

EDGE MUTUAL INSURANCE COMPANY

**FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2016**



**DECEMBER 31, 2016
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**MANAGEMENT RESPONSIBILITY FOR FINANCIAL REPORTING
DECEMBER 31, 2016**

The accompanying financial statements and all other information contained in this annual report are the responsibility of the management of Edge Mutual Insurance Company. The financial statements have been prepared by management in accordance with International Financial Reporting Standards including the accounting requirements of the Financial Services Commission of Ontario and have been approved by the Board of Directors.

Preparation of financial information is an integral part of management's broader responsibilities for the ongoing operations of Edge Mutual Insurance Company, which includes adherence by all employees to the company's Code of Conduct. Management maintains a system of internal accounting controls to provide reasonable assurance that transactions are accurately recorded on a timely basis, are properly approved and result in reliable financial information. Such information also includes data based on management's best estimates and judgements.

The annual financial statements are reviewed and approved by the Audit Committee and the Board of Directors. In addition, the Audit Committee meets periodically with financial officers of Edge Mutual Insurance Company and the external auditors, and reports to the Board of Directors thereon.

The accompanying financial statements have been audited by Graham Mathew Professional Corporation, authorized to practise public accounting by the Chartered Professional Accountants of Ontario, who are engaged by the Board of Directors and whose appointment was ratified at the annual meeting of the policyholders. The auditors have access to the Audit Committee, without management present, to discuss the results of their work. Their report dated January 27, 2017 expresses their unqualified opinion on the Company's 2016 financial statements.

A handwritten signature in black ink that reads "R Donkersgoed".

Ruth Donkersgoed, CIP
President/CEO

A handwritten signature in black ink that reads "Mike Fortuna".

Mike Fortuna
Treasurer/CFO

INDEPENDENT AUDITORS' REPORT

To the Policyholders of
Edge Mutual Insurance Company

We have audited the accompanying financial statements of **Edge Mutual Insurance Company**, which comprise the statement of financial position as at December 31, 2016, and the statements of comprehensive income, policyholders' equity and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on our judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of **Edge Mutual Insurance Company** as at December 31, 2016, and its financial performance and cash flows for the year then ended in accordance with International Financial Reporting Standards.



Cambridge, Ontario
January 27, 2017

CHARTERED ACCOUNTANTS, authorized to practise public
accounting by the Chartered Professional Accountants of Ontario



**FINANCIAL POSITION
DECEMBER 31, 2016**

	2016	2015
	\$	\$
ASSETS		
Cash and investments (notes 3 and 4)	36,131,253	32,875,895
Due from policyholders	6,498,412	6,420,674
Due from Facility Association	336,656	337,160
Investment income accrued (note 3)	136,599	258,112
Due from reinsurer (note 7)	8,449	60,408
Reinsurers' share of provision for unpaid claims (note 7)	12,608,350	20,526,404
Income taxes recoverable (note 8)		38,799
Deferred policy acquisition expenses (note 7)	2,167,017	2,099,251
Deferred income taxes	92,900	48,780
Property, plant and equipment and intangible assets (note 5)	4,054,324	4,064,255
	62,033,960	66,729,738
LIABILITIES		
Provision for unpaid claims (note 7)	24,392,849	30,560,570
Unearned premiums (note 7)	12,159,828	11,763,230
Accounts payable and accrued liabilities	513,910	836,204
Income taxes payable (note 8)	224,513	
Payable to Facility Association	220,985	221,042
	37,512,085	43,381,046
POLICYHOLDERS' EQUITY		
Policyholders' equity (page 4)	24,521,875	23,348,692
	62,033,960	66,729,738

APPROVED BY THE BOARD:

Les Frayne, Chair

Arnold Rumph, First Vice-Chair



**STATEMENT OF COMPREHENSIVE INCOME
YEAR ENDED DECEMBER 31, 2016**

	2016 \$	2015 \$
Gross premiums written	24,334,319	23,452,551
Deduct		
Reinsurance premiums	3,981,841	3,513,643
Increase in reserve for unearned premiums	396,598	816,351
	4,378,439	4,329,994
Net premiums earned	19,955,880	19,122,557
Service charge revenue	231,853	193,832
Net underwriting revenue	20,187,733	19,316,389
Direct losses incurred		
Gross claims and adjusting expenses (note 9)	14,441,534	12,538,366
Reinsurers' share of claims and adjusting expenses	(2,529,337)	(1,274,841)
	11,912,197	11,263,525
Expenses		
Fees, commissions and other acquisition expenses	4,624,876	4,370,203
Other operating and administrative expenses (note 10)	3,701,657	3,192,677
	8,326,533	7,562,880
Underwriting income (loss)	(50,997)	489,984
Investment income (note 11)	1,469,373	146,431
Income before income taxes	1,418,376	636,415
Income tax expense (note 8)		
Current expense	(289,313)	(75,704)
Deferred expense (reduction)	44,120	(19,920)
	(245,193)	(95,624)
Net income, being total comprehensive income for year	1,173,183	540,791

**STATEMENT OF POLICYHOLDERS' EQUITY
YEAR ENDED DECEMBER 31, 2016**

Balance at beginning of year	23,348,692	22,807,901
Net income, being total comprehensive income for year	1,173,183	540,791
Balance at end of year	24,521,875	23,348,692

The explanatory financial notes form an integral part of these financial statements.



**STATEMENT OF CASH FLOWS
YEAR ENDED DECEMBER 31, 2016**

	2016 \$	2015 \$
Cash flows from operating activities:		
Net income, being total comprehensive income for year	1,173,183	540,791
Items not involving cash:		
Amortization of bond discounts	146,091	155,609
Depreciation and amortization	386,854	226,082
Deferred income taxes	(44,120)	19,920
Gain (loss) on disposal of investments	302,169	(225,578)
Unrealized losses (gains) on investments	(1,035,184)	829,243
	928,993	1,546,067
Net change in non-cash working capital balances relating to operations:		
Amounts receivable	96,238	(524,673)
Reinsurers' share of provision for unpaid claims	7,918,054	3,357,149
Deferred policy acquisition expenses	(67,766)	(151,629)
Accounts payable and accrued liabilities	(322,294)	152,629
Payable to Facility Association	(57)	(5,563)
Income taxes payable	263,312	(141,708)
Provision for unpaid claims	(6,167,721)	(4,180,628)
Unearned premiums	396,598	816,351
	3,045,357	867,995
Cash flows from investment activities:		
Sale of investments	7,685,674	6,575,876
Purchase of investments	(8,607,359)	(5,337,612)
Net additions to property plant and equipment and intangible assets	(376,923)	(3,315,445)
	(1,298,608)	(2,077,181)
Net increase (decrease) in cash	1,746,749	(1,209,186)
Cash position, beginning of year	2,427,605	3,636,791
Cash position, end of year (note 3)	4,174,354	2,427,605

The explanatory financial notes form an integral part of these financial statements.

