub-total):	32,743	1,303	2,472	36,518	(1,641)	194	3,789	2,342	38,860
CAY (2020)	12,964	1,846	368	15,178	(679)	77	1,559	957	16,135
claims liabilities:	45,707	3,149	2,840	51,696	(2,320)	271	5,348	3,299	54,995
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	14,852	(1,408)		13,444	(455)	58	905	508	13,444
	*Total may not be sum of parts, as apvs apply to future costs within UPF								
policy liabilities:				65,140	(2,775)	329	6,253	3,807	68,439

\*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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Private Passenger ending 2019	New Brunswick - Projected Balances as at Dec. 31, 2019 (\$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	13	-	15	-	-	2	2	17
2000	-	3	-	3	-	-	-	-	3
2001	-	(1)	-	(1)	-	-	-	-	(1)
2002	(3)	(6)	(1)	(10)	-	-	1	1	(9)
2003	159	3	2	164	-	-	16	16	180
2004	-	1	16	17	-	-	2	2	19
2005	3	6	6	15	-	-	2	2	17
2006	(3)	(6)	(16)	(25)	-	-	3	3	(22)
2007	3	6	18	27	-	-	3	3	30
2008	25	(2)	21	44	(2)	-	4	2	46
2009	215	18	38	271	(37)	3	23	(11)	260
2010	283	38	54	375	(27)	2	35	10	385
2011	162	43	78	283	(15)	1	28	14	297
2012	255	66	101	422	(19)	1	41	23	445
2013	1,022	60	120	1,202	(46)	4	116	74	1,276
2014	1,395	85	201	1,681	(63)	6	167	110	1,791
2015	3,011	169	204	3,384	(125)	14	343	232	3,616
2016	2,440	790	129	3,359	(145)	17	428	300	3,659
2017	1,441	2,075	131	3,647	(186)	19	450	283	3,930
2018	2,380	1,977	140	4,497	(269)	27	527	285	4,782
PAYs (sub-total):	12,790	5,338	1,242	19,370	(934)	94	2,191	1,351	20,721
CAY (2019)	2,770	2,770	88	5,628	(383)	39	669	325	5,953
claims liabilities:	15,560	8,108	1,330	24,998	(1,317)	133	2,860	1,676	26,674
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	6,135	(656)		5,479	(234)	23	373	162	5,479
*Total may not be sum of parts, as apvs apply to future costs within UPR									
policy liabilities:				30,477	(1,551)	156	3,233	1,838	32,153

Exhibit C-4

Projected Policy Liabilities – New Brunswick

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Non Private Passenger ending 2019	New Brunswick - Projected Balances as at Dec. 31, 2019 (\$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	-	(4)	-	(4)	-	-	-	-	(4)
2000	-	(2)	-	(2)	-	-	-	-	(2)
2001	-	-	-	-	-	-	-	-	-
2002	1	4	-	5	-	-	1	1	6
2003	-	(2)	1	(1)	-	-	-	-	(1)
2004	-	-	9	9	-	-	1	1	10
2005	(2)	(4)	4	(2)	-	-	1	1	(1)
2006	71	4	(16)	59	-	-	10	10	69
2007	-	3	24	27	(1)	-	2	1	28
2008	26	-	24	50	-	-	5	5	55
2009	91	(1)	32	122	(18)	1	11	(6)	116
2010	305	2	56	363	(46)	5	32	(9)	354
2011	232	(1)	67	298	(18)	2	29	13	311
2012	426	(4)	86	508	(22)	2	49	29	537
2013	2,724	40	99	2,863	(123)	11	274	162	3,025
2014	562	51	146	759	(31)	2	76	47	806
2015	1,217	17	139	1,373	(57)	5	143	91	1,464
2016	400	434	91	925	(40)	4	124	88	1,013
2017	1,051	514	98	1,663	(95)	10	205	120	1,783
2018	1,144	1,275	114	2,533	(177)	18	289	130	2,663
PAYs (sub-total):	8,248	2,326	974	11,548	(628)	60	1,252	684	12,232
CAY (2019)	1,625	2,031	71	3,727	(268)	26	432	190	3,917
claims liabilities:	9,873	4,357	1,045	15,275	(896)	86	1,684	874	16,149
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	5,213	(401)		4,812	(160)	15	227	82	4,812
*Total may not be sum of parts, as apvs apply to future costs within UPF									
policy liabilities:				20,087	(1,056)	101	1,911	956	20,961

\*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 2020	New Brunswick - Projected Balances as at Dec. 31, 2020 (\$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	9	-	12	-	-	2	2	14
2001	-	(1)	-	(1)	-	-	-	-	(1)
2002	(4)	-	(1)	(5)	-	-	2	2	(3)
2003	134	1	3	138	-	-	14	14	152
2004	-	1	25	26	-	-	3	3	29
2005	2	-	10	12	-	-	3	3	15
2006	14	(10)	(32)	(28)	-	-	6	6	(22)
2007	(3)	(1)	40	36	(1)	-	5	4	40
2008	46	(2)	40	84	-	-	9	9	93
2009	230	18	56	304	(40)	4	28	(8)	296
2010	480	19	93	592	(48)	5	54	11	603
2011	322	23	110	455	(26)	3	44	21	476
2012	626	31	129	786	(35)	4	75	44	830
2013	2,633	98	146	2,877	(149)	18	274	143	3,020
2014	1,028	87	165	1,280	(45)	4	124	83	1,363
2015	3,177	246	281	3,704	(110)	15	372	277	3,981
2016	2,793	413	140	3,346	(103)	10	442	349	3,695
2017	2,678	1,592	190	4,460	(170)	18	553	401	4,861
2018	3,182	2,479	226	5,887	(280)	36	734	490	6,377
2019	3,863	3,868	287	8,018	(454)	56	967	569	8,587
PAYs (sub-total):	21,204	8,871	1,908	31,983	(1,461)	173	3,711	2,423	34,406
CAY (2020)	4,715	6,059	228	11,002	(671)	81	1,328	738	11,740
claims liabilities:	25,919	14,930	2,136	42,985	(2,132)	254	5,039	3,161	46,146
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	12,477	(1,170)		11,307	(413)	47	722	356	11,307
*Total may not be sum of parts, as apvs apply to future costs within UPR									
policy liabilities:				54,292	(2,545)	301	5,761	3,517	57,453

Exhibit C-5

Projected Policy Liabilities – Nova Scotia

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Private Passenger ending 2020	Nova Scotia - Projected Balances as at Dec. 31, 2020 (\$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	(1)	(1)	2	-	-	2	2	4
2001	-	3	-	3	-	-	-	-	3
2002	5	7	1	13	-	-	1	1	14
2003	(5)	(6)	-	(11)	-	-	1	1	(10)
2004	12	3	24	39	-	-	3	3	42
2005	56	(5)	24	75	(6)	1	7	2	77
2006	-	(4)	24	20	(2)	-	2	-	20
2007	73	5	48	126	-	-	13	13	139
2008	5	7	40	52	(1)	-	5	4	56
2009	153	(8)	59	204	-	-	21	21	225
2010	97	5	55	157	(20)	2	14	(4)	153
2011	-	5	51	56	(8)	1	5	(2)	54
2012	83	(15)	55	123	-	-	13	13	136
2013	113	32	57	202	(10)	1	20	11	213
2014	684	(51)	53	686	(40)	4	64	28	714
2015	308	34	43	385	(17)	2	55	40	425
2016	618	293	77	988	(41)	5	129	93	1,081
2017	696	685	66	1,447	(67)	8	190	131	1,578
2018	1,799	1,071	125	2,995	(133)	14	366	247	3,242
2019	1,944	2,890	138	4,972	(249)	30	605	386	5,358
PAYs (sub-total):	6,645	4,950	939	12,534	(594)	68	1,516	990	13,524
CAY (2020)	3,304	4,406	230	7,940	(413)	47	957	591	8,531
claims liabilities:	9,949	9,356	1,169	20,474	(1,007)	115	2,473	1,581	22,055
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	8,156	(881)		7,275	(251)	30	572	351	7,608
policy liabilities:				27,749	(1,258)	145	3,045	1,932	29,663

\*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 2020	Nova Scotia - Projected Balances as at Dec. 31, 2020 (\$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	-	6	-	6	-	-	-	-	6
2001	-	1	-	1	-	-	-	-	1
2002	-	2	-	2	-	-	-	-	2
2003	(2)	(3)	-	(5)	-	-	1	1	(4)
2004	2	3	7	12	-	-	2	2	14
2005	-	3	9	12	-	-	1	1	13
2006	-	(1)	9	8	-	-	1	1	9
2007	(1)	(3)	16	12	-	-	2	2	14
2008	(1)	(3)	18	14	(1)	-	2	1	15
2009	(2)	(4)	24	18	-	-	3	3	21
2010	-	(2)	35	33	-	-	4	4	37
2011	5	(3)	50	52	-	-	5	5	57
2012	75	(3)	59	131	(9)	1	13	5	136
2013	1,100	(16)	67	1,151	(103)	12	104	13	1,164
2014	1,078	35	64	1,177	(70)	8	110	48	1,225
2015	641	143	53	837	(37)	4	108	75	912
2016	1,464	200	106	1,770	(68)	8	211	151	1,921
2017	1,977	506	89	2,572	(90)	10	316	236	2,808
2018	2,224	927	155	3,306	(133)	16	399	282	3,588
2019	2,569	1,928	134	4,631	(227)	28	553	354	4,985
PAYs (sub-total):	11,129	3,716	895	15,740	(738)	87	1,835	1,184	16,924
CAY (2020)	3,146	2,972	196	6,314	(341)	44	745	448	6,762
claims liabilities:	14,275	6,688	1,091	22,054	(1,079)	131	2,580	1,632	23,686
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	6,587	(487)		6,100	(219)	26	425	232	6,100
	*Total may not be sum of parts, as apvs apply to future costs within UPR								
policy liabilities:				28,154	(1,298)	157	3,005	1,864	29,786

\*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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PPV & non-PPV ending 2020	Nova Scotia - Projected Balances as at Dec. 31, 2020 (\$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	5	(1)	8	-	-	2	2	10
2001	-	4	-	4	-	-	-	-	4
2002	5	9	1	15	-	-	1	1	16
2003	(7)	(9)	-	(16)	-	-	2	2	(14)
2004	14	6	31	51	-	-	5	5	56
2005	56	(2)	33	87	(6)	1	8	3	90
2006	-	(5)	33	28	(2)	-	3	1	29
2007	72	2	64	138	-	-	15	15	153
2008	4	4	58	66	(2)	-	7	5	71
2009	151	(12)	83	222	-	-	24	24	246
2010	97	3	90	190	(20)	2	18	-	190
2011	5	2	101	108	(8)	1	10	3	111
2012	158	(18)	114	254	(9)	1	26	18	272
2013	1,213	16	124	1,353	(113)	13	124	24	1,377
2014	1,762	(16)	117	1,863	(110)	12	174	76	1,939
2015	949	177	96	1,222	(54)	6	163	115	1,337
2016	2,082	493	183	2,758	(109)	13	340	244	3,002
2017	2,673	1,191	155	4,019	(157)	18	506	367	4,386
2018	4,023	1,998	280	6,301	(266)	30	765	529	6,830
2019	4,513	4,818	272	9,603	(476)	58	1,158	740	10,343
PAYs (sub-total):	17,774	8,666	1,834	28,274	(1,332)	155	3,351	2,174	30,448
CAY (2020)	6,450	7,378	426	14,254	(754)	91	1,702	1,039	15,293
claims liabilities:	24,224	16,044	2,260	42,528	(2,086)	246	5,053	3,213	45,741
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	14,743	(1,368)		13,375	(470)	56	997	583	13,708
					*Total may not be sum of parts, as apvs apply to future costs within UPR				
policy liabilities:				55,903	(2,556)	302	6,050	3,796	59,449

\*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 2020	Prince Edward Island - Projected Balances as at Dec. 31, 2020 (\$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)
2001		-	(1)	-	(1)	-	-	-	-	(1)
2002		-	1	-	1	-	-	-	-	1
2003		-	(1)	-	(1)	-	-	-	-	(1)
2004		-	4	4	8	-	-	-	-	8
2005		-	(4)	12	8	-	-	1	1	9
2006		-	-	18	18	-	-	2	2	20
2007		-	(1)	6	5	-	-	1	1	6
2008		-	(1)	6	5	-	-	1	1	6
2009		-	-	10	10	-	-	1	1	11
2010		374	(1)	15	388	-	-	39	39	427
2011		-	(1)	21	20	(3)	-	2	(1)	19
2012		-	-	24	24	-	-	2	2	26
2013		-	(2)	24	22	-	-	2	2	24
2014		330	1	24	355	-	-	35	35	390
2015		739	34	19	792	(37)	4	80	47	839
2016		1,025	(623)	24	426	(19)	2	48	31	457
2017		471	24	24	519	(21)	2	68	49	568
2018		516	260	29	805	(30)	4	109	83	888
2019		476	138	24	638	(32)	4	82	54	692
PAYs (sub-total):		3,931	(175)	284	4,040	(142)	16	473	347	4,387
CAY (2020)		556	223	3	782	(41)	5	101	65	847
claims liabilities:		4,487	48	287	4,822	(183)	21	574	412	5,234
		Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:		1,201	(130)		1,071	(25)	3	60	38	1,071
policy liabilities:					5,893	(208)	24	634	450	6,305

\*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 2020	Prince Edward Island - Projected Balances as at Dec. 31, 2020 (\$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	-	-	-	-	-	-	-	-	-
2001	-	1	-	1	-	-	-	-	1
2002	-	(1)	-	(1)	-	-	-	-	(1)
2003	-	(1)	-	(1)	-	-	-	-	(1)
2004	-	-	1	1	-	-	-	-	1
2005	-	-	3	3	-	-	-	-	3
2006	-	-	5	5	-	-	1	1	6
2007	-	-	2	2	-	-	-	-	2
2008	-	-	3	3	-	-	-	-	3
2009	-	-	6	6	-	-	1	1	7
2010	10	-	10	20	-	-	2	2	22
2011	-	1	12	13	(2)	-	1	(1)	12
2012	259	-	16	275	-	-	28	28	303
2013	46	(34)	21	33	(5)	-	3	(2)	31
2014	41	9	24	74	(6)	-	7	1	75
2015	13	73	20	106	(12)	1	14	3	109
2016	887	137	24	1,048	(79)	9	102	32	1,080
2017	359	503	24	886	(54)	6	96	48	934
2018	1,193	308	28	1,529	(82)	11	185	114	1,643
2019	354	554	24	932	(45)	5	113	73	1,005
PAYs (sub-total):	3,162	1,550	223	4,935	(285)	32	553	300	5,235
CAY (2020)	415	686	-	1,101	(48)	6	136	94	1,195
claims liabilities:	3,577	2,236	223	6,036	(333)	38	689	394	6,430
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	1,136	(89)		1,047	(38)	4	73	39	1,047
*Total may not be sum of parts, as apvs apply to future costs within UPR									
policy liabilities:				7,083	(371)	42	762	433	7,477

Exhibit C-6

Projected Policy Liabilities – Prince Edward Island

page 3 of 3

PPV & non-PPV ending 2020	Prince Edward Island - Projected Balances as at Dec. 31, 2020 (\$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	-	(2)	-	(2)	-	-	-	-	(2)	
2001	-	-	-	-	-	-	-	-	-	
2002	-	-	-	-	-	-	-	-	-	
2003	-	(2)	-	(2)	-	-	-	-	(2)	
2004	-	4	5	9	-	-	-	-	9	
2005	-	(4)	15	11	-	-	1	1	12	
2006	-	-	23	23	-	-	3	3	26	
2007	-	(1)	8	7	-	-	1	1	8	
2008	-	(1)	9	8	-	-	1	1	9	
2009	-	-	16	16	-	-	2	2	18	
2010	384	(1)	25	408	-	-	41	41	449	
2011	-	-	33	33	(5)	-	3	(2)	31	
2012	259	-	40	299	-	-	30	30	329	
2013	46	(36)	45	55	(5)	-	5	-	55	
2014	371	10	48	429	(6)	-	42	36	465	
2015	752	107	39	898	(49)	5	94	50	948	
2016	1,912	(486)	48	1,474	(98)	11	150	63	1,537	
2017	830	527	48	1,405	(75)	8	164	97	1,502	
2018	1,709	568	57	2,334	(112)	15	294	197	2,531	
2019	830	692	48	1,570	(77)	9	195	127	1,697	
PAYs (sub-total):	7,093	1,375	507	8,975	(427)	48	1,026	647	9,622	
CAY (2020)	971	909	3	1,883	(89)	11	237	159	2,042	
claims liabilities:	8,064	2,284	510	10,858	(516)	59	1,263	806	11,664	
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*	
premium liabilities:	2,337	(219)		2,118	(63)	7	133	77	2,118	
*Total may not be sum of parts, as apvs apply to future costs within UPR										
policy liabilities:				12,976	(579)	66	1,396	883	13,782	

\*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 2020	Yukon - Projected Balances as at Dec. 31, 2020 (\$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	-	3	-	3	-	-	-	-	3
2001	-	1	-	1	-	-	-	-	1
2002	-	-	-	-	-	-	-	-	-
2003	-	1	-	1	-	-	-	-	1
2004	-	-	-	-	-	-	-	-	-
2005	-	-	-	-	-	-	-	-	-
2006	-	-	-	-	-	-	-	-	-
2007	-	-	-	-	-	-	-	-	-
2008	-	(1)	-	(1)	-	-	-	-	(1)
2009	-	-	2	2	-	-	-	-	2
2010	58	1	2	61	-	-	6	6	67
2011	-	4	3	7	(1)	-	-	(1)	6
2012	-	8	4	12	-	-	1	1	13
2013	-	15	5	20	-	-	3	3	23
2014	-	33	(15)	18	(1)	-	5	4	22
2015	-	49	(14)	35	(2)	-	7	5	40
2016	143	88	2	233	(9)	1	30	22	255
2017	772	49	3	824	(35)	4	101	70	894
2018	12	128	8	148	(7)	1	19	13	161
2019	80	77	2	159	(10)	1	19	10	169
PAYs (sub-total):	1,065	456	2	1,523	(65)	7	191	133	1,656
CAY (2020)	48	155	1	204	(14)	2	24	12	216
claims liabilities:	1,113	611	3	1,727	(79)	9	215	145	1,872
	Unearned Premium	Premium Deficiency / (DPAC)	Total Provision		discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	150	(16)	134		(7)	1	12	6	134
*Total may not be sum of parts, as apvs apply to future costs within UPB									
policy liabilities:	1,861				(86)	10	227	151	2,006

\*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 2020	Yukon - Projected Balances as at Dec. 31, 2020 (\$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
2001	-	-	-	-	-	-	-	-	-
2002	-	-	-	-	-	-	-	-	-
2003	-	-	-	-	-	-	-	-	-
2004	-	-	-	-	-	-	-	-	-
2005	-	-	-	-	-	-	-	-	-
2006	-	-	-	-	-	-	-	-	-
2007	-	-	-	-	-	-	-	-	-
2008	-	1	-	1	-	-	-	-	1
2009	-	-	2	2	-	-	-	-	2
2010	-	-	3	3	-	-	-	-	3
2011	-	-	4	4	-	-	-	-	4
2012	-	1	6	7	-	-	1	1	8
2013	-	4	8	12	-	-	1	1	13
2014	-	8	(20)	(12)	1	-	3	4	(8)
2015	-	34	(20)	14	(1)	-	5	4	18
2016	73	49	5	127	(5)	1	18	14	141
2017	-	130	9	139	(6)	1	24	19	158
2018	471	24	28	523	(24)	3	65	44	567
2019	192	206	10	408	(23)	3	47	27	435
PAYs (sub-total):	736	458	35	1,229	(58)	8	164	114	1,343
CAY (2020)	164	375	(14)	525	(22)	3	63	44	569
claims liabilities:	900	833	21	1,754	(80)	11	227	158	1,912
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	734	(60)		674	(23)	3	37	17	674
*Total may not be sum of parts, as apvs apply to future costs within UPR									
policy liabilities:				2,428	(103)	14	264	175	2,586

