

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY**  
**FINANCIAL STATEMENTS**  
**AS AT DECEMBER 31, 2011**

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY**  
**TABLE OF CONTENTS**  
**AS AT DECEMBER 31, 2011**

|   | <u>Page</u> |
|---|-------------|
| <b>INDEPENDENT AUDITORS' REPORT</b>                                   | 1           |
| <b>FINANCIAL STATEMENTS</b>   |             |
| Balance Sheet   | 2           |
| Statement of Surplus and Resources<br>for Protection of Policyholders | 3           |
| Statement of Comprehensive Income                                     | 4           |
| Statement of Cash Flows   | 5           |
| Notes to Financial Statements   | 6-41        |

**INDEPENDENT AUDITORS' REPORT**

To the Policyholders of  
Hamilton Township Mutual Insurance Company

**Report on the Financial Statements**

We have audited the accompanying financial statements of Hamilton Township Mutual Insurance Company, which comprise the balance sheet as at December 31, 2011, December 31, 2010 and January 1, 2010 and the statements of surplus and resources for protection of policyholders, comprehensive income and cash flows for the years ended December 31, 2011 and December 31, 2010, 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.

**Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits 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 the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers 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 in our audits 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 Hamilton Township Mutual Insurance Company as at December 31, 2011, December 31, 2010 and January 1, 2010 and its financial performance and the cash flows for the years ended December 31, 2011 and December 31, 2010 in accordance with International Financial Reporting Standards.

*Wilkinson & Company LLP*

BELLEVILLE, Canada  
February 2, 2012

Chartered Accountants  
Licensed Public Accountants

**WILKINSON & COMPANY LLP - CHARTERED ACCOUNTANTS**

Telephone 613-966-5105 • Toll Free 1-888-728-3890 • Fax 613-962-7072  
P.O. Box 757, 139 Front Street, Belleville, Ontario K8N 5B5 • www.wilkinson.net

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY**  
**BALANCE SHEET AS AT DECEMBER 31, 2011**

|   | 2011              | 2010              | January 1,<br>2010 |
|---|-------------------|-------------------|--------------------|
|   | \$                | \$                | \$                 |
|   |                   | (Note 16)         | (Note 16)          |
| <b>ASSETS</b>   |                   |                   |                    |
| Cash  | 3,285,661         | 2,628,791         | 2,857,257          |
| Portfolio investments - Note 4  | 29,428,240        | 28,214,623        | 25,642,883         |
| Accrued investment income   | 106,564           | 141,251           | 251,308            |
| Accounts receivable   |                   |                   |                    |
| - Agents and policyholders  | 5,016,366         | 4,523,422         | 4,022,127          |
| - Reinsurers - Note 5   | 176,308           | 297,188           | 338,986            |
| - Other   | 233,268           | 193,368           | 144,380            |
| Income taxes recoverable  | 94,981            |                   |                    |
| Reinsurers' share of provisions for unpaid claims<br>and adjustment expenses - Note 5 | 14,810,882        | 10,149,682        | 9,278,068          |
| Deferred policy acquisition expenses - Note 5   | 1,884,301         | 1,741,833         | 1,610,435          |
| Prepaid expenses  | 29,869            | 20,669            | 11,771             |
| Property, plant and equipment - Note 6  | 1,178,559         | 1,277,272         | 1,220,584          |
| Deferred income taxes - Note 7  |                   |                   | 10,000             |
|   | <b>56,244,999</b> | <b>49,188,099</b> | <b>45,387,799</b>  |
| <b>LIABILITIES</b>  |                   |                   |                    |
| Accounts payable and accrued liabilities  | 860,699           | 661,455           | 819,989            |
| Profit sharing commissions payable  | 221,089           | 196,289           | 168,193            |
| Income taxes payable  |                   | 33,920            | 68,829             |
| Provision for unpaid claims and adjustment<br>expenses - Note 5                       | 24,513,755        | 18,856,480        | 18,317,499         |
| Unearned premiums - Note 5  | 10,302,074        | 9,477,939         | 8,681,687          |
| Deferred income taxes - Note 7  | 40,000            | 30,000            |                    |
|   | <b>35,937,617</b> | <b>29,256,083</b> | <b>28,056,197</b>  |
| <b>POLICYHOLDERS' SURPLUS</b>   |                   |                   |                    |
| Surplus and resources for protection of<br>policyholders                              | 20,307,382        | 19,932,016        | 17,331,602         |
| <b>APPROVED ON BEHALF OF THE BOARD</b>  |                   |                   |                    |
| _____   | Director          |                   |                    |
| _____   | Director          |                   |                    |
|   | <b>56,244,999</b> | <b>49,188,099</b> | <b>45,387,799</b>  |

The accompanying notes form an integral part of these financial statements

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY  
STATEMENT OF SURPLUS AND  
RESOURCES FOR PROTECTION OF POLICYHOLDERS  
FOR THE YEAR ENDED DECEMBER 31, 2011**

|                                      | 2011              | 2010            |
|--------------------------------------|-------------------|-----------------|
|                                      | \$                | \$<br>(Note 16) |
| <b>BALANCE - BEGINNING OF YEAR</b>   | <b>19,932,016</b> | 17,331,602      |
| <b>COMPREHENSIVE INCOME FOR YEAR</b> | <b>375,366</b>    | 2,600,414       |
| <b>BALANCE - END OF YEAR</b>         | <b>20,307,382</b> | 19,932,016      |

The accompanying notes form an integral part of these financial statements

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY**  
**STATEMENT OF COMPREHENSIVE INCOME**  
**FOR THE YEAR ENDED DECEMBER 31, 2011**

|   | 2011              | 2010              |
|---|-------------------|-------------------|
|   | \$                | \$                |
|   |                   | (Note 16)         |
| <b>PREMIUM INCOME</b>   |                   |                   |
| Gross premiums written  | 20,268,015        | 18,631,186        |
| Less reinsurance premiums   | (4,064,132)       | (3,701,215)       |
| <b>Net premiums written</b>   | <b>16,203,883</b> | <b>14,929,971</b> |
| <b>Increase in unearned premiums</b>  | <b>(824,135)</b>  | <b>(796,252)</b>  |
| <b>Net premiums earned</b>  | <b>15,379,748</b> | <b>14,133,719</b> |
| <b>Service charges</b>  | <b>253,917</b>    | <b>217,277</b>    |
|   | <b>15,633,665</b> | <b>14,350,996</b> |
| <b>DIRECT LOSSES INCURRED</b>   |                   |                   |
| Gross claims and adjusting expenses (including salaries and benefits \$335,925; 2010 \$387,892) | 15,163,608        | 8,449,579         |
| Less reinsurers' share of claims and adjusting expenses   | (5,719,499)       | (2,399,515)       |
|   | <b>9,444,109</b>  | <b>6,050,064</b>  |
|   | <b>6,189,556</b>  | <b>8,300,932</b>  |
| <b>EXPENSES</b>   |                   |                   |
| Commissions   | 3,703,875         | 3,405,238         |
| Salaries and benefits   | 1,381,823         | 1,668,621         |
| Directors fees  | 133,828           | 108,360           |
| Professional fees   | 91,775            | 80,899            |
| Travel and education  | 260,691           | 209,353           |
| Loss prevention   | 374,638           | 390,832           |
| Advertising   | 117,046           | 201,209           |
| Office, printing and telephone  | 378,161           | 373,667           |
| Ontario premium taxes   | 61,338            | 57,250            |
| Building  | 154,728           | 178,062           |
| Depreciation of property, plant and equipment and intangible assets                             | 139,418           | 86,738            |
| Other   | 71,516            | 82,856            |
|   | <b>6,868,837</b>  | <b>6,843,085</b>  |
| <b>UNDERWRITING PROFIT (LOSS)</b>   | <b>(679,281)</b>  | <b>1,457,847</b>  |
| <b>OTHER INCOME (EXPENSES)</b>  |                   |                   |
| Investment income - Note 10   | 1,299,888         | 1,568,872         |
| Management fees - portfolio investments   | (90,241)          | (80,305)          |
|   | <b>1,209,647</b>  | <b>1,488,567</b>  |
| <b>COMPREHENSIVE INCOME BEFORE INCOME TAXES</b>   | <b>530,366</b>    | <b>2,946,414</b>  |
| <b>INCOME TAX EXPENSE</b>   |                   |                   |
| Current - Note 7  | 145,000           | 306,000           |
| Deferred - Note 7   | 10,000            | 40,000            |
|   | <b>155,000</b>    | <b>346,000</b>    |
| <b>COMPREHENSIVE INCOME FOR YEAR</b>  | <b>375,366</b>    | <b>2,600,414</b>  |