**EXPLANATORY FINANCIAL NOTES
YEAR ENDED DECEMBER 31, 2016**

1. Nature of Operations and Summary of Significant Accounting Policies

(a) Reporting entity

Edge Mutual Insurance Company (the Company) is incorporated under the laws of Ontario and is subject to the Ontario Insurance Act. It is licensed to write property, liability, automobile and farmers' accident insurance in Ontario. The Company's head office is located at 103 Wellington Street South, Drayton, Ontario.

The Company is subject to rate regulation in the automobile business that it writes. Before automobile insurance rates can be changed, a rate filing is prepared as a combined filing for most Ontario Farm Mutuals by the Farm Mutual Reinsurance Plan Inc. The rate filing must include actuarial justification for rate increases or decreases. All rate filings are approved or denied by the Financial Services Commission of Ontario. Rate regulation may affect the automobile revenues that are earned by the Company. The actual impact of rate regulation would depend on the competitive environment at the time.

These financial statements have been authorized for issue by the Board of Directors on January 27, 2017.

(b) Basis of presentation

These financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (the IASB).

These financial statements were prepared on a historical cost basis except for those financial assets and financial liabilities that have been measured at fair value.

The Company's functional and presentation currency is the Canadian dollar. The financial statements are presented in Canadian dollars.

The preparation of financial statements in compliance with IFRS requires management to make certain critical accounting estimates. It also requires management to exercise judgement in applying the Company's accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements are disclosed in note 2.

(c) Insurance contracts

In accordance with IFRS 4, Insurance Contracts, the Company has continued to apply the accounting policies it applied in accordance with pre-changeover Canadian GAAP.

Balances arising from insurance contracts primarily include unearned premiums, provisions for unpaid claims and adjustment expenses, the reinsurers' share of unpaid claims and adjustment expenses, deferred policy acquisition expenses, and salvage and subrogation recoverable.

(i) Premiums and unearned premiums

Premiums written comprise the premiums on contracts incepting in the financial year. Premiums written are stated gross of commissions payable to brokers and exclusive of taxes levied on premiums. The Company earns premium income evenly over the term of the insurance policy generally using the pro rata method. The portion of the premium related to the unexpired portion of the policy at the end of the fiscal year is reflected in unearned premiums.



EXPLANATORY FINANCIAL NOTES
YEAR ENDED DECEMBER 31, 2016

1. Nature of Operations and Summary of Significant Accounting Policies (Continued)

(c) Insurance contracts (continued)

(ii) Deferred policy acquisition expenses

Acquisition costs are comprised primarily of brokers' commissions. These costs are deferred and amortized over the terms of the related policies to the extent that they are considered to be recoverable from unearned premiums, after considering the related anticipated claims and expenses.

(iii) Provisions for unpaid claims and adjustment expenses

Individual loss estimates are provided on each claim reported. In addition, provisions are made for adjustment expenses, changes in reported claims and for claims incurred but not reported, based on past experience and business in force. The estimates are regularly reviewed and updated, and any resulting adjustments are included in current income.

Claim liabilities are carried on an undiscounted basis.

(iv) Liability adequacy test

As required, the Company performs a liability adequacy test on its insurance liabilities less deferred policy acquisition expenses to ensure the carrying value is adequate, using current estimates of future cash flows, taking into account the relevant investment return. If that assessment shows that the carrying amount of the liabilities is inadequate, any deficiency is recognized as an expense to the statement of comprehensive income initially by writing off the deferred policy acquisition expense and subsequently by recognizing an additional claims liability for claims provisions.

(v) Reinsurers' share of provisions for unpaid claims and adjustment expenses

The Company enters into reinsurance contracts in the normal course of business in order to limit potential losses arising from certain exposures. Reinsurance liabilities, comprised of premiums payable for the purchase of reinsurance contracts, are included in accounts payable and accrued liabilities and are recognized as an expense when due.

Expected reinsurance recoveries on unpaid claims and adjustment expenses are recognized as assets at the same time and using principles consistent with the Company's method for establishing the related liability.

Reinsurance premiums ceded and reinsurance recoveries on losses incurred are recorded as reductions of the respective income and expense accounts. A contingent liability exists with respect to reinsurance ceded which could become a liability of the Company in the event that the reinsurer might be unable to meet its obligation under the reinsurance agreements. The Company ascertained that no provision is necessary at December 31 for doubtful collection of reinsurance recoveries.



EXPLANATORY FINANCIAL NOTES
YEAR ENDED DECEMBER 31, 2016

1. Nature of Operations and Summary of Significant Accounting Policies (Continued)

(c) Insurance contracts (continued)

(vi) Salvage and subrogation recoverable

In the normal course of business, the Company obtains the ownership of damaged property, which they resell to various salvage operations. Unsold property is valued at its estimated net realizable value.

Where the Company indemnifies policyholders against a liability claim, it acquires rights to subrogate its claim against other parties. These claims are reflected at amounts expected to be received from the subrogated parties net of related costs.

(vii) Refund from premium

Under the discretion of the Board of Directors, the Company may declare a refund to its policyholders based on the premiums paid in the fiscal period. This refund is recognized as a reduction of revenue in the period for which it is declared. No refund was declared in fiscal 2016 or 2015.

(d) Structured settlements, Fire Mutuals Guarantee Fund and financial guarantee contracts

The Company enters into annuity agreements with various life insurance companies to provide for fixed and recurring payments to claimants. Under such arrangements, the Company's liability to its claimants is substantially transferred, although the Company remains exposed to the credit risk that life insurers fail to fulfill their obligations.

The Company is a member of the Fire Mutuals Guarantee Fund ("the Fund"). The Fund was established to provide payment of outstanding policyholders' claims if a member company becomes insolvent. As a result, the Company may be required to contribute assets to their proportionate share in meeting this objective.

These exposures represent financial guarantee contracts. The Company accounts for financial guarantee contracts in accordance with IFRS 4, Insurance Contracts.

