

**Dumfries Mutual
Insurance Company
Financial Statements
For the year ended December 31, 2020**

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Independent Auditor's Report

To the Board of Directors of Dumfries Mutual Insurance Company

Opinion

We have audited the financial statements of Dumfries Mutual Insurance Company (the "Company"), which comprise the statement of financial position as at December 31, 2020 and the statements of comprehensive income and unappropriated members' surplus and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company as at December 31, 2020, and its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards.

Basis for Opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Company in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Responsibilities of Management and Those Charged with Governance 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.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company's financial reporting process.

Auditor's Responsibility

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.



Auditor's Responsibility (continued)

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit 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 Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

BDO Canada LLP

Chartered Professional Accountants, Licensed Public Accountants

Oakville, Ontario
February 16, 2021

**Dumfries Mutual Insurance Company
Statement of Financial Position**

December 31 **2020** **2019**

Assets

Cash	\$ 1,591,131	\$ 1,923,237
Due from policyholders	5,638,372	5,417,140
Investments (Note 5)	52,907,398	48,223,778
Prepaid expenses	96,166	78,148
Unpaid claims recoverable from reinsurer (Note 4)	3,268,001	2,890,000
Deferred policy acquisition expenditures (Note 4)	1,058,352	1,006,176
Property and equipment (Note 11)	4,843,977	4,969,755
	\$ 69,403,397	\$ 64,508,234

Liabilities


Accounts payable and accrued liabilities	\$ 649,306	\$ 588,920
Provision for refund of premium	760,014	-
Income taxes payable	444,417	78,238
Due to reinsurer (Note 4)	404,823	323,653
Unpaid claims (Note 4)	15,463,275	14,637,653
Unearned premiums (Note 4)	9,349,795	8,940,302
Future income tax liability	160,532	129,852
	27,232,162	24,698,618

Members' surplus

Unappropriated members' surplus	42,171,235	39,809,616
	\$ 69,403,397	\$ 64,508,234

On behalf of the Board:

 _____ Director

 _____ Director

Dumfries Mutual Insurance Company
Statement of Comprehensive Income and Unappropriated
Members' Surplus

For the year ended December 31	2020	2019
Revenue		
Gross premiums written	\$ 19,721,653	\$ 18,359,433
Less reinsurance premiums ceded	<u>(3,466,765)</u>	<u>(3,205,329)</u>
Net premiums written	16,254,888	15,154,104
Change in unearned	<u>(409,493)</u>	<u>(1,305,776)</u>
Net premiums earned	15,845,395	13,848,328
Service charges	<u>94,921</u>	<u>169,417</u>
	<u>15,940,316</u>	<u>14,017,745</u>
Direct losses incurred		
Gross claims and adjustment expenses	10,599,457	13,680,814
Less reinsurance recoveries	<u>(1,255,955)</u>	<u>(2,678,748)</u>
	<u>9,343,502</u>	<u>11,002,066</u>
	<u>6,596,814</u>	<u>3,015,679</u>
Expenses		
Commissions expense	2,279,305	2,029,323
Other operating and administrative expenses (Note 8)	<u>2,726,642</u>	<u>2,581,378</u>
	<u>5,005,947</u>	<u>4,610,701</u>
Net underwriting income (loss)	1,590,867	(1,595,022)
Other income		
Investment income (Note 6)	<u>2,334,273</u>	<u>3,142,606</u>
	<u>2,334,273</u>	<u>3,142,606</u>
Comprehensive income before refund and income taxes	3,925,140	1,547,584
Refund of surplus to policyholders (Note 4)	<u>(760,014)</u>	<u>-</u>
Comprehensive income before income taxes	<u>3,165,126</u>	<u>1,547,584</u>

Dumfries Mutual Insurance Company
Statement of Comprehensive Income and Unappropriated
Members' Surplus

For the year ended December 31	2020	2019
Income taxes (Note 9)		
Current	772,827	328,413
Deferred	30,680	34,103
	803,507	362,516
Comprehensive income for the year	2,361,619	1,185,068
Unappropriated members' surplus, beginning of year	39,809,616	38,624,548
Unappropriated members' surplus, end of year	\$ 42,171,235	\$ 39,809,616