The accompanying notes form an integral part of these financial statements

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY**  
**STATEMENT OF CASH FLOWS**  
**FOR THE YEAR ENDED DECEMBER 31, 2011**

|  | 2011             | 2010               |
|--|------------------|--------------------|
|  | \$               | \$<br>(Note 16)    |
| <b>OPERATING ACTIVITIES</b>  |                  |                    |
| Comprehensive income for year  | 375,366          | 2,600,414          |
| Adjustment for items which do not affect cash -                                |                  |                    |
| Depreciation of property, plant and equipment and intangible assets            | 139,418          | 86,738             |
| Gain on sale of portfolio investments (realized and unrealized)                | (409,410)        | (641,416)          |
| Deferred income taxes  | 10,000           | 40,000             |
|  | <u>115,374</u>   | <u>2,085,736</u>   |
| Net change in non-cash working capital balances related to operations - Note 8 | 1,386,408        | (240,452)          |
| <b>CASH FLOWS PROVIDED FROM OPERATING ACTIVITIES</b>                           | <u>1,501,782</u> | <u>1,845,284</u>   |
| <b>INVESTING ACTIVITIES</b>  |                  |                    |
| Purchase of portfolio investments  | (49,560,918)     | (32,671,256)       |
| Proceeds on sale of portfolio investments                                      | 48,746,588       | 30,741,033         |
| Purchase of property, plant and equipment and intangible assets                | (30,582)         | (143,427)          |
| <b>CASH FLOWS USED IN INVESTING ACTIVITIES</b>                                 | <u>(844,912)</u> | <u>(2,073,650)</u> |
| <b>INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS FOR YEAR</b>               | <u>656,870</u>   | <u>(228,366)</u>   |
| <b>CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR</b>                           | <u>2,628,791</u> | <u>2,857,157</u>   |
| <b>CASH AND CASH EQUIVALENTS - END OF YEAR</b>                                 | <u>3,285,661</u> | <u>2,628,791</u>   |
| <b>REPRESENTED BY:</b>   |                  |                    |
| Cash   | <u>3,285,661</u> | <u>2,628,791</u>   |

The accompanying notes form an integral part of these financial statements

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY  
NOTES TO FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2011**

**1. NATURE OF BUSINESS OPERATIONS**

**(a) Reporting Entity**

The Company was incorporated without share capital on May 31, 1898 under the laws of the Province of Ontario as a mutual insurance company and is subject to the Ontario Insurance Act. It is licenced to conduct its principal business activity which is to write property, liability and automobile insurance in Ontario. The Company's head office is located at 1176 Division Street, Cobourg, 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 February 2, 2012.

**(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). This is the first time that the Company has prepared its financial statements in accordance with IFRS, having previously prepared its financial statements in accordance with Canadian Generally Accepted Accounting Principles (Canadian GAAP). Details of how the transition from pre-changeover Canadian GAAP to IFRS has affected the financial position, financial performance and cash flows are disclosed in Note 16.

These financial statements were prepared under the historical cost convention, as modified by the revaluation of financial assets through profit and loss.

The Company's functional and presentation currency is the Canadian dollar.

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 a higher degree of judgment of complexity, or areas where assumptions and estimates are significant to the financial statements are disclosed in Note 2(a).

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY  
NOTES TO FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2011**

**2. ACCOUNTING POLICIES**

The Company follows International Financial Reporting Standards, which comply with the requirements for filing with the Financial Services Commission of Ontario. Those accounting policies considered to be particularly significant are as follows:

**(a) Accounting Estimates**

The Company makes estimates and assumptions about the future that affect the reported amounts of assets and liabilities. Estimates and judgments are continually evaluated and based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. In the future, actual experience may differ from these estimates and assumptions.

The effect of a change in an accounting estimate is recognized prospectively by including it in comprehensive income in the period of the change, if the change affects that period only; or in the period of the change and future periods, if the change affects both.

The estimates and assumptions that have a significant risk of causing material adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below:

**(i) Provision for Unpaid Claims**

The estimation of the provision for unpaid claims and the related reinsurers' share are the Company's most critical accounting estimates. There are several sources of uncertainty that need to be considered by the Company in estimating the amount that will ultimately be paid on these claims. The uncertainty arises because all events affecting the ultimate settlement of claims have not taken place and may not take place for some time. Changes in the estimate of the provision can be caused by receipt of additional claim information, changes in judicial interpretation of contracts, or significant changes in severity or frequency of claims from historical trends. The estimates are based on the Company's historical experience and industry experience. More details are included in Note 5.

**(ii) Income Taxes**

The Company periodically assesses its liabilities and contingencies related to income taxes for all years open to audit based on the latest information available. For matters where it is probable that an adjustment will be made, the Company records its best estimate of the tax liability including the related interest and penalties in the current tax provision. Management believes they have adequately provided for the probable outcome of these matters; however, the final outcome may result in a materially different outcome than the amount included in the tax liabilities.

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY  
NOTES TO FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2011**

**2. ACCOUNTING POLICIES (Cont'd)**

**(b) 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 provisions for unearned premiums and 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 agents 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.

**(ii) Reinsurers' Share of Unearned Premiums**

The reinsurers' share of unearned premiums are recognized as an asset using principles consistent with the Company's method for determining the unearned premium liability. The amount reflected on the balance sheet is on a gross basis to indicate the extent of credit risk related to the reinsurance and its obligations to policyholders.

**(iii) Deferred Policy Acquisition Expenses**

Acquisition costs are comprised substantially of brokers' and agents' 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.

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY  
NOTES TO FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2011**

**2. ACCOUNTING POLICIES (Cont'd)**

**(b) Insurance Contracts (Cont'd)**

**(iv) 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.

**(v) Liability Adequacy Test**

At each reporting date, 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 income statement initially writing off the deferred policy acquisition expense and subsequently by recognizing an additional claims liability for claims provisions.

**(vi) 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 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 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.

**(vii) 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.

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2011**

**2. ACCOUNTING POLICIES (Cont'd)**

**(b) Insurance Contracts (Cont'd)**

**(viii) 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 in the statement of income.

**(c) Structured Settlements, Fire Mutuals Guarantee Fund and Financial Guarantee Contracts**

The Company has the ability to enter 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 fulfil 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 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.

**(d) 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) 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.

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2011**

**2. ACCOUNTING POLICIES (Cont'd)**

**(d) Financial Instruments (Cont'd)**

**(ii) Fair Value Through Profit and Loss Investments**

Non-derivative financial assets not included in the above categories are classified as fair value through profit and loss and comprise investments in equity instruments and debt securities, including the Company's investments in private companies. These instruments are initially recognized at fair value plus transaction costs that are directly attributable to their acquisition. Subsequently, they are carried at fair value, unless they do not have a quoted market price in an active market and fair value is not reliably determinable. When they do not have a quoted market price in an active market and fair value is not reliably determinable, they are carried at cost.

Changes in fair value are recognized through income or loss.

Purchases and sales of equity instruments are recognized on settlement date.

**(iii) Other Financial Liabilities**

Other financial liabilities include all financial liabilities and comprise accounts payables, 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 carrying in the balance sheet. Interest expense in this context includes initial transaction costs and premium's payable on redemption, as well as any interest or coupon payable while the liability is outstanding.

**(iv) Classification**

Cash and cash equivalents are classified as fair value through profit and loss. Receivables are classified as loans and receivables, which are measured at amortized cost. Portfolio investments are classified in accordance with Note 2(e) below. Accounts payable and accrued liabilities, due to reinsurers and other insurance companies and structured settlements are classified as other financial liabilities, which are measured at amortized cost.

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY  
NOTES TO FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2011**

**2. ACCOUNTING POLICIES (Cont'd)**

**(e) Portfolio Investments**

Portfolio investments are classified as fair value through profit and loss, and are initially recorded at their acquisition cost on the date of trade. Investments in portfolio investments are subsequently adjusted to fair value as at the date of the balance sheet, and the corresponding unrealized gains and losses are recorded in income.

**(f) Property, Plant and Equipment and Depreciation**

Property, plant and equipment are stated at acquisition cost and subsequently measured at cost less accumulated depreciation and accumulated impairment losses. Gains or losses on the disposal of individual assets are recognized in income in the year of disposal. Depreciation is provided on the basis as detailed below:

| Asset                         | Basis         | Rate |
|-------------------------------|---------------|------|
| Buildings                     | Straight-line | 5%   |
| Computer equipment            | Straight-line | 33%  |
| Office furniture and fixtures | Straight-line | 10%  |

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

**(g) Intangible Assets**

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. Software is amortized on a straight-line basis at a rate of 100% per annum.

**(h) Income Taxes**

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

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.*

Deferred tax assets and liabilities are recognized where the carrying amount of an asset or liability differs from its tax base, except for taxable temporary differences arising on the initial recognition of goodwill and temporary differences arising on the initial recognition of an asset or liability in a transaction which is not a business combination and at the time of the transaction affects neither accounting or taxable profit or loss.

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2011**

**2. ACCOUNTING POLICIES (Cont'd)**

**(h) Income Taxes (Cont'd)**

Recognition of deferred tax assets for unused tax losses, tax credits and deductible temporary differences is restricted to those instances where it is probable that future taxable profit will be available against which the deferred tax asset can be utilized. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realized.

The amount of the deferred tax asset or liability is measured at the amount expected to be recovered from or paid to the taxation authorities. This amount is determined using tax rates and tax laws that have been acted or substantively enacted by the year-end date and are expected to apply when the liabilities / (assets) are settled / (recovered).

**(i) Provisions**

Provisions are recognized for liabilities of uncertain timing or amount that have arisen as a result of past transactions, including legal, equitable or constructive obligations. The provision is measured at the best estimate of the expenditure required to settle the obligation at the reporting date.

