

HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY
FINANCIAL STATEMENTS
AS AT DECEMBER 31, 2017

HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY
TABLE OF CONTENTS
AS AT DECEMBER 31, 2017

	<u>Page</u>
INDEPENDENT AUDITOR'S REPORT	1
FINANCIAL STATEMENTS	
Balance Sheet	2
Statement of Surplus and Resources for Protection of Policyholders	3
Statement of Comprehensive Income	4
Statement of Cash Flows	5
Notes to Financial Statements	6-36

INDEPENDENT AUDITOR'S 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, 2017 and the statements of surplus and resources for protection of policyholders, comprehensive income and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

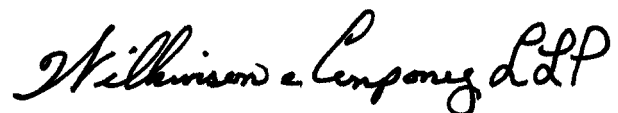
Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on 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 these 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 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, 2017, and the results of its operations and the cash flows for the year then ended in accordance with International Financial Reporting Standards.



BELLEVILLE, Canada
February 8, 2018

Chartered Professional Accountants
Licensed Public Accountants

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY
BALANCE SHEET AS AT DECEMBER 31, 2017**

	2017	2016
	\$	\$
ASSETS		
Cash	1,790,791	3,733,592
Portfolio investments - Note 4	40,151,969	38,014,336
Accrued investment income	117,271	107,529
Accounts receivable		
- Agents, brokers and policyholders	6,744,134	5,822,411
- Reinsurer - Note 5	96,896	60,869
- Other	239,536	195,893
Income taxes recoverable	406,987	
Reinsurer's share of provision for unpaid claims and adjustment expenses - Note 5	12,410,601	12,501,187
Deferred policy acquisition expenses - Note 5	2,497,599	2,355,098
Prepaid expenses	54,032	64,019
Property, plant and equipment - Note 6	8,231,936	6,060,129
Deferred income taxes - Note 7	190,000	30,000
	72,931,752	68,945,063
LIABILITIES		
Accounts payable and accrued liabilities	1,021,126	839,238
Profit sharing commissions payable	561,442	432,323
Income taxes payable		471,888
Provision for unpaid claims and adjustment expenses - Note 5	26,688,337	24,370,469
Unearned premiums - Note 5	13,469,380	12,723,357
	41,740,285	38,837,275
POLICYHOLDERS' SURPLUS		
Surplus and resources for protection of policyholders	31,191,467	30,107,788
APPROVED ON BEHALF OF THE BOARD		
_____ Director		
_____ Director		
	72,931,752	68,945,063

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, 2017**

	2017	2016
	\$	\$
BALANCE - BEGINNING OF YEAR	30,107,788	27,876,040
COMPREHENSIVE INCOME FOR YEAR	1,083,679	2,231,748
BALANCE - END OF YEAR	31,191,467	30,107,788

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, 2017

	2017 \$	2016 \$
PREMIUM INCOME		
Gross premiums written	26,379,452	24,939,452
Less reinsurance premiums	(4,830,852)	(4,549,840)
Net premiums written	21,548,600	20,389,612
Increase in unearned premiums	(746,023)	(727,850)
Net premiums earned	20,802,577	19,661,762
Service charges	335,740	353,735
	21,138,317	20,015,497
DIRECT LOSSES INCURRED		
Gross claims and adjusting expenses (including salaries, benefits and overhead \$403,881; 2016 - \$371,336)	13,276,705	11,307,009
Less reinsurer's share of claims and adjusting expenses	(985,745)	(1,520,635)
	12,290,960	9,786,374
	8,847,357	10,229,123
EXPENSES		
Commissions	5,166,346	4,798,142
Salaries and benefits	1,810,397	1,942,112
Directors fees	139,295	143,989
Professional fees	50,307	37,421
Travel and education	237,701	214,648
Loss prevention (including salaries and benefits of \$344,223; 2016 - \$318,258)	467,603	406,913
Advertising	147,180	163,679
Office, printing and telephone	703,021	620,027
Ontario premium taxes	84,000	78,582
Building	150,284	111,400
Depreciation of property, plant and equipment and intangible assets	441,122	217,839
Other	182,743	158,844
	9,579,999	8,893,596
UNDERWRITING PROFIT (LOSS)	(732,642)	1,335,527
OTHER INCOME (EXPENSES)		
Investment income - Note 10	1,088,338	1,628,014
Management fees - portfolio investments	(119,789)	(113,793)
Gain on disposal of property, plant and equipment - Note 6	921,772	
	1,890,321	1,514,221
COMPREHENSIVE INCOME BEFORE INCOME TAXES	1,157,679	2,849,748
INCOME TAX EXPENSE		
Current - Note 7	234,000	648,000
Deferred - Note 7	(160,000)	(30,000)
	74,000	618,000
COMPREHENSIVE INCOME FOR YEAR	1,083,679	2,231,748