Dumfries Mutual Insurance Company Statement of Cash Flows

For the year ended December 31	2020	2019
Cash provided by (used in)		
Operating activities		
Comprehensive income	\$ 2,361,619	\$ 1,185,068
Adjustments for:		
Depreciation	174,082	183,475
Interest and dividend income	(1,117,872)	(1,176,431)
Current income taxes	772,827	328,413
Deferred income taxes	30,680	34,103
Realized gain on disposal of investments	(660,730)	(396,534)
Unrealized gain on investments	(443,769)	(1,720,205)
	1,116,837	(1,562,111)
Changes in working capital		
Due from policyholders	(221,232)	(840,317)
Accounts payable and accrued liabilities	60,386	288,860
	(160,846)	(551,457)
Changes in insurance contract related balances, provisions		
Provision for refund of premium	760,014	(62,320)
Due to reinsurer	81,170	178,573
Unpaid claims	825,622	108,280
Unearned premiums	409,493	1,305,776
Prepaid expenses	(18,018)	(27,599)
Unpaid claims recoverable from reinsurer	(378,001)	1,036,000
Deferred policy acquisition expenditures	(52,176)	(134,711)
	1,628,104	2,403,999
Cash flows related to interest, dividends and income taxes		
Interest and dividends received	1,117,872	1,176,431
Income taxes (paid) recovered	(406,648)	607,665
	3,295,319	2,074,527
Total cash inflows from operating activities	3,295,319	2,074,527
Investing activities		
Sale of investments	28,952,936	21,515,184
Purchase of investments	(32,532,057)	(23,306,485)
Purchase of property and equipment	(48,304)	(174,917)
	(3,627,425)	(1,966,218)
Total cash outflows from investing activities	(3,627,425)	(1,966,218)
Increase (decrease) in cash	(332,106)	108,309
Cash, beginning of year	1,923,237	1,814,928
Cash, end of year	\$ 1,591,131	\$ 1,923,237

Dumfries Mutual Insurance Company

Notes to Financial Statements

December 31, 2020

1. Corporate Information

Dumfries Mutual Insurance Company (the "Company" or "Dumfries") 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 in Sheffield, 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 Ontario Mutual Insurance Association ("OMIA"). The rate filing includes actuarial justification for rate increases or decreases. All rate filings are approved or denied by the Financial Services Regulatory Authority of Ontario ("FSRA"). 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 February 16, 2021.

2. Basis of Preparation

(a) Statement of Compliance

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

(b) Basis of Measurement

These financial statements were prepared under the historical cost convention, except for financial assets classified as fair value through profit or loss ("FVTPL").

The financial statements are presented in Canadian dollars ("CDN"), which is also the Company's functional currency.

(c) Judgment and Estimates

The preparation of financial statements in compliance with IFRS requires management to make certain critical accounting estimates. It also requires management to exercise judgment in applying the Company's accounting policies. The areas involving critical judgments 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 are:

Dumfries Mutual Insurance Company

Notes to Financial Statements

December 31, 2020

2. Basis of Preparation (continued)

- The calculation of unpaid claims, including the determination of the initial claim liability, discount rates, the estimate of time until ultimate settlement and the performance of a liability adequacy test (Note 4);
- The determination of the recoverability of deferred policy acquisition expenses (Note 4); and
- The classification of financial assets at FVTPL, which includes assessing the business model within which the assets are held and whether the contractual terms of the assets are solely payments of principal and interest on the principal amount outstanding (Note 5).

In addition, in preparing the financial statements, the notes to the financial statements were ordered such that the most relevant information was presented earlier in the notes and the disclosures that management deemed to be immaterial were excluded from the notes to the financial statements. The determination of the relevance and materiality of disclosures involved significant judgment.

3. Adoption of New Accounting Standards

Accounting standards, interpretations and amendments effective for accounting years beginning on or after January 1, 2020 did not materially affect the Company's financial statements.

4. 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 generally accepted accounting principles.

Balances arising from insurance contracts primarily include unearned premiums, provisions for unpaid claims and adjustment expenses, the unpaid claims recoverable from reinsurer and unpaid claims and adjustment expenses and deferred policy acquisition expenses.

(a) 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 agents and exclusive of taxes levied on premiums.