Exhibit C-7

Projected Policy Liabilities – Yukon

page 3 of 3

PPV & non-PPV ending 2020	Yukon - Projected Balances as at Dec. 31, 2020 (\$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
2001	-	1	-	1	-	-	-	-	1
2002	-	-	-	-	-	-	-	-	-
2003	-	1	-	1	-	-	-	-	1
2004	-	-	-	-	-	-	-	-	-
2005	-	-	-	-	-	-	-	-	-
2006	-	-	-	-	-	-	-	-	-
2007	-	-	-	-	-	-	-	-	-
2008	-	-	-	-	-	-	-	-	-
2009	-	-	4	4	-	-	-	-	4
2010	58	1	5	64	-	-	6	6	70
2011	-	4	7	11	(1)	-	-	(1)	10
2012	-	9	10	19	-	-	2	2	21
2013	-	19	13	32	-	-	4	4	36
2014	-	41	(35)	6	-	-	8	8	14
2015	-	83	(34)	49	(3)	-	12	9	58
2016	216	137	7	360	(14)	2	48	36	396
2017	772	179	12	963	(41)	5	125	89	1,052
2018	483	152	36	671	(31)	4	84	57	728
2019	272	283	12	567	(33)	4	66	37	604
PAYs (sub-total):	1,801	914	37	2,752	(123)	15	355	247	2,999
CAY (2020)	212	530	(13)	729	(36)	5	87	56	785
claims liabilities:	2,013	1,444	24	3,481	(159)	20	442	303	3,784
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	884	(76)		808	(30)	4	49	23	808
*Total may not be sum of parts, as apvs apply to future costs within UPR									
policy liabilities:				4,289	(189)	24	491	326	4,592

Exhibit C-8

Projected Policy Liabilities – Northwest Territories

page 1 of 3

Private Passenger ending 2020	Northwest Territories - Projected Balances as at Dec. 31, 2020 (\$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	-	-	-	-	-	-	-	-	-
2001	-	1	-	1	-	-	-	-	1
2002	-	1	-	1	-	-	-	-	1
2003	-	1	-	1	-	-	-	-	1
2004	-	(2)	-	(2)	-	-	-	-	(2)
2005	-	-	-	-	-	-	-	-	-
2006	-	(3)	-	(3)	-	-	-	-	(3)
2007	-	(3)	1	(2)	-	-	-	-	(2)
2008	-	3	-	3	-	-	-	-	3
2009	-	-	9	9	-	-	1	1	10
2010	-	(1)	11	10	-	-	1	1	11
2011	-	3	15	18	-	-	2	2	20
2012	-	9	19	28	(1)	-	3	2	30
2013	-	14	23	37	(1)	-	3	2	39
2014	-	44	25	69	(2)	-	7	5	74
2015	-	68	9	77	(3)	-	9	6	83
2016	75	168	22	265	(10)	1	32	23	288
2017	470	271	20	761	(34)	4	98	68	829
2018	165	308	10	483	(26)	3	64	41	524
2019	415	214	18	647	(39)	4	78	43	690
PAYs (sub-total):	1,125	1,096	182	2,403	(116)	12	298	194	2,597
CAY (2020)	558	326	(45)	839	(47)	6	105	64	903
claims liabilities:	1,683	1,422	137	3,242	(163)	18	403	258	3,500
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	1,072	(117)		955	(23)	3	52	32	955
policy liabilities:				4,197	(186)	21	455	290	4,455

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

Exhibit C-8

Projected Policy Liabilities – Northwest Territories

page 2 of 3

Non Private Passenger ending 2020	Northwest Territories - Projected Balances as at Dec. 31, 2020 (\$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	-	2	-	-	-	-	2
2001	-	-	-	-	-	-	-	-	-
2002	-	-	-	-	-	-	-	-	-
2003	-	(1)	-	(1)	-	-	-	-	(1)
2004	-	-	-	-	-	-	-	-	-
2005	-	-	-	-	-	-	-	-	-
2006	-	1	-	1	-	-	-	-	1
2007	-	-	-	-	-	-	-	-	-
2008	-	-	-	-	-	-	-	-	-
2009	-	-	2	2	-	-	-	-	2
2010	-	1	4	5	-	-	-	-	5
2011	-	-	5	5	-	-	1	1	6
2012	-	-	7	7	-	-	1	1	8
2013	422	11	8	441	-	-	44	44	485
2014	-	11	8	19	(1)	-	2	1	20
2015	-	36	3	39	(1)	-	5	4	43
2016	16	106	8	130	(5)	-	15	10	140
2017	2	211	8	221	(9)	1	28	20	241
2018	118	176	5	299	(14)	2	38	26	325
2019	98	206	9	313	(17)	2	39	24	337
PAYs (sub-total):	656	760	67	1,483	(47)	5	173	131	1,614
CAY (2020)	102	298	(25)	375	(23)	3	49	29	404
claims liabilities:	758	1,058	42	1,858	(70)	8	222	160	2,018
	Unearned Premium	Premium Deficiency / (DPAC)	Total Provision		discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	655	(54)	601		(15)	2	24	11	601
*Total may not be sum of parts, as apvs apply to future costs within UPF									
policy liabilities:	2,459				(85)	10	246	171	2,619

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



Exhibit C-8

Projected Policy Liabilities – Northwest Territories

page 3 of 3

PPV & non-PPV ending 2020	Northwest Territories - Projected Balances as at Dec. 31, 2020 (\$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	-	2	-	-	-	-	2
2001	-	1	-	1	-	-	-	-	1
2002	-	1	-	1	-	-	-	-	1
2003	-	-	-	-	-	-	-	-	-
2004	-	(2)	-	(2)	-	-	-	-	(2)
2005	-	-	-	-	-	-	-	-	-
2006	-	(2)	-	(2)	-	-	-	-	(2)
2007	-	(3)	1	(2)	-	-	-	-	(2)
2008	-	3	-	3	-	-	-	-	3
2009	-	-	11	11	-	-	1	1	12
2010	-	-	15	15	-	-	1	1	16
2011	-	3	20	23	-	-	3	3	26
2012	-	9	26	35	(1)	-	4	3	38
2013	422	25	31	478	(1)	-	47	46	524
2014	-	55	33	88	(3)	-	9	6	94
2015	-	104	12	116	(4)	-	14	10	126
2016	91	274	30	395	(15)	1	47	33	428
2017	472	482	28	982	(43)	5	126	88	1,070
2018	283	484	15	782	(40)	5	102	67	849
2019	513	420	27	960	(56)	6	117	67	1,027
PAYs (sub-total):	1,781	1,856	249	3,886	(163)	17	471	325	4,211
CAY (2020)	660	624	(70)	1,214	(70)	9	154	93	1,307
claims liabilities:	2,441	2,480	179	5,100	(233)	26	625	418	5,518
	Unearned Premium	Premium Deficiency / (DPAC)	Total Provision		discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	1,727	(171)	1,556		(38)	5	76	43	1,556
	*Total may not be sum of parts, as apvs apply to future costs within UPR								
policy liabilities:	6,656				(271)	31	701	461	7,074

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

Exhibit C-9

Projected Policy Liabilities – Nunavut

page 1 of 3

Private Passenger ending 2020	Nunavut - Projected Balances as at Dec. 31, 2020 (\$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	-	-	-	-	-	-	-	-	-
2001	-	(1)	-	(1)	-	-	-	-	(1)
2002	-	(1)	-	(1)	-	-	-	-	(1)
2003	-	-	-	-	-	-	-	-	-
2004	-	-	-	-	-	-	-	-	-
2005	-	-	-	-	-	-	-	-	-
2006	-	-	-	-	-	-	-	-	-
2007	-	-	-	-	-	-	-	-	-
2008	-	1	-	1	-	-	-	-	1
2009	-	-	2	2	-	-	-	-	2
2010	-	-	3	3	-	-	-	-	3
2011	-	-	4	4	-	-	-	-	4
2012	137	1	5	143	-	-	15	15	158
2013	-	2	6	8	-	-	1	1	9
2014	-	9	6	15	-	-	2	2	17
2015	-	13	5	18	-	-	2	2	20
2016	-	38	4	42	(1)	-	5	4	46
2017	4	40	2	46	(2)	-	5	3	49
2018	13	24	-	37	(2)	-	5	3	40
2019	30	10	1	41	(2)	-	5	3	44
PAYs (sub-total):	184	136	38	358	(7)	-	40	33	391
CAY (2020)	27	14	(7)	34	(2)	-	5	3	37
claims liabilities:	211	150	31	392	(9)	-	45	36	428
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	83	(9)		74	(1)	-	2	1	74
*Total may not be sum of parts, as apvs apply to future costs within UPR									
policy liabilities:				466	(10)	-	47	37	502

Exhibit C-9

Projected Policy Liabilities – Nunavut

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Non Private Passenger ending 2020	Nunavut - Projected Balances as at Dec. 31, 2020 (\$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	-	-	-	-	-	-	-	-	-
2001	-	-	-	-	-	-	-	-	-
2002	-	-	-	-	-	-	-	-	-
2003	-	-	-	-	-	-	-	-	-
2004	-	-	-	-	-	-	-	-	-
2005	-	-	-	-	-	-	-	-	-
2006	-	-	-	-	-	-	-	-	-
2007	-	-	-	-	-	-	-	-	-
2008	-	-	-	-	-	-	-	-	-
2009	-	-	1	1	-	-	-	-	1
2010	-	-	2	2	-	-	-	-	2
2011	-	-	3	3	-	-	-	-	3
2012	-	-	4	4	-	-	-	-	4
2013	-	14	4	18	-	-	1	1	19
2014	158	7	4	169	(11)	1	16	6	175
2015	85	(41)	5	49	(1)	-	5	4	53
2016	-	54	5	59	(2)	-	8	6	65
2017	3	134	5	142	(7)	1	16	10	152
2018	31	153	1	185	(10)	1	25	16	201
2019	35	179	5	219	(14)	1	26	13	232
PAYs (sub-total):	312	500	39	851	(45)	4	97	56	907
CAY (2020)	46	214	(17)	243	(17)	2	32	17	260
claims liabilities:	358	714	22	1,094	(62)	6	129	73	1,167
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	446	(37)		409	(14)	1	18	5	409
*Total may not be sum of parts, as apvs apply to future costs within UPR									
policy liabilities:				1,503	(76)	7	147	78	1,576

Exhibit C-9

Projected Policy Liabilities – Nunavut

page 3 of 3

PPV & non-PPV ending 2020	Nunavut - Projected Balances as at Dec. 31, 2020 (\$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		-	-	-	-	-	-	-	-	-
2001		-	(1)	-	(1)	-	-	-	-	(1)
2002		-	(1)	-	(1)	-	-	-	-	(1)
2003		-	-	-	-	-	-	-	-	-
2004		-	-	-	-	-	-	-	-	-
2005		-	-	-	-	-	-	-	-	-
2006		-	-	-	-	-	-	-	-	-
2007		-	-	-	-	-	-	-	-	-
2008		-	1	-	1	-	-	-	-	1
2009		-	-	3	3	-	-	-	-	3
2010		-	-	5	5	-	-	-	-	5
2011		-	-	7	7	-	-	-	-	7
2012		137	1	9	147	-	-	15	15	162
2013		-	16	10	26	-	-	2	2	28
2014		158	16	10	184	(11)	1	18	8	192
2015		85	(28)	10	67	(1)	-	7	6	73
2016		-	92	9	101	(3)	-	13	10	111
2017		7	174	7	188	(9)	1	21	13	201
2018		44	177	1	222	(12)	1	30	19	241
2019		65	189	6	260	(16)	1	31	16	276
PAYs (sub-total):		496	636	77	1,209	(52)	4	137	89	1,298
CAY (2020)		73	228	(24)	277	(19)	2	37	20	297
claims liabilities:		569	864	53	1,486	(71)	6	174	109	1,595
		Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:		529	(46)		483	(15)	1	20	6	483
*Total may not be sum of parts, as apvs apply to future costs within UPR										
policy liabilities:					1,969	(86)	7	194	115	2,078

Exhibit C-10

Projected Policy Liabilities – ALL JURISDICTIONS COMBINED

page 1 of 3

Private Passenger ending 2020	ALL JURISDICTIONS - Projected Balances as at Dec. 31, 2020 (\$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	2,821	242	(4)	3,059	(25)	3	327	305	3,364
2001	6	7	14	27	-	-	5	5	32
2002	318	(6)	78	390	-	-	43	43	433
2003	1,223	(79)	443	1,587	(97)	13	151	67	1,654
2004	419	17	387	823	(59)	7	83	31	854
2005	109	(7)	262	364	(21)	3	39	21	385
2006	257	39	183	479	(5)	-	54	49	528
2007	1,713	152	214	2,079	(190)	22	192	24	2,103
2008	401	116	355	872	(78)	9	81	12	884
2009	1,693	141	401	2,235	(236)	28	203	(5)	2,230
2010	1,878	155	453	2,486	(210)	23	228	41	2,527
2011	1,840	180	555	2,575	(206)	24	238	56	2,631
2012	2,570	88	700	3,358	(311)	35	307	31	3,389
2013	1,704	103	738	2,545	(191)	23	237	69	2,614
2014	6,189	(308)	736	6,617	(344)	39	630	325	6,942
2015	6,663	644	823	8,130	(318)	40	853	575	8,705
2016	9,492	794	682	10,968	(432)	50	1,348	966	11,934
2017	8,852	3,784	726	13,362	(547)	63	1,631	1,147	14,509
2018	11,787	5,618	761	18,166	(815)	102	2,298	1,585	19,751
2019	15,723	10,564	1,202	27,489	(1,380)	163	3,336	2,119	29,608
PAYs (sub-total):	75,658	22,244	9,709	107,611	(5,465)	647	12,284	7,466	115,077
CAY (2020)	20,402	17,812	1,069	39,283	(2,092)	243	4,794	2,945	42,228
claims liabilities:	96,060	40,056	10,778	146,894	(7,557)	890	17,078	10,411	157,305
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	44,548	(4,180)		40,368	(1,326)	162	2,746	1,582	40,701
*Total may not be sum of parts, as apvs apply to future costs within UPR									
policy liabilities:				187,262	(8,883)	1,052	19,824	11,993	198,006

Exhibit C-10

Projected Policy Liabilities – ALL JURISDICTIONS COMBINED

page 2 of 3

Non Private Passenger ending 2020	ALL JURISDICTIONS - Projected Balances as at Dec. 31, 2020 (\$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	197	14	(2)	209	-	-	27	27	236
2001	(2)	7	10	15	-	-	3	3	18
2002	5	13	29	47	-	-	5	5	52
2003	(6)	(17)	81	58	-	-	11	11	69
2004	72	4	81	157	-	-	18	18	175
2005	(2)	(4)	100	94	(7)	1	9	3	97
2006	75	(18)	110	167	-	-	24	24	191
2007	17	3	335	355	(4)	-	36	32	387
2008	630	11	474	1,115	(48)	4	107	63	1,178
2009	408	6	409	823	(80)	9	76	5	828
2010	315	20	427	762	(72)	8	70	6	768
2011	2,089	87	600	2,776	(91)	10	269	188	2,964
2012	1,946	(24)	827	2,749	(198)	23	257	82	2,831
2013	10,627	(156)	1,063	11,534	(580)	65	1,095	580	12,114
2014	4,078	289	1,177	5,544	(303)	34	529	260	5,804
2015	12,306	1,188	1,174	14,668	(553)	63	1,539	1,049	15,717
2016	14,717	2,320	1,152	18,189	(729)	89	2,262	1,622	19,811
2017	13,681	4,027	1,288	18,996	(773)	92	2,303	1,622	20,618
2018	24,409	6,234	1,704	32,347	(1,473)	190	4,283	3,000	35,347
2019	30,625	22,317	3,248	56,190	(2,962)	349	6,954	4,341	60,531
PAYs (sub-total):	116,187	36,321	14,287	166,795	(7,873)	937	19,877	12,941	179,736
CAY (2020)	36,189	41,474	1,889	79,552	(4,262)	552	9,962	6,252	85,804
claims liabilities:	152,376	77,795	16,176	246,347	(12,135)	1,489	29,839	19,193	265,540
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	102,866	(7,639)		95,227	(2,962)	339	5,427	2,804	95,227
policy liabilities:				341,574	(15,097)	1,828	35,266	21,997	360,767

\*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 2020	ALL JURISDICTIONS - Projected Balances as at Dec. 31, 2020 (\$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	3,018	256	(6)	3,268	(25)	3	354	332	3,600
2001	4	14	24	42	-	-	8	8	50
2002	323	7	107	437	-	-	48	48	485
2003	1,217	(96)	524	1,645	(97)	13	162	78	1,723
2004	491	21	468	980	(59)	7	101	49	1,029
2005	107	(11)	362	458	(28)	4	48	24	482
2006	332	21	293	646	(5)	-	78	73	719
2007	1,730	155	549	2,434	(194)	22	228	56	2,490
2008	1,031	127	829	1,987	(126)	13	188	75	2,062
2009	2,101	147	810	3,058	(316)	37	279	-	3,058
2010	2,193	175	880	3,248	(282)	31	298	47	3,295
2011	3,929	267	1,155	5,351	(297)	34	507	244	5,595
2012	4,516	64	1,527	6,107	(509)	58	564	113	6,220
2013	12,331	(53)	1,801	14,079	(771)	88	1,332	649	14,728
2014	10,267	(19)	1,913	12,161	(647)	73	1,159	585	12,746
2015	18,969	1,832	1,997	22,798	(871)	103	2,392	1,624	24,422
2016	24,209	3,114	1,834	29,157	(1,161)	139	3,610	2,588	31,745
2017	22,533	7,811	2,014	32,358	(1,320)	155	3,934	2,769	35,127
2018	36,196	11,852	2,465	50,513	(2,288)	292	6,581	4,585	55,098
2019	46,348	32,881	4,450	83,679	(4,342)	512	10,290	6,460	90,139
PAYs (sub-total):	191,845	58,565	23,996	274,406	(13,338)	1,584	32,161	20,407	294,813
CAY (2020)	56,591	59,286	2,958	118,835	(6,354)	795	14,756	9,197	128,032
claims liabilities:	248,436	117,851	26,954	393,241	(19,692)	2,379	46,917	29,604	422,845
	Unearned Premium	Premium Deficiency / (DPAC)		Total Provision	discount	investment PfAD	development PfAD	Total apvs	TOTAL*
premium liabilities:	147,414	(11,819)		135,595	(4,288)	501	8,173	4,386	135,928
policy liabilities:				528,836	(23,980)	2,880	55,090	33,990	558,773

