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TO: MEMBERS OF THE FACILITY ASSOCIATION

ATTENTION: CHIEF EXECUTIVE OFFICER

BULLETIN NO.: F19 – 071

DATE: SEPTEMBER 27, 2019

SUBJECT: FARM – JULY 2019 PARTICIPATION REPORT

A copy of this bulletin should be provided to your Chief Financial Officer and Appointed Actuary.

Please be advised that the July 2019 FARM Participation Report is now available on the Facility Association Portal at https://portal.facilityassociation.com.

New This Month

Operating Results Distributed to Members

Please be advised that the amounts "Operating Results Distributed" on an annual basis (or more often if needed) have been updated on the July 2019 FARM Participation Report, reflecting distributions as summarized in the table below.

Net Results from Operations (\$000s) to be Distributed to Members

Summary by Jurisdiction	Private Passenger	Non Private Passenger	Total	
Ontario	780	13,558	14,337	
Alberta	2,388	(1,374)	1,014	
Newfoundland & Labrador	(3,070)	(879)	(3,949)	
New Brunswick	(1,454)	864	(590)	
Nova Scotia	(1,678)	(1,753)	(3,432)	
Prince Edward Island	(781)	(1,524)	(2,305)	
Yukon	(610)	(3)	(614)	
Northwest Territories	665	1,387	2,052	
Nunavut	132	188	320	
TOTAL	(3,629)	10,464	6,835	

As shown on page 23 of the Participation Report (All Years to Date basis), the amount in line item "Operating Results Distributed" shows your share of FARM operating results as accrued to October 31, 2018. Similarly, the amount shown under "Available Funds Distributed" represents the reserve-related funds (cash) transferred to you that is not yet required to meet FA's short term cash flow needs. This latter

FARM – July 2019 Participation Report

amount ("Available Funds Distributed") represents the liability of you (as a member) to FA, which you must return to FA upon request (subject to 30 day settlement period). Such requests will be driven by FA's need to pay claims, return unearned FARM premiums to policyholders and distribute operating results to its Members. This is consistent with the requirements under the Plan of Operation Article V (Participation Ratios and Sharing) which states:

"Profit shall be credited or distributed to each member and loss shall be charged against or collected from each member in accordance with the member's appropriate participation ratio determined in the manner hereinafter set forth in this Article V."

Members are reminded that as advised in Bulletin <u>F16-084</u>, any amount shown in the "Total Distributed to Member" line for the month on page 21 is due to rounding, and therefore settlement (from or to Members) of these amounts is not required.

Summary of Financial Results

The calendar year-to-date Operating Result is -\$4.2 million and the incurred loss ratio to the end of 7 months is 79.7%, as summarized in the table immediately below.

FARM Summary	of Financial	Results (f.	for month and	l vear-to-date)
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Amounts in \$000s	July 2019			Year to Date Jul 2018	
Premium Written	33,417	25,768	Jul 2019 207,694	142,800	
Premium Earned	28,283	18,840	170,324	113,650	
Incurred Losses	19,205	13,268	135,691	65,772	
Underwriting & Admin Expense	6,496	4,733	38,823	28,183	
Net Result from Operations	2,582 839		(4,190)	19,695	
Ratios:					
Loss ratio - Prior Accident Years	(1.5%)	(1.1%)	10.2%	(14.2%)	
- Current Accident Year	69.4%	71.5%	69.5%	72.1%	
Total	67.9%	70.4%	79.7%	57.9%	
Underwriting & Admin Expense	23.3%	25.3%	23.1%	25.0%	
Combined Operating Ratio	91.2%	95.7%	102.8%	82.9%	

rounding differences may occur

These results are discussed in some detail in the "Current Month Results" section. For additional numeric details, please refer to Exhibit 1 "Summary of Operations for Calendar Year 2019 - All jurisdictions by month". A comparable summary by jurisdiction is included in Exhibit 2. Detailed exhibits by jurisdiction are included in the <u>Summary of Operations</u> folder on our website.