(e) Financial instruments

The Company classifies its financial instruments into one of the following categories based on the purpose for which the asset was acquired or liability incurred. All transactions related to financial instruments are recorded on a trade date basis. The Company's accounting policy for each category is as follows:

(i) Held-to-maturity financial assets

If the Company has the positive intent and ability to hold debt securities to maturity, then such financial assets are classified as held-to-maturity. Held-to-maturity financial assets are recognized initially at fair value plus any directly attributable transaction costs. Subsequent to initial recognition held-to-maturity financial assets are measured at amortized cost using the effective interest method, less any impairment losses. Any sale or reclassification of a more than insignificant amount of held-to-maturity investments not close to their maturity would result in the reclassification of all held-to-maturity investments as fair value through profit and loss and prevent the Company from classifying investment securities as held-to-maturity for the current and the following two financial years.



EXPLANATORY FINANCIAL NOTES
YEAR ENDED DECEMBER 31, 2016

1. Nature of Operations and Summary of Significant Accounting Policies (Continued)

(e) Financial instruments (continued)

(ii) Financial assets at fair value through profit or loss

A financial asset is classified as fair value through profit or loss if it is classified as held-for-trading or is designated as such upon initial recognition. Financial assets are designated as fair value through profit or loss if the Company manages such investments and makes purchases and sale decisions based on their fair value in accordance with the Company's documented risk management or investment strategy. Upon initial recognition attributable transaction costs are recognized in profit or loss as incurred. Financial assets at fair value through profit or loss are measured at fair value, and changes therein are recognized in profit or loss.

(iii) Loans and receivables

These assets are non-derivative financial assets resulting from the delivery of cash or other assets by a lender to a borrower in return for a promise to repay on a specified date or dates, or on demand. They are initially recognized at fair value plus transaction costs that are directly attributable to their acquisition or issue and subsequently carried at amortized cost, using the effective interest rate method, less any impairment losses.

Impairment provisions are recognized when there is objective evidence (such as significant financial difficulties on the part of the counterparty or default or significant delay in payment) that the Company will be unable to collect all of the amounts due under the terms receivable, the amount of such a provision being the difference between the net carrying amount and the present value of the future expected cash flows associated with the impaired receivable. For amounts due from policyholders and reinsurers, which are reported net, such provisions are recorded in a separate allowance account with the loss being recognized in net income. On confirmation that the amounts receivable will not be collectable, the gross carrying value of the asset is written off against the associated provision.

(iv) Other financial liabilities

Other financial liabilities include all financial liabilities and comprise accounts payable, and other short-term monetary liabilities. These liabilities are initially recognized at fair value net of any transaction costs directly attributable to the issuance of the instrument and subsequently carried at amortized cost using the effective interest rate method, which ensures that any interest expense over the period to repayment is at a constant rate on the balance of the liability carried in the statement of financial position. Interest expense in this context includes initial transaction costs and premiums payable on redemption, as well as any interest or coupon payable while the liability is outstanding.

(f) Facility Association

As a member of the Facility Association, the Company records its proportionate share of the Association's revenue, expenses, unearned premiums and provision for unpaid claims.

(g) Income taxes

Income tax expense comprises current and deferred tax. Current tax and deferred tax are recognized in net income except to the extent that it relates to a business combination, or items recognized directly in policyholders' equity.

Current income taxes are recognized for the estimated income taxes payable or receivable on taxable income or loss for the current year and any adjustment to income taxes payable in respect of previous years. Current income taxes are determined using tax rates and tax laws that have been enacted or substantively enacted by the year-end date.

**EXPLANATORY FINANCIAL NOTES
YEAR ENDED DECEMBER 31, 2016**

1. Nature of Operations and Summary of Significant Accounting Policies (Continued)

(g) Income taxes (continued)

Deferred tax assets and liabilities are recognized where the carrying amount of an asset or liability differs from its tax base. The amount is determined using tax rates and tax laws that have been enacted or substantively enacted by the year-end date and are expected to apply when the liabilities / (assets) are settled / (recovered).

(h) Pension plan

The Company participates in a multi-employer defined benefit pension plan, however, sufficient information is not available to use defined benefit accounting. Therefore, the Company accounts for the plan as if it were a defined contribution plan, recognizing contributions as an expense in the year to which they relate.

(i) Leased assets

Where substantially all of the risks and rewards incidental to ownership of a leased asset have been transferred to the Company (a "finance lease"), the asset is treated as if it had been purchased outright. The amount initially recognized as an asset is the lower of the fair value of the leased property and the present value of the minimum lease payments payable over the term of the lease. The corresponding lease commitment is shown as a liability. Lease payments are analyzed between capital and interest. The interest element is charged to the statement of comprehensive income over the period of the lease and is calculated so that it represents a constant proportion of the lease liability. The capital element reduces the balance owed to the lessor.

Where substantially all of the risks and rewards incidental to ownership are not transferred to the Company (an "operating lease"), the total rentals payable under the lease are charged to the statement of comprehensive income on a straight-line basis over the lease term. The aggregate benefit of lease incentives is recognized as a reduction of the rental expense over the lease term on a straight-line basis.

(j) Standards, amendments and interpretations not yet effective

Certain new standards, amendments and interpretations have been published that are mandatory for the Company's accounting periods beginning on or after January 1, 2017 or later periods that the Company has decided not to early adopt.

The company has not yet determined the extent of the impact of the following new standards, interpretations and amendments, which have not been applied in these financial statements:

- IFRS 9 Financial Instruments is part of the IASB's wider project to replace IAS 39 'Financial Instruments: Recognition and Measurement'. IFRS 9 retains but simplifies the mixed measurement model and establishes three primary measurement categories for financial assets: amortized cost, fair value through profit or loss, and fair value through other comprehensive income. The basis of classification depends on the entity's business model and the contractual cash flow characteristics of the financial asset. The standard is effective for annual periods beginning on or after January 1, 2018.
- IFRS 16 Leases supersedes IAS 17 Leases, IFRIC 4 Determining whether an Arrangement contains a Lease, SIC-15 Operating Leases - Incentives and SIC-27 Evaluating the Substance of Transactions involving the Legal Form of a Lease. It eliminates the distinction between operating and finance leases from the perspective of the lessee. All contracts that meet the definition of a lease will be recorded in the statement of financial position with a "right of use" asset and a corresponding liability, calculated using the interest rate inherent in the lease. The asset is subsequently accounted for as property, plant and equipment. The effective date for IFRS 16 is January 1, 2019.



EXPLANATORY FINANCIAL NOTES
YEAR ENDED DECEMBER 31, 2016

2. Critical Accounting Estimates and Judgements

The preparation of these financial statements in conformity with IFRS requires management to make certain critical estimates. It also requires management to exercise judgement in applying the Company's accounting policies. The areas involving critical judgements and estimates in applying accounting policies that have the most significant risk of causing material adjustment to the carrying amounts of assets and liabilities recognized in the financial statements within the next financial year include primarily the calculation and determination of unpaid claims and the related reinsurers' share (note 7).