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

**Exhibit D**
**Actual vs Projected based on Preliminary Outlooks – ONTARIO**

page 1 of 10

Facility Association Outlook Actual vs Projected FARM			*PROJECTED IS BASED ON PRELIMINARY OUTLOOK								x PAYs	
juris: ON			bus seg: TOTAL (PPV & non-PPV)			Net Operating Result		\$ millions	COR	\$ millions	COR	
						average A less P 2013 to 2018:		16.6	(30.1%)	5.9	(10.5%)	
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	56.5	57.9	(26.1)	(45.1%)	45.5	78.7%	36.5	37.5%	10.4	82.6%
	[b]	Projected*	57.6	57.7	(4.8)	(8.3%)	52.1	90.3%	(0.9)	102.1%	(5.7)	110.4%
	[c]=[a]-[b]	A less P	(1.2)	0.1	(21.3)	(36.8%)	(6.6)	(11.6%)	37.4	(64.6%)	16.1	(27.8%)
	[d]=[c]/[b]	% of P	(2.0%)	0.2%	442.8%		(12.7%)		<(999.9%)		(280.7%)	
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*	58.7	57.3	(1.7)	(2.9%)	45.5	79.4%	2.3	96.6%	0.6	99.5%
	[c]=[a]-[b]	A less P	(12.1)	(7.5)	(10.4)	(21.5%)	(6.4)	(0.7%)	9.6	(20.3%)	(0.8)	1.2%
	[d]=[c]/[b]	% of P	(20.5%)	(13.2%)	619.8%		(14.0%)		427.7%		(141.1%)	
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*	48.4	48.4	(2.6)	(5.3%)	43.0	88.8%	(1.9)	104.0%	(4.4)	109.3%
	[c]=[a]-[b]	A less P	(4.6)	(2.9)	(15.4)	(34.2%)	(10.5)	(17.5%)	24.8	(54.2%)	9.4	(20.0%)
	[d]=[c]/[b]	% of P	(9.4%)	(5.9%)	604.7%		(24.5%)		<(999.9%)		(211.3%)	
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*	46.1	46.1	(2.9)	(6.4%)	37.7	81.7%	2.3	95.2%	(0.7)	101.6%
	[c]=[a]-[b]	A less P	(6.9)	(6.0)	6.9	16.4%	(9.7)	(12.0%)	(2.0)	4.2%	4.9	(12.2%)
	[d]=[c]/[b]	% of P	(15.0%)	(13.1%)	(236.0%)		(25.8%)		(87.6%)		(753.3%)	
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*	38.5	38.3	(2.6)	(6.7%)	27.4	71.6%	5.9	84.7%	3.4	91.4%
	[c]=[a]-[b]	A less P	10.2	4.7	(11.0)	(24.9%)	2.2	(2.7%)	11.9	(25.9%)	0.8	(1.0%)
	[d]=[c]/[b]	% of P	26.5%	12.2%	428.4%		8.0%		199.6%		25.0%	
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*	38.5	38.7	(2.6)	(6.7%)	27.4	70.8%	6.3	83.7%	3.7	90.4%
	[c]=[a]-[b]	A less P	46.7	27.8	(12.9)	(16.6%)	15.6	(6.1%)	17.7	(19.7%)	4.9	(3.1%)
	[d]=[c]/[b]	% of P	121.1%	71.8%	493.4%		57.1%		279.6%		130.4%	



**Exhibit D**

**Actual vs Projected based on Preliminary Outlooks – ALBERTA**

page 2 of 10

Facility Association Outlook Actual vs Projected FARM			*PROJECTED IS BASED ON PRELIMINARY OUTLOOK									
juris: AB			bus seg: TOTAL (PPV & non-PPV)		Net Operating Result				\$ millions		COR	
					average A less P 2013 to 2018:				(5.9)		7.1%	
									(2.5)		3.3%	
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	75.9	75.4	14.5	19.2%	45.0	59.6%	0.0	100.0%	14.6	80.8%
	[b]	Projected*	74.4	74.2	(1.7)	(2.3%)	42.4	57.1%	17.5	76.5%	15.8	78.8%
	[c]=[a]-[b]	A less P	1.5	1.2	16.2	21.5%	2.6	2.5%	(17.4)	23.5%	(1.2)	2.0%
	[d]=[c]/[b]	% of P	2.0%	1.6%	(966.6%)		6.2%		(99.8%)		(7.9%)	
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*	74.9	75.5	(1.2)	(1.6%)	42.6	56.5%	17.7	76.8%	16.5	78.4%
	[c]=[a]-[b]	A less P	0.6	(0.6)	12.6	16.8%	5.1	7.2%	(17.5)	23.1%	(4.9)	6.3%
	[d]=[c]/[b]	% of P	0.9%	(0.8%)	<(999.9%)		11.9%		(99.2%)		(30.0%)	
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*	70.8	71.5	(1.2)	(1.7%)	43.5	60.7%	13.7	80.9%	12.5	82.6%
	[c]=[a]-[b]	A less P	(3.2)	0.2	2.1	2.9%	6.6	9.0%	(8.4)	11.7%	(6.3)	8.8%
	[d]=[c]/[b]	% of P	(4.6%)	0.3%	(172.7%)		15.2%		(61.1%)		(50.5%)	
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*	72.0	72.7	(2.4)	(3.3%)	49.6	68.2%	9.7	86.8%	7.3	90.1%
	[c]=[a]-[b]	A less P	(18.3)	(13.5)	(6.6)	(11.9%)	(5.6)	6.0%	1.8	(6.1%)	(4.9)	5.8%
	[d]=[c]/[b]	% of P	(25.5%)	(18.5%)	278.0%		(11.2%)		18.3%		(66.9%)	
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*	64.9	64.0	(2.4)	(3.7%)	44.3	69.3%	7.8	88.0%	5.4	91.7%
	[c]=[a]-[b]	A less P	(10.1)	(9.7)	(0.5)	(1.7%)	(8.4)	(3.1%)	1.4	(4.7%)	0.8	(3.0%)
	[d]=[c]/[b]	% of P	(15.5%)	(15.1%)	22.8%		(18.9%)		17.7%		15.5%	
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*	57.1	57.2	(2.0)	(3.4%)	38.5	67.3%	8.0	86.0%	6.1	89.4%
	[c]=[a]-[b]	A less P	25.7	9.6	(3.2)	(4.4%)	5.1	(2.0%)	4.6	(4.7%)	1.4	(0.3%)
	[d]=[c]/[b]	% of P	45.1%	16.8%	163.0%		13.4%		56.8%		22.3%	

**Exhibit D**
**Actual vs Projected based on Preliminary Outlooks – NEWFOUNDLAND & LABRADOR**

page 3 of 10

Facility Association Outlook Actual vs Projected FARM			*PROJECTED IS BASED ON PRELIMINARY OUTLOOK									
juris: NL			bus seg: TOTAL (PPV & non-PPV)		Net Operating Result				\$ millions	COR	x PAYS	
					average A less P 2013 to 2018:				1.9	(6.1%)	\$ millions	COR
											0.4	(0.8%)
			</									

**Exhibit D**

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

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Facility Association			*PROJECTED IS BASED ON PRELIMINARY OUTLOOK						Net Operating Result		\$ millions	COR	x PAYs	
Outlook Actual vs Projected													\$ millions	COR
FARM														
juris: NB			bus seg: TOTAL (PPV & non-PPV)						average A less P 2013 to 2018:		(2.0)	12.5%	(0.5)	4.8%
			Premium (\$millions)		PAYs Incurred		CAY Incurred		Net Operating Result		Net Operating Result x			
Cal Year	row id	Data	Written	Earned	\$ millions	% EP	\$ millions	% EP	\$ millions	COR	PAYs			
											\$ 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*	24.6	24.6	(0.7)	(2.7%)	14.6	59.7%	5.1	79.5%	4.4	82.2%		
	[c]=[a]-[b]	A less P	(2.5)	(1.4)	(4.8)	(20.7%)	(1.6)	(3.3%)	5.7	(25.6%)	0.9	(4.9%)		
	[d]=[c]/[b]	% of P	(10.0%)	(5.5%)	734.6%		(10.7%)		111.6%		20.1%			
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*	23.1	23.1	(0.3)	(1.2%)	15.6	67.5%	2.5	89.2%	2.3	90.4%		
	[c]=[a]-[b]	A less P	(2.8)	(1.8)	3.3	15.4%	(1.6)	(2.1%)	(1.5)	6.0%	1.8	(9.4%)		
	[d]=[c]/[b]	% of P	(12.2%)	(7.6%)	<(999.9%)		(10.5%)		(59.4%)		78.9%			
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*	21.1	21.1	(0.3)	(1.5%)	12.3	58.5%	4.2	80.0%	3.9	81.5%		
	[c]=[a]-[b]	A less P	(0.4)	(0.7)	1.0	5.1%	2.4	13.6%	(4.4)	20.8%	(3.4)	15.7%		
	[d]=[c]/[b]	% of P	(2.1%)	(3.3%)	(333.4%)		19.3%		(103.8%)		(85.5%)			
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*	20.4	20.4	(0.3)	(1.6%)	12.3	60.1%	3.7	81.8%	3.4	83.4%		
	[c]=[a]-[b]	A less P	(0.0)	0.1	3.0	14.5%	2.2	10.8%	(1.9)	27.2%	1.1	12.7%		
	[d]=[c]/[b]	% of P	(0.2%)	0.3%	(915.1%)		18.2%		(51.3%)		30.8%			
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*	21.5	21.2	(0.6)	(3.0%)	15.2	71.7%	1.6	92.5%	1.0	95.5%		
	[c]=[a]-[b]	A less P	(0.5)	(0.5)	3.2	15.4%	0.7	5.1%	(4.6)	22.1%	(1.4)	6.7%		
	[d]=[c]/[b]	% of P	(2.4%)	(2.5%)	(505.1%)		4.4%		(285.2%)		(144.4%)			
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*	21.2	21.3	(0.7)	(3.3%)	15.1	70.9%	1.9	91.3%	1.2	94.6%		
	[c]=[a]-[b]	A less P	1.9	0.7	3.5	16.0%	2.1	7.1%	(5.2)	24.2%	(1.7)	8.2%		
	[d]=[c]/[b]	% of P	9.1%	3.4%	(503.6%)		13.7%		(280.2%)		(148.6%)			

**Exhibit D**

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

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Facility Association Outlook Actual vs Projected FARM			*PROJECTED IS BASED ON PRELIMINARY OUTLOOK								x PAYs	
juris: NS                      bus seg: TOTAL (PPV & non-PPV)			Net Operating Result				\$ millions	COR	\$ millions	COR		
			average A less P 2013 to 2018:				(1.0)	5.5%	(1.9)	10.3%		
			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*	17.6	17.9	(0.8)	(4.6%)	10.0	55.8%	4.4	75.8%	3.5	80.4%
	[c]=[a]-[b]	A less P	(0.0)	0.1	(0.4)	(2.4%)	5.3	29.3%	(4.0)	22.2%	(4.4)	24.6%
	[d]=[c]/[b]	% of P	(0.2%)	0.4%	52.1%		53.2%		(90.5%)		(123.8%)	
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*	17.5	17.5	(0.6)	(3.6%)	10.9	62.3%	2.9	83.8%	2.3	87.4%
	[c]=[a]-[b]	A less P	(0.7)	(0.3)	0.3	1.6%	1.6	10.5%	(2.2)	12.4%	(1.9)	10.8%
	[d]=[c]/[b]	% of P	(3.7%)	(1.9%)	(44.8%)		14.7%		(76.4%)		(85.2%)	
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*	17.0	17.0	(0.5)	(2.8%)	12.4	73.0%	0.8	95.4%	0.3	98.2%
	[c]=[a]-[b]	A less P	(0.5)	(0.5)	(1.9)	(11.7%)	(0.4)	(0.4%)	1.8	(11.3%)	(0.1)	0.4%
	[d]=[c]/[b]	% of P	(2.8%)	(3.2%)	394.0%		(3.6%)		220.3%		(30.2%)	
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*	16.4	16.4	(0.6)	(3.8%)	11.5	70.2%	1.4	91.7%	0.8	95.5%
	[c]=[a]-[b]	A less P	1.1	0.7	0.7	4.0%	1.9	8.2%	(2.2)	13.4%	(1.6)	9.4%
	[d]=[c]/[b]	% of P	6.9%	4.3%	(105.5%)		16.4%		(162.6%)		(209.5%)	
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*	18.7	18.3	(0.6)	(3.2%)	13.1	71.7%	1.0	94.5%	0.5	97.7%
	[c]=[a]-[b]	A less P	(0.2)	(0.3)	(3.8)	(21.3%)	1.6	9.8%	1.9	(11.2%)	(1.9)	10.1%
	[d]=[c]/[b]	% of P	(0.9%)	(1.4%)	659.5%		11.9%		186.8%		(417.8%)	
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*	18.5	18.5	(0.5)	(2.9%)	14.4	77.9%	(0.1)	100.8%	(0.7)	103.7%
	[c]=[a]-[b]	A less P	4.6	2.2	0.1	0.9%	2.5	4.1%	(1.5)	7.4%	(1.4)	6.5%
	[d]=[c]/[b]	% of P	24.9%	11.7%	(23.2%)		17.5%		>999.9%		211.3%	

**Exhibit D**

**Actual vs Projected based on Preliminary Outlooks – PRINCE EDWARD ISLAND**

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Facility Association Outlook Actual vs Projected FARM			<b>*PROJECTED IS BASED ON PRELIMINARY OUTLOOK</b>									
juris: PE			bus seg: TOTAL (PPV & non-PPV)		Net Operating Result		\$ millions		COR		x PAYs	
					average A less P 2013 to 2018:		(0.7)		14.6%		(0.7)	
			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	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	(0.2)	(3.4%)	2.8	61.6%	0.8	83.0%	0.6	86.4%
	[c]=[a]-[b]	<b>A less P</b>	<b>0.1</b>	<b>0.1</b>	<b>(1.4)</b>	<b>(29.5%)</b>	<b>0.2</b>	<b>2.5%</b>	<b>1.1</b>	<b>(26.0%)</b>	<b>(0.2)</b>	<b>3.5%</b>
	[d]=[c]/[b]	% of P	1.5%	1.4%	885.1%		5.5%		147.6%		(34.5%)	
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	1.6%	3.0	65.0%	0.4	91.8%	0.5	90.2%
	[c]=[a]-[b]	<b>A less P</b>	<b>(0.1)</b>	<b>(0.1)</b>	<b>1.4</b>	<b>30.3%</b>	<b>(0.2)</b>	<b>(2.3%)</b>	<b>(2.8)</b>	<b>61.7%</b>	<b>(1.4)</b>	<b>31.4%</b>
	[d]=[c]/[b]	% of P	(3.2%)	(1.9%)	>999.9%		(5.4%)		(714.2%)		(308.8%)	
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*	4.6	4.6	(0.2)	(3.9%)	2.9	64.4%	0.7	85.8%	0.5	89.7%
	[c]=[a]-[b]	<b>A less P</b>	<b>0.1</b>	<b>(0.0)</b>	<b>(0.8)</b>	<b>(17.8%)</b>	<b>0.2</b>	<b>5.2%</b>	<b>0.4</b>	<b>(9.8%)</b>	<b>(0.4)</b>	<b>8.0%</b>
	[d]=[c]/[b]	% of P	2.8%	(0.6%)	452.2%		7.5%		66.6%		(77.4%)	
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)	(1.5%)	3.2	71.8%	0.2	95.4%	0.1	96.9%
	[c]=[a]-[b]	<b>A less P</b>	<b>0.3</b>	<b>0.3</b>	<b>(0.2)</b>	<b>(3.5%)</b>	<b>0.7</b>	<b>8.8%</b>	<b>(0.3)</b>	<b>6.7%</b>	<b>(0.5)</b>	<b>10.2%</b>
	[d]=[c]/[b]	% of P	7.6%	7.7%	250.7%		21.0%		(142.9%)		(335.5%)	
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	(0.1)	(2.4%)	3.1	62.5%	0.7	85.5%	0.6	87.9%
	[c]=[a]-[b]	<b>A less P</b>	<b>(0.6)</b>	<b>(0.5)</b>	<b>0.3</b>	<b>6.5%</b>	<b>(0.2)</b>	<b>0.9%</b>	<b>(0.5)</b>	<b>9.7%</b>	<b>(0.2)</b>	<b>3.2%</b>
	[d]=[c]/[b]	% of P	(12.2%)	(9.2%)	(249.2%)		(7.8%)		(67.5%)		(31.3%)	
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*	4.8	4.8	(0.2)	(3.3%)	2.9	60.8%	0.8	83.0%	0.7	86.3%
	[c]=[a]-[b]	<b>A less P</b>	<b>(0.3)</b>	<b>(0.3)</b>	<b>0.3</b>	<b>6.1%</b>	<b>1.5</b>	<b>37.2%</b>	<b>(2.1)</b>	<b>45.2%</b>	<b>(1.8)</b>	<b>39.1%</b>
	[d]=[c]/[b]	% of P	(5.7%)	(5.9%)	(180.5%)		51.7%		(252.7%)		(269.9%)	

**Exhibit D**

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

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Facility Association Outlook Actual vs Projected FARM			*PROJECTED IS BASED ON PRELIMINARY OUTLOOK						Net Operating Result		\$ millions	COR	x PAYs		
juris: YT			bus seg: TOTAL (PPV & non-PPV)			average A less P 2013 to 2018:						(0.3)	12.9%	(0.4)	17.0%
			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	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)	(0.6%)	1.1	49.4%	0.6	71.5%	0.6	72.1%			
	[c]=[a]-[b]	A less P	0.1	0.1	0.0	0.6%	0.4	15.9%	(0.3)	13.9%	(0.3)	13.3%			
	[d]=[c]/[b]	% of P	3.3%	3.0%	(92.9%)		36.2%		(46.5%)		(45.5%)				
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	0.0	2.1%	1.1	46.8%	0.7	71.7%	0.7	69.6%			
	[c]=[a]-[b]	A less P	(0.0)	(0.1)	0.2	9.6%	0.5	21.6%	(0.7)	27.9%	(0.4)	18.3%			
	[d]=[c]/[b]	% of P	(1.8%)	(3.1%)	454.2%		41.5%		(98.6%)		(61.4%)				
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*	2.2	2.2	(0.0)	(1.2%)	1.1	48.2%	0.7	69.9%	0.6	71.1%			
	[c]=[a]-[b]	A less P	(0.1)	(0.0)	(0.1)	(4.0%)	1.7	81.7%	(1.7)	79.7%	(1.8)	83.7%			
	[d]=[c]/[b]	% of P	(4.2%)	(1.5%)	318.5%		165.7%		(261.1%)		(285.8%)				
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	(0.1)	(2.4%)	1.6	71.4%	0.2	91.9%	0.1	94.3%			
	[c]=[a]-[b]	A less P	(0.3)	(0.2)	0.1	2.5%	(0.3)	(8.4%)	0.1	(3.7%)	0.1	(6.2%)			
	[d]=[c]/[b]	% of P	(15.5%)	(9.6%)	(105.6%)		(20.3%)		30.8%		88.3%				
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*	2.2	2.2	(0.1)	(3.8%)	1.5	70.5%	0.2	89.5%	0.1	93.3%			
	[c]=[a]-[b]	A less P	(0.3)	(0.3)	(0.7)	(40.6%)	(0.5)	(12.0%)	0.9	(49.7%)	0.2	(9.1%)			
	[d]=[c]/[b]	% of P	(15.5%)	(15.2%)	888.0%		(29.7%)		385.3%		105.4%				
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*	1.8	1.8	(0.1)	(3.1%)	1.3	70.6%	0.2	90.3%	0.1	93.4%			
	[c]=[a]-[b]	A less P	0.0	0.0	0.1	7.5%	0.0	0.3%	(0.2)	9.2%	(0.0)	1.7%			
	[d]=[c]/[b]	% of P	1.8%	0.1%	(242.1%)		0.5%		(92.8%)		(23.6%)				

**Exhibit D**

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

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Facility Association Outlook Actual vs Projected FARM			*PROJECTED IS BASED ON PRELIMINARY OUTLOOK									
juris: NT			bus seg: TOTAL (PPV & non-PPV)		Net Operating Result				\$ millions		COR	
					average A less P 2013 to 2018:				(0.1)		(0.4%)	
									(0.5)		9.0%	
			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*	5.9	5.9	(0.1)	(2.4%)	3.2	54.8%	1.5	75.3%	1.3	77.7%
	[c]=[a]-[b]	A less P	(0.5)	(0.3)	(0.7)	(12.4%)	(0.8)	(11.6%)	1.4	(27.2%)	0.8	(14.8%)
	[d]=[c]/[b]	% of P	(8.4%)	(5.3%)	498.6%		(25.3%)		99.5%		57.5%	
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*	5.4	5.4	(0.1)	(1.6%)	2.6	48.2%	1.6	70.3%	1.5	71.9%
	[c]=[a]-[b]	A less P	(0.2)	(0.2)	0.3	5.5%	1.4	27.0%	(1.7)	30.4%	(1.4)	24.9%
	[d]=[c]/[b]	% of P	(4.1%)	(2.9%)	(329.5%)		51.7%		(101.7%)		(88.6%)	
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	(0.0)	(0.7%)	2.3	44.0%	1.7	66.9%	1.7	67.6%
	[c]=[a]-[b]	A less P	(0.6)	(0.2)	(1.4)	(27.4%)	0.1	4.0%	0.9	(18.4%)	(0.5)	9.0%
	[d]=[c]/[b]	% of P	(10.9%)	(3.1%)	>999.9%		5.6%		51.8%		(29.1%)	
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)	(2.2%)	2.6	49.9%	1.5	71.6%	1.4	73.8%
	[c]=[a]-[b]	A less P	(0.6)	(0.5)	1.6	33.2%	(0.1)	3.4%	(2.0)	38.8%	(0.4)	5.6%
	[d]=[c]/[b]	% of P	(12.2%)	(9.8%)	<(999.9%)		(3.6%)		(132.2%)		(28.6%)	
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*	4.8	4.8	(0.2)	(2.5%)	2.6	53.0%	1.2	74.5%	1.0	77.0%
	[c]=[a]-[b]	A less P	(0.4)	(0.4)	(1.5)	(35.7%)	0.8	23.7%	0.3	(9.4%)	(1.2)	26.3%
	[d]=[c]/[b]	% of P	(8.7%)	(9.2%)	688.3%		31.8%		25.1%		(113.2%)	
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*	4.6	4.6	(0.1)	(1.8%)	2.5	53.7%	1.1	76.0%	1.0	77.8%
	[c]=[a]-[b]	A less P	(0.3)	(0.3)	(0.9)	(19.6%)	(0.0)	3.1%	0.7	(16.4%)	(0.2)	3.2%
	[d]=[c]/[b]	% of P	(7.1%)	(6.1%)	>999.9%		(0.6%)		58.1%		(19.2%)	