Dumfries Mutual Insurance Company Notes to Financial Statements

December 31, 2020

4. Insurance Contracts (continued)

The Company recognizes premium income evenly over the term of the insurance policy 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 (UEP). Changes in unearned premiums recorded in the statement of financial position for the years-ended December 31, 2020 and 2019 and their impact on net premiums earned is as follows:

	2020	2019
Balance , beginning of the year	\$ 8,940,302	\$ 7,634,526
Premiums written	19,721,653	18,359,433
Premiums earned during year	(18,902,667)	(15,747,881)
Change in unearned premiums	(409,493)	(1,305,776)
	\$ 9,349,795	\$ 8,940,302

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 Regulatory Authority of Ontario and therefore may result in a delay in adjusting the pricing to exposed risk.

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, 2020 and 2019.

Amounts due from policyholders are short-term in nature consisting of a large number of policyholders. The COVID-19 crisis did not significantly impact the level of bad debt expense and allowance for doubtful accounts on amounts due from policyholders and other customer receivables. The Company applied judgment in its evaluation of the provision to consider flexible payment options provided, as well as experience during the crisis and in past economic downturns. Regular review of amounts outstanding is performed to ensure credit worthiness.

(b) Unpaid claims recoverable from reinsurer

The Unpaid claims recoverable from reinsurer are recognized as an asset using principles consistent with the Company's method for determining the unearned premium liability.

Dumfries Mutual Insurance Company Notes to Financial Statements

December 31, 2020

4. Insurance Contracts (continued)

(c) Deferred policy acquisition expenses

Acquisition costs are comprised of agents' commissions and premium taxes. 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. Changes in deferred policy acquisition expenses recorded in statement of financial position for the years-ended December 31, 2020 and 2019 and their impact on fees, commissions and other acquisition expenses is as follows:

	2020	2019
Balance , beginning of the year	\$ 1,006,176	\$ 871,465
Acquisition expenses incurred	2,340,167	2,175,666
Expensed during the year	(2,287,991)	(2,040,955)
Balance , end of the year	\$ 1,058,352	\$ 1,006,176

(d) Unpaid claims and adjustment expenses

Individual loss estimates are provided on each claim reported. In addition, provisions are made for adjustment expenses, claims development, 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 a discounted basis to reflect the time value of money. As required by actuarial standards in Canada, claims liabilities also include a provision for adverse deviation (PFAD), which represents an additional margin on valuation variable factors, which are claims development, reinsurance recoveries and interest rates used in discounting claims liabilities.

In relation to COVID-19, the Company applied judgment and actuarial standards to determine its unpaid claims, using different scenarios and assumptions based on the information currently available.

Dumfries Mutual Insurance Company
Notes to Financial Statements

December 31, 2020

4. Insurance Contracts (continued)

A summary of the Company's outstanding gross unpaid claims liabilities, related reinsurer's share of unpaid claims and the net insurance liabilities follows:

	December 31, 2020			December 31, 2019		
	Gross	Re- insurance	Net	Gross	Re- insurance	Net
Outstanding claims provision						
Long-term	\$ 7,279,872	\$ 1,177,546	\$ 6,102,326	\$ 8,029,544	\$ 1,393,595	\$ 6,635,950
Short-term	2,372,644	-	2,372,644	1,305,070	63,517	1,241,553
Facility Association and other residual pools	469,276	-	469,276	434,653	-	434,653
	10,121,792	1,177,546	8,944,246	9,769,267	1,457,112	8,312,156
Provision for claims incurred but not reported	5,341,483	2,090,455	3,251,028	4,868,386	1,432,888	3,435,498
	\$ 15,463,275	\$ 3,268,001	\$ 12,195,274	\$ 14,637,653	\$ 2,890,000	\$ 11,747,654

Dumfries Mutual Insurance Company Notes to Financial Statements

December 31, 2020

4. Insurance Contracts (continued)

(d) Unpaid claims and adjustment expenses (continued)

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 can create 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.

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

Changes in claim liabilities recorded in the statement of financial position for the years-ended December 31, 2020 and 2019 and their impact on claims and adjustment expenses is as follows:

	2020	2019
Unpaid claims liabilities - beginning of year – net of reinsurance	\$ 11,747,653	\$ 10,603,373
Decrease in estimated losses and expenses, for losses occurring in prior years	1,201,621	1,717,280
Provision for losses and expenses on claims occurring in the current year	8,142,000	9,391,000
Payment on claims:		
Current year	(5,286,000)	(4,747,000)
Prior years	(3,610,000)	(5,217,000)
Unpaid claims – end of year - net of reinsurance	12,195,274	11,747,653
Reinsurer's share	3,268,001	2,890,000
	\$ 15,463,275	\$ 14,637,653

Dumfries Mutual Insurance Company Notes to Financial Statements

December 31, 2020

4. Insurance Contracts (continued)

Claim development

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 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 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 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 below show how the Company's estimate of cumulative incurred claim cost for each accident year has changed at successive year ends and reconcile the cumulative claims to the amount appearing in the statement of financial position. An accident-year basis is considered to be the most appropriate for the business written by the Company.