3. Financial Instrument Classification

The carrying amount of the Company's financial instruments by classification is as follows:

	Fair value through profit and loss \$	Held to Maturity \$	Loans and receivables \$	Other financial liabilities \$	Total
December 31, 2016					
Cash	4,174,354				4,174,354
Investments (note 4)	12,200,514	19,756,385			31,956,899
Due from policyholders and reinsurer			6,506,861		6,506,861
Investment income accrued			136,599		136,599
Accounts payable and accrued liabilities				(513,910)	(513,910)
	16,374,868	19,756,385	6,643,460	(513,910)	42,260,803

December 31, 2015

Cash	2,427,605				2,427,605
Investments (note 4)	10,753,397	19,694,893			30,448,290
Due from policyholders and reinsurer			6,481,082		6,481,082
Investment income accrued			258,112		258,112
Accounts payable and accrued liabilities				(836,204)	(836,204)
	13,181,002	19,694,893	6,739,194	(836,204)	38,778,885

All fair value through profit and loss investments are classified as held for trading.



**EXPLANATORY FINANCIAL NOTES
YEAR ENDED DECEMBER 31, 2016**

4. Investment Information

The estimated fair values of cash and investments as at December 31 were as follows:

	2016 \$	2015 \$
Cash	4,174,354	2,427,605
Bonds, debentures, guaranteed investment certificates and Farm Mutual guarantee fund	19,756,385	19,694,893
Equities	3,233,450	5,076,645
Pooled funds	8,967,064	5,676,752
	36,131,253	32,875,895

Maturity profile of bonds, debentures and guaranteed investment certificates held is as follows:

	Within 1 year	2 to 5 years	6 to 10 years	Over 10 years	Fair value
December 31, 2016	2,752,641	17,003,744	NIL	NIL	19,756,385
Percent of Total	14 %	86 %	0 %	0 %	
December 31, 2015	735,000	18,959,893	NIL	NIL	19,694,893
Percent of Total	4 %	96 %	0 %	0 %	

The effective investment yield for the year is 4.6% (0.48% for 2015).

The following table provides an analysis of the investments that are measured subsequent to initial recognition at fair value, grouped into Levels 1 to 3 based on the degree to which the fair value is observable:

- Level 1 fair value measurements are those derived from quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date;
- Level 2 fair value measurements are those derived from inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices); and
- Level 3 fair value measurements are those derived from valuation techniques that include inputs for the asset or liability that are not based on observable market data (unobservable inputs).

On December 31, 2016 the company held only Level 1 and 2 investments.

	Level 1 \$	Level 2 \$	Level 3 \$	Total \$
December 31, 2016				
Guaranteed investment certificates	4,995,276			4,995,276
Bonds	14,704,861			14,704,861
Equities	3,233,450			3,233,450
Mutual funds	8,967,064			8,967,064
Other investments		56,248		56,248
Total assets measured at fair value	31,900,651	56,248	NIL	31,956,899



EXPLANATORY FINANCIAL NOTES
YEAR ENDED DECEMBER 31, 2016

4. Investment Information (Continued)

December 31, 2015	Level 1 \$	Level 2 \$	Level 3 \$	Total \$
Guaranteed investment certificates	4,780,276			4,780,276
Bonds	14,860,631			14,860,631
Equities	5,076,645			5,076,645
Mutual funds	5,676,752			5,676,752
Other investments		53,986		53,986
Total assets measured at fair value	30,394,304	53,986	NIL	30,448,290

There were no transfers between Level 1 and Level 2 for the years ended December 31, 2016 and 2015.

The following table provides cost and fair value information of investments by type of security and issuer. The maximum exposure to credit risk would be the fair value as shown below.

	2016		2015	
	Cost	Fair Value	Cost	Fair Value
Guaranteed Investment Certificates	4,995,276	4,995,276	4,780,276	4,780,276
Bonds issued by				
Federal			701,911	701,911
Provincial	4,032,511	4,032,511	3,944,768	3,944,768
Municipal	3,695,824	3,695,824	4,232,193	4,232,193
Corporate A or better	6,976,526	6,976,526	5,981,758	5,981,759
	14,704,861	14,704,861	14,860,630	14,860,631
Equity investments				
Canadian	2,076,116	2,531,453	4,314,579	3,835,288
United States	469,845	701,997	850,765	1,241,357
	2,545,961	3,233,450	5,165,344	5,076,645
Pooled funds				
Canadian fixed income	5,923,416	5,885,272	5,271,190	5,309,253
Canadian and United States equity	2,779,177	3,081,792	402,764	367,499
	8,702,593	8,967,064	5,673,954	5,676,752
Other investments				
Fire Mutuals guarantee fund	56,248	56,248	53,986	53,986
	31,004,939	31,956,899	30,534,190	30,448,290



EXPLANATORY FINANCIAL NOTES
YEAR ENDED DECEMBER 31, 2016

5. Property, Plant and Equipment and Intangible Assets

Property, plant and equipment is initially recorded at cost and subsequently measured at cost less accumulated depreciation and accumulated impairment losses, with the exception of land which is not depreciated. Depreciation is recognized in net income and is provided over the estimated useful lives of the assets using the straight-line method (years) or declining-balance method (percentage).

Intangible assets consist of computer software which are not integral to the computer hardware owned by the company. Software is initially recorded at cost and subsequently measured at cost less accumulated amortization and accumulated impairment losses. The amortization expense is included within the other operating and administrative expenses in the statement of comprehensive income and is provided over the estimated useful life of the asset.

		2016		
	Depreciation rate	Cost	Accumulated Depreciation	Net Book Value
Land		110,000		110,000
Buildings	5%	4,181,277	676,086	3,505,191
Sign	20%	53,020	35,646	17,374
Parking lot	10 years	44,099	44,099	NIL
Computer hardware	3 years	116,464	102,333	14,131
Furniture and fixtures	20%	491,171	248,286	242,885
Vehicles	40-50%	65,134	47,370	17,764
Computer software	5 years	1,008,185	861,206	146,979
		6,069,350	2,015,026	4,054,324

		2015		
	Depreciation rate	Cost	Accumulated Depreciation	Net Book Value
Land		110,000		110,000
Buildings	5%	3,842,733	491,602	3,351,131
Sign	20%	53,020	31,303	21,717
Parking lot	10 years	44,099	44,099	NIL
Computer hardware	3 years	101,182	81,450	19,732
Furniture and fixtures	20%	468,074	187,565	280,509
Vehicles	40-50%	65,134	31,505	33,629
Computer software	5 years	1,008,185	760,648	247,537
		5,692,427	1,628,172	4,064,255

The unamortized cost of capital assets available to reduce net income for income tax purposes amounts to approximately \$3,755,000 (\$3,698,000 in 2015).