**Exhibit D**

**Actual vs Projected based on Preliminary Outlooks – NUNAVUT**

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Facility Association Outlook Actual vs Projected FARM			*PROJECTED IS BASED ON PRELIMINARY OUTLOOK									
juris: NU			bus seg: TOTAL (PPV & non-PPV)		Net Operating Result		\$ millions		COR		x PAYs	
					average A less P 2013 to 2018:		0.1		(17.6%)		(0.4)	
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)	(2.1%)	1.1	52.7%	0.5	73.1%	0.5	75.2%
	[c]=[a]-[b]	A less P	(0.2)	(0.1)	(0.4)	(19.3%)	1.2	70.4%	(1.0)	51.5%	(1.4)	70.8%
	[d]=[c]/[b]	% of P	(11.4%)	(7.1%)	827.9%		117.0%		(184.6%)		(272.4%)	
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*	1.9	1.9	(0.0)	(1.4%)	1.0	52.9%	0.5	75.0%	0.5	76.4%
	[c]=[a]-[b]	A less P	(0.2)	(0.2)	(0.3)	(15.5%)	(0.2)	(2.4%)	(0.0)	(3.2%)	(0.3)	12.3%
	[d]=[c]/[b]	% of P	(12.4%)	(11.6%)	948.1%		(15.6%)		(1.3%)		(58.1%)	
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)	(1.1%)	0.2	14.6%	1.1	36.9%	1.1	38.0%
	[c]=[a]-[b]	A less P	(0.2)	(0.1)	(0.3)	(18.3%)	0.5	33.2%	(0.2)	6.7%	(0.5)	25.0%
	[d]=[c]/[b]	% of P	(9.2%)	(6.3%)	>999.9%		206.4%		(16.4%)		(44.2%)	
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	(0.1)	(3.4%)	0.8	51.4%	0.5	71.2%	0.4	74.6%
	[c]=[a]-[b]	A less P	(0.3)	(0.2)	(0.7)	(45.8%)	(0.0)	2.6%	0.5	(38.4%)	(0.1)	7.4%
	[d]=[c]/[b]	% of P	(20.4%)	(10.0%)	>999.9%		(5.2%)		109.3%		(36.5%)	
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*	1.6	1.6	(0.0)	(1.9%)	0.8	48.4%	0.5	69.6%	0.5	71.5%
	[c]=[a]-[b]	A less P	(0.5)	(0.4)	(0.9)	(78.5%)	(0.2)	(0.7%)	0.8	(79.6%)	(0.1)	(1.1%)
	[d]=[c]/[b]	% of P	(32.0%)	(26.1%)	>999.9%		(26.8%)		168.8%		(21.3%)	
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)	(2.0%)	0.6	50.1%	0.4	71.2%	0.3	73.2%
	[c]=[a]-[b]	A less P	(0.3)	(0.2)	(0.4)	(43.9%)	(0.1)	0.9%	0.4	(42.8%)	(0.1)	1.1%
	[d]=[c]/[b]	% of P	(21.5%)	(17.9%)	>999.9%		(16.5%)		104.3%		(20.9%)	



**Exhibit D**

**Actual vs Projected based on Preliminary Outlooks – ALL JURISDICTIONS**

page 10 of 10

Facility Association Outlook Actual vs Projected FARM			*PROJECTED IS BASED ON PRELIMINARY OUTLOOK									
juris: TOTAL			bus seg: TOTAL (PPV & non-PPV)				Net Operating Result		\$ millions	COR	x PAYs	
			average A less P 2013 to 2018:						7.9	(3.9%)	\$ millions	COR
											(1.2)	0.7%
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	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%	

**APPENDIX**

a priori Loss Ratios (Nominal, Indemnity Only)

and associated charts

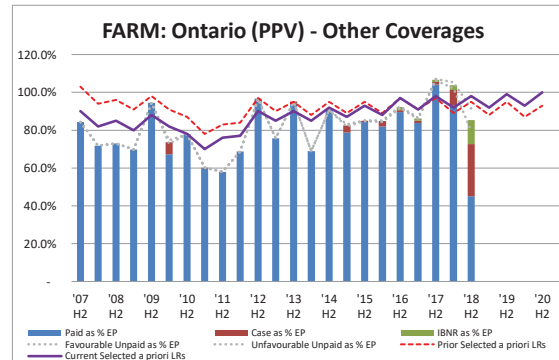
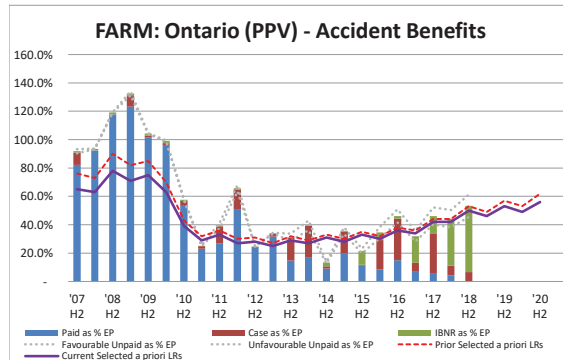
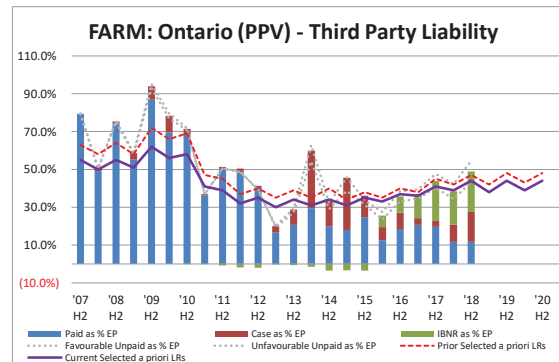
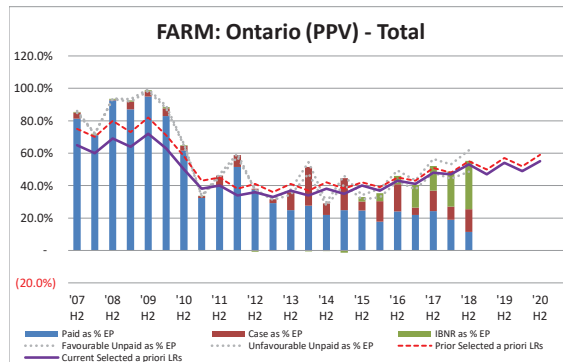
(by jurisdiction and business segment)

18 pages attached

Facility Association  
a priori LR model  
for valuation: **Dec 31, 2018**  
FARM: **Ontario**  
Vehicle Type: **Private Passenger Vehicles**

Exhibit F.4.6.1  
A Priori LRs  
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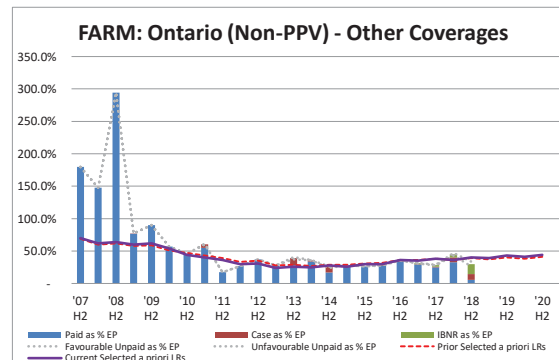
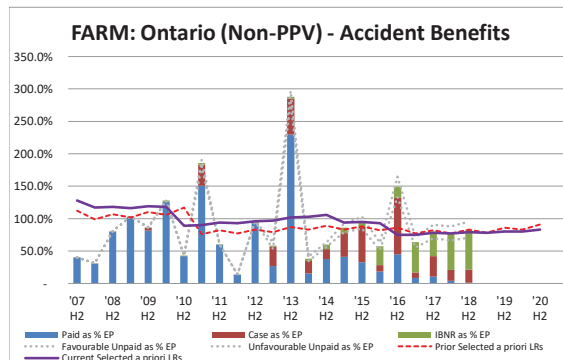
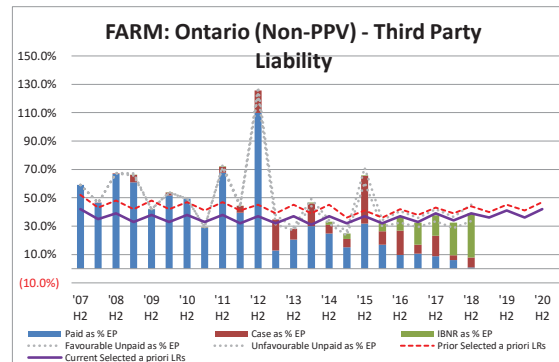
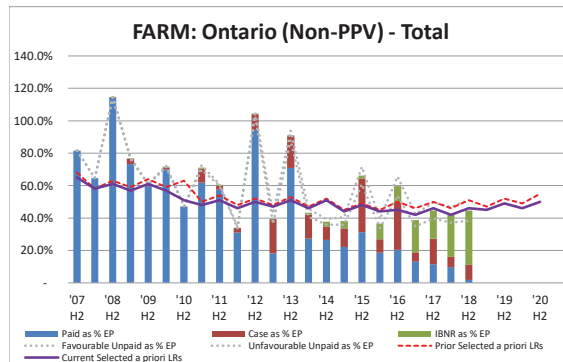
Accident Period	CURRENT				PRIOR				CHANGE			
	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total
2013 / 2	34.0%	29.0%	90.0%	37.0%	39.0%	32.0%	95.0%	41.0%	(5.0%)	(3.0%)	(5.0%)	(4.0%)
2014 / 1	31.0%	27.0%	85.0%	34.0%	35.0%	29.0%	88.0%	37.0%	(4.0%)	(2.0%)	(3.0%)	(3.0%)
2014 / 2	34.0%	31.0%	92.0%	38.0%	40.0%	33.0%	95.0%	42.0%	(6.0%)	(2.0%)	(3.0%)	(4.0%)
2015 / 1	31.0%	28.0%	87.0%	35.0%	34.0%	30.0%	89.0%	38.0%	(3.0%)	(2.0%)	(2.0%)	(3.0%)
2015 / 2	35.0%	33.0%	93.0%	40.0%	38.0%	35.0%	95.0%	42.0%	(3.0%)	(2.0%)	(2.0%)	(2.0%)
2016 / 1	33.0%	30.0%	88.0%	37.0%	35.0%	32.0%	89.0%	39.0%	(2.0%)	(2.0%)	(1.0%)	(2.0%)
2016 / 2	37.0%	36.0%	97.0%	43.0%	40.0%	38.0%	97.0%	45.0%	(3.0%)	(2.0%)	-	(2.0%)
2017 / 1	36.0%	34.0%	91.0%	41.0%	38.0%	36.0%	91.0%	43.0%	(2.0%)	(2.0%)	-	(2.0%)
2017 / 2	41.0%	42.0%	98.0%	48.0%	45.0%	44.0%	97.0%	51.0%	(4.0%)	(2.0%)	1.0%	(3.0%)
2018 / 1	39.0%	42.0%	92.0%	47.0%	42.0%	44.0%	89.0%	48.0%	(3.0%)	(2.0%)	3.0%	(1.0%)
2018 / 2	44.0%	50.0%	98.0%	53.0%	47.0%	53.0%	95.0%	55.0%	(3.0%)	(3.0%)	3.0%	(2.0%)
2019 / 1	38.0%	46.0%	92.0%	47.0%	42.0%	49.0%	88.0%	50.0%	(4.0%)	(3.0%)	4.0%	(3.0%)
2019 / 2	44.0%	53.0%	99.0%	54.0%	48.0%	57.0%	95.0%	57.0%	(4.0%)	(4.0%)	4.0%	(3.0%)
2020 / 1	39.0%	49.0%	93.0%	49.0%	43.0%	53.0%	87.0%	52.0%	(4.0%)	(4.0%)	6.0%	(3.0%)
2020 / 2	44.0%	56.0%	100.0%	55.0%	48.0%	62.0%	93.0%	59.0%	(4.0%)	(6.0%)	7.0%	(4.0%)



Facility Association  
a priori LR model  
for valuation: **Dec 31, 2018**  
FARM: **Ontario**  
Vehicle Type: **Non-Private Passenger Vehicles**

Exhibit F.4.12.1  
A Priori LRs  
page 1 of 1

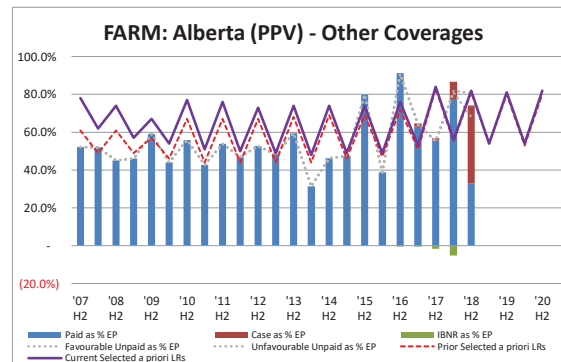
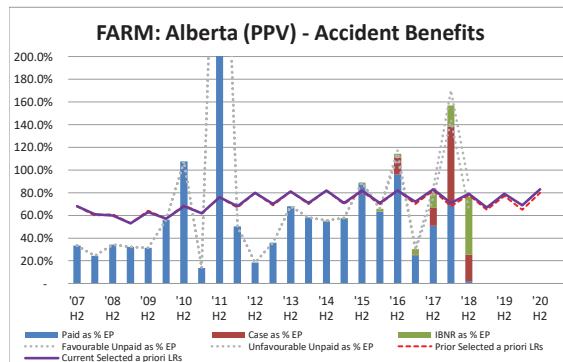
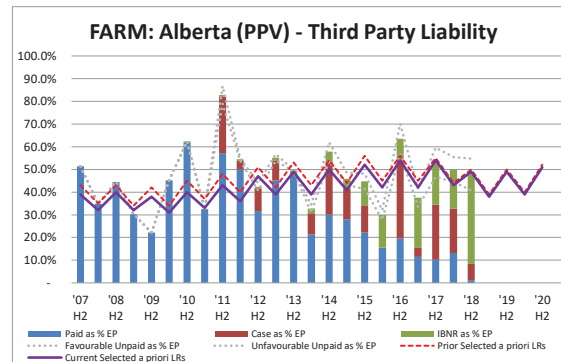
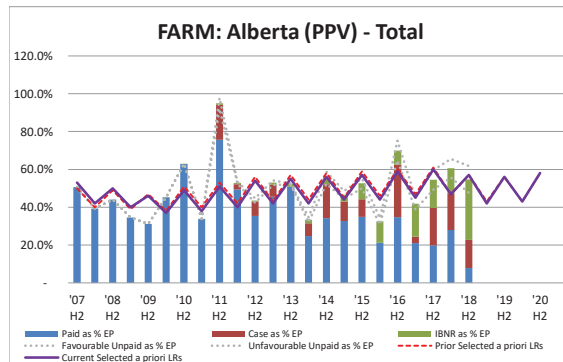
Accident Period	CURRENT				PRIOR				CHANGE			
	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total
2013 / 2	37.0%	102.0%	26.0%	51.0%	45.0%	87.0%	29.0%	53.0%	(8.0%)	15.0%	(3.0%)	(2.0%)
2014 / 1	31.0%	103.0%	25.0%	46.0%	39.0%	83.0%	27.0%	47.0%	(8.0%)	20.0%	(2.0%)	(1.0%)
2014 / 2	37.0%	106.0%	28.0%	51.0%	45.0%	89.0%	29.0%	52.0%	(8.0%)	17.0%	(1.0%)	(1.0%)
2015 / 1	32.0%	94.0%	26.0%	44.0%	36.0%	83.0%	29.0%	45.0%	(4.0%)	11.0%	(3.0%)	(1.0%)
2015 / 2	37.0%	95.0%	30.0%	48.0%	41.0%	88.0%	31.0%	49.0%	(4.0%)	7.0%	(1.0%)	(1.0%)
2016 / 1	32.0%	93.0%	30.0%	44.0%	36.0%	82.0%	32.0%	45.0%	(4.0%)	11.0%	(2.0%)	(1.0%)
2016 / 2	37.0%	75.0%	36.0%	45.0%	42.0%	86.0%	36.0%	50.0%	(5.0%)	(11.0%)	-	(5.0%)
2017 / 1	33.0%	75.0%	35.0%	42.0%	38.0%	77.0%	36.0%	46.0%	(5.0%)	(2.0%)	(1.0%)	(4.0%)
2017 / 2	39.0%	78.0%	38.0%	46.0%	43.0%	82.0%	38.0%	50.0%	(4.0%)	(4.0%)	-	(4.0%)
2018 / 1	34.0%	77.0%	36.0%	42.0%	39.0%	77.0%	36.0%	46.0%	(5.0%)	-	-	(4.0%)
2018 / 2	39.0%	79.0%	40.0%	46.0%	44.0%	83.0%	39.0%	51.0%	(5.0%)	(4.0%)	1.0%	(5.0%)
2019 / 1	36.0%	78.0%	39.0%	45.0%	40.0%	78.0%	37.0%	47.0%	(4.0%)	-	2.0%	(2.0%)
2019 / 2	41.0%	80.0%	43.0%	49.0%	45.0%	86.0%	40.0%	52.0%	(4.0%)	(6.0%)	3.0%	(3.0%)
2020 / 1	36.0%	80.0%	41.0%	46.0%	41.0%	83.0%	38.0%	49.0%	(5.0%)	(3.0%)	3.0%	(3.0%)
2020 / 2	42.0%	83.0%	44.0%	50.0%	47.0%	91.0%	41.0%	55.0%	(5.0%)	(8.0%)	3.0%	(5.0%)



Facility Association  
a priori LR model  
for valuation: **Dec 31, 2018**  
FARM: **Alberta**  
Vehicle Type: **Private Passenger Vehicles**