**(j) Accounts Receivable**

Accounts receivable are classified as loans and receivables and are measured at initial recognition at fair value and are expected to be settled within one year. Appropriate allowances for estimated irrecoverable amounts are recognized in profit or loss when there is objective evidence that the asset is impaired. Significant financial difficulties of the debtor, probability that the debtor will enter bankruptcy or financial reorganization, and default or delinquency in payments (more than 90 days overdue) are considered indicators that the trade receivable is impaired.

The carrying amount of the asset is reduced through the direct write-down of the asset in the statement of income. Subsequent recoveries of amounts previously written off are credited against operating expenses in the statement of income.

**(k) 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 including deficit payments as an expense in the year to which they relate.

**(l) Cash and Equivalents**

Cash and equivalents consist of cash on deposit.

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY  
NOTES TO FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2011**

**2. ACCOUNTING POLICIES (Cont'd)**

**(m) 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, 2012 or later periods that the Company has decided not to early adopt. The standards, amendments and interpretations that will be relevant to the Company are:

- 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 two primary measurement categories for financial assets, amortized cost and fair value. 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, 2013. The Company is in the process of evaluating the impact of the new standard.

None of the other new standards, interpretations and amendments, which are effective for the Company's accounting periods beginning after January 1, 2012 and which have not been adopted early, are expected to have a material effect on the Company's future financial statements.

**(n) Standards, Amendments and Interpretations in Effect**

Certain new standards, amendments and interpretations have been published that are mandatory for the Company's accounting periods beginning on or after January 1, 2012 or later periods that the Company has decided to early adopt. The Company has early adopted the amendments to IFRS 1 which replaces references to a fixed date of '1 January 2004' with 'the date of transition to IFRSs'. This eliminates the need for the Company to restate derecognition transactions that occurred before the date of transition to IFRSs. The amendment is effective for year ends beginning on or after July 1, 2011, however, the Company has early adopted the amendment. The impact of the amendment and early adoption is that the Company only applies IAS 39 derecognition requirements to transactions that occurred after the date of transition.

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2011**

**3. FINANCIAL INSTRUMENT CLASSIFICATION**

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

|   | Fair value<br>through profit<br>and loss<br>\$ | Loans and<br>Receivables<br>\$ | Other<br>Financial<br>Liabilities<br>\$ | Total<br>\$       |
|---|--|--------------------------------|---|-------------------|
| <b>December 31, 2011</b>                    |  |                                |   |                   |
| Cash  | 3,285,661                                      |                                |   | 3,285,661         |
| Portfolio investments - Note 4              | 29,428,240                                     |                                |   | 29,428,240        |
| Accrued investment income                   |  | 106,564                        |   | 106,564           |
| Accounts receivable                         |  |                                |   |                   |
| - Agents and policyholders                  |  | 5,016,366                      |   | 5,016,366         |
| - Reinsurance                               |  | 176,308                        |   | 176,308           |
| - Other                                     |  | 233,268                        |   | 233,268           |
| Accounts payable and<br>accrued liabilities |  |                                | (860,699)                               | (860,699)         |
| Profit sharing commissions payable          |  |                                | (221,089)                               | (221,089)         |
|   | <b>32,713,901</b>                              | <b>5,532,506</b>               | <b>(1,081,788)</b>                      | <b>37,164,619</b> |
| <b>December 31, 2010</b>                    |  |                                |   |                   |
| Cash  | 2,628,791                                      |                                |   | 2,628,791         |
| Portfolio investments - Note 4              | 28,214,623                                     |                                |   | 28,214,623        |
| Accrued investment income                   |  | 141,251                        |   | 141,251           |
| Accounts receivable                         |  |                                |   |                   |
| - Agents and policyholders                  |  | 4,523,422                      |   | 4,523,422         |
| - Reinsurers - Note 5                       |  | 338,986                        |   | 338,986           |
| - Other                                     |  | 193,368                        |   | 193,368           |
| Accounts payable and<br>accrued liabilities |  |                                | (661,455)                               | (661,455)         |
| Profit sharing commissions payable          |  |                                | (196,289)                               | (196,289)         |
|   | <b>30,843,414</b>                              | <b>5,197,027</b>               | <b>(857,744)</b>                        | <b>35,182,697</b> |
| <b>January 1, 2010</b>                      |  |                                |   |                   |
| Cash  | 2,857,257                                      |                                |   | 2,857,257         |
| Portfolio investments - Note 4              | 25,642,883                                     |                                |   | 25,642,883        |
| Accrued investment<br>income                |  | 251,308                        |   | 251,308           |
| Accounts receivable                         |  |                                |   |                   |
| - Agents and policyholders                  |  | 4,022,127                      |   | 4,022,127         |
| - Reinsurers - Note 5                       |  | 338,986                        |   | 338,986           |
| - Other                                     |  | 144,380                        |   | 144,380           |
| Accounts payable and<br>accrued liabilities |  |                                | (819,989)                               | (819,989)         |
| Profit sharing commissions payable          |  |                                | (168,193)                               | (168,193)         |
|   | <b>28,500,140</b>                              | <b>4,756,801</b>               | <b>(988,182)</b>                        | <b>32,268,759</b> |

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2011**

**4. PORTFOLIO INVESTMENTS**

As noted in Note 2(e) to these financial statements, portfolio investments are classified as fair value through profit and loss and are adjusted to market value as at the balance sheet date.

The cost and market values of the investments are as follows:

|   | December 31, 2011 |                     | December 31, 2010 |                     | January 1, 2010 |                     |
|---|-------------------|---------------------|-------------------|---------------------|-----------------|---------------------|
|   | Cost<br>\$        | Fair<br>Value<br>\$ | Cost<br>\$        | Fair<br>Value<br>\$ | Cost<br>\$      | Fair<br>Value<br>\$ |
| Money Market Fund                         | 1,349,906         | 1,349,906           | 815,789           | 815,789             | 437,515         | 437,515             |
| Term deposits                             | NIL               | NIL                 | NIL               | NIL                 | 1,159,321       | 1,159,321           |
| <b>Fixed-income securities</b>            |                   |                     |                   |                     |                 |                     |
| Federal government                        | 7,410,813         | 7,451,456           | 5,540,922         | 5,563,175           | 7,171,453       | 7,161,771           |
| Provincial government                     | 9,798,174         | 10,488,254          | 11,864,135        | 12,130,238          | 8,208,288       | 8,259,051           |
| Canadian Corporate -<br>Rated A or better | 5,392,100         | 5,696,041           | 5,000,540         | 5,174,785           | 4,269,240       | 4,469,547           |
|   | 22,601,087        | 23,635,751          | 22,405,597        | 22,868,198          | 19,648,981      | 19,890,369          |
| Guarantee Fund                            | 46,451            | 46,451              | 44,986            | 44,986              | 43,451          | 43,451              |
| Common shares                             | 4,325,334         | 4,396,132           | 3,697,806         | 4,485,650           | 3,619,365       | 4,112,227           |
|   | 28,322,778        | 29,428,240          | 26,964,178        | 28,214,623          | 24,908,633      | 25,642,883          |

The effective interest rates range from 2.93% to 5.675% (2.93% to 5.85% and 0.18% to 5.80% for December 31, 2010 and January 1, 2010 respectively).

The maximum exposure to credit risk would be the carrying value as shown above.

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY  
NOTES TO FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2011**

**4. PORTFOLIO INVESTMENTS (Cont'd)**

**Fair Value**

The estimated market value of bonds and debentures are based on quoted market values. The estimated market value of preference and common shares are determined using the last bid price.

**Maturity Profile**

The expected maturity dates for fixed-income securities are as follows:

|                                     | December 31,<br>2011<br>\$ | December 31,<br>2010<br>\$ | January 1,<br>2010<br>\$ |
|-------------------------------------|----------------------------|----------------------------|--------------------------|
| Maturing within one year            | 463,018                    | 2,135,352                  |                          |
| Maturing between one and five years | 8,216,923                  | 8,072,247                  | 7,563,250                |
| Maturing over five years            | 14,955,810                 | 12,660,599                 | 11,327,119               |
|                                     | <b>23,635,751</b>          | <b>22,868,198</b>          | <b>18,890,369</b>        |

**5. INSURANCE CONTRACTS**

**Accounts Receivable - Reinsurers**

|   | 2011<br>\$     | 2010<br>\$     |
|---|----------------|----------------|
| <b>Due from reinsurers, beginning of the year</b> | <b>297,188</b> | <b>338,986</b> |
| Submitted to reinsurer                            | 2,104,841      | 1,129,856      |
| Received from reinsurer                           | (2,225,721)    | (1,171,654)    |
| <b>Due from reinsurers, end of the year</b>       | <b>176,308</b> | <b>297,188</b> |
| <b>Expected settlement</b>                        |                |                |
| Within one year                                   | 176,308        | 297,188        |
| More than one year                                | NIL            | NIL            |

At year end, the Company reviewed the amounts owing from its reinsurer and determined that no allowance is necessary.