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, 2017

	2017	2016
	\$	\$
OPERATING ACTIVITIES		
Comprehensive income for year	1,083,679	2,231,748
Adjustment for items which do not affect cash		
Depreciation of property, plant and equipment and intangible assets	441,122	217,839
Gain on sale of portfolio investments (realized and unrealized)	(78,123)	(594,270)
Gain on sale of disposal of property, plant and equipment	(921,772)	
Deferred income taxes	(160,000)	(30,000)
	364,906	1,825,317
Net change in non-cash working capital balances related to operations - Note 8	1,442,960	1,164,803
CASH FLOWS PROVIDED FROM OPERATING ACTIVITIES	1,807,866	2,990,120
INVESTING ACTIVITIES		
Purchase of portfolio investments	(17,816,883)	(20,463,566)
Proceeds on sale of portfolio investments	15,757,373	21,542,446
Purchase of property, plant and equipment and intangible assets	(3,467,179)	(4,054,329)
Proceeds on sale of property, plant and equipment	1,776,022	
CASH FLOWS USED IN INVESTING ACTIVITIES	(3,750,667)	(2,975,449)
INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS FOR YEAR	(1,942,801)	14,671
CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR	3,733,592	3,718,921
CASH AND CASH EQUIVALENTS - END OF YEAR	1,790,791	3,733,592
REPRESENTED BY:		
Cash	1,790,791	3,733,592

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, 2017

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 Insurance Act (Ontario). 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 1185 Elgin Street West, 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 8, 2018.

(b) Basis of Presentation

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

These financial statements were prepared under the historical cost convention.

The Company presents the balance sheet in order of liquidity with a distinction based on expectations regarding recovery or settlement within twelve months after the balance sheet date (current) and more than twelve months after the balance sheet date (non-current presented in the notes).

The following balances are generally classified as current; cash and cash equivalents, accrued investment income, portfolio investments, accounts receivable, income tax recoverable, reinsurer's share of provision for unpaid claims and adjustment expenses, deferred policy acquisition expenses, prepaid expenses, accounts payable and accrued liabilities, profit sharing commission payable, income taxes payable, unearned premiums and provision for unpaid claims and adjustment expenses.

The following balances are generally classified as non-current; property, plant and equipment, intangible assets and deferred income taxes.

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, 2017

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 reinsurer's 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, 2017**

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 Generally Accepted Accounting Principles.

Balances arising from insurance contracts primarily include unearned premiums, provision for unpaid claims and adjustment expenses, the reinsurer's share of provision 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.

The Company is subject to rate regulation on 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. 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

(ii) 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, 2017**

2. ACCOUNTING POLICIES (Cont'd)

(b) Insurance Contracts (Cont'd)

(iii) Provision 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 a discounted basis to reflect the time value of money. As required by actuarial standards in Canada, claims liabilities also include a provision for adverse deviation (PFAD), which represents an additional margin on valuation variable factors, which are claims development, reinsurance recoveries and interest rates used in discounting claims liabilities.

(iv) 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.

(v) Reinsurer's Share of Provision 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.

(vi) Salvage and Subrogation Recoverable

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

Where the Company indemnifies policyholders against a liability claim, it acquires rights to subrogate its claim against other parties. These claims are recognized when funds are received.

HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2017

2. ACCOUNTING POLICIES (Cont'd)

(b) Insurance Contracts (Cont'd)

(vii) Refund from Premium

Under the discretion of the Board of Directors, the Company may declare a refund to its policyholders based on the premiums paid in the fiscal period. This refund would be recognized on the statement of comprehensive 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 and unearned premiums 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 comprehensive 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, 2017

2. ACCOUNTING POLICIES (Cont'd)

(d) Financial Instruments

(ii) Fair Value Through Profit and Loss Investments

Financial assets at fair value through profit and loss are financial assets held for trading. A financial asset is classified in this category if it is acquired principally for selling in the short term. Derivatives are also classified as held for trading unless they are designated hedges. Fair value through profit and loss instruments are carried at fair value on the balance sheet with changes in fair value recorded on the statement of comprehensive income.

The company uses settlement date accounting for the purchase and sale of equity instruments.

(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 on 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 reinsurer and structured settlements are classified as other financial liabilities, which are measured at amortized cost.

(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 comprehensive income.

HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2017

2. ACCOUNTING POLICIES (Cont'd)

(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. During the year a new office building was purchased and all existing assets were disposed. Depreciation on the new assets is detailed below:

Asset	Basis	Rate
Buildings	Straight-line	40 years
Building components	Straight-line	20 years
Office furniture and fixtures	Straight-line	10 years
Computer	Straight-line	3 years

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

(g) Intangible Assets

Intangible assets consist of computer software which is 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 is comprised 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, 2017**

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 on the statement of comprehensive income. Subsequent recoveries of amounts previously written off are credited against operating expenses on the statement of comprehensive income.

HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2017

2. ACCOUNTING POLICIES (Cont'd)

(k) Post-employment Benefits - 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.

Post-employment Benefits - Non-Pension Benefits

The Company participates in a multi-employer health and dental benefit plan that provides post-employment extended health and dental benefits to eligible retired employees. Entitlement to these benefits is conditional on the employee remaining in service up to retirement age and the completion of a minimum service period. There are no employee contributions and the benefits are not funded.

The accrued obligation is based on the present value of expected future benefit plan payments once an employee reaches the age of eligibility. This method includes various estimates including retirement dates and ages of employees, expected extended health and dental benefit plan costs and related factors. Such estimates are subject to uncertainty.

The accrued obligation is included in accounts payable and accrued liabilities in the statement of financial position.

(l) Cash and Cash Equivalents

Cash and cash equivalents consist of cash on deposit.

(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, 2017 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 7 - Financial Instruments: Disclosures. This was amended to require additional disclosure on transition from IAS 39 to IFRS 9. This amendment is effective on the adoption of IFRS 9 which is effective for annual periods beginning on or after January 1, 2018; however, insurance entities have been provided the option of deferring the adoption of IFRS 9 until January 1, 2021, which is the effective date of IFRS 17, Insurance Contracts. The Company does not plan to defer the effective date of IFRS 9, and therefore, expects to adopt IFRS 7 on January 1, 2018.

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2017**

2. ACCOUNTING POLICIES (Cont'd)

(m) Standards, Amendments and Interpretations Not Yet Effective

- IFRS 9 - Financial Instruments. This standard addresses the classification and measurement of financial assets and liabilities and will replace IAS 39, Financial Instruments: Recognition and Measurement. IFRS 9 has two measurement categories: amortized cost and fair value. Financial assets are recorded at amortized cost or fair value depending on the Company's business model for managing the assets and their associated contractual cash flow characteristics. All financial assets are measured at fair value if they are not recorded at amortized cost. IFRS 9 allows financial assets and liabilities not designated at amortized cost to be recognized as fair value through profit and loss or fair value through other comprehensive income. This standard is effective for annual periods beginning on or after January 1, 2018 unless the temporary exemption is utilized, in which case, an insurer can continue to apply IAS 39 until the year 2021. The Company expects that its portfolio investments will continue to be classified at fair value through profit and loss based on the business model assessment, therefore, the adoption of IFRS 9 is not expected to have a material impact on the Company's financial position or performance.
- IFRS 15 - Revenue with Customers. IFRS 15 provides more guidance on revenue recognition. The core principal is that an entity recognizes revenue to depict the transfer of goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods and services. IFRS 15 contains a scope exception which excludes insurance contracts within the scope of IFRS 4 "Insurance Contracts", therefore, this standard will have a limited impact on the Company. This standard is effective for annual periods beginning on or after January 1, 2018.
- IFRS 16 - Leases. This standard sets out the principles for the recognition, measurement, presentation and disclosure of leases. The objective is to ensure that lessees and lessors provide relevant information in a manner that faithfully represents those transactions. This information gives a basis for users of financial statements to assess the effect that leases have on the financial position, financial performance and cash flows of an entity. This standard is effective for annual periods beginning on or after January 1, 2019.

HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2017

2. ACCOUNTING POLICIES (Cont'd)

(m) Standards, Amendments and Interpretations Not Yet Effective

- IFRS 17 - Insurance Contracts (to supersede IFRS 4 Insurance Contracts). This standard changes how entities account for insurance contracts. Under IFRS 17, the general model requires entities to measure an insurance contract using the total of the fulfillment cash flows (which is comprised of the estimated future cash flows, an adjustment to reflect the time value of money and an explicit risk adjustment for non-financial risk) and the contractual service margin. The fulfillment cash flows are re-measured on a current basis each reporting period. The contractual service margin is recognized over the coverage period. If the insurance contract is less than one year in length, the standard allows a simplified approach called the premium allocation method. This standard is effective for annual periods beginning on or after January 1, 2021 with early adoption permitted for entities that apply IFRS 9 – Financial Instruments and IFRS 15 – Revenue from Contracts with Customers before the date of initial application of IFRS 17. The standard is to be applied retrospectively unless impracticable, in which case, the modified retrospective approach or fair value approach is to be used. The Company is currently assessing the impact of IFRS 17.

With the exception of IFRS 17, the Company does not expect the above amendments to have significant impacts on the financial statements in future years.

3. FINANCIAL INSTRUMENT CLASSIFICATION

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

	Fair Value Through Profit and Loss	Loans and Receivables	Other Financial Liabilities	Total
	\$	\$	\$	\$
December 31, 2017				
Cash	1,790,791			1,790,791
Portfolio investments - Note 4	40,151,969			40,151,969
Accrued investment income		117,271		117,271
Accounts receivable				
- Agents and policyholders		6,744,134		6,744,134
- Reinsurer - Note 5		96,896		96,896
- Other		239,536		239,536
Accounts payable and accrued liabilities			(1,021,126)	(1,021,126)
Profit sharing commissions payable			(561,442)	(561,442)
	41,942,760	7,197,837	(1,582,568)	47,558,029

HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2017

3. FINANCIAL INSTRUMENT CLASSIFICATION (Cont'd)

	Fair Value Through Profit and Loss \$	Loans and Receivables \$	Other Financial Liabilities \$	Total \$
December 31, 2016				
Cash	3,733,592			3,733,592
Portfolio investments - Note 4	38,014,336			38,014,336
Accrued investment income		107,529		107,529
Accounts receivable				
- Agents and policyholders		5,822,411		5,822,411
- Reinsurer - Note 5		60,869		60,869
- Other		195,893		195,893
Accounts payable and accrued liabilities			(839,238)	(839,238)
Profit sharing commissions payable			(432,323)	(432,323)
	41,747,928	6,186,702	(1,271,561)	46,663,069

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:

	2017		2016	
	Cost \$	Fair Value \$	Cost \$	Fair Value \$
Money Market Fund	3,552,536	3,552,536	2,598,660	2,598,660
Fixed-income securities				
Federal government	6,215,492	6,058,506	7,152,031	7,071,240
Provincial government	8,853,845	8,934,696	9,854,918	10,190,496
Canadian Corporate - Rated A or better	8,435,958	8,354,879	7,135,791	7,268,471
Rated less than A	1,347,603	1,355,846		
	24,852,898	24,703,927	24,142,740	24,530,207
Guarantee Fund	55,589	55,589	54,621	54,621
Preferred shares	1,848,918	2,008,521	1,163,291	1,206,032
Common shares and pooled funds	8,485,264	9,831,396	8,416,460	9,624,816
	38,795,205	40,151,969	36,375,772	38,014,336

The effective interest rates range from 1.66% to 5.30% (2.05% to 5.30% for December 31, 2016).