Exhibit H.4.6.1  
A Priori LRs  
page 1 of 1

Accident Period	CURRENT				PRIOR				CHANGE			
	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total
2013 / 2	49.0%	81.0%	74.0%	55.0%	53.0%	81.0%	68.0%	57.0%	(4.0%)	-	6.0%	(2.0%)
2014 / 1	39.0%	71.0%	48.0%	42.0%	43.0%	70.0%	44.0%	44.0%	(4.0%)	1.0%	4.0%	(2.0%)
2014 / 2	50.0%	82.0%	74.0%	56.0%	54.0%	82.0%	69.0%	58.0%	(4.0%)	-	5.0%	(2.0%)
2015 / 1	41.0%	71.0%	49.0%	44.0%	44.0%	70.0%	46.0%	45.0%	(3.0%)	1.0%	3.0%	(1.0%)
2015 / 2	52.0%	82.0%	74.0%	57.0%	56.0%	81.0%	69.0%	59.0%	(4.0%)	1.0%	5.0%	(2.0%)
2016 / 1	42.0%	71.0%	49.0%	44.0%	45.0%	70.0%	47.0%	46.0%	(3.0%)	1.0%	2.0%	(2.0%)
2016 / 2	54.0%	82.0%	76.0%	59.0%	56.0%	82.0%	72.0%	60.0%	(2.0%)	-	4.0%	(1.0%)
2017 / 1	42.0%	72.0%	53.0%	45.0%	45.0%	70.0%	51.0%	47.0%	(3.0%)	2.0%	2.0%	(2.0%)
2017 / 2	54.0%	83.0%	84.0%	60.0%	55.0%	82.0%	83.0%	61.0%	(1.0%)	1.0%	1.0%	(1.0%)
2018 / 1	43.0%	71.0%	56.0%	47.0%	44.0%	68.0%	55.0%	47.0%	(1.0%)	3.0%	1.0%	-
2018 / 2	49.0%	79.0%	82.0%	57.0%	50.0%	78.0%	81.0%	57.0%	(1.0%)	1.0%	1.0%	-
2019 / 1	38.0%	67.0%	54.0%	42.0%	39.0%	65.0%	54.0%	43.0%	(1.0%)	2.0%	-	(1.0%)
2019 / 2	49.0%	79.0%	81.0%	56.0%	50.0%	77.0%	80.0%	56.0%	(1.0%)	2.0%	1.0%	-
2020 / 1	39.0%	69.0%	54.0%	43.0%	40.0%	65.0%	53.0%	43.0%	(1.0%)	4.0%	1.0%	-
2020 / 2	51.0%	83.0%	82.0%	58.0%	52.0%	80.0%	80.0%	58.0%	(1.0%)	3.0%	2.0%	-

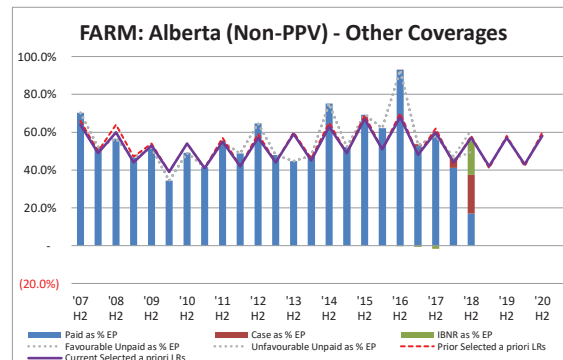
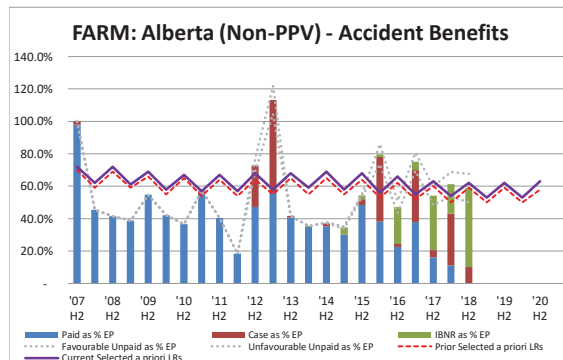
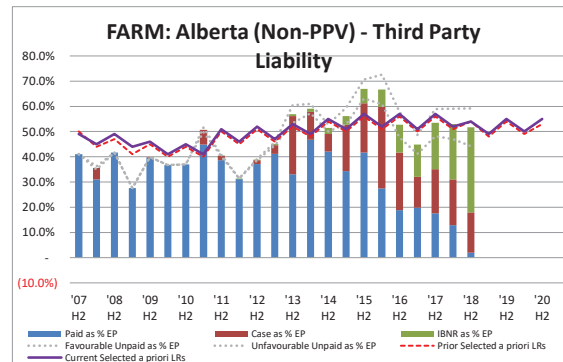
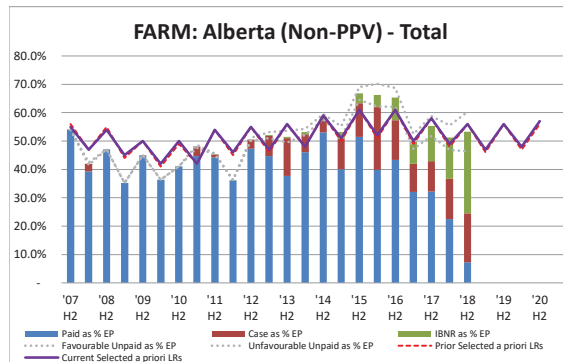


Note: We have limited the axis to highlight "regular" selected ultimate loss ratios

Facility Association  
a priori LR model  
for valuation: **Dec 31, 2018**  
FARM: **Alberta**  
Vehicle Type: **Non-Private Passenger Vehicles**

Exhibit H.4.12.1  
A Priori LRs  
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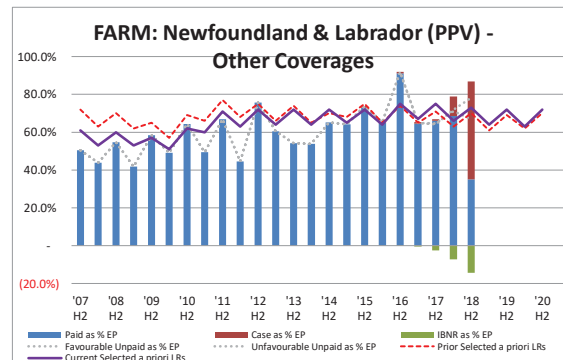
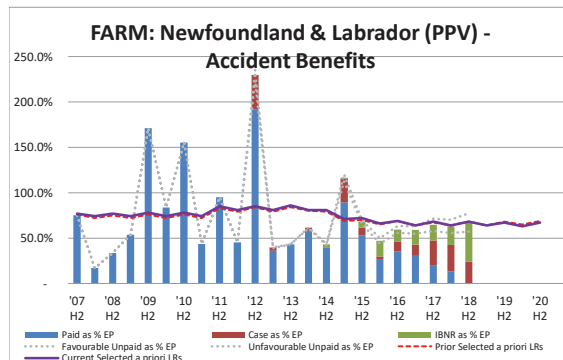
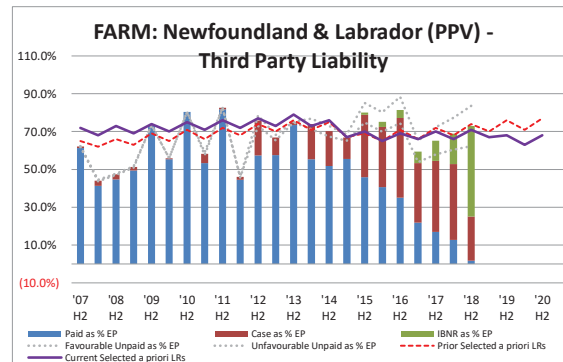
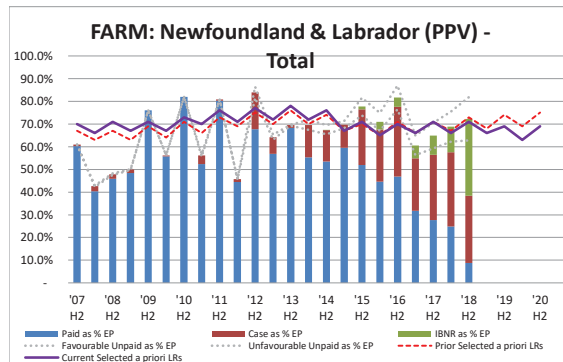
Accident Period	CURRENT				PRIOR				CHANGE			
	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total
2013 / 2	53.0%	68.0%	59.0%	56.0%	52.0%	65.0%	60.0%	56.0%	1.0%	3.0%	(1.0%)	-
2014 / 1	49.0%	59.0%	45.0%	48.0%	48.0%	55.0%	46.0%	48.0%	1.0%	4.0%	(1.0%)	-
2014 / 2	55.0%	69.0%	63.0%	59.0%	54.0%	65.0%	65.0%	59.0%	1.0%	4.0%	(2.0%)	-
2015 / 1	51.0%	58.0%	49.0%	51.0%	50.0%	55.0%	49.0%	50.0%	1.0%	3.0%	-	1.0%
2015 / 2	57.0%	68.0%	67.0%	61.0%	56.0%	64.0%	69.0%	61.0%	1.0%	4.0%	(2.0%)	-
2016 / 1	52.0%	56.0%	51.0%	52.0%	51.0%	53.0%	51.0%	51.0%	1.0%	3.0%	-	1.0%
2016 / 2	57.0%	66.0%	68.0%	61.0%	56.0%	62.0%	70.0%	61.0%	1.0%	4.0%	(2.0%)	-
2017 / 1	51.0%	55.0%	48.0%	50.0%	50.0%	52.0%	48.0%	49.0%	1.0%	3.0%	-	1.0%
2017 / 2	57.0%	63.0%	60.0%	58.0%	56.0%	60.0%	62.0%	58.0%	1.0%	3.0%	(2.0%)	-
2018 / 1	52.0%	54.0%	44.0%	49.0%	51.0%	50.0%	43.0%	48.0%	1.0%	4.0%	1.0%	1.0%
2018 / 2	54.0%	62.0%	57.0%	56.0%	54.0%	59.0%	58.0%	56.0%	-	3.0%	(1.0%)	-
2019 / 1	49.0%	53.0%	42.0%	47.0%	48.0%	50.0%	41.0%	46.0%	1.0%	3.0%	1.0%	1.0%
2019 / 2	55.0%	62.0%	57.0%	56.0%	54.0%	59.0%	58.0%	56.0%	1.0%	3.0%	(1.0%)	-
2020 / 1	50.0%	53.0%	43.0%	48.0%	49.0%	50.0%	42.0%	47.0%	1.0%	3.0%	1.0%	1.0%
2020 / 2	55.0%	63.0%	58.0%	57.0%	53.0%	58.0%	60.0%	56.0%	2.0%	5.0%	(2.0%)	1.0%



Facility Association  
a priori LR model  
for valuation: **Dec 31, 2018**  
FARM: **Newfoundland & Labrador**  
Vehicle Type: **Private Passenger Vehicles**

Exhibit B.4.6.1  
A Priori LRs  
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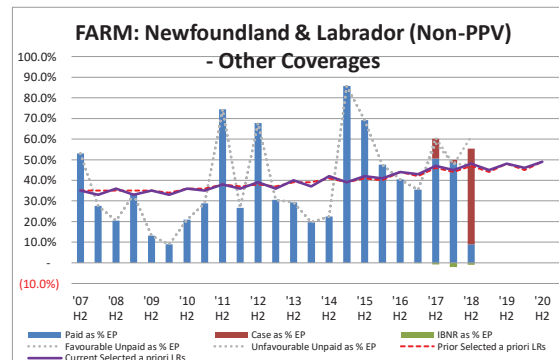
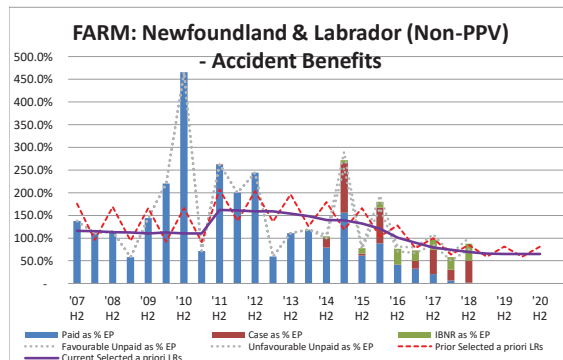
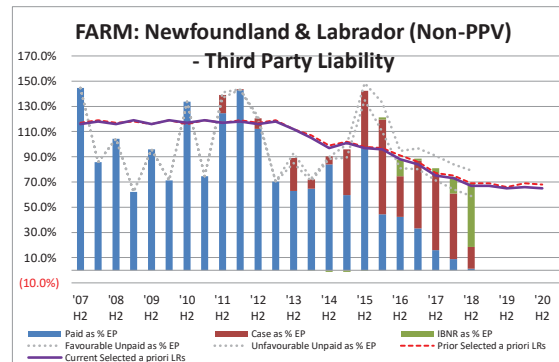
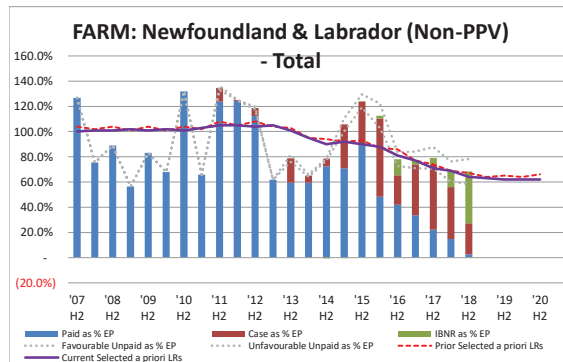
Accident Period	CURRENT				PRIOR				CHANGE			
	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total
2013 / 2	79.0%	86.0%	72.0%	78.0%	76.0%	84.0%	74.0%	76.0%	3.0%	2.0%	(2.0%)	2.0%
2014 / 1	73.0%	81.0%	64.0%	72.0%	71.0%	80.0%	65.0%	70.0%	2.0%	1.0%	(1.0%)	2.0%
2014 / 2	76.0%	81.0%	72.0%	76.0%	75.0%	79.0%	70.0%	74.0%	1.0%	2.0%	2.0%	2.0%
2015 / 1	67.0%	71.0%	65.0%	67.0%	67.0%	69.0%	68.0%	67.0%	-	2.0%	(3.0%)	-
2015 / 2	70.0%	72.0%	72.0%	71.0%	69.0%	70.0%	75.0%	70.0%	1.0%	2.0%	(3.0%)	1.0%
2016 / 1	65.0%	66.0%	64.0%	65.0%	65.0%	65.0%	65.0%	65.0%	-	1.0%	(1.0%)	-
2016 / 2	69.0%	69.0%	75.0%	70.0%	71.0%	69.0%	74.0%	71.0%	(2.0%)	-	1.0%	(1.0%)
2017 / 1	66.0%	64.0%	67.0%	66.0%	66.0%	64.0%	65.0%	66.0%	-	-	2.0%	-
2017 / 2	70.0%	68.0%	75.0%	71.0%	72.0%	67.0%	71.0%	71.0%	(2.0%)	1.0%	4.0%	-
2018 / 1	66.0%	64.0%	66.0%	66.0%	68.0%	64.0%	63.0%	67.0%	(2.0%)	-	3.0%	(1.0%)
2018 / 2	71.0%	68.0%	73.0%	71.0%	74.0%	68.0%	70.0%	73.0%	(3.0%)	-	3.0%	(2.0%)
2019 / 1	67.0%	64.0%	64.0%	66.0%	70.0%	64.0%	61.0%	68.0%	(3.0%)	-	3.0%	(2.0%)
2019 / 2	68.0%	67.0%	72.0%	69.0%	76.0%	68.0%	69.0%	74.0%	(8.0%)	(1.0%)	3.0%	(5.0%)
2020 / 1	63.0%	63.0%	63.0%	63.0%	71.0%	65.0%	62.0%	69.0%	(8.0%)	(2.0%)	1.0%	(6.0%)
2020 / 2	68.0%	67.0%	72.0%	69.0%	77.0%	69.0%	70.0%	75.0%	(9.0%)	(2.0%)	2.0%	(6.0%)



Facility Association  
a priori LR model  
for valuation: **Dec 31, 2018**  
FARM: **Newfoundland & Labrador**  
Vehicle Type: **Non-Private Passenger Vehicles**

Exhibit B.4.12.1  
A Priori LRs  
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Accident Period	CURRENT				PRIOR				CHANGE			
	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total
2013 / 2	112.0%	154.0%	40.0%	101.0%	112.0%	196.0%	39.0%	103.0%	-	(42.0%)	1.0%	(2.0%)
2014 / 1	105.0%	148.0%	37.0%	95.0%	107.0%	126.0%	39.0%	95.0%	(2.0%)	22.0%	(2.0%)	-
2014 / 2	97.0%	140.0%	42.0%	90.0%	99.0%	179.0%	41.0%	94.0%	(2.0%)	(39.0%)	1.0%	(4.0%)
2015 / 1	101.0%	139.0%	39.0%	92.0%	102.0%	119.0%	39.0%	92.0%	(1.0%)	20.0%	-	-
2015 / 2	97.0%	132.0%	42.0%	90.0%	98.0%	166.0%	41.0%	93.0%	(1.0%)	(34.0%)	1.0%	(3.0%)
2016 / 1	96.0%	121.0%	41.0%	88.0%	97.0%	104.0%	40.0%	87.0%	(1.0%)	17.0%	1.0%	1.0%
2016 / 2	88.0%	101.0%	44.0%	81.0%	91.0%	128.0%	44.0%	86.0%	(3.0%)	(27.0%)	-	(5.0%)
2017 / 1	84.0%	90.0%	43.0%	77.0%	86.0%	78.0%	42.0%	77.0%	(2.0%)	12.0%	1.0%	-
2017 / 2	75.0%	79.0%	47.0%	71.0%	77.0%	100.0%	46.0%	74.0%	(2.0%)	(21.0%)	1.0%	(3.0%)
2018 / 1	73.0%	74.0%	45.0%	69.0%	75.0%	64.0%	44.0%	69.0%	(2.0%)	10.0%	1.0%	-
2018 / 2	67.0%	69.0%	48.0%	64.0%	69.0%	85.0%	47.0%	67.0%	(2.0%)	(16.0%)	1.0%	(3.0%)
2019 / 1	67.0%	66.0%	45.0%	63.0%	69.0%	59.0%	44.0%	64.0%	(2.0%)	7.0%	1.0%	(1.0%)
2019 / 2	65.0%	65.0%	48.0%	62.0%	66.0%	81.0%	48.0%	65.0%	(1.0%)	(16.0%)	-	(3.0%)
2020 / 1	66.0%	65.0%	46.0%	62.0%	69.0%	59.0%	45.0%	64.0%	(3.0%)	6.0%	1.0%	(2.0%)
2020 / 2	65.0%	65.0%	49.0%	62.0%	68.0%	81.0%	49.0%	66.0%	(3.0%)	(16.0%)	-	(4.0%)

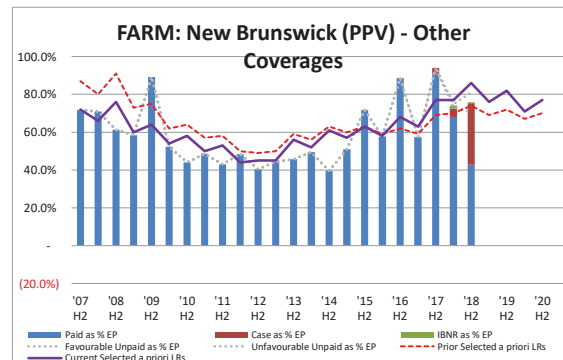
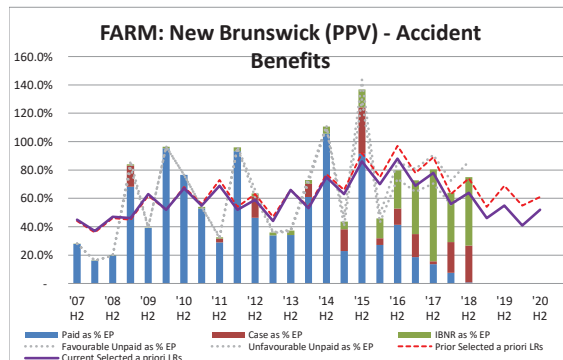
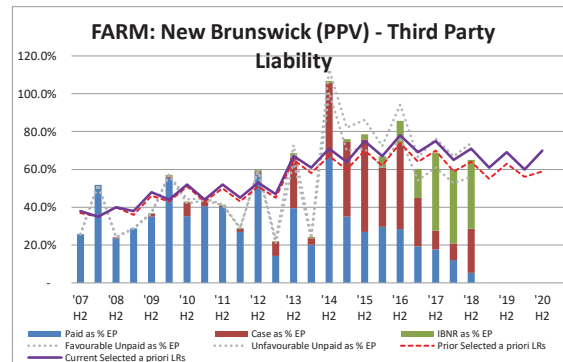
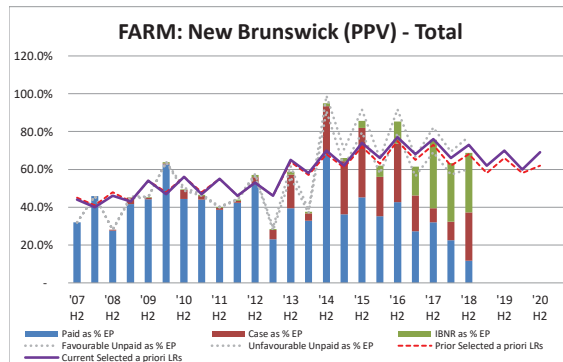