Updated Projection to Year-end 2019

The projected calendar year Net Result from Operations to December 2019 is \$12.0 million and the estimated combined operating ratio to December 2019 is 96.4% as indicated in the table at the top of the next page. This updated projection to the end of the year has improved by \$0.2 million from the projection

provided last month (see the second and third columns in the table). This improvement is largely driven by a \$2.2 million increase in the projected written premium for the year.

FARM Summary of **Projected Year-end** Financial Results (current month's projection, prior month's projection, and Outlook posted last fall)

FARM 2019 Year-end Projection	Current	Prior Mth		Final 2019	
Amounts in \$000s	(Jul 2019)	(Jun 2019)	Change	Outlook*	
Premium Written	330,534	328,354	2,180	245,869	
Premium Earned	303,954	303,252	702	239,409	
Incurred Losses	225,546	224,654	892	164,659	
Underwriting & Admin Expense	66,363	66,734	(371)	54,223	
Net Result from Operations	12,045	11,865	180	20,528	
Ratios:					
Loss ratio - Prior Accident Years	4.8%	4.8%	0.0%	(1.5%)	
- Current Accident Year	69.4%	69.3%	0.1%	70.2%	
Total	74.2%	74.1%	0.1%	68.8%	
Underwriting & Admin Expense	22.2%	22.3%	(0.1%)	22.9%	
Combined Operating Ratio	96.4%	96.4%	0.0%	91.7%	

rounding differences may occur

*as posted to FA's website Nov. 30, 2018

Current Month Results

The Net Results from Operations in the month of July 2019 was \$2.6 million, up \$1.7 million from the same month last year. This improvement is composed of a \$0.4 million favourable impact associated with the \$9.4 million increase in earned premium (at a prior combined ratio of 95.7%), with the remaining \$1.3 million favourable impact stemming from the overall decrease in the combined ratio (from 95.7% to 91.2% applied to \$28.3 million in earned premium).

This month's results moved the year-to-date combined operating ratio from 105.0% at the end of 6 months to 102.8% at the end of 7 months. The 2.2 percentage point decrease is composed of a 2.3 percentage point decrease in the Prior Accident Years loss ratio, offset by a 0.1 percentage point increase in the expense ratio.

Variances from Projections

The table at the top of the next page provides a summary of key components of the operating results as compared to the estimates projected last month.

FARM Summary of Actual vs Projected variances

July 2019	Actual	Projection	Difference	Difference %
Premium Written	33,417	31,216	2,201	7.1%
Premium Earned	28,283	26,207	2,076	7.9%
Reported Losses				
Paid Losses	13,423	13,470	(47)	(0.3%)
Change in Outstanding Losses	5,151	2,212	2,939	132.9%
Total Reported Losses	18,574	15,682	2,892	18.4%
Change in IBNR*	804	2,256	(1,452)	
Change in Premium Deficiency (DPAC)*	(407)	(381)	(26)	
Change in Retro Claims Expense*	(173)	(423)	250	

(Amounts in \$000's) rounding differences may occur

Each month, management reviews the variance between reported premium activity and claims activity (actual reported claims payments and changes in case reserves) and the associated projections. The projection process involves many assumptions including claims reporting patterns. Actual reporting patterns vary from month-to-month, sometimes considerably. Although variances from our projections are expected, management investigates variances beyond set thresholds and responds as appropriate.

For the month of July 2019, reported indemnity amounts were \$2.8 million higher than projected (allowed claims expenses are included in the table immediately above as part of reported losses, explaining why the variance in Total Reported Losses in the table shows \$2.9 million). The Current Accident Year had a \$2.5 million unfavourable variance in reported indemnity, and the Prior Accident Years had an unfavourable variance of \$0.3 million. Of the Prior Accident Years, 2018 had the largest variance in reported losses at \$1.1 million unfavourable. No other single Prior Accident Year had a reported indemnity variance in excess of \$1.0 million.