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, 2017

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:

	2017	2016
	\$	\$
Maturing within one year	2,560,867	
Maturing between one and five years	11,781,756	15,020,365
Maturing over five years	10,361,304	9,509,842
	24,703,927	24,530,207

5. INSURANCE CONTRACTS

Accounts Receivable - Reinsurer

	2017	2016
	\$	\$
Due from reinsurer, beginning of the year	60,869	79,073
Submitted to reinsurer	1,076,331	1,327,210
Received from reinsurer	(1,040,304)	(1,345,414)
Due from reinsurer, end of the year	96,896	60,869
Expected settlement		
Within one year	96,896	60,869
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, 2017

5. INSURANCE CONTRACTS (Cont'd)

Reinsurer's Share of Provision for Unpaid Claims

	2017	2016
	\$	\$
Balance, beginning of the year	12,501,187	12,308,061
New claims reserve	2,528,448	2,236,207
Change in prior years reserve	(3,695,364)	(3,370,291)
Submitted to reinsurer	1,076,330	1,327,210
Balance, end of the year	12,410,601	12,501,187

Expected settlement

Within one year	2,584,889	816,564
More than one year	9,825,712	11,684,623

Deferred Policy Acquisition Expenses

	2017	2016
	\$	\$
Balance, beginning of the year	2,355,098	2,236,342
Acquisition costs incurred	5,308,847	4,916,898
Expensed during the year	(5,166,346)	(4,798,142)
Balance, end of the year	2,497,599	2,355,098

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

Unearned Premiums (UEP)

	2017	2016
	\$	\$
Balance, beginning of the year	12,723,357	11,995,507
Premiums written	26,379,452	24,939,452
Premiums earned during year	(25,633,429)	(24,211,602)
Changes in UEP recognized in income	746,023	727,850
Balance, end of the year	13,469,380	12,723,357

HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2017

5. INSURANCE CONTRACTS (Cont'd)

The determination of the provision for unpaid claims and adjustment expenses and the related reinsurer's 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:

	2017		2016	
	Gross \$	Ceded \$	Gross \$	Ceded \$
Short settlement term	8,005,779	2,584,889	2,922,383	816,564
Long settlement term	12,407,576	6,734,701	14,397,517	7,920,410
Facility association and other residual pools	387,063		383,517	
Provision for claims incurred but not reported	5,887,919	3,091,011	6,667,052	3,764,213
	26,688,337	12,410,601	24,370,469	12,501,187

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, 2017

5. INSURANCE CONTRACTS (Cont'd)

Claims and Adjustment Expenses

Changes in claim liabilities recorded on the balance sheet for the years ended December 31, 2017 and 2016 and their impact on claims and adjustment expenses for the two years are as follow:

	2017	2016
	\$	\$
Unpaid claim liabilities, beginning of year	24,370,469	24,720,757
Increase (decrease) in estimated losses and expenses for losses occurring in prior years	(2,183,680)	(3,335,691)
Provision for losses and expenses on claims occurring in the current year	15,420,540	14,858,000
IBNR change and facility change	(102,095)	(215,300)
Payment on claims:		
Current year	(7,644,848)	(7,702,236)
Prior years	(3,172,049)	(3,955,061)
Unpaid claims, end of year	26,688,337	24,370,469
Reinsurer's share and subrogation recoverable	12,410,601	12,501,187
Unpaid claims, end of year - net	14,277,736	11,869,282

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

Provision for Unpaid Claims and Adjustment Expenses

The determination of the provision for unpaid claims and adjustment expenses and the related reinsurer's 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.

HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2017

5. INSURANCE CONTRACTS (Cont'd)

Claims Development (Cont'd)

The tables that follow present the development of claims payments and the estimated ultimate cost of claims for the claim year 2008 to 2017. 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.