Facility Association  
a priori LR model  
for valuation: **Dec 31, 2018**  
FARM: **New Brunswick**  
Vehicle Type: **Private Passenger Vehicles**

Exhibit C.4.6.1  
A Priori LRs  
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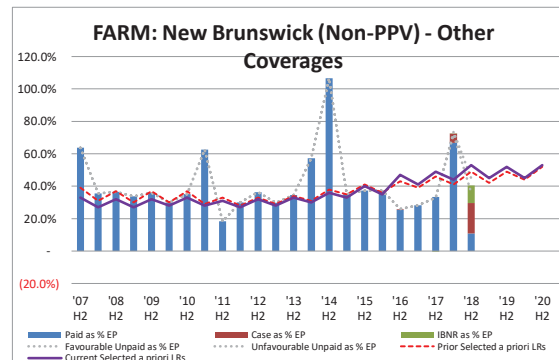
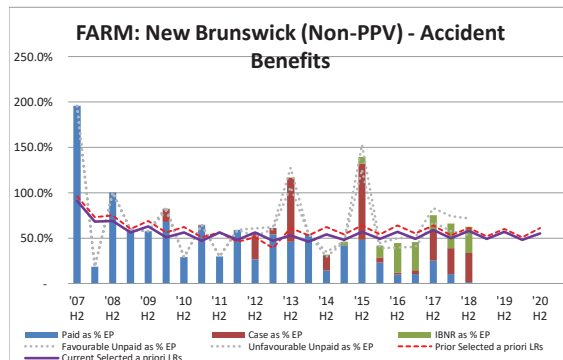
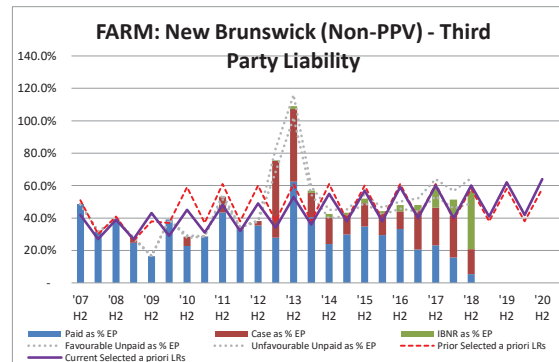
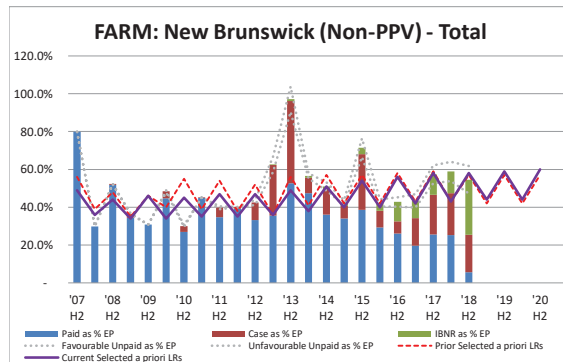
Accident Period	CURRENT				PRIOR				CHANGE			
	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total
2013 / 2	67.0%	66.0%	56.0%	65.0%	65.0%	66.0%	59.0%	64.0%	2.0%	-	(3.0%)	1.0%
2014 / 1	61.0%	53.0%	52.0%	58.0%	58.0%	54.0%	56.0%	57.0%	3.0%	(1.0%)	(4.0%)	1.0%
2014 / 2	71.0%	75.0%	61.0%	70.0%	67.0%	77.0%	63.0%	68.0%	4.0%	(2.0%)	(2.0%)	2.0%
2015 / 1	64.0%	63.0%	57.0%	62.0%	60.0%	66.0%	60.0%	61.0%	4.0%	(3.0%)	(3.0%)	1.0%
2015 / 2	75.0%	86.0%	63.0%	74.0%	70.0%	92.0%	63.0%	72.0%	5.0%	(6.0%)	-	2.0%
2016 / 1	67.0%	70.0%	58.0%	66.0%	62.0%	75.0%	59.0%	63.0%	5.0%	(5.0%)	(1.0%)	3.0%
2016 / 2	78.0%	88.0%	68.0%	77.0%	74.0%	97.0%	62.0%	75.0%	4.0%	(9.0%)	6.0%	2.0%
2017 / 1	69.0%	69.0%	63.0%	68.0%	64.0%	78.0%	59.0%	65.0%	5.0%	(9.0%)	4.0%	3.0%
2017 / 2	75.0%	78.0%	77.0%	76.0%	70.0%	89.0%	69.0%	73.0%	5.0%	(11.0%)	8.0%	3.0%
2018 / 1	65.0%	56.0%	77.0%	66.0%	59.0%	63.0%	70.0%	62.0%	6.0%	(7.0%)	7.0%	4.0%
2018 / 2	71.0%	64.0%	86.0%	73.0%	64.0%	74.0%	74.0%	68.0%	7.0%	(10.0%)	12.0%	5.0%
2019 / 1	61.0%	46.0%	76.0%	62.0%	55.0%	54.0%	69.0%	58.0%	6.0%	(8.0%)	7.0%	4.0%
2019 / 2	69.0%	55.0%	82.0%	70.0%	63.0%	69.0%	72.0%	66.0%	6.0%	(14.0%)	10.0%	4.0%
2020 / 1	60.0%	41.0%	71.0%	60.0%	56.0%	55.0%	67.0%	58.0%	4.0%	(14.0%)	4.0%	2.0%
2020 / 2	70.0%	52.0%	77.0%	69.0%	59.0%	61.0%	70.0%	62.0%	11.0%	(9.0%)	7.0%	7.0%



Facility Association  
a priori LR model  
for valuation: **Dec 31, 2018**  
FARM: **New Brunswick**  
Vehicle Type: **Non-Private Passenger Vehicles**

Exhibit C.4.12.1  
A Priori LRs  
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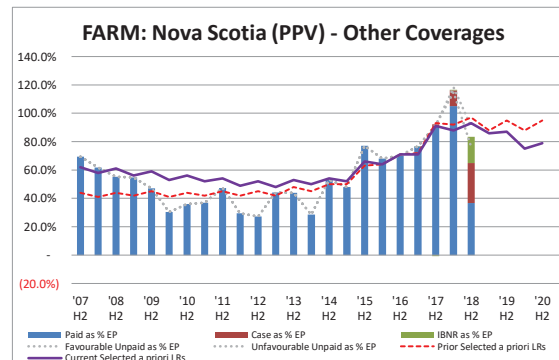
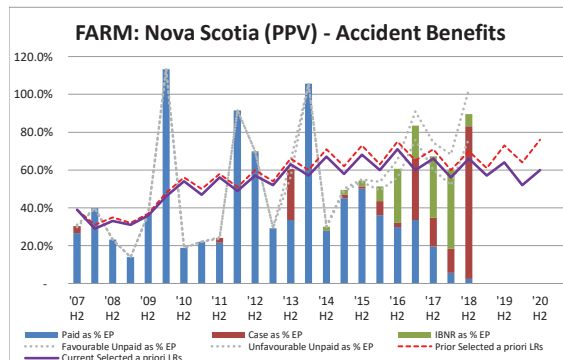
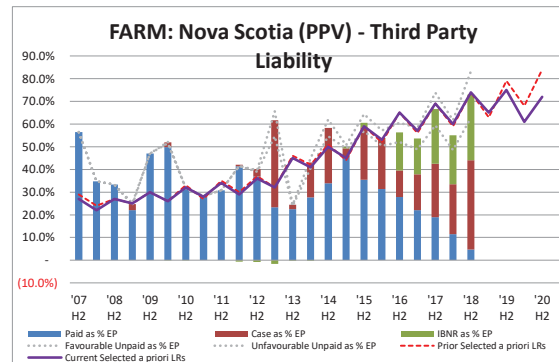
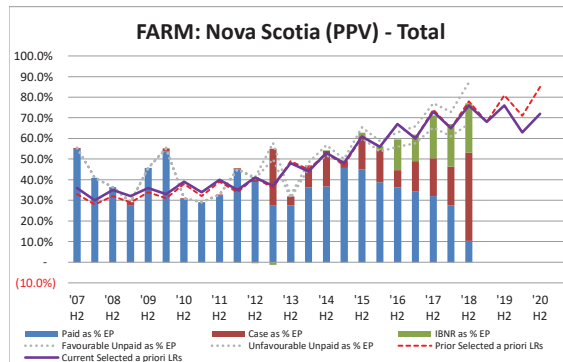
Accident Period	CURRENT				PRIOR				CHANGE			
	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total
2013 / 2	53.0%	53.0%	33.0%	49.0%	61.0%	61.0%	34.0%	56.0%	(8.0%)	(8.0%)	(1.0%)	(7.0%)
2014 / 1	36.0%	46.0%	30.0%	38.0%	38.0%	53.0%	31.0%	41.0%	(2.0%)	(7.0%)	(1.0%)	(3.0%)
2014 / 2	55.0%	54.0%	36.0%	51.0%	61.0%	62.0%	38.0%	57.0%	(6.0%)	(8.0%)	(2.0%)	(6.0%)
2015 / 1	38.0%	48.0%	33.0%	40.0%	39.0%	54.0%	35.0%	42.0%	(1.0%)	(6.0%)	(2.0%)	(2.0%)
2015 / 2	57.0%	57.0%	40.0%	54.0%	60.0%	64.0%	41.0%	57.0%	(3.0%)	(7.0%)	(1.0%)	(3.0%)
2016 / 1	38.0%	49.0%	35.0%	40.0%	39.0%	54.0%	36.0%	42.0%	(1.0%)	(5.0%)	(1.0%)	(2.0%)
2016 / 2	59.0%	57.0%	47.0%	56.0%	61.0%	64.0%	43.0%	58.0%	(2.0%)	(7.0%)	4.0%	(2.0%)
2017 / 1	40.0%	49.0%	41.0%	42.0%	40.0%	55.0%	39.0%	43.0%	-	(6.0%)	2.0%	(1.0%)
2017 / 2	60.0%	59.0%	49.0%	58.0%	61.0%	64.0%	46.0%	59.0%	(1.0%)	(5.0%)	3.0%	(1.0%)
2018 / 1	40.0%	50.0%	44.0%	43.0%	39.0%	53.0%	41.0%	43.0%	1.0%	(3.0%)	3.0%	-
2018 / 2	60.0%	58.0%	53.0%	58.0%	58.0%	61.0%	49.0%	57.0%	2.0%	(3.0%)	4.0%	1.0%
2019 / 1	41.0%	49.0%	45.0%	44.0%	38.0%	52.0%	42.0%	42.0%	3.0%	(3.0%)	3.0%	2.0%
2019 / 2	62.0%	57.0%	52.0%	59.0%	58.0%	60.0%	49.0%	57.0%	4.0%	(3.0%)	3.0%	2.0%
2020 / 1	42.0%	48.0%	45.0%	44.0%	38.0%	51.0%	44.0%	42.0%	4.0%	(3.0%)	1.0%	2.0%
2020 / 2	64.0%	55.0%	53.0%	60.0%	58.0%	61.0%	52.0%	57.0%	6.0%	(6.0%)	1.0%	3.0%



Facility Association  
a priori LR model  
for valuation: **Dec 31, 2018**  
FARM: **Nova Scotia**  
Vehicle Type: **Private Passenger Vehicles**

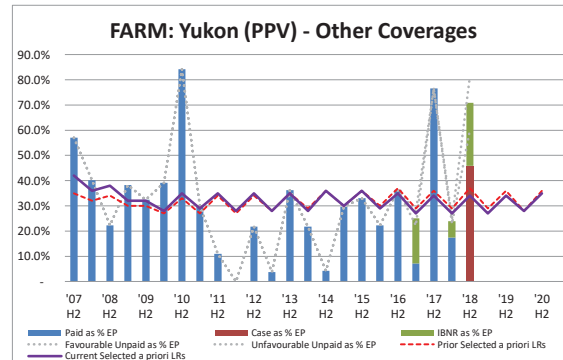
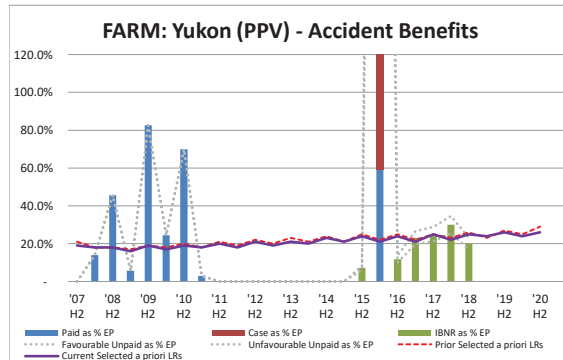
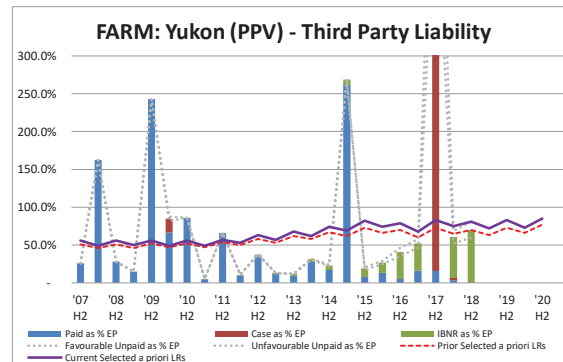
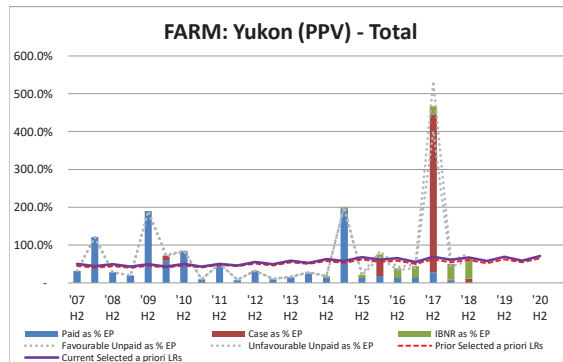
Exhibit D.4.6.1  
A Priori LRs  
page 1 of 1

Accident Period	CURRENT				PRIOR				CHANGE			
	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total
2013 / 2	45.0%	63.0%	53.0%	48.0%	46.0%	66.0%	48.0%	49.0%	(1.0%)	(3.0%)	5.0%	(1.0%)
2014 / 1	41.0%	57.0%	50.0%	44.0%	42.0%	60.0%	45.0%	45.0%	(1.0%)	(3.0%)	5.0%	(1.0%)
2014 / 2	50.0%	67.0%	54.0%	53.0%	51.0%	71.0%	50.0%	53.0%	(1.0%)	(4.0%)	4.0%	-
2015 / 1	45.0%	58.0%	52.0%	48.0%	44.0%	62.0%	50.0%	47.0%	1.0%	(4.0%)	2.0%	1.0%
2015 / 2	59.0%	68.0%	66.0%	61.0%	59.0%	73.0%	63.0%	61.0%	-	(5.0%)	3.0%	-
2016 / 1	53.0%	60.0%	64.0%	56.0%	52.0%	63.0%	64.0%	56.0%	1.0%	(3.0%)	-	-
2016 / 2	65.0%	71.0%	71.0%	67.0%	65.0%	75.0%	71.0%	67.0%	-	(4.0%)	-	-
2017 / 1	57.0%	60.0%	71.0%	60.0%	56.0%	65.0%	72.0%	60.0%	1.0%	(5.0%)	(1.0%)	-
2017 / 2	69.0%	66.0%	91.0%	73.0%	69.0%	71.0%	93.0%	74.0%	-	(5.0%)	(2.0%)	(1.0%)
2018 / 1	60.0%	56.0%	88.0%	65.0%	59.0%	60.0%	92.0%	65.0%	1.0%	(4.0%)	(4.0%)	-
2018 / 2	74.0%	66.0%	93.0%	76.0%	74.0%	70.0%	97.0%	78.0%	-	(4.0%)	(4.0%)	(2.0%)
2019 / 1	65.0%	57.0%	86.0%	68.0%	63.0%	61.0%	88.0%	68.0%	2.0%	(4.0%)	(2.0%)	-
2019 / 2	75.0%	64.0%	87.0%	76.0%	79.0%	73.0%	95.0%	81.0%	(4.0%)	(9.0%)	(8.0%)	(5.0%)
2020 / 1	61.0%	52.0%	75.0%	63.0%	68.0%	64.0%	88.0%	71.0%	(7.0%)	(12.0%)	(13.0%)	(8.0%)
2020 / 2	72.0%	60.0%	79.0%	72.0%	84.0%	76.0%	95.0%	85.0%	(12.0%)	(16.0%)	(16.0%)	(13.0%)



Facility Association  
a priori LR model  
for valuation: **Dec 31, 2018**  
FARM: **Yukon**  
Vehicle Type: **Private Passenger Vehicles**

Accident Period	CURRENT				PRIOR				CHANGE			
	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total
2013 / 2	68.0%	21.0%	35.0%	59.0%	62.0%	23.0%	35.0%	54.0%	6.0%	(2.0%)	-	5.0%
2014 / 1	62.0%	20.0%	28.0%	53.0%	58.0%	21.0%	29.0%	50.0%	4.0%	(1.0%)	(1.0%)	3.0%
2014 / 2	74.0%	23.0%	36.0%	63.0%	67.0%	24.0%	36.0%	58.0%	7.0%	(1.0%)	-	5.0%
2015 / 1	69.0%	21.0%	30.0%	58.0%	62.0%	21.0%	30.0%	53.0%	7.0%	-	-	5.0%
2015 / 2	82.0%	24.0%	36.0%	68.0%	73.0%	25.0%	36.0%	62.0%	9.0%	(1.0%)	-	6.0%
2016 / 1	74.0%	21.0%	29.0%	61.0%	66.0%	22.0%	30.0%	55.0%	8.0%	(1.0%)	(1.0%)	6.0%
2016 / 2	79.0%	24.0%	35.0%	65.0%	70.0%	25.0%	37.0%	59.0%	9.0%	(1.0%)	(2.0%)	6.0%
2017 / 1	68.0%	21.0%	27.0%	55.0%	60.0%	22.0%	29.0%	50.0%	8.0%	(1.0%)	(2.0%)	5.0%
2017 / 2	83.0%	25.0%	34.0%	69.0%	73.0%	25.0%	36.0%	62.0%	10.0%	-	(2.0%)	7.0%
2018 / 1	75.0%	22.0%	27.0%	61.0%	65.0%	23.0%	29.0%	54.0%	10.0%	(1.0%)	(2.0%)	7.0%
2018 / 2	81.0%	25.0%	34.0%	67.0%	70.0%	26.0%	37.0%	60.0%	11.0%	(1.0%)	(3.0%)	7.0%
2019 / 1	72.0%	24.0%	27.0%	58.0%	63.0%	23.0%	29.0%	52.0%	9.0%	1.0%	(2.0%)	6.0%
2019 / 2	83.0%	26.0%	34.0%	69.0%	73.0%	27.0%	36.0%	62.0%	10.0%	(1.0%)	(2.0%)	7.0%
2020 / 1	73.0%	24.0%	28.0%	59.0%	66.0%	25.0%	28.0%	54.0%	7.0%	(1.0%)	-	5.0%
2020 / 2	85.0%	26.0%	35.0%	71.0%	77.0%	29.0%	36.0%	65.0%	8.0%	(3.0%)	(1.0%)	6.0%