EXPLANATORY FINANCIAL NOTES
YEAR ENDED DECEMBER 31, 2016

6. Operating Lease Commitment

The Company has entered into an operating lease agreement whereby it is obligated to rent computer hardware equipment for 48 months at a monthly cost of \$9,344 beginning December 2015.

	2016	2015
	\$	\$
7. Insurance Contracts		
Due From Reinsurers		
Balance, beginning of year	60,408	65,191
Submitted to reinsurer	9,831,580	4,811,433
Paid to (received from) reinsurer	(9,883,539)	(4,816,216)
Balance, end of year	8,449	60,408

All of the above amounts are expected to be settled within one year. At year-end, the company reviewed the amounts owing from its reinsurer and determined that no allowance is necessary

Reinsurers' Share of Provision For Unpaid Claims

Balance, beginning of year	20,526,404	23,883,553
New claims reserve	3,958,374	4,413,803
Change in prior years reserve	(21,708,008)	(12,582,385)
Submitted to reinsurer	9,831,580	4,811,433
Balance, end of year	12,608,350	20,526,404
Expected settlement		
Within one year	771,106	651,857
More than one year	11,837,244	19,874,547
	12,608,350	20,526,404

Deferred Policy Acquisition Expenses

Balance, beginning of year	2,099,251	1,947,622
Acquisition costs incurred	4,374,772	4,214,184
Expense recognized as a result of liability adequacy tests	NIL	NIL
Expensed during the year	(4,307,006)	(4,062,555)
Balance, end of year	2,167,017	2,099,251

Deferred policy acquisition expenses will be recognized as an expense within one year.



**EXPLANATORY FINANCIAL NOTES
YEAR ENDED DECEMBER 31, 2016**

7. Insurance Contracts (Continued)	2016	2015
	\$	\$
Unearned Premiums (UEP)		
Balance, beginning of year	11,763,230	10,946,879
Premiums written	24,334,319	23,452,551
Premiums earned during year	(23,937,721)	(22,636,200)
Changes in UEP recognized in income	396,598	816,351
Balance, end of year	12,159,828	11,763,230

Insurance Contract Provisions and Related Reinsurance Assets

The following is a summary of the insurance contract provisions and related reinsurance assets:

December 31, 2016	Gross	Re-insurance	Net
	\$	\$	\$
Outstanding claims provision			
Long settlement term	11,434,227	6,360,722	5,073,505
Short settlement term	3,203,156	771,106	2,432,050
Facility Association and other residual pools	384,944		384,944
	15,022,327	7,131,828	7,890,499
Provisions for claims incurred but not reported	9,370,522	5,476,522	3,894,000
Balance, end of year	24,392,849	12,608,350	11,784,499

December 31, 2015

Outstanding claims provision			
Long settlement term	18,877,635	14,988,713	3,888,922
Short settlement term	2,949,745	651,857	2,297,888
Facility Association and other residual pools	373,356		373,356
	22,200,736	15,640,570	6,560,166
Provisions for claims incurred but not reported, net	8,359,834	4,885,834	3,474,000
Balance, end of year	30,560,570	20,526,404	10,034,166

Comments and Assumptions For Specific Claims Categories

The ultimate cost of long settlement general liability claims are difficult to predict for several reasons. Claims may not be reported until many years after a policy expires. Changes in the legal environment have created further complications. Court decisions and federal and provincial legislation may dramatically increase the liability between the time a policy is written and associated claims are ultimately resolved. For example, liability for exposure to toxic substances and environmental impairment, which did not appear likely or even exist when the policies were written, has been imposed by legislators and judicial interpretation. Tort liability has been expanded by some jurisdictions to cover defective workmanship. Provisions for such difficult-to-estimate liabilities are established by examining the facts of tendered claims and adjusted in the aggregate for ultimate loss expectations based upon historical experience patterns and current socioeconomic trends.

EXPLANATORY FINANCIAL NOTES
YEAR ENDED DECEMBER 31, 2016

7. Insurance Contracts (Continued)

Comments and Assumptions For Specific Claims Categories (Continued)

The Company must participate in industry automobile residual pools of business, and recognize a share of this business based on its automobile market share. The Company records its share of the liabilities provided by the actuaries of the pools.

Claims and Adjustment Expenses

Changes in claim liabilities recorded in the statement of financial position for the years ended December 31, 2016 and 2015 and their impact on claims and adjustment expenses for the two years are as follows:

	2016	2015
	\$	\$
Unpaid claim liabilities, beginning of year, net of reinsurance	10,034,166	10,857,645
Increase (decrease) in estimated losses and expenses, for		
losses occurring in prior years	(205,284)	(232,268)
Provision for losses and expenses on claims occurring		
in the current year	12,117,481	11,495,793
Payment on claims:		
Current year	(6,859,519)	(7,203,352)
Prior years	(3,302,345)	(4,883,652)
Unpaid claim liabilities, end of year, net of reinsurance	11,784,499	10,034,166
Reinsurers' share and subrogation recoverable	12,608,350	20,526,404
Unpaid gross claims, end of year	24,392,849	30,560,570

The change in estimate of losses occurring in prior years is due to changes arising from new information received.

Claim Development

The estimation of claim development involves assessing the future behaviour of claims, taking into consideration the consistency of the Company's claim handling procedures, the amount of information available, the characteristics of the line of business from which the claim arises and historical delays in reporting claims. In general, the longer the term required for the settlement of a group of claims the more variable the estimates. Short settlement term claims are those which are expected to be substantially paid within a year of being reported.

The tables that follow present the development of claims payments and the estimated ultimate cost of claims for the claim years 2007 to 2016. The upper half of the tables show the cumulative amounts paid or estimated to be paid during successive years related to each claim year. The original estimates will be increased or decreased, as more information becomes known about the original claims and overall claim frequency and severity.

In 2011, the year of adoption of IFRS, only information from periods beginning on or after January 1, 2007 was required to be disclosed. This is being increased in each succeeding additional year, until ten years of information is included.