Dumfries Mutual Insurance Company Notes to Financial Statements

December 31, 2020

4. Insurance Contracts (continued)

Gross claims (000's)

Reporting date	Accident Year										Total
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	
At end of claim year	\$ 10,641	\$ 5,701	\$ 6,938	\$ 13,724	\$ 6,972	\$ 7,883	\$ 7,906	\$ 10,304	\$ 12,153	\$ 8,622	
1 year later	9,851	6,031	7,184	12,598	7,100	7,249	7,699	10,215	12,066		
2 years later	9,962	5,491	6,631	13,362	6,887	6,836	7,064	9,992			
3 years later	8,814	5,209	6,015	13,166	6,711	6,700	8,095				
4 years later	8,672	5,327	6,032	13,451	6,402	6,958					
5 years later	7,715	5,104	6,617	13,931	6,438						
6 years later	7,249	4,974	6,629	13,757							
7 years later	7,298	4,951	6,716								
8 years later	7,454	4,818									
9 years later	7,454										
Current estimate of ultimate cost	7,454	4,818	6,716	13,757	6,438	6,958	8,095	9,992	12,066	8,622	\$ 84,916
Cumulative payments	7,454	4,818	6,491	13,544	5,861	5,996	5,817	8,132	9,071	4,185	71,368
Outstanding claims	\$ -	\$ -	\$ 224	\$ 213	\$ 578	\$ 962	\$ 2,278	\$ 1,860	\$ 2,995	\$ 4,438	\$ 13,548
Liability for all prior accident years											-
Impact of discount and PFAD											812
Facility Association and risk sharing pool											1,103
Total gross claims											\$ 15,463

Dumfries Mutual Insurance Company Notes to Financial Statements

December 31, 2020

4. Insurance Contracts (continued)

Net of reinsurance (000's)

Reporting date	Accident Year										Total
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	
At end of claim year	\$ 9,002	\$ 5,600	\$ 6,801	\$ 8,576	\$ 5,952	\$ 7,067	\$ 7,314	\$ 9,721	\$ 10,416	\$ 7,806	
1 year later	9,040	5,900	6,328	8,129	6,271	6,461	7,230	9,591	10,068		
2 years later	8,691	5,044	6,017	8,173	6,369	6,302	6,825	9,521			
3 years later	7,014	5,017	5,637	8,081	6,110	6,328	7,327				
4 years later	6,898	5,109	5,734	8,639	6,149	6,492					
5 years later	6,796	4,975	5,854	8,606	6,184						
6 years later	6,509	4,847	5,848	8,493							
7 years later	6,485	4,824	5,895								
8 years later	6,501	4,691									
9 years later	6,501										
Current estimate of ultimate cost	6,501	4,691	5,895	8,493	6,184	6,492	7,327	9,521	10,068	7,806	\$ 72,978
Cumulative payments	6,501	4,691	5,669	8,424	5,632	5,703	5,817	8,038	7,800	4,185	62,460
Outstanding claims	\$ -	\$ -	\$ 226	\$ 69	\$ 552	\$ 789	\$ 1,510	\$ 1,483	\$ 2,268	\$ 3,621	\$ 10,518
Liability for all prior accident years											(144)
Impact of discount and PFAD											719
Facility Association and risk sharing pool											1,103
Total net claims											\$ 12,196

Dumfries Mutual Insurance Company Notes to Financial Statements

December 31, 2020

4. Insurance Contracts (continued)

Claim development (continued)

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.

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

(000's)	Property claims		Auto claims		Liability claims	
	2020	2019	2020	2019	2020	2019
5% increase in loss ratios						
Gross	\$ 367	\$ 337	\$ 548	\$ 513	\$ 71	\$ 68
Net	311	283	446	421	56	54
5% decrease in loss ratios						
Gross	\$ (367)	\$ (337)	\$ (548)	\$ (513)	\$ (71)	\$ (68)
Net	(311)	(283)	(446)	(421)	(56)	(54)

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.