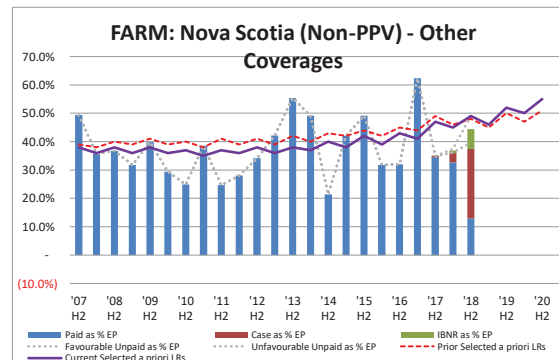
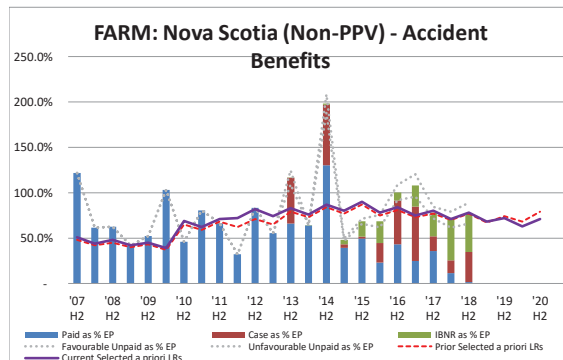
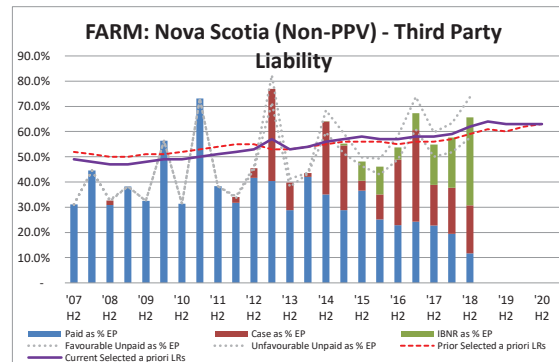
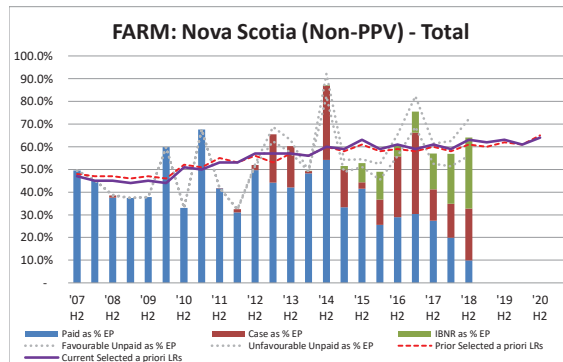


Note: We have limited the axis to highlight "regular" selected ultimate loss ratios

Facility Association  
a priori LR model  
for valuation: **Dec 31, 2018**  
FARM: **Nova Scotia**  
Vehicle Type: **Non-Private Passenger Vehicles**

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A Priori LRs  
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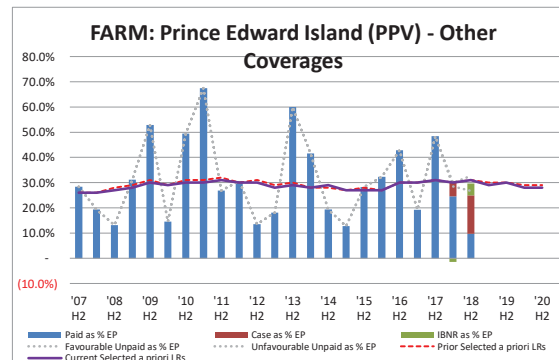
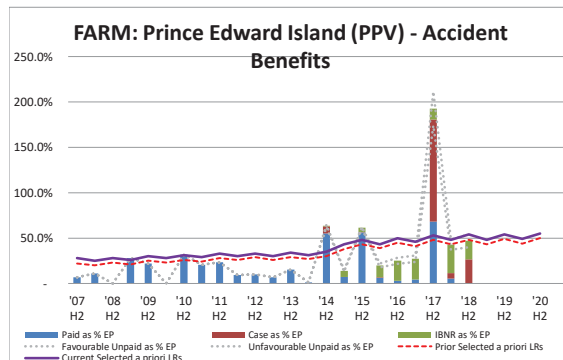
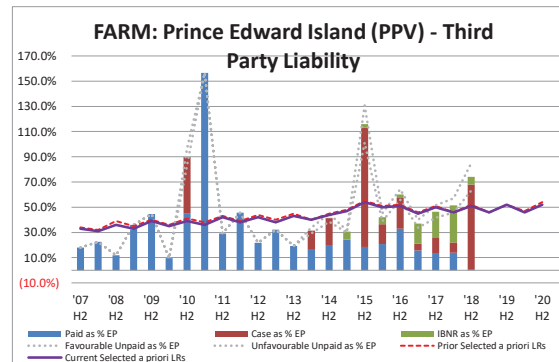
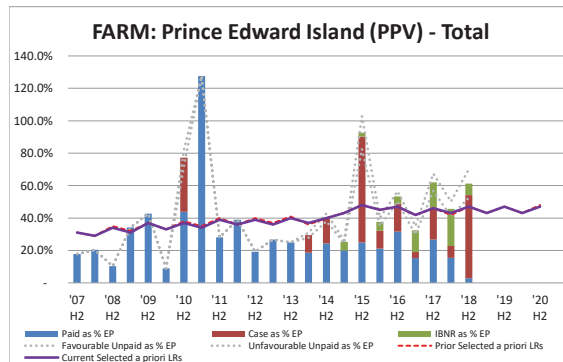
Accident Period	CURRENT				PRIOR				CHANGE			
	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total
2013 / 2	53.0%	83.0%	38.0%	57.0%	53.0%	79.0%	42.0%	57.0%	-	4.0%	(4.0%)	-
2014 / 1	54.0%	76.0%	37.0%	56.0%	54.0%	73.0%	40.0%	56.0%	-	3.0%	(3.0%)	-
2014 / 2	56.0%	87.0%	40.0%	60.0%	55.0%	84.0%	43.0%	60.0%	1.0%	3.0%	(3.0%)	-
2015 / 1	57.0%	80.0%	38.0%	59.0%	56.0%	77.0%	42.0%	58.0%	1.0%	3.0%	(4.0%)	1.0%
2015 / 2	58.0%	90.0%	42.0%	63.0%	56.0%	87.0%	44.0%	61.0%	2.0%	3.0%	(2.0%)	2.0%
2016 / 1	57.0%	78.0%	39.0%	59.0%	56.0%	75.0%	42.0%	58.0%	1.0%	3.0%	(3.0%)	1.0%
2016 / 2	57.0%	84.0%	43.0%	61.0%	55.0%	81.0%	45.0%	59.0%	2.0%	3.0%	(2.0%)	2.0%
2017 / 1	58.0%	75.0%	41.0%	59.0%	56.0%	73.0%	44.0%	58.0%	2.0%	2.0%	(3.0%)	1.0%
2017 / 2	58.0%	80.0%	47.0%	61.0%	56.0%	77.0%	49.0%	60.0%	2.0%	3.0%	(2.0%)	1.0%
2018 / 1	59.0%	71.0%	45.0%	59.0%	57.0%	70.0%	46.0%	58.0%	2.0%	1.0%	(1.0%)	1.0%
2018 / 2	62.0%	78.0%	49.0%	63.0%	59.0%	77.0%	48.0%	61.0%	3.0%	1.0%	1.0%	2.0%
2019 / 1	64.0%	68.0%	46.0%	62.0%	61.0%	67.0%	45.0%	60.0%	3.0%	1.0%	1.0%	2.0%
2019 / 2	63.0%	72.0%	52.0%	63.0%	60.0%	74.0%	50.0%	62.0%	3.0%	(2.0%)	2.0%	1.0%
2020 / 1	63.0%	63.0%	50.0%	61.0%	62.0%	68.0%	47.0%	61.0%	1.0%	(5.0%)	3.0%	-
2020 / 2	63.0%	71.0%	55.0%	64.0%	63.0%	79.0%	51.0%	65.0%	-	(8.0%)	4.0%	(1.0%)



Facility Association  
a priori LR model  
for valuation: **Dec 31, 2018**  
FARM: **Prince Edward Island**  
Vehicle Type: **Private Passenger Vehicles**

Exhibit E.4.6.1  
A Priori LRs  
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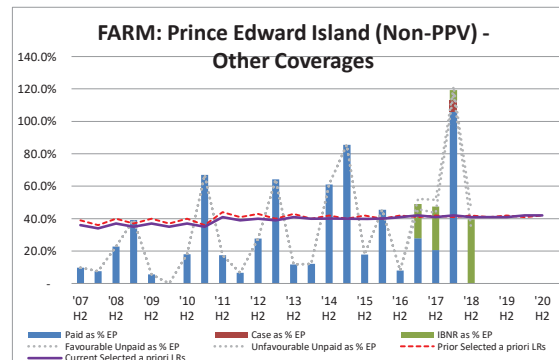
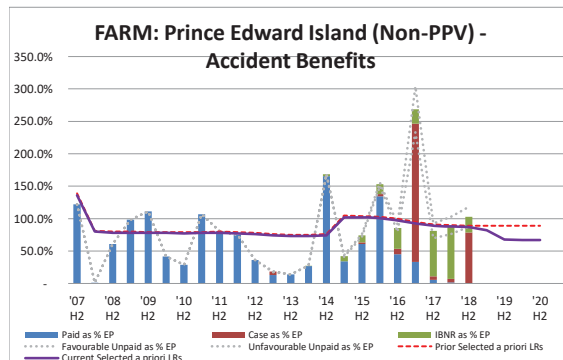
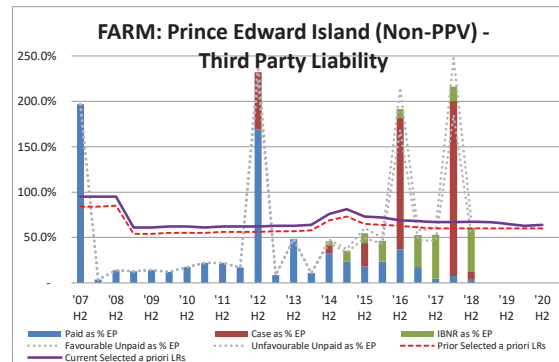
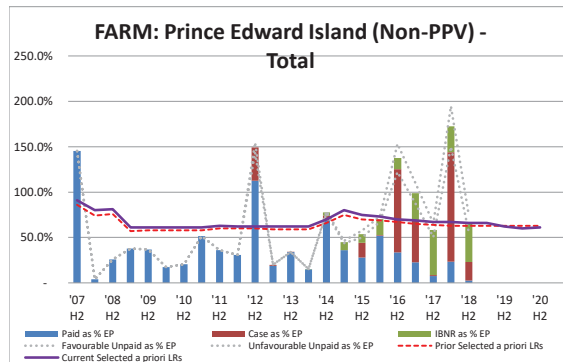
Accident Period	CURRENT				PRIOR				CHANGE			
	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total
2013 / 2	43.0%	34.0%	29.0%	40.0%	45.0%	29.0%	30.0%	41.0%	(2.0%)	5.0%	(1.0%)	(1.0%)
2014 / 1	40.0%	31.0%	28.0%	37.0%	40.0%	27.0%	28.0%	36.0%	-	4.0%	-	1.0%
2014 / 2	44.0%	35.0%	29.0%	40.0%	45.0%	30.0%	28.0%	40.0%	(1.0%)	5.0%	1.0%	-
2015 / 1	47.0%	43.0%	27.0%	43.0%	48.0%	38.0%	27.0%	43.0%	(1.0%)	5.0%	-	-
2015 / 2	54.0%	48.0%	27.0%	48.0%	55.0%	43.0%	28.0%	48.0%	(1.0%)	5.0%	(1.0%)	-
2016 / 1	50.0%	43.0%	27.0%	45.0%	51.0%	39.0%	27.0%	45.0%	(1.0%)	4.0%	-	-
2016 / 2	51.0%	50.0%	30.0%	47.0%	52.0%	45.0%	30.0%	47.0%	(1.0%)	5.0%	-	-
2017 / 1	45.0%	46.0%	30.0%	42.0%	46.0%	41.0%	30.0%	42.0%	(1.0%)	5.0%	-	-
2017 / 2	50.0%	53.0%	31.0%	46.0%	51.0%	48.0%	31.0%	46.0%	(1.0%)	5.0%	-	-
2018 / 1	46.0%	48.0%	30.0%	43.0%	46.0%	43.0%	30.0%	42.0%	-	5.0%	-	1.0%
2018 / 2	51.0%	54.0%	31.0%	47.0%	52.0%	48.0%	31.0%	47.0%	(1.0%)	6.0%	-	-
2019 / 1	46.0%	48.0%	29.0%	43.0%	46.0%	43.0%	30.0%	43.0%	-	5.0%	(1.0%)	-
2019 / 2	52.0%	54.0%	30.0%	47.0%	52.0%	49.0%	30.0%	47.0%	-	5.0%	-	-
2020 / 1	46.0%	49.0%	28.0%	43.0%	47.0%	44.0%	29.0%	43.0%	(1.0%)	5.0%	(1.0%)	-
2020 / 2	52.0%	55.0%	28.0%	47.0%	54.0%	50.0%	29.0%	48.0%	(2.0%)	5.0%	(1.0%)	(1.0%)



Facility Association  
a priori LR model  
for valuation: **Dec 31, 2018**  
FARM: **Prince Edward Island**  
Vehicle Type: **Non-Private Passenger Vehicles**

Exhibit E.4.12.1  
A Priori LRs  
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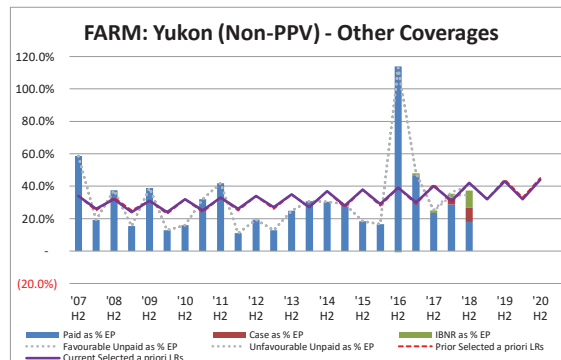
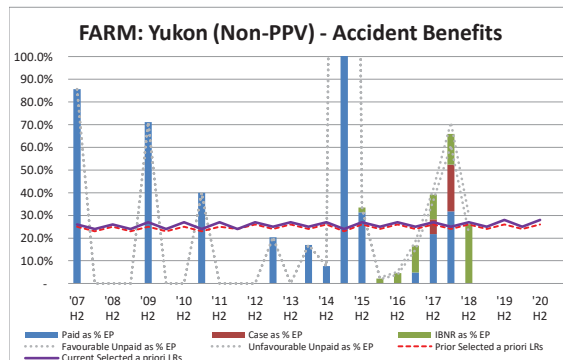
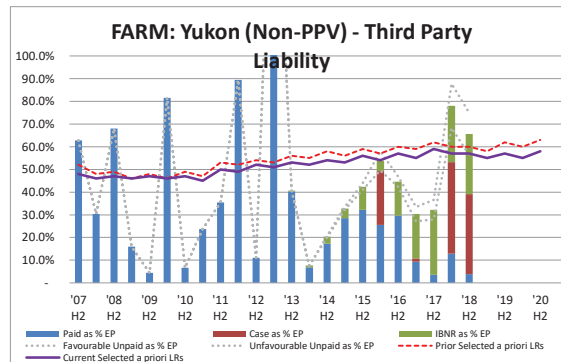
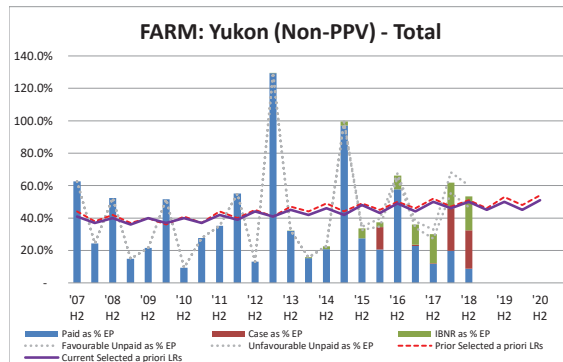
Accident Period	CURRENT				PRIOR				CHANGE			
	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total
2013 / 2	63.0%	73.0%	41.0%	62.0%	57.0%	75.0%	43.0%	59.0%	6.0%	(2.0%)	(2.0%)	3.0%
2014 / 1	64.0%	73.0%	40.0%	62.0%	58.0%	75.0%	40.0%	59.0%	6.0%	(2.0%)	-	3.0%
2014 / 2	76.0%	74.0%	40.0%	70.0%	69.0%	76.0%	42.0%	66.0%	7.0%	(2.0%)	(2.0%)	4.0%
2015 / 1	81.0%	102.0%	40.0%	80.0%	73.0%	105.0%	40.0%	75.0%	8.0%	(3.0%)	-	5.0%
2015 / 2	73.0%	102.0%	40.0%	75.0%	65.0%	104.0%	42.0%	70.0%	8.0%	(2.0%)	(2.0%)	5.0%
2016 / 1	72.0%	101.0%	40.0%	73.0%	64.0%	103.0%	40.0%	69.0%	8.0%	(2.0%)	-	4.0%
2016 / 2	69.0%	97.0%	41.0%	70.0%	63.0%	100.0%	42.0%	67.0%	6.0%	(3.0%)	(1.0%)	3.0%
2017 / 1	68.0%	93.0%	42.0%	69.0%	61.0%	95.0%	41.0%	65.0%	7.0%	(2.0%)	1.0%	4.0%
2017 / 2	67.0%	89.0%	41.0%	67.0%	60.0%	91.0%	42.0%	64.0%	7.0%	(2.0%)	(1.0%)	3.0%
2018 / 1	67.0%	88.0%	42.0%	67.0%	60.0%	90.0%	41.0%	63.0%	7.0%	(2.0%)	1.0%	4.0%
2018 / 2	67.0%	87.0%	41.0%	66.0%	60.0%	89.0%	42.0%	63.0%	7.0%	(2.0%)	(1.0%)	3.0%
2019 / 1	67.0%	82.0%	41.0%	66.0%	60.0%	89.0%	41.0%	63.0%	7.0%	(7.0%)	-	3.0%
2019 / 2	65.0%	68.0%	41.0%	62.0%	60.0%	89.0%	42.0%	63.0%	5.0%	(21.0%)	(1.0%)	(1.0%)
2020 / 1	63.0%	67.0%	42.0%	60.0%	60.0%	89.0%	41.0%	63.0%	3.0%	(22.0%)	1.0%	(3.0%)
2020 / 2	64.0%	67.0%	42.0%	61.0%	60.0%	89.0%	42.0%	63.0%	4.0%	(22.0%)	-	(2.0%)



Facility Association  
a priori LR model  
for valuation: **Dec 31, 2018**  
FARM: **Yukon**  
Vehicle Type: **Non-Private Passenger Vehicles**

Exhibit J.4.12.1  
A Priori LRs  
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Accident Period	CURRENT				PRIOR				CHANGE			
	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total
2013 / 2	53.0%	27.0%	35.0%	45.0%	56.0%	26.0%	35.0%	47.0%	(3.0%)	1.0%	-	(2.0%)
2014 / 1	52.0%	25.0%	27.0%	42.0%	55.0%	24.0%	27.0%	44.0%	(3.0%)	1.0%	-	(2.0%)
2014 / 2	54.0%	27.0%	37.0%	46.0%	58.0%	26.0%	37.0%	49.0%	(4.0%)	1.0%	-	(3.0%)
2015 / 1	53.0%	24.0%	28.0%	42.0%	56.0%	23.0%	27.0%	44.0%	(3.0%)	1.0%	1.0%	(2.0%)
2015 / 2	56.0%	27.0%	38.0%	48.0%	59.0%	26.0%	38.0%	49.0%	(3.0%)	1.0%	-	(1.0%)
2016 / 1	54.0%	25.0%	29.0%	43.0%	57.0%	24.0%	28.0%	45.0%	(3.0%)	1.0%	1.0%	(2.0%)
2016 / 2	57.0%	27.0%	39.0%	49.0%	60.0%	26.0%	39.0%	50.0%	(3.0%)	1.0%	-	(1.0%)
2017 / 1	55.0%	25.0%	30.0%	44.0%	59.0%	24.0%	29.0%	46.0%	(4.0%)	1.0%	1.0%	(2.0%)
2017 / 2	59.0%	27.0%	40.0%	50.0%	62.0%	26.0%	41.0%	52.0%	(3.0%)	1.0%	(1.0%)	(2.0%)
2018 / 1	57.0%	25.0%	31.0%	46.0%	60.0%	24.0%	30.0%	47.0%	(3.0%)	1.0%	1.0%	(1.0%)
2018 / 2	57.0%	27.0%	42.0%	50.0%	60.0%	26.0%	42.0%	51.0%	(3.0%)	1.0%	-	(1.0%)
2019 / 1	55.0%	25.0%	32.0%	45.0%	58.0%	24.0%	32.0%	46.0%	(3.0%)	1.0%	-	(1.0%)
2019 / 2	57.0%	28.0%	43.0%	50.0%	62.0%	26.0%	44.0%	53.0%	(5.0%)	2.0%	(1.0%)	(3.0%)
2020 / 1	55.0%	25.0%	32.0%	45.0%	60.0%	24.0%	33.0%	48.0%	(5.0%)	1.0%	(1.0%)	(3.0%)
2020 / 2	58.0%	28.0%	44.0%	51.0%	63.0%	26.0%	45.0%	54.0%	(5.0%)	2.0%	(1.0%)	(3.0%)