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2011**

**5. INSURANCE CONTRACTS (Cont'd)**

**Reinsurers Share of Provision for Unpaid Claims**

|                                       | 2011<br>\$        | 2010<br>\$        |
|---------------------------------------|-------------------|-------------------|
| <b>Balance, beginning of the year</b> | <b>10,149,682</b> | <b>9,278,068</b>  |
| New claims reserve                    | 3,562,418         | 707,140           |
| Change in prior years reserve         | 3,203,623         | 1,294,330         |
| Submitted to reinsurer                | (2,104,841)       | (1,129,856)       |
| <b>Balance, end of the year</b>       | <b>14,810,882</b> | <b>10,149,682</b> |

**Expected settlement**

|                           |                   |                  |
|---------------------------|-------------------|------------------|
| <b>Within one year</b>    | <b>2,058,290</b>  | <b>680,416</b>   |
| <b>More than one year</b> | <b>12,752,592</b> | <b>9,469,266</b> |

**Deferred Policy Acquisition Expenses**

|                                       | 2011<br>\$       | 2010<br>\$       |
|---------------------------------------|------------------|------------------|
| <b>Balance, beginning of the year</b> | <b>1,741,833</b> | <b>1,610,435</b> |
| Acquisition costs incurred            | 3,846,344        | 3,536,636        |
| Expensed during the year              | (3,703,876)      | (3,405,238)      |
| <b>Balance, end of the year</b>       | <b>1,884,301</b> | <b>1,741,833</b> |

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

**Unearned Premiums (UEP)**

|                                       | 2011<br>\$        | 2010<br>\$       |
|---------------------------------------|-------------------|------------------|
| <b>Balance, beginning of the year</b> | <b>9,477,939</b>  | <b>8,681,687</b> |
| Premiums written                      | 20,268,015        | 18,631,186       |
| Premiums earned during year           | (19,443,880)      | (17,834,934)     |
| Changes in UEP recognized in income   | 824,135           | 796,252          |
| <b>Balance, end of the year</b>       | <b>10,302,074</b> | <b>9,477,939</b> |

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2011**

**5. INSURANCE CONTRACTS (Cont'd)**

The determination of the provision for unpaid claims and adjustment expenses and the related reinsurers' share requires the estimation of the following variables: development of claims and reinsurance recoveries. The estimates are based on the Company's historical experience and classified as follows:

|   | December 31, 2011 |                   | December 31, 2010 |                   | January 1, 2010   |                  |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|------------------|
|   | Gross<br>\$       | Ceded<br>\$       | Gross<br>\$       | Ceded<br>\$       | Gross<br>\$       | Ceded<br>\$      |
| Short settlement term                             | 4,067,134         | 2,058,290         | 3,016,143         | 680,416           | 3,939,521         | 1,274,209        |
| Long settlement term                              | 12,560,542        | 8,445,324         | 9,488,500         | 6,000,508         | 7,838,158         | 4,403,859        |
| Facility association and<br>other residual pools  | 370,960           |                   | 340,917           |                   | 339,820           |                  |
| Provision for claims incurred<br>but not reported | 7,515,119         | 4,307,268         | 6,010,920         | 3,468,758         | 6,200,000         | 3,600,000        |
|   | <b>24,513,755</b> | <b>14,810,882</b> | <b>18,856,480</b> | <b>10,149,682</b> | <b>18,317,499</b> | <b>9,278,068</b> |

Short settlement term is defined as expected settlement within one year and long term settlement is defined as expected settlement of more than one year.

**Comments and Assumptions for Specific Claims Categories**

The ultimate cost of long term 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.

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 liabilities provided by the actuaries of the pools.

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY  
NOTES TO FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2011**

**5. INSURANCE CONTRACTS (Cont'd)**

**Claims and Adjustment Expenses**

Changes in claim liabilities recorded in the balance sheet for the years ended December 31, 2011 and 2010 and their impact on claims and adjustment expenses for the two years are as follow:

|  | 2011              | 2010        |
|--|-------------------|-------------|
|  | \$                | \$          |
| <b>Unpaid claim liabilities, beginning of year</b>                                       | <b>18,856,480</b> | 18,317,499  |
| Increase (decrease) in estimated losses and expenses for losses occurring in prior years | 7,569,424         | 3,897,337   |
| Provision for losses and expenses on claims occurring in the current year                | 6,554,191         | 3,479,677   |
| IBNR change and facility change  | 1,534,242         | (183,983)   |
| Payment on claims:   |                   |             |
| Current year   | (6,413,690)       | (4,612,324) |
| Prior years  | (3,586,892)       | (2,041,726) |
| <b>Unpaid claims, end of year</b>  | <b>24,513,755</b> | 18,856,480  |
| Reinsurer's share and subrogation recoverable  | 14,810,882        | 10,149,682  |
| <b>Unpaid claims, end of year - net</b>  | <b>9,702,873</b>  | 8,706,798   |

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

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY  
NOTES TO FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2011**

**5. INSURANCE CONTRACTS (Cont'd)**

**Provision for Unpaid Claims and Adjustment Expenses**

The determination of the provision for unpaid claims and adjustment expenses and the related reinsurers' share requires the estimation of three major variables which are the development of claims, reinsurance recoveries and future investment income.

The Superintendent of the Financial Services Commission of Ontario has required that consideration of future investment income be disregarded except in the evaluation of automobile accident benefit claims.

**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 year 2007 to 2011. The upper half of the tables shows 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 is required to be disclosed. This is being increased in each succeeding additional year, until ten years of information is included.

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY  
NOTES TO FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2011**

**5. INSURANCE CONTRACTS (Cont'd)**

**Claims Development (Cont'd)**

**Net Claims**

|   | 2007<br>\$<br>(000's) | 2008<br>\$<br>(000's) | 2009<br>\$<br>(000's) | 2010<br>\$<br>(000's) | 2011<br>\$<br>(000's) | Total<br>\$<br>(000's) |
|---|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------------------|
| <b>Net estimate of cumulative claims costs</b>                |                       |                       |                       |                       |                       |                        |
| At the end year of claim                                      | 7,602                 | 9,870                 | 9,979                 | 7,389                 | 11,014                |                        |
| One year later  | 5,972                 | 8,796                 | 10,337                | 7,877                 |                       |                        |
| Two years later   | 5,513                 | 8,016                 | 8,158                 |                       |                       |                        |
| Three years later   | 5,121                 | 8,051                 |                       |                       |                       |                        |
| Four years later  | 5,061                 |                       |                       |                       |                       |                        |
| <b>Current estimate of cumulative claims cost</b>             | <b>5,061</b>          | <b>8,051</b>          | <b>8,158</b>          | <b>7,877</b>          | <b>11,014</b>         | <b>40,161</b>          |
| <b>Cumulative payments</b>                                    | <b>4,879</b>          | <b>7,361</b>          | <b>6,915</b>          | <b>5,928</b>          | <b>6,175</b>          | <b>31,258</b>          |
| Outstanding claims  | 182                   | 690                   | 1,243                 | 1,949                 | 4,839                 | 8,903                  |
| Outstanding claims 2006 and prior                             |                       |                       |                       |                       |                       | 800                    |
| Total net outstanding claims net of reinsurance               |                       |                       |                       |                       |                       | 9,703                  |
| Reinsurers' share of provision for unpaid claims and expenses |                       |                       |                       |                       |                       | 14,811                 |
| <b>Provision for unpaid claims and expenses</b>               |                       |                       |                       |                       |                       | <b>24,514</b>          |

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2011**

**6. PROPERTY, PLANT AND EQUIPMENT AND INTANGIBLES**

|                                 | Property, Plant and Equipment |                |                             |   | Intangibles |                            |
|---------------------------------|-------------------------------|----------------|-----------------------------|---|-------------|----------------------------|
|                                 | Land<br>\$                    | Building<br>\$ | Computer<br>Equipment<br>\$ | Office<br>Furniture and<br>Fixtures<br>\$ | Total<br>\$ | Computer<br>Software<br>\$ |
| <b>Cost</b>                     |                               |                |                             |   |             |                            |
| Balance at January 1, 2010      | 528,000                       | 522,000        | 446,559                     | 399,116                                   | 1,895,675   |                            |
| Additions                       |                               |                | 127,642                     | 5,933                                     | 133,575     | 9,852                      |
| Balance on December 31, 2010    | 528,000                       | 522,000        | 574,201                     | 405,049                                   | 2,029,250   | 9,852                      |
| Additions                       |                               |                | 17,934                      | 5,288                                     | 23,222      | 7,360                      |
| Balance on December 31, 2011    | 528,000                       | 522,000        | 592,135                     | 410,337                                   | 2,052,472   | 17,212                     |
| <b>Accumulated Depreciation</b> |                               |                |                             |   |             |                            |
| Balance at January 1, 2010      |                               |                | 362,896                     | 312,195                                   | 675,091     |                            |
| Depreciation expense            |                               | 26,100         | 36,414                      | 14,373                                    | 76,887      | 9,852                      |
| Balance on December 31, 2010    | NIL                           | 26,100         | 399,310                     | 326,568                                   | 751,978     | 9,852                      |
| Depreciation expense            |                               | 26,100         | 80,939                      | 14,896                                    | 121,935     | 7,360                      |
| Balance on December 31, 2011    | NIL                           | 52,200         | 480,249                     | 341,464                                   | 873,913     | 17,212                     |
| <b>Net book value</b>           |                               |                |                             |   |             |                            |
| January 1, 2010                 | 528,000                       | 522,000        | 83,663                      | 86,921                                    | 1,220,584   | NIL                        |
| December 31, 2010               | 528,000                       | 495,900        | 174,891                     | 78,481                                    | 1,277,272   | NIL                        |
| December 31, 2011               | 528,000                       | 469,800        | 111,886                     | 68,873                                    | 1,178,559   | NIL                        |

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2011**

**7. INCOME TAX INFORMATION**

The Company has a reduced effective income tax rate due to eligibility for the small business deduction and exemptions within the Income Tax Act for a proportion of its taxable income relating to insuring farm related risks.