**EXPLANATORY FINANCIAL NOTES
YEAR ENDED DECEMBER 31, 2016**

7. Insurance Contracts (Continued)

Gross Claims	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	Total
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Gross estimate of cumulative claims cost											
At the end year of claim	6,551,278	17,457,526	7,892,233	8,908,469	12,672,107	10,831,308	13,744,615	21,747,867	15,701,141	15,953,390	
One year later	6,604,263	16,879,742	7,947,679	8,331,383	10,456,314	9,348,586	12,856,032	20,797,274	14,917,550		
Two years later	6,531,366	20,162,101	7,603,007	8,675,240	9,749,761	8,628,472	12,809,359	21,030,698			
Three years later	6,366,994	19,935,100	8,219,141	8,362,040	10,009,052	8,156,808	11,978,422				
Four years later	6,330,709	20,635,928	8,282,214	7,875,041	9,960,423	7,886,193					
Five years later	6,502,923	20,653,275	8,728,974	7,883,291	10,093,312						
Six years later	6,366,920	21,247,491	7,517,898	7,799,914							
Seven years later	6,362,830	21,062,418	7,398,211								
Eight years later	6,314,202	21,105,935									
Nine years later	6,314,202										
Current estimate of cumulative claims cost											
Current estimate of cumulative claims cost	6,314,202	21,105,935	7,398,211	7,799,914	10,093,312	7,886,193	11,978,422	21,030,698	14,917,550	15,953,390	
Cumulative payments	6,314,202	18,302,383	7,118,044	7,739,350	9,886,279	7,366,030	10,476,865	16,292,832	9,364,012	7,224,981	
Outstanding claims		2,803,552	280,167	60,564	207,033	520,163	1,501,557	4,737,866	5,553,538	8,728,409	24,392,849
Outstanding claims 2006 and prior											NIL
Total gross outstanding claims and claims handling expenses											24,392,849



**EXPLANATORY FINANCIAL NOTES
YEAR ENDED DECEMBER 31, 2016**

7. Insurance Contracts (Continued)

Net Claims	2007 \$	2008 \$	2009 \$	2010 \$	2011 \$	2012 \$	2013 \$	2014 \$	2015 \$	2016 \$	Total \$
Net estimate of cumulative claims cost											
At the end year of claim	6,664,711	9,449,651	6,825,150	7,819,135	9,000,645	8,384,421	10,107,411	13,508,628	11,495,783	12,117,477	
One year later	6,318,204	8,903,150	6,583,839	7,426,478	8,274,415	7,544,315	9,245,621	13,773,983	11,323,685		
Two years later	6,006,921	8,849,829	6,490,637	7,318,178	7,988,297	7,114,708	9,276,502	14,031,847			
Three years later	5,780,837	8,598,960	6,501,963	7,173,682	7,756,368	6,998,021	8,774,155				
Four years later	5,752,194	8,463,303	6,602,062	6,915,752	7,741,073	7,072,878					
Five years later	5,557,481	8,441,610	6,616,100	6,901,941	7,723,476						
Six years later	5,624,573	8,283,550	6,581,844	6,792,043							
Seven years later	5,607,086	8,288,088	6,124,343								
Eight years later	5,586,586	8,867,902									
Nine years later	5,458,630										
Current estimate of cumulative claims cost	5,458,630	8,867,902	6,124,343	6,792,043	7,723,476	7,072,878	8,774,155	14,031,847	11,323,685	12,117,477	
Cumulative payments	5,458,630	8,589,724	5,859,496	6,738,727	7,543,858	6,596,168	8,137,375	12,163,251	8,555,190	6,859,518	
Outstanding claims		278,178	264,847	53,316	179,618	476,710	636,780	1,868,596	2,768,495	5,257,959	11,784,499
Outstanding claims 2006 and prior											NIL
Total net outstanding claims and claims handling expenses											11,784,499



EXPLANATORY FINANCIAL NOTES
YEAR ENDED DECEMBER 31, 2016

8. Income Taxes

The Company is subject to income taxes on the portion of its income derived from insuring non-farm related risks.

Reasons for the difference between tax expense for the year and the expected income taxes based on the statutory tax rate of 26.5% (26.5% in 2015) are as follows:

	2016	2015
	\$	\$
Income before income taxes	1,418,376	636,415
Expected taxes based on the statutory rate of 26.5% (26.5% in 2015)	375,870	168,650
Income from insuring farm related risks	(96,438)	(21,975)
Deductible portion of claims liabilities	23,192	(10,911)
Other non deductible expenses	2,277	1,978
Capital cost allowance in excess of depreciation	17,943	(22,498)
Other non taxable income	(33,531)	(51,143)
Adjustments for under provision in prior years		11,603
Total income tax expense	289,313	75,704

9. Gross Claims and Adjustment Expense

Included in claims expenses were wage costs of \$261,867 (\$237,055 in 2015).

10. Other Operating and Administrative Expenses

Salaries and employee benefits (note 12)	2,028,167	1,655,675
Directors' remuneration	63,200	61,850
Professional fees	59,297	54,335
Occupancy	269,075	112,254
Information technology (note 6)	546,718	573,966
Inspections and investigations	31,605	43,741
Membership fees	55,709	56,541
Office overhead	181,899	132,057
Regulatory assessments	115,113	100,648
Advertising and promotion	159,273	186,143
Travel and education	96,919	120,616
Premium tax	72,332	70,496
Other	22,350	24,355
	3,701,657	3,192,677

Depreciation and amortization expense of \$386,854 (\$226,082 in 2015) is included in the above amounts.



EXPLANATORY FINANCIAL NOTES
YEAR ENDED DECEMBER 31, 2016

11. Investment Income

	Fair value through profit and loss \$	Held to maturity \$	Loans and receivable \$	Other \$	2016 Total \$
Interest income		432,078		1,500	433,578
Dividend and other income	357,568				357,568
Investment expense	(54,788)				(54,788)
Net realized losses	(302,169)				(302,169)
Unrealized gains	1,035,184				1,035,184
	1,035,795	432,078	NIL	1,500	1,469,373

	Fair value through profit and loss \$	Held to maturity \$	Loans and receivable \$	Other \$	2015 Total \$
Interest income		521,072		1,500	522,572
Dividend and other income	283,333				283,333
Investment expense	(55,809)				(55,809)
Net realized gains	225,578				225,578
Unrealized losses	(829,243)				(829,243)
	(376,141)	521,072	NIL	1,500	146,431

12. Related Party Transactions

The Company entered into the following transactions with key management personnel, which are defined by IAS 24, Related Party Disclosures, as those persons having authority and responsibility for planning, directing and controlling the activities of the Company, including directors and management:

	2016 \$	2015 \$
Compensation		
Salaries, benefits and director's fees	383,562	376,093
Total pension and other post-employment benefits	34,503	34,966
	418,065	411,059
Premiums	82,609	88,437
Claims paid	16,165	11,067

**EXPLANATORY FINANCIAL NOTES
YEAR ENDED DECEMBER 31, 2016**

13. Capital Management

The Company's objectives with respect to capital management are to maintain a capital base that is structured to exceed regulatory requirements and to best utilize capital allocations.