(e) Liability adequacy test

At each reporting date the Company performs a liability adequacy test on its insurance liabilities less deferred acquisition expenditures to ensure the carrying value is adequate, using current estimates of future cash flows, taking into account the relevant discount rate. If that assessment shows that the carrying amount of the liabilities is inadequate, any deficiency is recognized as an expense in profit and loss initially by writing down the deferred policy acquisition expense and subsequently by recognizing additional unearned premiums.

Dumfries Mutual Insurance Company Notes to Financial Statements

December 31, 2020

4. Insurance Contracts (continued)

(f) Reinsurer's 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. Retention limits for the excess-of-loss reinsurance are set by product line. Reinsurance premiums are accounted for in the same period as the related premiums for the direct insurance business being reinsured. Reinsurance liabilities, comprised of premiums payable for the purchase of reinsurance contracts, are included in Due to reinsurer and are recognized as an expense on the same basis as revenue on the underlying policies being reinsured.

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 \$335,000 (2019 - \$335,000) in the event of a property claim, an amount of \$410,000 (2019 - \$410,000) in the event of an automobile claim and \$285,000 (2019 - \$285,000) in the event of a liability claim. For amounts over the respective limits there is a 50% retention to a specified maximum. In addition, the Company has obtained stop loss reinsurance which limits the liability of all claims in a specific year to 80% (2019 – 80%) of gross net earned premiums for property and automobile.

Amounts recoverable from reinsurer 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 the reinsurer is unable to meet its obligations assumed under such reinsurance agreements.

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. Changes in due from reinsurer recorded in the statement of financial position for the years-ended December 31, 2020 and 2019 follow:

	2020	2019
Balance , beginning of the year	\$ 2,890,000	\$ 3,926,000
New claims reserve	1,454,396	619,242
Change in prior years' reserve	(395,950)	1,078,206
Submitted to reinsurer	(680,445)	(2,733,448)
	\$ 3,268,001	\$ 2,890,000
Balance , end of the year		

Reinsurance is placed with Farm Mutual Re, a Canadian registered reinsurer. Management monitors the creditworthiness of Farm Mutual Re by reviewing their annual financial statements and through ongoing communications. Reinsurance treaties are reviewed annually by management prior to renewal of the reinsurance contract. At year end, the Company reviewed the amounts owing from its reinsurer and determined that no allowance is necessary.

Dumfries Mutual Insurance Company Notes to Financial Statements

December 31, 2020

4. Insurance Contracts (continued)

(g) Refund of surplus to policyholders

At the discretion of the board of directors, the Company may declare a refund to its policyholders based on the premiums paid. This refund is recognized as a reduction of comprehensive income in the period for which it is declared.

During the year, the Company declared a refund of surplus to policyholders of \$760,014 (2019 - \$Nil).

5. Investments

(a) Recognition and initial measurement

The Company recognizes debt instruments on the date on which they are originated. Equity instruments are recognized on the trade date, which is the date that the asset is received by the Company. The instruments are initially measured at fair value.

(b) Classification and subsequent measurement

The Company classifies its debt instruments, GICs and bonds as FVTPL because the Company manages the debt instruments and evaluates their performance on a fair value basis in accordance with a documented investment strategy and the instruments are neither held to collect contractual cash flows nor held both to collect contractual cash flows and to sell financial assets.

The Company classifies its equity instruments as FVTPL.

The debt and equity instruments are subsequently measured at fair value where the net gains and losses, including any interest or dividend income and foreign exchange gains and losses, are recognized in profit or loss.

(c) Derecognition

The Company derecognizes investments when the contractual rights to the cash flows from the investment expires or the Company transfers the investment. On derecognition, the difference between the carrying amount at the date of derecognition and the consideration received is recognized in profit or loss.

Dumfries Mutual Insurance Company Notes to Financial Statements

December 31, 2020

5. Investments (continued)

(d) Risks

The following table provides fair value information of investments by type of security and issuer.