The significant components of tax expense included in net income are composed of:

|   | 2011<br>\$     | 2010<br>\$     |
|---|----------------|----------------|
| <b>Current Tax Expense</b>                            |                |                |
| Based on current year taxable income                  | 110,000        | 412,000        |
| Adjustments for over/under provision in prior periods | 35,000         | (106,000)      |
|   | <b>145,000</b> | <b>306,000</b> |
| <b>Deferred Tax Expense</b>                           |                |                |
| Origination and reversal of temporary differences     | (10,000)       | 39,000         |
| Change in tax rate                                    | 20,000         | 1,000          |
|   | <b>10,000</b>  | <b>40,000</b>  |
| <b>Total income tax expense</b>                       | <b>155,000</b> | <b>346,000</b> |

Reasons for the difference between tax expense for the year and the expected income taxes based on the effective statutory tax rate are as follows:

|  | 2011<br>\$     | 2010<br>\$     |
|--|----------------|----------------|
| Net income for the year  | 530,366        | 2,946,414      |
| Effective statutory rate   | 20.14 %        | 24.63 %        |
| Expected taxes based on the effective statutory rate   | 106,816        | 725,702        |
| Income from insuring farm related risks  | (13,772)       | (198,279)      |
| Tax treatment of investment income   | (20,017)       | (16,194)       |
| Non-taxable portion of unearned premiums, deferred acquisition costs and net provision for unpaid claims | 14,534         | 2,765          |
| Capital cost allowance below (in excess) of depreciation   | 19,718         | (23,747)       |
| Deduction for accrued amounts paid   | (1,600)        | (81,084)       |
| Other non-deductible expenses  | 3,843          | 3,820          |
| Under (over) provision in prior years  | 35,000         | (106,000)      |
| Other  | 478            | (983)          |
| <b>Total income tax expense</b>  | <b>145,000</b> | <b>306,000</b> |

Adjustments to the opening carrying value of temporary differences based on changes to the federal and provincial tax rates result in changes to deferred income tax payable and is reflected in deferred income taxes.

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2011**

**7. INCOME TAX INFORMATION (Cont'd)**

The movement in 2011 deferred tax assets and liabilities are:

|   | Opening<br>Balance<br>at<br>January 1,<br>2011<br>\$ | Recognize<br>in<br>Net<br>Income<br>\$ | Closing<br>Balance<br>at<br>December 31,<br>2011<br>\$ |
|---|--|--|--|
| <b>Deferred Tax Assets</b>  |  |  |  |
| Market to market and other<br>adjustments related to<br>investments |  |  |  |
| Unearned premiums   |  |  |  |
| Claims liabilities  | 71,000   | 77,000                                 | 148,000  |
| Other   | 8,000  | 4,000                                  | 12,000   |
| <b>Deferred tax asset</b>   | <b>79,000</b>  | <b>81,000</b>                          | <b>160,000</b>   |
| <b>Deferred Tax Liabilities</b>                                     |  |  |  |
| Property, plant and equipment                                       | (109,000)  | (91,000)                               | (200,000)  |
| <b>Deferred tax liability</b>                                       | <b>(109,000)</b>                                     | <b>(91,000)</b>                        | <b>(200,000)</b>                                       |
| 2011 net deferred tax asset<br>(liability) movement                 | (30,000)   | (10,000)                               | (40,000)   |

The movement in 2010 deferred tax assets and liabilities are:

|   | Opening<br>Balance<br>at<br>January 1,<br>2010<br>\$ | Recognize<br>in<br>Net<br>Income<br>\$ | Closing<br>Balance<br>at<br>December 31,<br>2010<br>\$ |
|---|--|--|--|
| <b>Deferred Tax Assets</b>                          |  |  |  |
| Payment of accrued liabilities                      | 37,000   | (37,000)                               |  |
| Claims liabilities                                  | 69,000   | 2,000                                  | 71,000   |
| Other   | 8,000  |  | 8,000  |
| <b>Deferred tax asset</b>                           | <b>114,000</b>                                       | <b>(35,000)</b>                        | <b>79,000</b>  |
| <b>Deferred Tax Liabilities</b>                     |  |  |  |
| Property, plant and equipment                       | (104,000)  | (5,000)                                | (109,000)  |
| <b>Deferred tax liability</b>                       | <b>(104,000)</b>                                     | <b>(5,000)</b>                         | <b>(109,000)</b>                                       |
| 2010 net deferred tax asset<br>(liability) movement | 10,000   | (40,000)                               | (30,000)   |

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2011**

**7. INCOME TAX INFORMATION (Cont'd)**

|  | 2011            | 2010            |
|--|-----------------|-----------------|
|  | \$              | \$              |
| <b>Deferred Tax Assets</b>                                       |                 |                 |
| Deferred tax assets to be recovered within 12 months             | 30,000          | 20,000          |
| Deferred tax assets to be recovered after more than 12 months    | 130,000         | 59,000          |
|  | <b>160,000</b>  | <b>79,000</b>   |
| <b>Deferred Tax Liability</b>                                    |                 |                 |
| Deferred tax liabilities to be settled after more than 12 months | (200,000)       | (109,000)       |
|  | <b>(40,000)</b> | <b>(30,000)</b> |

**8. NET CHANGE IN NON-CASH WORKING CAPITAL BALANCES RELATED TO OPERATIONS**

Cash provided from (used in) non-cash working capital is compiled as follows:

|  | 2011               | 2010               |
|--|--------------------|--------------------|
|  | \$                 | \$                 |
| <b>(INCREASE) DECREASE IN CURRENT ASSETS</b>                                 |                    |                    |
| Accrued interest   | 34,687             | 110,057            |
| Accounts receivable - agents and policyholders                               | (492,944)          | (501,295)          |
| Accounts receivable - reinsurers   | 120,880            | 203,549            |
| Accounts receivable - other  | (39,900)           | (19,762)           |
| Income taxes recoverable   | (94,981)           |                    |
| Reinsurers' share of provision for unpaid claims and adjustment expenses     | (4,661,200)        | (871,614)          |
| Deferred policy acquisition expenses   | (142,468)          | (131,398)          |
| Prepaid expenses   | (9,200)            | (8,898)            |
|  | <b>(5,285,126)</b> | <b>(1,219,361)</b> |
| <b>INCREASE (DECREASE) IN CURRENT LIABILITIES</b>                            |                    |                    |
| Accounts payable and accrued liabilities                                     | 199,244            | (349,512)          |
| Profit sharing commissions payable   | 24,800             | 28,096             |
| Income taxes payable   | (33,920)           | (34,909)           |
| Provision for unpaid claims and adjustment expenses                          | 5,657,275          | 538,981            |
| Unearned premiums  | 824,135            | 796,253            |
|  | <b>6,671,534</b>   | <b>978,909</b>     |
| <b>NET CHANGE IN NON-CASH WORKING CAPITAL BALANCES RELATED TO OPERATIONS</b> | <b>1,386,408</b>   | <b>(240,452)</b>   |

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2011**

**9. 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 reinsurances 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. Reinsurance is placed with Farm Mutual Reinsurance Plan Inc. (FMRP), a Canadian registered reinsurer.

The Company follows a policy of underwriting with reinsuring contracts of insurance. During the year, the Company's liability was limited to a maximum amount of any one claim of \$325,000 in the event of a property claim, \$235,000 in the event of a liability claim and \$235,000 in the event of an auto claim. In addition, the Company has obtained property reinsurance having an upper amount of \$6,000,000 per risk and liability and automobile reinsurance protection of \$2,000,000 per policy. The company has purchased catastrophe coverage which limits the Company's liability to \$750,000 (plus 5% of any amount exceeding \$750,000) in the event of a series of claims arising out of a single occurrence. The Company also has obtained stop loss reinsurance which limits the liability of all claims in a specific year to 80% of gross net earned premiums for property and 100% of gross net earned premiums for liability and automobile lines of business.

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2011**

**9. INSURANCE RISK MANAGEMENT (Cont'd)**

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, 2011 and 2010.

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 occurrences, expected loss ratios and claims development as described in Note 5.

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 |         |
|---------------------------------|-----------------|---------|-------------|---------|------------------|---------|
|                                 | 2011            | 2010    | 2011        | 2010    | 2011             | 2010    |
|                                 | \$              | \$      | \$          | \$      | \$               | \$      |
| <b>5% change in loss ratios</b> |                 |         |             |         |                  |         |
| Gross claims change             | 615,000         | 573,000 | 271,000     | 238,000 | 122,000          | 114,000 |
| Net claims change               | 486,000         | 448,000 | 171,000     | 156,000 | 67,000           | 62,000  |

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.