The regulators measure the financial strength of property and casualty insurers using a minimum capital test (MCT). The regulators generally expect property and casualty companies to comply with capital adequacy requirements. This test compares a Company's capital against the risk profile of the organization. The risk-based capital adequacy framework assesses the risk of assets, policy liabilities and other exposures by applying various factors. The regulator indicates that the Company should produce a minimum MCT of 150%. During the year, the Company has consistently exceeded this minimum. The regulator has the authority to request more extensive reporting and can place restrictions on the Company's operations if the Company falls below this requirement and if deemed necessary. The MCT for the company at December 31, 2016 was 505% (517% at December 31, 2015).

For the purpose of capital management, the Company has defined capital as policyholders' equity.

14. Financial Instrument and Insurance Risk Management

Insurance risk management

The principal risk the Company faces under insurance contracts is that the actual claims and benefit payments, or the timing thereof, differ from expectations. This is influenced by the frequency of claims, severity of claims, actual benefits paid and subsequent development of long-term claims. Therefore, the objective of the Company is to ensure that sufficient reserves are available to cover these liabilities.

The above risk exposure is mitigated by diversification across a large portfolio of insurance. The variability of risks is also improved by careful selection and implementation of underwriting strategy guidelines, as well as the use of reinsurance arrangements.

The Company purchases reinsurance as part of its risks mitigation program. Retention limits for the excess-of-loss reinsurance vary by product line.

Amounts recoverable from reinsurers are estimated in a manner consistent with the outstanding claims provision and are in accordance with the reinsurance contracts. Although the Company has reinsurance arrangements, it is not relieved of its direct obligations to its policyholders and thus a credit exposure exists with respect to ceded insurance, to the extent that any reinsurer is unable to meet its obligations assumed under such reinsurance agreements.

The Company writes insurance primarily over a twelve month duration. The most significant risks arise through high severity, low frequency events such as natural disasters or catastrophes. A concentration of risk may arise from insurance contracts issued in a specific geographic location since all insurance contracts are written in Ontario.

The Company manages this risk via its underwriting and reinsurance strategy within an overall risk management framework. Exposures are limited by having documented underwriting limits and criteria. Pricing of property and liability policies are based on assumptions in regard to trends and past experience, in an attempt to correctly match policy revenue with exposed risk. Automobile premiums are subject to approval by the Financial Services Commission of Ontario and therefore may result in a delay in adjusting the pricing to exposed risk; in this case the Company has policies regarding renewal and new business accepted. Reinsurance is purchased to mitigate the effect of the potential loss to the Company.



EXPLANATORY FINANCIAL NOTES
YEAR ENDED DECEMBER 31, 2016

14. Financial Instrument and Insurance Risk Management (Continued)

The Company follows a policy of underwriting and reinsuring contracts of insurance which, in the main, limit the liability of the Company to an amount on any one claim of \$350,000 in the event of a property claim and an amount of \$400,000 in the event of an automobile or liability claim. The Company also obtained reinsurance which limits the Company's liability to \$1,050,000 in the event of a series of claims arising out of a single occurrence. In addition, the Company has obtained stop loss reinsurance which limits the liability of all claims in a specific year to 80% of net earned premiums.

The Company is exposed to a pricing risk to the extent that unearned premiums are insufficient to meet the related future policy costs. Evaluation is performed regularly to estimate future claims costs, related expenses and expected profit in relation to unearned premiums. There was no premium deficiency at December 31, 2016 and December 31, 2015.

The risks associated with insurance contracts are complex and subject to a number of variables which complicate quantitative sensitivity analysis. The Company uses various techniques based on past claims development experience to quantify these sensitivities. This includes indicators such as average claim cost, amount of claims occurrence, expected loss ratios and claims development as described in note 7.

The table below sets out the concentration of unpaid claims and adjustment expenses by class of insurance:

	December 31, 2016			December 31, 2015		
	Gross Claims \$	Reinsurance Of Claims \$	Net Claims \$	Gross Claims \$	Reinsurance Of Claims \$	Net Claims \$
Property	3,666,427	1,447,087	2,219,340	2,871,106	972,874	1,898,232
Liability	6,447,473	3,085,243	3,362,230	6,461,978	2,914,918	3,547,060
Automobile	14,278,949	8,076,020	6,202,929	21,227,486	16,638,612	4,588,874
	24,392,849	12,608,350	11,784,499	30,560,570	20,526,404	10,034,166

Results of sensitivity testing based on expected loss ratios are as follows, shown gross and net of reinsurance as impact on pre-tax income:

	Property claims		Auto claims		Liability claims	
	2016 \$	2015 \$	2016 \$	2015 \$	2016 \$	2015 \$
5% increase in loss ratios						
Gross	736,400	707,900	378,550	364,650	101,650	99,950
Net	653,150	635,850	292,900	284,450	71,450	76,500
5% decrease in loss ratios						
Gross	(736,400)	(707,900)	(378,550)	(364,650)	(101,650)	(99,950)
Net	(653,150)	(635,850)	(292,900)	(284,450)	(71,450)	(76,500)

There have been no significant changes from the previous year in the exposure to risk or policies, procedures and methods used to measure the risk.

**EXPLANATORY FINANCIAL NOTES
YEAR ENDED DECEMBER 31, 2016**

14. Financial Instrument and Insurance Risk Management (Continued)

Credit risk

Credit risk is the risk of financial loss to the Company if a debtor fails to make payments of interest and principal when due. The Company is exposed to this risk relating to its debt holdings in its investment portfolio and the reliance on reinsurers to make payment when certain loss conditions are met.

The Company's investment policy puts limits on the bond portfolio including portfolio composition limits, issuer type limits, bond quality limits, aggregate issuer limits and corporate sector limits. The bond portfolio remains very high quality with 100% of the bonds rated A or better. All fixed income portfolios are measured for performance on a quarterly basis and monitored by management on a monthly basis.

Reinsurance is placed with Farm Mutual Reinsurance Plan Inc. (FMRP), a Canadian registered reinsurer. Management monitors the credit-worthiness of FMRP by reviewing their annual financial statements and through ongoing communications. Reinsurance treaties are reviewed annually by management prior to renewal of the reinsurance contract.