	<u>2020</u>	<u>2019</u>
Bonds issued by		
Provincial	\$ 203,936	\$ 399,923
US Treasury	132,607	1,890,649
Corporate	<u>2,061,020</u>	<u>1,806,482</u>
	<u>2,397,563</u>	<u>4,116,456</u>
Equity investments		
Canadian listed companies	4,641,440	4,834,823
Canadian private company	1,392,714	1,400,000
US listed companies	<u>4,589,571</u>	<u>4,709,892</u>
	<u>10,623,725</u>	<u>10,944,715</u>
Other investments		
Guaranteed investment certificates, money market funds and term deposits	39,852,940	33,129,932
Fire mutual guarantee fund	<u>33,170</u>	<u>32,675</u>
	<u>39,886,110</u>	<u>32,375,838</u>
Total investments	<u>\$52,907,398</u>	<u>\$48,223,778</u>

The Company is exposed to credit risk relating to its bond holdings in its investment portfolio.

The Company's investment policy puts limits on the bond portfolio including portfolio composition limits, issuer type limits, bond quality limits, aggregate issuer limits, corporate sector limits and general guidelines for geographic exposure. The bond portfolio includes 50% (2019 – 71%) of bonds rated A or better and 43% (2019 - 29%) of bonds rated BBB. The Company's investment policy limits investment in bonds and debentures of the various ratings to limits ranging from 20% to 90% of the Company's portfolio. The Company's policy requires that funds be invested in bonds and debentures of Federal, Provincial or Municipal Government and corporations rated A or better. All fixed income portfolios are measured for performance on a quarterly basis and monitored by management on a monthly basis.

The maximum exposure to investment credit risk is the carrying value of investments.

Due to the impact of COVID-19, bond yields have significantly decreased in the current year. The Company continues to monitor investments for credit ratings to ensure investments are made in bonds rated A or better.

Dumfries Mutual Insurance Company Notes to Financial Statements

December 31, 2020

5. Investments (continued)

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. The Company has no 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's investment policy requires that 5% to 75% of the Company's portfolio be held in cash and short-term investments. Short-term investments include money market funds, in addition to non-cashable GICs and term deposits that earn interest between 1.15% to 3.30% (2019 - 1.70% to 3.30%).

Maturity profile of money market funds, non-cashable GICs and term deposits are as follows:

	<u>Within 1 year</u>	<u>2 to 5 years</u>	<u>Total Fair Value</u>
December 31, 2020	\$ 7,222,056	\$ 32,630,884	\$ 39,852,940
Percent of Total	18.12%	81.88%	100%
December 31, 2019	\$ 18,816,502	\$ 14,313,430	\$ 33,129,932
Percent of Total	56.80%	43.20%	100%

Maturity profile of bonds held is as follows:

	<u>Within 1 year</u>	<u>2 to 5 years</u>	<u>Total Fair Value</u>
December 31, 2020	\$ 270,721	\$ 2,126,842	\$ 2,397,563
Percent of Total	11.29%	88.71%	100%
December 31, 2019	\$ 1,695,456	\$ 2,401,957	\$ 4,097,413
Percent of Total	41.38%	58.62%	100%

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

Market factors that will impact the fair value of investments include three types of risk: currency risk, interest rate risk and equity risk.

The Company's investment policy operates within the guidelines of the Insurance Act. An investment policy is in place and its application is monitored by the Investment Committee and the Board of Directors. Diversification techniques are utilized to minimize risk.

Dumfries Mutual Insurance Company Notes to Financial Statements

December 31, 2020

5. Investments (continued)

Company's currency risk is related to stock holdings which are limited to US listed equities in sectors which are not readily available in Canada. The Company limits its holdings in foreign equity to 50% of total equity investments in accordance with its investment policy. Foreign currency changes are monitored by the Investment Committee and holdings are adjusted when offside of the investment policy

The Company is exposed to currency risk on its investments in the US Included in the statement of financial position are US denominated investments of \$5,122,735 CDN (2019 - \$7,270,543 CDN). If the US dollar weakened/strengthened by 5% against the Canadian dollar, all other variables held constant, the net effect on the Unappropriated members' surplus for the year would be \$256,137 lower/higher (2019 - \$363,527).

The Company is exposed to interest rate risk through its interest bearing investments (GICs, term deposits, 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 gains or losses in profit or loss.

At December 31, 2020, a 1% move in interest rates, with all other variables held constant, could impact the market value of bonds by \$50,465 (2019 - \$65,340).

The Company is exposed to equity risk through its portfolio of stocks in listed Canadian and United States (US) companies. At December 31, 2020, 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 equity investments of \$923,101 (2019 - \$954,472). This change would be recognized in comprehensive income.