**10. INVESTMENT AND OTHER INCOME**

|   | 2011             | 2010             |
|---|------------------|------------------|
|   | \$               | \$               |
| Interest income                                     | 783,173          | 848,792          |
| Dividend income                                     | 107,305          | 78,664           |
| Unrealized gains (losses) on fair value measurement | (144,971)        | 515,192          |
| Realized gains on disposal of investments           | 554,381          | 126,224          |
|   | <b>1,299,888</b> | <b>1,568,872</b> |

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY  
NOTES TO FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2011**

**11. 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:

|  | 2011           | 2010           |
|--|----------------|----------------|
|  | \$             | \$             |
| <b>Compensation</b>  |                |                |
| Salary, wages, short-term employee benefits<br>and director's fees | 865,961        | 790,381        |
| Commission discounts   | 2,520          | 2,567          |
|  | <b>868,481</b> | <b>792,948</b> |
| <br>   |                |                |
| Premiums   | 103,515        | 91,812         |
| <br>   |                |                |
| Claims incurred  | 4,485          | 43,516         |
| <br>   |                |                |
| Provision for unpaid claims and adjusting expenses                 | 922            | 10,000         |

Amounts owing from key management personnel and directors (excluding compensation due and accrued) at December 31, 2011 amounts to \$12,550 (2010 - \$10,379). The amounts owing are subject to regular payment terms for policyholders are included in the accounts receivable - agents and policyholders on the balance sheet. No amounts are overdue.

**12. FINANCIAL INSTRUMENTS**

Financial instruments consist of cash, portfolio investments, accrued investment income, accounts receivable, reinsurers' share of provision for unpaid claims and adjustment expenses, accounts payable and accrued liabilities, due to reinsurers and provision for unpaid claims and adjustment expenses. The carrying amounts approximate their fair market value due to the immediate or short-term maturity of these financial instruments except for portfolio investments which are disclosed in Note 4 to these financial statements.

**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 fixed income securities in its investment portfolio and the reliance on reinsurers to make payment when certain loss conditions are met.

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY  
NOTES TO FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2011**

**12. FINANCIAL INSTRUMENTS (Cont'd)**

**Credit Risk (Cont'd)**

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 debt security portfolio remains very high quality with 100% of the securities rated A or better; all debt securities must have a A rating or better per the Company's investment policy. 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 Program ("FMRP"), a Canadian registered reinsurer. Management monitors the creditworthiness 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.

Accounts 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 limited to the carrying value of these instruments.

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 or 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 investments 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. The Policy limits the investment in any one corporate issuer to a maximum of 10% of the Company's total debt securities portfolio.

**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 does not hold any significant financial instruments in foreign currency, and as such, is not exposed to significant currency risk.

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.

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY  
NOTES TO FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2011**

**12. FINANCIAL INSTRUMENTS (Cont'd)**

**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.

The Company is exposed to risk through its interest-bearing investments (term deposits and debt securities).

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 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 comprehensive 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 and policies and procedures for managing interest rate risk is to diversify the bond portfolio in such a way that the bonds are a portfolio laddered over several years and an approximately equal portion of the bond portfolio would come due each year and be reinvested. This protects the Company from fluctuations in the interest rates.

As prevailing interest rates increase or decrease, the market value of these interest-bearing investments change. If interest rates were to change by 1%, with all other variables being held constant, then the effect on the market value of these investments would be approximately \$1,173,000. The Company has structured its portfolio in a manner as to have the ability to allow fixed-income securities to be held to maturity to reduce any potential interest rate risk. For bonds that the Company did not sell during the year, the change during the year and changes prior to the year would be recognized as comprehensive income during the period.

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.

**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 preference and common shares of \$436,000. For shares that the Company did not sell during the period, the change would be recognized in the asset value and in comprehensive income. For shares that the Company did sell during the period, the change during the period and changes prior to the period would be recognized as net realized gains in income during the period.

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY  
NOTES TO FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2011**

**12. FINANCIAL INSTRUMENTS (Cont'd)**

The Company's investments 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. The Policy limits the investment in preference and common shares are as follows:

| Investment Category                     | Maximum percentage of investment portfolio | Minimum percentage of investment portfolio |
|---|--|--|
| Canadian equities, preferred and common | 25%  | 10%  |
| Bonds                                   | 90%  | 50%  |
| Government bonds                        | 80%  | 15%  |
| Municipal bonds                         | 30%  | N/A  |
| Corporate securities                    | 30%  | N/A  |
| Individual corporate group              | 10%  | N/A  |

**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. Current liabilities arise as claims are made. There are no material liabilities that can be called unexpectedly at the demand of a lender or client. There are 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 the investment income.

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.

**13. DISCLOSURES RELATING TO FAIR VALUE MEASUREMENTS**

The Company has categorized its financial assets and liabilities where fair value does not approximate cost based on the priority of the inputs to the valuation techniques used to measure fair value, into a three level fair value hierarchy. Financial assets and liabilities measured at fair value are categorized as follows:

Level 1: Fair value is based on unadjusted quoted prices for identical assets or liabilities in an active market.

Level 2: Fair value is based on quoted prices for similar assets or liabilities in active markets, valuation that is based on significant observable inputs or inputs that are derived principally for or corroborated with observable market data through correlation or other means.

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY  
NOTES TO FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2011**

**13. DISCLOSURES RELATING TO FAIR VALUE MEASUREMENTS (Cont'd)**

Level 3: Fair value is based on valuation techniques that require one or more significant unobservable inputs or the use of broker quotes. These unobservable inputs reflect the Company's assumptions about the assumptions market participants would use in pricing the assets or liabilities.

|  | Level 1<br>\$<br>(000's) | Level 2<br>\$<br>(000's) | Total<br>\$<br>(000's) |
|--|--------------------------|--------------------------|------------------------|
| <b>December 31, 2011</b>                       |                          |                          |                        |
| Fixed-income securities                        |                          |                          |                        |
| Federal government                             | 7,451                    |                          | 7,451                  |
| Provincial government                          | 10,488                   |                          | 10,488                 |
| Canadian Corporate                             | 5,696                    |                          | 5,696                  |
| Guarantee Fund                                 |                          | 46                       | 46                     |
| Common shares                                  | 4,396                    |                          | 4,396                  |
| <b>TOTAL ASSETS MEASURED AT<br/>FAIR VALUE</b> | <b>28,031</b>            | <b>46</b>                | <b>28,077</b>          |
|  | Level 1<br>\$<br>(000's) | Level 2<br>\$<br>(000's) | Total<br>\$<br>(000's) |
| <b>December 31, 2010</b>                       |                          |                          |                        |
| Fixed-income securities                        |                          |                          |                        |
| Federal government                             | 5,563                    |                          | 5,563                  |
| Provincial government                          | 12,130                   |                          | 12,130                 |
| Canadian Corporate                             | 5,175                    |                          | 5,175                  |
| Guarantee Funds                                |                          | 45                       | 45                     |
| Common shares                                  | 4,486                    |                          | 4,486                  |
| <b>TOTAL ASSETS MEASURED AT<br/>FAIR VALUE</b> | <b>27,354</b>            | <b>45</b>                | <b>27,399</b>          |

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY  
NOTES TO FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2011**

**13. DISCLOSURES RELATING TO FAIR VALUE MEASUREMENTS (Cont'd)**

|  | Level 1<br>\$<br>(000's) | Level 2<br>\$<br>(000's) | Total<br>\$<br>(000's) |
|--|--------------------------|--------------------------|------------------------|
| <b>January 1, 2010</b>                         |                          |                          |                        |
| Fixed-income securities                        |                          |                          |                        |
| Federal government                             | 7,162                    |                          | 7,162                  |
| Provincial government                          | 8,259                    |                          | 8,259                  |
| Canadian Corporate                             | 4,470                    |                          | 4,470                  |
| Guarantee Funds                                |                          | 43                       | 43                     |
| Common shares                                  | 4,112                    |                          | 4,112                  |
| <b>TOTAL ASSETS MEASURED AT<br/>FAIR VALUE</b> | <b>24,003</b>            | <b>43</b>                | <b>24,046</b>          |

Levels of fair value for financial assets are consistent with those in the prior year.

**14. 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 use capital allocations. Reinsurance is utilized to protect capital from catastrophic losses as the frequency and severity of these losses are inherently unpredictable. To limit their potential impact, catastrophic coverage for the year limited exposure to \$750,000 plus 5% of the remaining loss. The \$750,000 net retained amount represents approximately 3.7% of the Company's capital. For the purpose of capital management, the Company has defined capital as policyholders' equity (surplus).

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%. The regulator has the authority to request more extensive reporting and can place restrictions on the Company's operations if deemed necessary. The Company takes a more conservative approach and strives to maintain a MCT in excess of 400%.

The Company has several guidelines and benchmarks established by the Financial Services Commission of Ontario regarding capital management. All of these guidelines have historically been met or exceeded by the Company, and management believes they will continue to do so in current and future years.