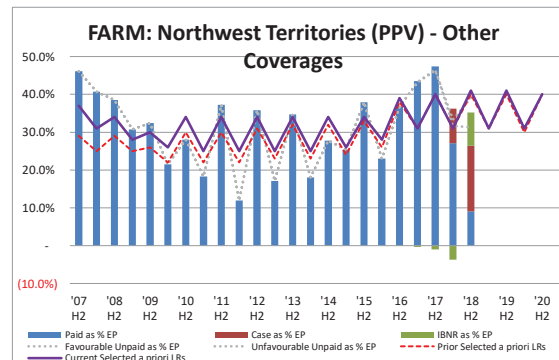
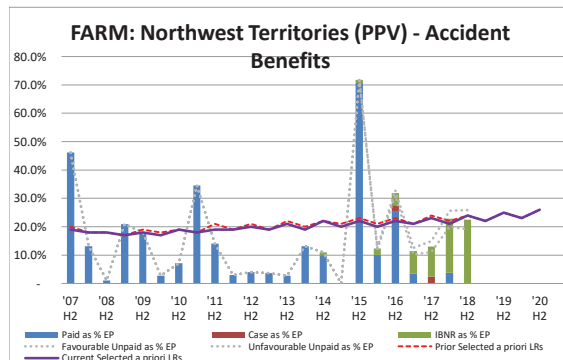
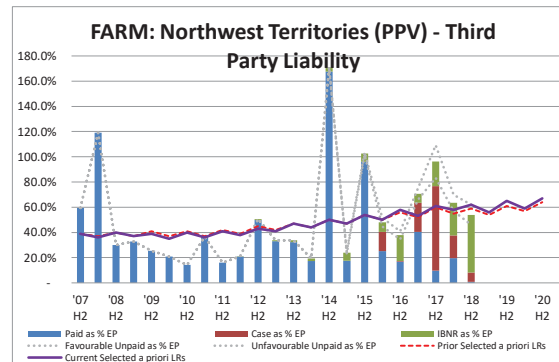
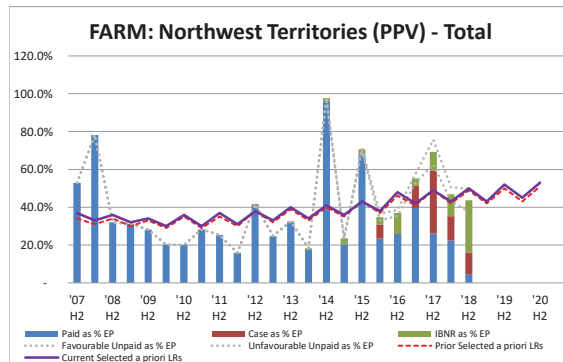




Facility Association  
a priori LR model  
for valuation: **Dec 31, 2018**  
FARM: **Northwest Territories**  
Vehicle Type: **Private Passenger Vehicles**

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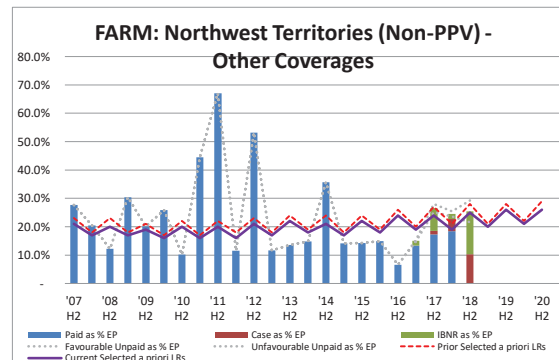
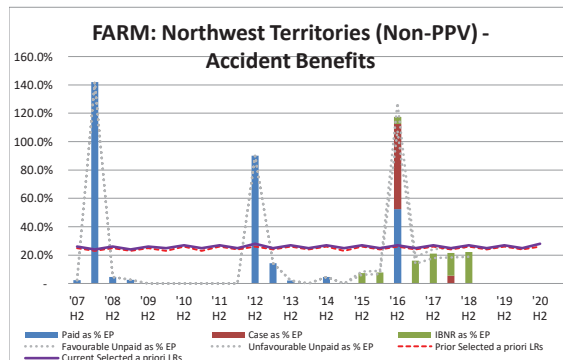
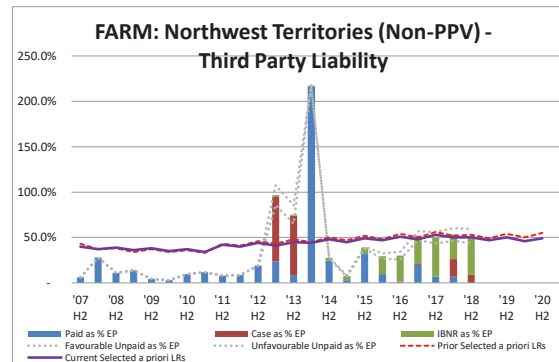
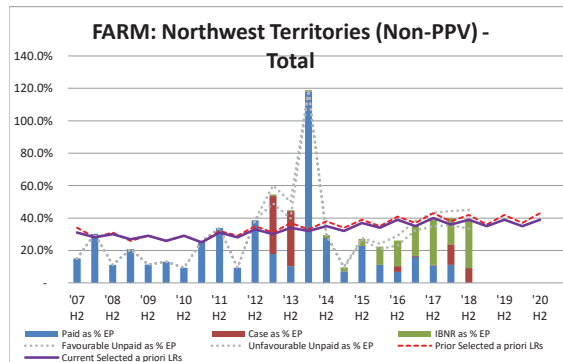
Accident Period	CURRENT				PRIOR				CHANGE			
	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total
2013 / 2	47.0%	21.0%	34.0%	40.0%	47.0%	22.0%	32.0%	39.0%	-	(1.0%)	2.0%	1.0%
2014 / 1	44.0%	19.0%	25.0%	34.0%	44.0%	20.0%	23.0%	33.0%	-	(1.0%)	2.0%	1.0%
2014 / 2	50.0%	22.0%	34.0%	41.0%	50.0%	22.0%	32.0%	40.0%	-	-	2.0%	1.0%
2015 / 1	47.0%	20.0%	26.0%	36.0%	47.0%	21.0%	24.0%	35.0%	-	(1.0%)	2.0%	1.0%
2015 / 2	54.0%	22.0%	34.0%	43.0%	54.0%	23.0%	33.0%	43.0%	-	(1.0%)	1.0%	-
2016 / 1	50.0%	20.0%	28.0%	38.0%	50.0%	21.0%	26.0%	37.0%	-	(1.0%)	2.0%	1.0%
2016 / 2	58.0%	22.0%	39.0%	48.0%	56.0%	23.0%	38.0%	46.0%	2.0%	(1.0%)	1.0%	2.0%
2017 / 1	53.0%	21.0%	31.0%	42.0%	52.0%	21.0%	31.0%	41.0%	1.0%	-	-	1.0%
2017 / 2	61.0%	23.0%	40.0%	49.0%	60.0%	24.0%	40.0%	49.0%	1.0%	(1.0%)	-	-
2018 / 1	58.0%	21.0%	31.0%	43.0%	55.0%	22.0%	31.0%	42.0%	3.0%	(1.0%)	-	1.0%
2018 / 2	62.0%	24.0%	41.0%	50.0%	59.0%	24.0%	40.0%	49.0%	3.0%	-	1.0%	1.0%
2019 / 1	56.0%	22.0%	31.0%	43.0%	54.0%	22.0%	31.0%	42.0%	2.0%	-	-	1.0%
2019 / 2	65.0%	25.0%	41.0%	52.0%	61.0%	25.0%	40.0%	50.0%	4.0%	-	1.0%	2.0%
2020 / 1	59.0%	23.0%	31.0%	45.0%	57.0%	23.0%	30.0%	43.0%	2.0%	-	1.0%	2.0%
2020 / 2	67.0%	26.0%	40.0%	53.0%	64.0%	26.0%	40.0%	51.0%	3.0%	-	-	2.0%



Facility Association  
 a priori LR model  
 for valuation: **Dec 31, 2018**  
 FARM: **Northwest Territories**  
 Vehicle Type: **Non-Private Passenger Vehicles**

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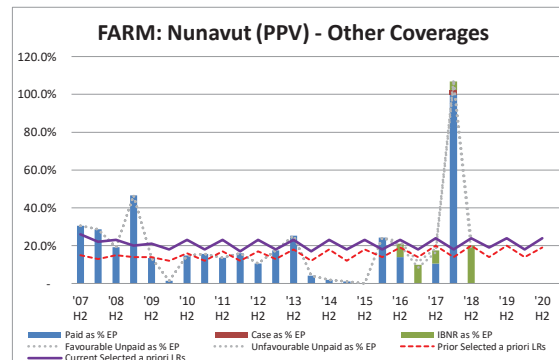
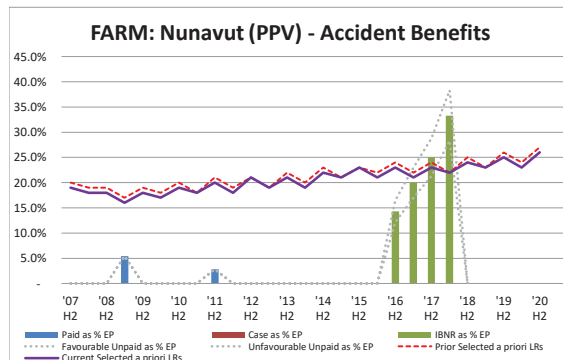
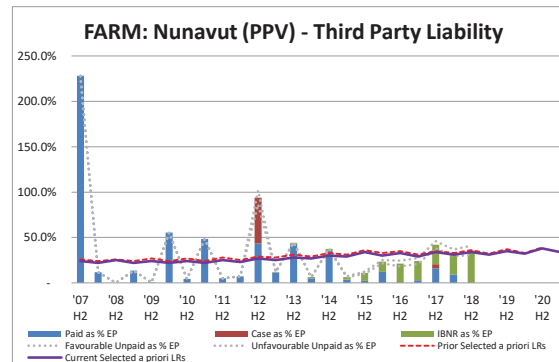
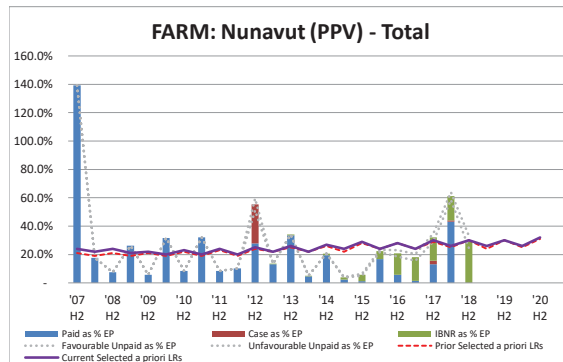
Accident Period	CURRENT				PRIOR				CHANGE			
	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total
2013 / 2	45.0%	27.0%	22.0%	34.0%	48.0%	26.0%	24.0%	37.0%	(3.0%)	1.0%	(2.0%)	(3.0%)
2014 / 1	44.0%	25.0%	18.0%	32.0%	45.0%	24.0%	19.0%	33.0%	(1.0%)	1.0%	(1.0%)	(1.0%)
2014 / 2	48.0%	27.0%	21.0%	35.0%	50.0%	26.0%	24.0%	38.0%	(2.0%)	1.0%	(3.0%)	(3.0%)
2015 / 1	45.0%	25.0%	17.0%	32.0%	47.0%	23.0%	18.0%	34.0%	(2.0%)	2.0%	(1.0%)	(2.0%)
2015 / 2	49.0%	27.0%	22.0%	37.0%	52.0%	26.0%	24.0%	39.0%	(3.0%)	1.0%	(2.0%)	(2.0%)
2016 / 1	47.0%	25.0%	18.0%	34.0%	48.0%	24.0%	19.0%	35.0%	(1.0%)	1.0%	(1.0%)	(1.0%)
2016 / 2	51.0%	27.0%	24.0%	39.0%	54.0%	26.0%	26.0%	41.0%	(3.0%)	1.0%	(2.0%)	(2.0%)
2017 / 1	48.0%	25.0%	19.0%	35.0%	50.0%	24.0%	20.0%	37.0%	(2.0%)	1.0%	(1.0%)	(2.0%)
2017 / 2	53.0%	27.0%	24.0%	40.0%	56.0%	26.0%	27.0%	43.0%	(3.0%)	1.0%	(3.0%)	(3.0%)
2018 / 1	50.0%	25.0%	19.0%	36.0%	52.0%	24.0%	21.0%	38.0%	(2.0%)	1.0%	(2.0%)	(2.0%)
2018 / 2	50.0%	27.0%	25.0%	39.0%	53.0%	26.0%	28.0%	42.0%	(3.0%)	1.0%	(3.0%)	(3.0%)
2019 / 1	47.0%	25.0%	20.0%	35.0%	49.0%	24.0%	21.0%	36.0%	(2.0%)	1.0%	(1.0%)	(1.0%)
2019 / 2	50.0%	27.0%	26.0%	39.0%	54.0%	26.0%	28.0%	42.0%	(4.0%)	1.0%	(2.0%)	(3.0%)
2020 / 1	46.0%	25.0%	21.0%	35.0%	50.0%	24.0%	22.0%	37.0%	(4.0%)	1.0%	(1.0%)	(2.0%)
2020 / 2	49.0%	28.0%	26.0%	39.0%	55.0%	26.0%	29.0%	43.0%	(6.0%)	2.0%	(3.0%)	(4.0%)



Facility Association  
a priori LR model  
for valuation: **Dec 31, 2018**  
FARM: **Nunavut**  
Vehicle Type: **Private Passenger Vehicles**

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Accident Period	CURRENT				PRIOR				CHANGE			
	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total
2013 / 2	28.0%	21.0%	23.0%	26.0%	31.0%	22.0%	18.0%	25.0%	(3.0%)	(1.0%)	5.0%	1.0%
2014 / 1	27.0%	19.0%	17.0%	22.0%	29.0%	20.0%	12.0%	22.0%	(2.0%)	(1.0%)	5.0%	-
2014 / 2	30.0%	22.0%	23.0%	27.0%	33.0%	23.0%	18.0%	26.0%	(3.0%)	(1.0%)	5.0%	1.0%
2015 / 1	29.0%	21.0%	18.0%	24.0%	31.0%	21.0%	12.0%	22.0%	(2.0%)	-	6.0%	2.0%
2015 / 2	34.0%	23.0%	23.0%	29.0%	36.0%	23.0%	18.0%	28.0%	(2.0%)	-	5.0%	1.0%
2016 / 1	30.0%	21.0%	18.0%	24.0%	33.0%	22.0%	14.0%	24.0%	(3.0%)	(1.0%)	4.0%	-
2016 / 2	33.0%	23.0%	23.0%	28.0%	35.0%	24.0%	19.0%	28.0%	(2.0%)	(1.0%)	4.0%	-
2017 / 1	29.0%	21.0%	18.0%	24.0%	31.0%	22.0%	14.0%	24.0%	(2.0%)	(1.0%)	4.0%	-
2017 / 2	34.0%	23.0%	24.0%	30.0%	35.0%	24.0%	20.0%	29.0%	(1.0%)	(1.0%)	4.0%	1.0%
2018 / 1	31.0%	22.0%	18.0%	26.0%	33.0%	22.0%	14.0%	25.0%	(2.0%)	-	4.0%	1.0%
2018 / 2	34.0%	24.0%	24.0%	30.0%	36.0%	25.0%	20.0%	30.0%	(2.0%)	(1.0%)	4.0%	-
2019 / 1	31.0%	23.0%	19.0%	26.0%	32.0%	23.0%	14.0%	24.0%	(1.0%)	-	5.0%	2.0%
2019 / 2	35.0%	25.0%	24.0%	30.0%	37.0%	26.0%	20.0%	30.0%	(2.0%)	(1.0%)	4.0%	-
2020 / 1	32.0%	23.0%	18.0%	26.0%	33.0%	24.0%	14.0%	25.0%	(1.0%)	(1.0%)	4.0%	1.0%
2020 / 2	38.0%	26.0%	24.0%	32.0%	39.0%	27.0%	19.0%	31.0%	(1.0%)	(1.0%)	5.0%	1.0%



Facility Association  
a priori LR model  
for valuation: **Dec 31, 2018**  
FARM: **Nunavut**  
Vehicle Type: **Non-Private Passenger Vehicles**

Exhibit L.4.12.1  
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Accident Period	CURRENT				PRIOR				CHANGE			
	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total	Third Party Liability	Accident Benefits	Other Coverages	Total
2013 / 2	42.0%	28.0%	17.0%	33.0%	44.0%	27.0%	18.0%	35.0%	(2.0%)	1.0%	(1.0%)	(2.0%)
2014 / 1	40.0%	26.0%	12.0%	30.0%	42.0%	24.0%	13.0%	32.0%	(2.0%)	2.0%	(1.0%)	(2.0%)
2014 / 2	44.0%	28.0%	18.0%	34.0%	46.0%	27.0%	20.0%	36.0%	(2.0%)	1.0%	(2.0%)	(2.0%)
2015 / 1	42.0%	25.0%	13.0%	31.0%	43.0%	24.0%	14.0%	32.0%	(1.0%)	1.0%	(1.0%)	(1.0%)
2015 / 2	46.0%	27.0%	19.0%	36.0%	48.0%	26.0%	21.0%	38.0%	(2.0%)	1.0%	(2.0%)	(2.0%)
2016 / 1	43.0%	25.0%	14.0%	33.0%	45.0%	24.0%	15.0%	34.0%	(2.0%)	1.0%	(1.0%)	(1.0%)
2016 / 2	47.0%	27.0%	20.0%	37.0%	49.0%	26.0%	22.0%	39.0%	(2.0%)	1.0%	(2.0%)	(2.0%)
2017 / 1	45.0%	25.0%	15.0%	35.0%	46.0%	24.0%	16.0%	36.0%	(1.0%)	1.0%	(1.0%)	(1.0%)
2017 / 2	49.0%	28.0%	21.0%	40.0%	51.0%	26.0%	23.0%	41.0%	(2.0%)	2.0%	(2.0%)	(1.0%)
2018 / 1	46.0%	25.0%	15.0%	36.0%	48.0%	24.0%	16.0%	37.0%	(2.0%)	1.0%	(1.0%)	(1.0%)
2018 / 2	46.0%	28.0%	22.0%	38.0%	48.0%	26.0%	24.0%	40.0%	(2.0%)	2.0%	(2.0%)	(2.0%)
2019 / 1	43.0%	26.0%	16.0%	34.0%	45.0%	24.0%	16.0%	35.0%	(2.0%)	2.0%	-	(1.0%)
2019 / 2	47.0%	28.0%	23.0%	39.0%	49.0%	26.0%	25.0%	41.0%	(2.0%)	2.0%	(2.0%)	(2.0%)
2020 / 1	44.0%	26.0%	16.0%	34.0%	46.0%	25.0%	17.0%	36.0%	(2.0%)	1.0%	(1.0%)	(1.0%)
2020 / 2	48.0%	28.0%	24.0%	40.0%	50.0%	26.0%	26.0%	42.0%	(2.0%)	2.0%	(2.0%)	(2.0%)