The Company's investment policy limits investment in preferred and common shares to a maximum of 25% of the market value of the portfolio. The total investment in preferred and common shares cannot exceed 25% of total assets.

Equities are monitored by the Investment Committee and the board of directors and holdings are adjusted following each quarter to ensure the investments portfolio remains in compliance with the investment policy.

The fair value of the investment in the Canadian private company fluctuates based on the value of underlying net assets held by the private company. At December 31, 2020, the change in measurement inputs would not result in a material adjustment to the Company's investment.

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

Dumfries Mutual Insurance Company Notes to Financial Statements

December 31, 2020

5. Investments (continued)

(e) Fair value measurement

The following table provides an analysis of 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;
- 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).

Financial assets recorded at fair value by the level of the fair value hierarchy:

December 31, 2020	Level 1	Level 2	Level 3	Total
Guaranteed investment certificates, money market funds and term deposits	\$ 39,852,940	\$ -	\$ -	\$ 39,852,940
Bonds	-	2,397,563	-	2,397,563
Canadian equities	4,641,440	-	-	4,641,440
Canadian private company	-	-	1,392,714	1,392,714
US equities	4,589,571	-	-	4,589,571
Fire Mutual Guarantee Fund	-	33,170	-	33,170
Total	\$ 49,083,951	\$ 2,430,733	\$ 1,392,714	\$ 52,907,398

Dumfries Mutual Insurance Company Notes to Financial Statements

December 31, 2020

5. Investments (continued)

	Level 1	Level 2	Level 3	Total
December 31, 2019				
Guaranteed investment certificates, money market funds and term deposits	\$ 33,129,932	\$ -	\$ -	\$ 33,129,932
Bonds	-	4,116,456	-	4,116,456
Canadian equities	4,834,823	-	-	1,400,000
Canadian private company	-	-	1,400,000	1,400,000
US equities	4,709,892	-	-	4,709,892
Fire mutual guarantee fund	-	32,675	-	32,675
Total	\$ 42,674,647	\$ 4,149,131	\$ 1,400,000	\$ 48,223,778

There were no transfers between any levels of the fair value hierarchy for the years ended December 31, 2020 and 2019.

The investment in a Canadian private company is recorded at fair value and is not traded on an open market. The fair value of this investment is based on valuation techniques that include inputs that are not based on observable market data (unobservable inputs). Therefore, it is classified as Level 3.

6. Investment income

	2020	2019
Interest income	\$ 960,634	\$ 962,744
Dividend income	157,238	213,687
Realized gain on disposal of investments	660,730	396,534
Investment (expenses) income	111,902	(150,564)
Unrealized gain on investments	443,769	1,720,205
	\$ 2,334,273	\$ 3,142,606

Dumfries Mutual Insurance Company Notes to Financial Statements

December 31, 2020

7. Capital Management

For the purpose of capital management, the Company has defined capital as members' surplus.

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 require 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 that are dependent on the risks associated with the Company's assets. Additionally, an interest rate risk margin is included in the MCT by assessing the sensitivity of the Company's interest-sensitive assets and liabilities to changes in interest rates. The regulator indicates that the Company should produce a minimum MCT of 150%. As at December 31, 2020, the Company has 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 deemed necessary.

Dumfries Mutual Insurance Company Notes to Financial Statements

December 31, 2020

8. Other Operating and Administrative Expenses

	2020	2019
Advertising and donations	\$ 137,826	\$ 121,571
Association fees, training and other	116,869	110,118
Bad debts	11,703	6,425
Computer services	529,704	439,326
Depreciation	174,082	183,475
Employee benefits	465,147	406,519
Inspection of risks and fire prevention	83,189	82,598
Insurance	57,938	54,124
Occupancy costs	162,867	178,966
Office and professional fees	216,831	198,454
Postage and telephone	69,160	61,783
Premium Tax	33,501	33,289
Salaries and directors' fees	1,549,922	1,382,725
Scholarships	4,900	4,900
Statistics and assessments	59,481	55,719
Travel and conventions	14,761	91,942
Internal adjusting - allocation to claims	(961,239)	(830,556)
	\$ 2,726,642	\$ 2,581,378

9. Income Taxes

Income tax expense is comprised of current and deferred tax. Current and deferred tax are recognized in net income except to the extent that it relates to items recognized directly in equity or in other comprehensive income.