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY  
NOTES TO FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2011**

**15. PENSION PLAN**

Employees of the company are eligible to be members of the Ontario Mutual Insurance Pension Plan which is a multi-employer plan. The plan provides defined benefits to employees based on their length of service and rates of pay. Employees contribute 7.25% of their pensionable earnings to the plan, to a maximum of \$11,435 each; the company contributes 9.961%. The plan administrator calculates the total contributions required to meet the future benefits and the company pays the excess amount not covered by the employee contributions.

During the year, the company paid \$125,706 (2010 - \$131,781) in contributions on behalf of its employees to the plan. In addition the company was required to make a solvency deficiency payment during the year to the plan of \$116,029 (2010 - \$375,693).

As this is a multi-employer pension plan, these contributions are the company's pension benefit expenses. No pension liability for this plan is included in the company's financial statements.

**16. FIRST TIME ADOPTION OF INTERNATIONAL FINANCIAL REPORTING STANDARDS**

IFRS 1, First Time Adoption of International Financial Reporting Standards, requires that comparative information be provided. As a result, the first date at which the Company has adopted IFRS was January 1, 2010 (the "Transition Date"). IFRS 1 requires first-time adopters to retrospectively apply all effective IFRS standards as of the reporting date, which for the Company will be December 31, 2011. Therefore, the financial statements for the year ended December 31, 2011, the comparative information presented in these financial statements for the year ended December 31, 2010 and the opening IFRS balance sheet at January 1, 2010 are prepared in accordance with IFRS standards effective at the reporting date. However, IFRS also provides for certain optional exemptions and certain mandatory exceptions for first time IFRS adopters.

In preparing its opening IFRS balance sheet, the Company has adjusted amounts reported previously in financial statements prepared in accordance with pre-changeover Canadian GAAP. An explanation of how the transition from pre-change-over Canadian GAAP to IFRS has affected the Company's financial position, financial performance and cash flows is set out in the following notes and tables.

**IFRS Exemptions and Exceptions**

The IFRS 1 applicable exemptions and exceptions applied in the conversion from pre-changeover Canadian GAAP to IFRS are as follows:

Optional Exemptions

**Business Combinations**

The Company elected not to retrospectively apply IFRS 3, Business Combinations, to business combinations that occurred prior to its Transition Date and such business combinations have not been restated.

**Insurance Contracts**

The Company has elected to apply the transitional provisions of IFRS 4, Insurance Contracts. IFRS 4 restricts the changes in accounting policies for insurance contracts.

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY  
NOTES TO FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2011**

**16. FIRST TIME ADOPTION OF INTERNATIONAL FINANCIAL REPORTING STANDARDS  
(Cont'd)**

**Fair Value at Deemed Cost**

The company has elected to measure land and buildings included in both property, plant and equipment at the Transition Date to IFRSs at its fair value and use that fair value as its deemed cost at that date.

**Borrowing Costs**

The Company has elected to apply the transitional provisions of IAS 23, Borrowing Costs which permits prospective capitalization of borrowing costs on qualifying assets from the Transition Date.

Mandatory Exceptions

**Derecognition of Financial Assets and Liabilities**

The Company has applied the derecognition requirements in IAS 39, Financial Instruments: Recognition and Measurement, prospectively from the Transition Date. As a result, any non-derivative financial assets or non-derivative financial liabilities derecognized prior to the Transition Date in accordance with pre-changeover Canadian GAAP have not been reviewed for compliance with IAS 39.

**Estimates**

The estimates previously made by the Company under pre-changeover Canadian GAAP were not revised for the application of IFRS except where necessary to reflect any difference in accounting policy or where there was objective evidence that those estimates were in error. As a result, the Company has not used hindsight to revise estimates.

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2011**

**16. FIRST TIME ADOPTION OF INTERNATIONAL FINANCIAL REPORTING STANDARDS**  
(Cont'd)

**Reconciliation of Equity and Comprehensive Income**

In preparing these financial statements, management has amended certain accounting policies previously applied in the pre-changeover Canadian GAAP financial statements to comply with IFRS. The comparative figures for 2010 were restated to reflect these adjustments. The following reconciliations and explanatory notes provide a description of the effect of the transition from pre-changeover Canadian GAAP to IFRS on members' surplus and comprehensive income:

**Balance Sheet for the Year Ended January 1, 2010 - Transition Date**

|  | Pre-<br>Changeover<br>Canadian<br>GAAP<br>\$ | Adjustments<br>\$<br>Subnote (vi) | IFRS<br>\$        |
|--|--|-----------------------------------|-------------------|
| <b>ASSETS</b>  |  |                                   |                   |
| Cash   | 2,857,257                                    |                                   | 2,857,257         |
| Portfolio investments - Subnote (i)  | 25,416,452                                   | 226,431                           | 25,642,883        |
| Accrued investment income  | 251,308                                      |                                   | 251,308           |
| Accounts receivable  |  |                                   |                   |
| - Agents and policyholders   | 4,022,127                                    |                                   | 4,022,127         |
| - Reinsurers - Subnote (ii)  | 347,664                                      | (8,678)                           | 338,986           |
| - Other - Subnote (ii)   | 4,968  | 139,412                           | 144,380           |
| Reinsurers' share of provisions for<br>unpaid claims and adjustment expenses | 9,278,068                                    |                                   | 9,278,068         |
| Deferred policy acquisition expenses   | 1,610,435                                    |                                   | 1,610,435         |
| Prepaid expenses   | 11,771                                       |                                   | 11,771            |
| Property, plant and equipment - Subnote (iii)                                | 497,837                                      | 722,747                           | 1,220,584         |
| Deferred income taxes - Subnote (iv)   | 100,000                                      | (90,000)                          | 10,000            |
|  | <b>44,397,887</b>                            | <b>989,912</b>                    | <b>45,387,799</b> |
| <b>LIABILITIES</b>   |  |                                   |                   |
| Accounts payable and accrued liabilities                                     |  |                                   |                   |
| - Subnote (ii)   | 689,255                                      | 130,734                           | 819,989           |
| Profit sharing commissions payable   | 168,193                                      |                                   | 168,193           |
| Income taxes payable   | 68,829                                       |                                   | 68,829            |
| Provision for unpaid claims and adjustment<br>expenses                       | 18,317,499                                   |                                   | 18,317,499        |
| Unearned premiums  | 8,681,687                                    |                                   | 8,681,687         |
|  | <b>27,925,463</b>                            | <b>130,734</b>                    | <b>28,056,197</b> |
| <b>SURPLUS</b>   |  |                                   |                   |
| Surplus and resources for protection of<br>policyholders - Subnote (v)       | 16,086,575                                   | 1,245,027                         | 17,331,602        |
| Accumulated other comprehensive income -<br>Subnote (vi)                     | 385,849                                      | (385,849)                         |                   |
|  | <b>16,472,424</b>                            | <b>859,178</b>                    | <b>17,331,602</b> |
|  | <b>44,397,887</b>                            | <b>989,912</b>                    | <b>45,387,799</b> |

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2011**

**16. FIRST TIME ADOPTION OF INTERNATIONAL FINANCIAL REPORTING STANDARDS**  
(Cont'd)

**Balance Sheet for the Year Ended December 31, 2010**

|  | Pre-<br>Changeover<br>Canadian<br>GAAP<br>\$ | Adjustments<br>\$<br>Subnote (vi) | IFRS<br>\$        |
|--|--|-----------------------------------|-------------------|
| <b>ASSETS</b>  |  |                                   |                   |
| Cash   | 2,628,791                                    |                                   | 2,628,791         |
| Portfolio investments - Subnote (i)  | 27,742,831                                   | 471,792                           | 28,214,623        |
| Accrued investment income  | 141,251                                      |                                   | 141,251           |
| Accounts receivable  |  |                                   |                   |
| - Agents and policyholders   | 4,523,422                                    |                                   | 4,523,422         |
| - Reinsurers - Subnote (ii)  | 144,115                                      | 153,073                           | 297,188           |
| - Other - Subnote (ii)   | 24,730                                       | 168,638                           | 193,368           |
| Reinsurers' share of provisions for<br>unpaid claims and adjustment expenses | 10,149,682                                   |                                   | 10,149,682        |
| Deferred policy acquisition expenses   | 1,741,833                                    |                                   | 1,741,833         |
| Prepaid expenses   | 20,669                                       |                                   | 20,669            |
| Property, plant and equipment - Subnote (iii)                                | 570,502                                      | 706,770                           | 1,277,272         |
| Deferred income taxes - Subnote (iv)   | 40,000                                       | (40,000)                          |                   |
|  | <b>47,727,826</b>                            | <b>1,460,273</b>                  | <b>49,188,099</b> |
| <b>LIABILITIES</b>   |  |                                   |                   |
| Accounts payable and accrued liabilities                                     |  |                                   |                   |
| - Subnote (ii)   | 339,743                                      | 321,711                           | 661,454           |
| Profit sharing commissions payable   | 196,289                                      |                                   | 196,289           |
| Income taxes payable   | 33,920                                       |                                   | 33,920            |
| Provision for unpaid claims and adjustment<br>expenses                       | 18,856,480                                   |                                   | 18,856,480        |
| Unearned premiums  | 9,477,940                                    |                                   | 9,477,940         |
| Deferred taxes   |  | 30,000                            | 30,000            |
|  | <b>28,904,372</b>                            | <b>351,711</b>                    | <b>29,256,083</b> |
| <b>SURPLUS</b>   |  |                                   |                   |
| Surplus and resources for protection of<br>policyholders - Subnote (v)       | 18,199,774                                   | 1,732,242                         | 19,932,016        |
| Accumulated other comprehensive income -<br>Subnote (vi)                     | 623,680                                      | (623,680)                         |                   |
|  | <b>18,823,454</b>                            | <b>1,108,562</b>                  | <b>19,932,016</b> |
|  | <b>47,727,826</b>                            | <b>1,460,273</b>                  | <b>49,188,099</b> |