The variances for claims activity that were beyond the set thresholds at the jurisdiction, business segment level, and accident year group (i.e. Prior Accident Years vs. Current Accident Year) were investigated by Management. Management is satisfied that the variances are appropriately accounted for in our current booking process (variances were spread across jurisdictions and business segments).

Booking IBNR

The IBNR booking process this month allowed the nominal IBNR (i.e. before the impact of discounting and changes in provisions for adverse deviation) to vary from projected in order to offset the Prior Accident Years and Current Accident Year variances from projected for the most recent accident years back to 1994 (for accident years 1993 and earlier, IBNR is held at \$0). This is consistent with management's investigation into reported claims variances, concluding they were random and not necessarily indicative of a trend.

Effect of Quarterly Valuation

The July 2019 Participation Report does not reflect the results of an actuarial valuation update. The most

^{*}Detailed information is included in FARM July 2019 Participation Report - Actuarial Highlights.

recent valuation was as at March 31, 2019 for all jurisdictions and business segments. The actuarial valuation will be updated next as at June 30, 2019 for all jurisdictions and business segments, and the results of that valuation are anticipated to be reflected in the August 2019 Participation Report.

Management Comments

As shown in the table below, the private passenger annualized vehicle counts <u>in</u>creased by 17.7% overall in July 2019 relative to July 2018. On a year-to-date basis, exposure counts are up by 23.8%, <u>in</u>creasing in all jurisdictions except Alberta, Yukon, Northwest Territories and Nunavut.

FARM Private Passenger Written Car Years

# FARM Vehicles Written											
Jurisdiction]	Month of J	uly 2019			Calendar YTD as of July 2019					
jurisulction	2019	2018	Chg	% Chg		2019	2018	Chg	% Chg		
Ontario	789	337	452	134.0%		3,720	1,769	1,951	110.3%		
Alberta	128	223	(95)	(42.5%)		931	974	(44)	(4.5%)		
Newfoundland & Labrador	1,108	1,025	83	8.1%		6,503	6,048	455	7.5%		
New Brunswick	500	530	(30)	(5.7%)		3,676	3,525	151	4.3%		
Nova Scotia	738	518	220	42.4%		4,534	2,770	1,764	63.7%		
Prince Edward Island	154	160	(6)	(3.9%)		771	718	53	7.4%		
Yukon	12	18	(7)	(35.5%)		83	105	(22)	(21.0%)		
Northwest Territories	129	204	(75)	(36.8%)		985	1,197	(212)	(17.7%)		
Nunavut	13	17	(4)	(25.9%)		66	77	(10)	(13.4%)		
All Jurisdictions	3,570	3,032	538	17.7%		21,268	17,182	4,086	23.8%		

Rounding differences may occur

While private passenger vehicle counts overall are up 24% year-to-date to July as indicated in column on the far right above, the associated written premium is up 42% due to the Ontario increases in particular which has a relatively high average written premium level (ytd, the FARM PPV average written premium excluding Ontario is \$2,272 compared with the Ontario level of \$5,855).

In additional, non-private passenger premium is up 52% (\$42 million) year-to-date to July, with most of that growth coming from Ontario (up \$22 million or 71%) and Alberta (up \$17 million or 55%) and in both cases, the increases are driven by commercial vehicles (\$11 million increase in Ontario, \$3 million increase in Alberta) and interurban vehicles (\$10 million increase in Ontario, \$15 million increase in Alberta). As a result, on a rolling 12-month basis to July 2019, while private passenger continues to be the largest rating class for the FARM in written premium (\$94 million), interurban is not far behind at \$93 million, followed by commercial vehicles (\$70 million). In contrast, the rolling-12 month written premium at July 2018 was dominated by private passenger (\$73 million), as interurban was \$41 million and commercial was \$44 million.

Combined, those 3 rating classes account for 80% of the FARM total 12-month rolling written premium to July 2019 (all remaining classes combined are at \$64 million), whereas a year ago, they were 72% of

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the total.