The significant components of the tax effect of the amounts recognized in net income are composed of:

	2020	2019
Current tax		
Based on current year taxable income	\$ 772,827	\$ 328,413
	772,827	328,413
Deferred tax		
Temporary differences	36,611	49,264
Non-deductible claims	(5,931)	(15,161)
	\$ 30,680	\$ 34,103
Total tax effect of amounts recorded in net income	\$ 803,507	\$ 362,516

Dumfries Mutual Insurance Company Notes to Financial Statements

December 31, 2020

9. Income Taxes (continued)

Reasons for the difference between tax expense for the year and the expected income taxes based on the statutory tax rate of 26.5% (2019 – 26.5%) are as follows:

	2020	2019
Comprehensive income for the year	\$ 3,165,126	\$ 1,547,584
Expected taxes based on the statutory rate	\$ 838,758	\$ 410,110
Non deductible expenses	701	124
Canadian dividend income not subject to tax	(30,455)	(40,359)
Effect of foreign non-business tax credit	(7,478)	(10,013)
Other	1,981	2,654
Total income tax expense	\$ 803,507	\$ 362,516

10. Fire Mutuals Guarantee Fund

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 bankrupt. 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.

11. Property and Equipment

Property 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, is provided on a straight-line basis over the estimated useful lives of the assets and is calculated as follows:

Building	2.5%
Computer equipment	20.0%
Equipment and fixtures	10.0%

Depreciation methods, useful lives and residual values are reviewed annually and adjusted if necessary.

Dumfries Mutual Insurance Company
Notes to Financial Statements

December 31, 2020

11. Property and Equipment (continued)

	Land and building	Computer equipment	Equipment and fixtures	Total
Cost				
Balance at January 1, 2019	\$ 4,494,166	\$ 254,865	\$ 542,522	\$ 5,291,553
Additions	72,810	13,106	89,001	174,917
Balance at December 31, 2019	4,566,976	267,971	631,523	5,466,470
Additions	1,976	32,290	14,038	48,304
Balance at December 31, 2020	\$ 4,568,952	\$ 300,261	\$ 645,561	\$ 5,514,774
Accumulated Depreciation				
Balance at January 1, 2019	\$ 51,267	\$ 234,847	\$ 27,126	\$ 313,240
Depreciation	103,443	21,330	58,702	183,475
Balance at December 31, 2019	154,710	256,177	85,828	496,715
Depreciation	104,378	5,850	63,854	174,082
Balance at December 31, 2020	\$ 259,088	\$ 262,027	\$ 149,682	\$ 670,797
Net book value:				
December 31, 2019	\$ 4,412,266	\$ 11,794	\$ 545,695	\$ 4,969,755
December 31, 2020	\$ 4,309,864	\$ 38,234	\$ 495,879	\$ 4,843,977

Dumfries Mutual Insurance Company Notes to Financial Statements

December 31, 2020

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:

	<u>2020</u>	<u>2019</u>
Compensation		
Short term employee benefits and directors' fees	\$ 636,419	\$ 686,800
Total pension and other post-employment benefits	36,227	32,631
Premiums	93,909	79,208
Claims paid	1,953	7,826
Reversal of claims reserved	-	(23,452)
	<u>\$ 768,508</u>	<u>\$ 783,013</u>

13. Standards, amendments and interpretations not yet effective

Certain new standards, amendments to standards, and interpretations were issued by the IASB or the IFRS Interpretations Committee that are mandatory for accounting years beginning after January 1, 2020 or later that the Company has decided not to adopt early.

Of those new standards, interpretations and amendments that are not yet effective, IFRS 17 *Insurance Contracts* is expected to have a material impact on the Company's financial statements in the period of initial application.

- *IFRS 17 Insurance Contracts* supersedes IFRS 4 Insurance Contracts. IFRS 17 establishes the principles for the recognition, measurement, presentation and disclosure of insurance contracts. IFRS 17 requires entities to measure insurance contract liabilities using updated estimates and assumptions that reflect the timing of cash flows and any uncertainty relating to insurance contracts. Additionally, IFRS 17 requires entities to recognize profits as it delivers insurance services. The effective date for IFRS 17 is January 1, 2023. The Company has not yet determined the impact of adoption, however is expected to significantly impact the overall financial statements.