Gross Claims

	2008 \$ (000's)	2009 \$ (000's)	2010 \$ (000's)	2011 \$ (000's)	2012 \$ (000's)	2013 \$ (000's)	2014 \$ (000's)	2015 \$ (000's)	2016 \$ (000's)	2017 \$ (000's)	Total \$ (000's)
Net estimate of cumulative claims costs											
At the end year of claim	16,663	13,016	10,936	15,647	10,476	20,667	12,771	15,085	14,858	18,155	
One year later	15,626	12,371	10,444	15,477	9,615	18,809	11,154	13,907	13,418		
Two years later	15,021	12,677	11,587	15,708	9,368	17,435	10,364	12,516			
Three years later	14,740	13,178	12,851	16,197	38,548	16,622	9,560				
Four years later	15,134	12,818	12,702	15,643	9,021	16,115					
Five years later	14,730	13,870	10,805	15,509	8,988						
Six years later	14,466	13,254	10,656	15,219							
Seven years later	14,139	12,987	10,458								
Eight years later	14,112	13,047									
Nine years later	13,832										
Current estimate of cumulative claims cost	13,853	13,047	10,458	15,219	8,988	16,115	9,560	12,516	13,418	18,155	131,329
Cumulative payments	12,742	12,675	10,341	13,735	7,437	12,051	8,498	10,025	10,140	7,476	105,120
Outstanding claims	1,111	372	117	1,484	1,551	4,064	1,062	2,491	3,278	10,679	26,209
Outstanding claims 2007 and prior											479
Provision for unpaid claims and expenses											26,688

HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2017

5. INSURANCE CONTRACTS (Cont'd)

Claims Development (Cont'd)

Net Claims

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	Total
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
	(000's)	(000's)	(000's)	(000's)	(000's)	(000's)	(000's)	(000's)	(000's)	(000's)	(000's)
Net estimate of cumulative claims costs											
At the end year of claim	9,870	9,979	7,839	11,014	7,865	12,908	10,035	12,046	12,330	15,075	
One year later	8,796	10,337	7,877	10,755	7,221	11,828	9,405	11,427	11,234		
Two years later	8,016	8,158	8,434	10,227	7,524	11,437	9,079	10,646			
Three years later	8,051	8,748	8,156	10,134	7,157	10,855	8,789				
Four years later	11,928	8,391	8,068	10,043	6,967	10,532					
Five years later	11,644	8,547	8,068	10,078	6,936						
Six years later	11,380	8,503	8,004	9,960							
Seven years later	11,297	8,236	7,954								
Eight years later	11,312	8,155									
Nine years later	11,294										
Current estimate of cumulative claims cost	11,294	8,155	7,954	9,960	6,936	10,532	8,789	10,646	11,234	15,075	100,575
Cumulative payments	11,248	8,002	7,939	9,537	6,358	9,999	7,799	8,941	9,297	7,248	86,368
Outstanding claims	46	153	15	423	578	533	990	1,705	1,937	7,827	14,207
Outstanding claims 2007 and prior											70
Total net outstanding claims net of reinsurance											14,277

As required, the above provision for unpaid claims and adjustment expenses has been discounted and a provision for adverse deviation (PFAD) has been included. The current year effect of discounting and PFAD included in the provision for unpaid claims and expenses is \$2,251,000. The current year effect of discounting and PFAD in the total net outstanding claims net of reinsurance is \$1,231,000.

HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2017

6. PROPERTY, PLANT AND EQUIPMENT AND INTANGIBLES

	2017			
	Depreciation Rate	Cost \$	Accumulated Depreciation \$	Net Book Value \$
Land		1,039,600		1,039,600
Building	40 years	5,635,326	93,922	5,541,404
Building components	20 years	645,705	21,523	624,182
Office furniture and fixtures	10 years	731,040	48,736	682,304
Computer	3 years	442,865	98,419	344,446
		8,494,536	262,600	8,231,936

	2016			
	Depreciation Rate %	Cost \$	Accumulated Depreciation \$	Net Book Value \$
Land		1,567,600		1,567,600
Building	5	4,617,807	182,700	4,435,107
Office furniture and fixtures	10	383,624	376,290	7,334
Computer	33	1,480,520	1,430,432	50,088
		8,049,551	1,989,422	6,060,129

During the year, the company purchased assets in the amount of \$3,467,179 relating to the new building. The company also disposed of the old building during 2017 for proceeds of \$1,776,022 resulting in a gain of \$921,772.