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2011**

**16. FIRST TIME ADOPTION OF INTERNATIONAL FINANCIAL REPORTING STANDARDS**  
(Cont'd)

**Statement of Comprehensive Income for the Year Ended December 31, 2010**

|   | Pre-Changeover         |                                   | IFRS<br>\$  |
|---|------------------------|-----------------------------------|-------------|
|   | Canadian<br>GAAP<br>\$ | Adjustments<br>\$<br>Subnote (vi) |             |
| <b>PREMIUM INCOME</b>   |                        |                                   |             |
| Gross premiums written  | 18,631,186             |                                   | 18,631,186  |
| Less reinsurance premiums   | (3,701,215)            |                                   | (3,701,215) |
| Net premiums written  | 14,929,971             | NIL                               | 14,929,971  |
| Increase in unearned premiums   | (796,252)              |                                   | (796,252)   |
| Net premiums earned   | 14,133,719             | NIL                               | 14,133,719  |
| Service charges   | 217,277                |                                   | 217,277     |
|   | 14,350,996             | NIL                               | 14,350,996  |
| <b>DIRECT LOSSES INCURRED</b>   |                        |                                   |             |
| Gross claims and adjusting expenses   | 9,541,072              |                                   | 9,541,072   |
| Less reinsurers' share of claims and adjustment expenses                            | (3,491,008)            |                                   | (3,491,008) |
|   | 6,050,064              | NIL                               | 6,050,064   |
| <b>EXPENSES</b>   |                        |                                   |             |
| Commissions   | 3,405,238              |                                   | 3,405,238   |
| Salaries and benefits   | 1,668,621              |                                   | 1,668,621   |
| Directors fees  | 108,360                |                                   | 108,360     |
| Professional fees   | 80,899                 |                                   | 80,899      |
| Travel and education  | 209,353                |                                   | 209,353     |
| Loss prevention   | 390,832                |                                   | 390,832     |
| Advertising   | 201,209                |                                   | 201,209     |
| Office, printing and telephone  | 373,667                |                                   | 373,667     |
| Ontario premium taxes   | 57,250                 |                                   | 57,250      |
| Building  | 178,062                |                                   | 178,062     |
| Depreciation of property, plant and equipment and intangible assets - Subnote (iii) | 70,761                 | 15,977                            | 86,738      |
| Other   | 82,856                 |                                   | 82,856      |
|   | 6,827,108              | 15,977                            | 6,843,085   |
|   | 12,877,172             | 15,977                            | 12,893,149  |
| <b>NET UNDERWRITING INCOME</b>  | 1,473,824              | (15,977)                          | 1,457,847   |
| <b>OTHER INCOME (EXPENSES)</b>  |                        |                                   |             |
| Investment income - Subnotes (i) and (vi)   | 927,456                | 641,416                           | 1,568,872   |
| Management fees - portfolio investments   | (80,305)               |                                   | (80,305)    |
| Gain on disposal of portfolio investments - Subnote (vi)                            | 126,224                | (126,224)                         |             |
|   | 973,375                | 515,192                           | 1,488,567   |
| <b>INCOME BEFORE INCOME TAXES</b>   | 2,447,199              | 499,215                           | 2,946,414   |
| <b>INCOME TAX EXPENSE</b>   |                        |                                   |             |
| Current - Subnote (vi)  | 274,000                | 32,000                            | 306,000     |
| Deferred - Subnote (iv)   | -60,000                | (20,000)                          | 40,000      |
|   | 334,000                | 12,000                            | 346,000     |
| <b>COMPREHENSIVE INCOME BEFORE UNDERNOTED</b>                                       | 2,113,199              | 487,215                           | 2,600,414   |
| <b>OTHER COMPREHENSIVE INCOME - Subnote (vi)</b>                                    | 237,831                | (237,831)                         |             |
| <b>COMPREHENSIVE INCOME FOR YEAR</b>  | 2,351,030              | 249,384                           | 2,600,414   |

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY  
NOTES TO FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2011**

**16. FIRST TIME ADOPTION OF INTERNATIONAL FINANCIAL REPORTING STANDARDS  
(Cont'd)**

**Statement of Cash Flows for the year ended December 31, 2010**

The transition to IFRS had no impact on total operating or financing activities on the statement of cash flows. The change in net income for year ended December 31, 2010 has been offset by adjustments to operating activities.

Explanation for the adjustments are as follows:

**(i) Portfolio Investments - Fixed Income Securities**

The Company has elected to classify its fixed-income securities previously classified as held-to-maturity as fair value through profit and loss. As a result, the carrying value of portfolio investments increased \$226,431 and \$471,792 for the years ended January 1, 2010 and December 31, 2010, respectively. In addition, investment income increased \$245,361 for the year ended December 31, 2010 for the unrealized gain of fixed-income securities.

**(ii) Accounts Receivable - Other**

As a result of disclosure requirements under IFRS, the Company has opted to reclassify some of its accounts receivable - reinsurers previously netted to accounts receivable - other and accounts payable and accrued liabilities resulting in a decrease of \$8,678 to accounts receivable - reinsurers, an increase of \$139,412 to accounts receivable - other and an increase of \$130,734 to accounts payable and accrued liabilities as at January 1, 2010 and an increase of \$153,073 to accounts receivable - reinsurers, an increase of \$168,683 to accounts receivable - other and an increase of \$321,711 to accounts payable and accrued liabilities as at December 31, 2010.

**(iii) Property, Plant and Equipment**

The Company elected to use the fair value as deemed cost election for certain land and buildings. The fair value adjustment of \$722,747 at January 1, 2010 has been recorded in unappropriated members' surplus. The fair value as deemed cost election also increases the amount subject to depreciation. As a result, depreciation expense for the year ended December 31, 2010 has been increased by \$15,977.

In addition, in accordance with IAS 38, software not integral to the computer hardware has been classified as an intangible asset; this was previously classified as property, plant and equipment. There is no impact on the balance sheet as at January 1, 2010 and December 31, 2010 as the computer software has been fully amortized.

**(iv) Deferred Income Taxes**

As a result of the transition to IFRS, the carrying amounts of various assets and liabilities have been adjusted (see (ii) above). There has not been a corresponding change to the tax basis of these assets and liabilities. As a result, an adjustment of \$90,000 and \$40,000 is required to deferred taxes at January 1, 2010, and December 31, 2010, respectively.

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2011**

**16. FIRST TIME ADOPTION OF INTERNATIONAL FINANCIAL REPORTING STANDARDS**  
(Cont'd)

**(v) Surplus and Resources for Protection of Policyholders**

The following table outlines the cumulative adjustments to surplus and resources for protection of policyholders:

|   | 2010             | January 1,<br>2010 |
|---|------------------|--------------------|
|   | \$               | \$                 |
| Reclassification of accumulated other comprehensive income (vi) | 623,680          | 385,849            |
| Reclassification of fixed-income securities (i)                 | 471,792          | 226,431            |
| Property, plant and equipment (iii)                             | 706,770          | 722,747            |
| Deferred income taxes (iv)                                      | (70,000)         | (90,000)           |
|   | <b>1,732,242</b> | <b>1,245,027</b>   |

**(vi) Accumulated Other Comprehensive Income**

The Company has elected to account for its portfolio investments previously classified as available-for-sale as fair value through profit and loss. As a result, accumulated other comprehensive income in the amount of \$385,849 was reclassified to surplus and resources for protection of policyholders on January 1, 2010. This adjustment includes the cumulative unrealized gains on portfolio investments and the cumulative tax effects.

In addition, \$623,680 of accumulated other comprehensive income was reclassified to surplus and resources for protection of policyholders on December 31, 2010 being comprised of the prior year reclassification of \$385,849, plus the reclassification of net unrealized gains on fair value through profit and loss portfolio investments of \$269,831 reclassified to investment income, less current income tax expense of \$32,000 originally netted against other comprehensive income (net other comprehensive income adjustment of \$237,831 for the year ended December 31, 2010).

As a result of the above adoption of the accounting standards, the Company has reclassified its gain on disposal of investments in the amount of \$126,224 to investment income for the year ended December 31, 2010 for presentation purposes to be consistent with the on-going presentation.

**(vii) Pre-Changeover Canadian GAAP figures**

In order to conform with the presentation adopted under IFRS in the current year, certain of the comparative figures and terminology for the year ended December 31, 2010 have been reclassified.