Should you require any further information, please call Shawn Doherty, Senior Vice President Actuarial & CFO at (416) 644-4968.

Saskia Matheson President & CEO

Related link:

FARM July 2019 Participation Report – Actuarial Highlights

CY2019

SUMMARY OF OPERATIONS - CALENDAR YEAR 2019 FACILITY ASSOCIATION RESIDUAL MARKET - ALL JURISDICTIONS BY MONTH Operating Results for the 7 months ended July 31, 2019 (Discounted Basis) Source: Monthly (Accident Year) Member Participation Report as at 07/2019 (thousands of dollars)

(triousarius of dollars)									12 Months	CY2018
								CY2019	Updated	12 Months
	January	February	March	April	May	June	July	YTD	Projections	Actual
UNDERWRITING REVENUE:										
PREMIUMS WRITTEN	\$24,756	\$16,886	\$23,354	\$33,154	\$38,475	\$37,652	\$33,417	\$207,694	\$330,532	\$254,047
CHANGE IN UNEARNED PREMIUMS	(2,287)	3,202	(253)	(9,075)	(12,613)	(11,210)	(5,134)	(37,370)	(26,576)	(37,666)
NET PREMIUMS EARNED	\$22,469	\$20,088	\$23,101	\$24,079	\$25,862	\$26,442	\$28,283	\$170,324	\$303,956	\$216,381
CLAIMS INCURRED										
PRIOR ACCIDENT YEARS							(-)			
UNDISCOUNTED EFFECT OF DISCOUNTING	458	(1,493)	625	(1)	12,799	10	(9)	12,389	12,391	(14,683)
DISCOUNTED	(150) 308	(286) (1,779)	2,624 3,249	(404) (405)	3,914 16,713	(350) (340)	(424) (433)	4,924 17,313	2,236 14,627	(9,883) (24,566)
	300	(1,779)	3,243	(403)	10,713	(040)	(400)	17,515	14,027	(24,500)
CURRENT ACCIDENT YEAR	44.004	10.100	44.054	45.044	47.404	47.007	40.044	444.000	400.070	4.47.050
UNDISCOUNTED EFFECT OF DISCOUNTING	14,604 761	13,486 624	14,854 919	15,814 764	17,161 1,380	17,397 976	18,614 1,024	111,930 6,448	199,978 10,942	147,959 5,799
DISCOUNTED	15,365	14,110	15,773	16,578	18,541	18,373	19,638	118,378	210,920	153,758
CLAIMS INCURRED	\$15,673	\$12,331	\$19,022	\$16,173	\$35,254	\$18,033	\$19,205	\$135,691	\$225,547	\$129,192
UNDERWRITING EXPENSES										
OPERATING & SERVICE FEES	2,547	1,746	2,406	3,425	3,995	3,903	3,450	21,472	34,094	26,218
AGENTS COMMISSIONS	1,875	1,261	1,822	2,373	2,860	2,848	2,542	15,581	25,608	19,686
DRIVER RECORD ABSTRACTS	102	246	435	151	421	226	520	2,101	3,589	3,093
BAD DEBTS	(2)	(4)	(2)	(10)	9	(4)	(3)	(16)	(16)	(279)
PREMIUM DEFICIENCY/(DPAC)										
UNDISCOUNTED	(143)	283	(171)	(670)	(903)	(808)	(400)	(2,812)	(2,247)	(2,888)
EFFECT OF DISCOUNTING	3	(5)	(220)	16	149	(5)	(7)	(69)	(280)	(249)
DISCOUNTED	(140)	278	(391)	(654)	(754)	(813)	(407)	(2,881)	(2,527)	(3,137)
UNDERWRITING EXPENSES	\$4,382	\$3,527	\$4,270	\$5,285	\$6,531	\$6,160	\$6,102	\$36,257	\$60,748	\$45,581
NET UNDERWRITING GAIN (LOSS)	\$2,414	\$4,230	-\$191	\$2,621	-\$15,923	\$2,249	\$2,976	-\$1,624	\$17,661	\$41,608
ADMINISTRATIVE EXPENSES	400	419	391	420	488	445	485	3,048	6,631	5,656
PREMIUM FINANCE FEE	(9)	(8)	(9)	(10)	(11)	(10)	(10)	(67)	(55)	(110)
INVESTMENT INCOME	106	78	55	57	70	82	101	549	1,071	636
OPERATING RESULTS	\$2,111	\$3,881	-\$536	\$2,248	-\$16,352	\$1,876	\$2,582	-\$4,190	\$12,046	\$36,478
RATIOS:										
Claims & Adj Expenses Incurred (Earned)										
Prior Accident Years	1.4%	-8.9%	14.1%	-1.7%	64.6%	-1.3%	-1.5%	10.2%	4.8%	-11.4%
Current Accident Year	68.4%	70.2%	68.3%	68.8%	71.7%	69.5%	69.4%	69.5%	69.4%	71.1%
All Accident Years Combined	69.8%	61.3%	82.4%	67.1%	136.3%	68.2%	67.9%	79.7%	74.2%	59.7%
Underwriting & Admin Exp.(Earned)	21.3%	19.6%	20.2%	23.7%	27.1%	25.0%	23.3%	23.1%	22.2%	23.7%
COMBINED OPERATING RATIO	91.1%	80.9%	102.6%	90.8%	163.4%	93.2%	91.2%	102.8%	96.4%	83.4%