Amounts receivable are short-term in nature and are not subject to material credit risk.

The maximum exposure to credit risk and concentration of this risk is outlined in note 4.

There have been no significant changes from the previous period in the exposure to risk or policies, procedures and methods used to measure the risk.

Market risk

Market risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate as a result of market factors. Market factors include three types of risk: currency risk, interest rate risk and equity risk.

The Company's investment policy operates within the guidelines of the Ontario Insurance Act. An investment policy is in place and its application is monitored by management and the Board of Directors. Diversification techniques are utilized to minimize risk. The policy limits the investment in any one corporate issuer to a maximum of 5% of the company's total assets.

a) **Currency risk**

Currency risk relates to the company operating in different currencies and converting non-Canadian earnings at different points in time at different foreign exchange levels when adverse changes in foreign currency exchange rates occur.

The Company's foreign exchange risk is related to its stock holdings. The Company limits its holdings in foreign equity to 20% of the equity portfolio in accordance with its investment policy. On December 31, 2016 and December 31, 2015 the company held no foreign currency investments.

There have been no significant changes from the previous period in the exposure to risk or policies, procedures and methods used to measure the risk.

b) **Interest rate risk**

Interest rate risk is the potential for financial loss caused by fluctuations in fair value or future cash flows of financial instruments because of changes in market interest rates.

**EXPLANATORY FINANCIAL NOTES
YEAR ENDED DECEMBER 31, 2016**

14. Financial Instrument and Insurance Risk Management (Continued)

Market risk (continued)

b) Interest rate risk (continued)

The Company is exposed to this risk through its interest bearing investments, which include treasury bills, guaranteed investment certificates and bonds.

Historical data and current information is used to profile the ultimate claims settlement pattern by class of insurance, which is then used in a broad sense to develop an investment policy and strategy. However, because a significant portion of the Company's assets relate to its capital rather than liabilities, the value of its interest rate based assets exceeds its interest rate based liabilities. As a result, generally, the Company's investment income will move with interest rates over the medium to long-term with short-term interest rate fluctuations creating unrealized gains or losses in net income. There are no occurrences where interest would be charged on liabilities; therefore, little protection is needed to ensure the fair market value of assets will be offset by a similar change in liabilities due to an interest rate change.

The objective, policies and procedures for managing interest rate risk is to diversify the bond and guaranteed investment portfolio in such a way that this portfolio is laddered over a period of five years. This protects the Company from fluctuations in the interest rates.

Had prevailing interest rates of the Greystone Fixed Income Fund increased or decreased by 1.0%, assuming a parallel shift in the yield curve and all other variables held constant, the market value of the Fund's fixed income holdings would have decreased or increased by approximately 6.90%. The fixed income holdings' sensitivity to interest rate fluctuations was estimated using the weighted average duration of the fixed income holdings. In practice, actual results may differ from this sensitivity analysis and the difference could be material.

There have been no significant changes from the previous period in the exposure to risk, nor any significant changes to policies, procedures and methods used to measure the risk.

c) Equity risk

Equity risk is the uncertainty associated with the valuation of assets arising from changes in equity markets. The Company is exposed to this risk through its equity holdings within its investment portfolio.

The company's portfolio includes Canadian stocks with fair values that move with the Toronto Stock Exchange Composite Index. A 10% movement in the stock markets with all other variables held constant would have an estimated effect on the fair values of the Company's Canadian common stocks of approximately \$330,000. These changes would be recognized in other comprehensive income or net income depending on the classification of the instruments.

The impact on the Greystone Canadian Equity Fund holdings due to a 10% change in the benchmark (S&P/TSX Equity Composite stock index), using a three year historical measure of the sensitivity of the equity holdings' returns relative to the returns of the S&P/TSX Equity Composite stock index as of December 31, 2016, with all other variables held constant, would result in an increase or decrease of approximately 9.0% of the Fund's equity holdings. The Fund's historical sensitivity measure may not be representative of its future sensitivity measure, and accordingly, the impact on net assets could be materially different.

There have been no significant changes from the previous period in the exposure to risk, nor any changes to the investment policies, procedures and processes for managing equity risk.

**EXPLANATORY FINANCIAL NOTES
YEAR ENDED DECEMBER 31, 2016**

14. Financial Instrument and Insurance Risk Management (Continued)

Liquidity Risk

Liquidity risk is the risk that the Company will not be able to meet all cash outflow obligations as they come due. The Company mitigates this risk by monitoring cash activities and expected outflows. The Company's current liabilities arise as claims are made. The Company does not have material liabilities that can be called unexpectedly at the demand of a lender or client, nor does it have material commitments for capital expenditures and there is no need for such expenditures in the normal course of business. Claim payments are funded by current operating cash flow including investment income.

The company is a participating member of Farm Mutual Reinsurance Plan Inc. (FMRP) and, as such, may become obligated to fund a capital call request from FMRP which would be recorded as a subordinated loan in the company's accounts. Policies and procedures are in place to measure and control the risk to the company should this capital call occur.

There have been no significant changes from the previous period in the exposure to risk, nor significant changes in policies, procedures and methods used to measure the risk.

15. Retirement Benefits

The Company makes contributions on behalf of its employees to "the Retirement Annuity Plan for Employees of the Ontario Mutual Insurance Association and Member Companies", which is a multi-employer plan. Eligible employees participate in the defined benefit plan. The defined benefit plan specifies the amount of the retirement benefit to be received by the employee based on the number of years the employee has contributed and his/her final average earnings.

The Company matches the employee contributions and funds the excess defined benefit based on the Company's percentage of pensionable earnings as calculated by the Pension Plan actuaries. The Pension Plan agreement states that the Company is responsible for its share of any deficit as a result of any actuarial valuation or cost certificate. In the event of a wind-up, voluntary withdrawal or bankruptcy, either by the Company or the group as a whole, the Company is responsible for its portion of all expenses and deficit related to such.

During 2016, the amount contributed to the plan for current service was \$178,830 (\$179,157 in 2015) and the amount contributed to the solvency funded status deficit was \$369,666. These amounts have been recognized in comprehensive income. The Company had a 3.0% share of the total contributions to the Plan in 2016. The expected normal contribution to the Plan for 2017 is \$240,000.

An actuarial valuation of the Pension Plan as of December 31, 2013 determined that the Plan was in a going-concern surplus position on that date. The next actuarial valuation to be filed under the Pension Benefit Act will be as of December 31, 2016.

16. Comparative Figures

Comparative figures have, in some instances, been restated in order to present them in a form comparable to those for the current year.