Note: Amounts shown above do not reflect costs incurred directly by member companies e.g. income and premium taxes, health levies, association dues, cost of capital as a result of their compulsory participation in Facility Association and investment income earned on Facilty Association premium dollars invested directly by members.

Rounding Difference may apply

CY2019

SUMMARY OF OPERATIONS - CALENDAR YEAR 2019 FACILITY ASSOCIATION RESIDUAL MARKET - ALL JURISDICTIONS Operating Results for the 7 months ended July 31, 2019 (Discounted Basis) Source: Monthly (Accident Year) Member Participation Report as at 07/2019 (thousands of dollars)

											12 Months	CY2018
	Alberta	Ontario	NS	PEI	NB	NFLD & LAB	Yukon	NWT	Nunavut	Total	Updated Projections	12 Months Actual
UNDERWRITING REVENUE:	Alberta	Ontario	NO	PEI	ND .	LAB	TUKON	INVV I	Nunavut	Total	Projections	Actual
PREMIUMS WRITTEN	\$62,115	\$84,095	\$18,820	\$2,988	\$15,741	\$19,642	\$1,302	\$2,496	\$495	\$207,694	\$330,532	\$254,047
CHANGE IN UNEARNED PREMIUMS	(6,047)	(23,370)	(3,616)	(233)	(1,512)	(2,430)	(216)	(29)	83	(37,370)	(26,576)	(37,666)
NET PREMIUMS EARNED	\$56,068	\$60,725	\$15,204	\$2,755	\$14,229	\$17,212	\$1,086	\$2,467	\$578	\$170,324	\$303,956	\$216,381
CLAIMS INCURRED												
PRIOR ACCIDENT YEARS	7 705	(00)	4.700	4 500	(000)	4.005	070	(400)	450	40.000	10 201	(4.4.000)
UNDISCOUNTED EFFECT OF DISCOUNTING	7,735 1,509	(<mark>83)</mark> 1,985	1,760 373	1,588 136	(<mark>609)</mark> 369	1,935 408	373 66	(462) 42	152 36	12,389 4,924	12,391 2,236	(14,683) (9,883)
DISCOUNTED	9,244	1,903	2,133	1,724	(240)	2,343	439	(420)	188	17,313	14,627	(24,566)
	5,244	1,502	2,100	1,124	(240)	2,040	400	(420)	100	17,515	14,027	(24,500)
CURRENT ACCIDENT YEAR UNDISCOUNTED	33,975	36,764	12,352	1,952	11,141	13,420	664	1,396	266	111,930	199,978	147,959
EFFECT OF DISCOUNTING	1,518	2.774	683	111	570	675	40	63	14	6.448	10,942	5,799
DISCOUNTED	35,493	39,538	13,035	2,063	11,711	14,095	704	1,459	280	118,378	210,920	153,758
CLAIMS INCURRED	\$44,737	\$41,440	\$15,168	\$3,787	\$11,471	\$16,438	\$1,143	\$1,039	\$468	\$135,691	\$225,547	\$129,192
UNDERWRITING EXPENSES												
OPERATING & SERVICE FEES	6,212	9,082	1,882	297	1,575	1,995	130	250	49	21,472	34,094	26,218
AGENTS COMMISSIONS	4,785	5,113	1,722	279	1,452	1,839	113	238	40	15,581	25,608	19,686
DRIVER RECORD ABSTRACTS	450	186	602	149	371	287	12	41	3	2,101	3,589	3,093
BAD DEBTS	(5)	4	(2)	0	(2)	(11)	0	0	0	(16)	(16)	(279)
PREMIUM DEFICIENCY/(DPAC)												
UNDISCOUNTED	(491)	(1,424)	(519)	(20)	(132)	(217)	(17)	0	8	(2,812)	(2,247)	(2,888)
EFFECT OF DISCOUNTING	0	0	204	0	0	(273)	0	0	0	(69)	(280)	(249)
DISCOUNTED	(491)	(1,424)	(315)	(20)	(132)	(490)	(17)	0	8	(2,881)	(2,527)	(3,137)
UNDERWRITING EXPENSES	\$10,951	\$12,961	\$3,889	\$705	\$3,264	\$3,620	\$238	\$529	\$100	\$36,257	\$60,748	\$45,581
NET UNDERWRITING GAIN (LOSS)	\$380	\$6,324	-\$3,853	-\$1,737	-\$506	-\$2,846	-\$295	\$899	\$10	-\$1,624	\$17,661	\$41,608
ADMINISTRATIVE EXPENSES	784	1,174	298	96	254	307	44	57	34	3,048	6,631	5,656
PREMIUM FINANCE FEE	(18)	(31)	(7)	0	(4)	(7)	0	0	0	(67)	(55)	(110)
INVESTMENT INCOME	164	184	51_	16_	49	72	4	7	2	549	1,071	636
OPERATING RESULTS	-\$258	\$5,303	-\$4,107	-\$1,817	-\$715	-\$3,088	-\$335	\$849	-\$22	-\$4,190	\$12,046	\$36,478
RATIOS:												
Claims & Adj Expenses Incurred (Earned)												
Prior Accident Years	16.5%	3.1%	14.0%	62.6%	-1.7%	13.6%	40.4%	-17.0%	32.5%	10.2%	4.8%	-11.4%
Current Accident Year	63.3%	65.1%	85.7%	74.9%	82.3%	81.9%	64.8%	59.1%	48.4%	69.5%	69.4%	71.1%
All Accident Years Combined	79.8%	68.2%	99.7%	137.5%	80.6%	95.5%	105.2%	42.1%	80.9%	79.7%	74.2%	59.7%
Underwriting & Admin Exp.(Earned)	20.9%	23.3%	27.5%	29.1%	24.7%	22.8%	26.0%	23.8%	23.2%	23.1%	22.2%	23.7%
COMBINED OPERATING RATIO	100.7%	91.5%	127.2%	166.6%	105.3%	118.3%	131.2%	65.9%	104.1%	102.8%	96.4%	83.4%

Note: Amounts shown above do not reflect costs incurred directly by member companies e.g. income and premium taxes, health levies, association dues, cost of capital as a result of their compulsory participation in Facility Association and investment income earned on Facility Association premium dollars invested directly by members.

Rounding Difference may apply