7. INCOME TAX INFORMATION

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

	2017 \$	2016 \$
Current Tax Expense		
Based on current year taxable income	234,000	648,000
Deferred Tax Expense		
Origination and reversal of temporary differences	(160,000)	(30,000)
Total income tax expense	74,000	618,000

HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2017

7. INCOME TAX INFORMATION (Cont'd)

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:

	2017	2016
	\$	\$
Net income for the year	1,157,679	2,849,748
Effective statutory rate	26.50 %	26.50 %
Expected taxes based on the effective statutory rate	306,785	755,183
Income from insuring farm related risks	(26,771)	(76,612)
Tax treatment of non-taxable dividends	(62,899)	(66,118)
Non-taxable portion of unearned premiums, deferred acquisition costs and net provision for unpaid claims	31,912	(7,200)
Non-deductible post-employment benefits	1,473	14,662
Capital cost allowance/depreciation differences	57,330	20,821
Deduction for accrued amounts paid	1,851	976
Other non-deductible expenses	6,043	5,798
Differences between gains for accounting and tax purposes	(81,818)	
Other	94	490
Total income tax expense	234,000	648,000

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.

The movement in 2017 deferred tax assets and liabilities are:

	Opening Balance at January 1, 2017 \$	Recognize in Net Income \$	Closing Balance at December 31, 2017 \$
Deferred Tax Assets			
Claims liabilities	140,000	34,000	174,000
Other	31,000	2,000	33,000
Deferred tax asset	171,000	36,000	207,000
Deferred Tax Liabilities			
Property, plant and equipment	(141,000)	124,000	(17,000)
2017 net deferred tax liability movement	30,000	160,000	190,000

HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2017

7. INCOME TAX INFORMATION (Cont'd)

The movement in 2016 deferred tax assets and liabilities are:

	Opening Balance at January 1, 2016 \$	Recognize in Net Income \$	Closing Balance at December 31, 2016 \$
Deferred Tax Assets			
Claims liabilities	143,000	(3,000)	140,000
Other	16,000	15,000	31,000
<hr/>			
Deferred tax asset	159,000	12,000	171,000
Deferred Tax Liabilities			
Property, plant and equipment	(159,000)	18,000	(141,000)
<hr/>			
2016 net deferred tax asset movement	NIL	30,000	30,000
<hr/>			
		2017	2016
		\$	\$
Deferred Tax Assets			
Deferred tax assets to be recovered within 12 months		19,000	18,000
Deferred tax assets to be recovered after more than 12 months		188,000	153,000
<hr/>			
		207,000	171,000
Deferred Tax Liability			
Deferred tax liabilities to be settled after more than 12 months		(17,000)	(141,000)
<hr/>			
Net deferred tax asset		190,000	30,000
<hr/>			

HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2017

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:

	2017	2016
	\$	\$
(INCREASE) DECREASE IN CURRENT ASSETS		
Accrued investment income	(9,742)	3,140
Accounts receivable - agents, brokers and policyholders	(921,723)	(310,286)
Accounts receivable - reinsurer	(36,027)	18,204
Accounts receivable - other	(43,643)	(32,571)
Income taxes recoverable	(406,987)	470,703
Reinsurer's share of provision for unpaid claims and adjustment expenses	90,586	(193,126)
Deferred policy acquisition expenses	(142,501)	(118,756)
Prepaid expenses	9,987	99,182
	(1,460,050)	(63,510)
INCREASE (DECREASE) IN CURRENT LIABILITIES		
Accounts payable and accrued liabilities	181,888	169,499
Profit sharing commissions payable	129,119	209,364
Income taxes payable	(471,888)	471,888
Provision for unpaid claims and adjustment expenses	2,317,868	(350,288)
Unearned premiums	746,023	727,850
	2,903,010	1,228,313
NET CHANGE IN NON-CASH WORKING CAPITAL BALANCES RELATED TO OPERATIONS	1,442,960	1,164,803

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2017**

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 risk mitigation program. Retention limits for the excess-of-loss reinsurances vary by product line.

Amounts recoverable from reinsurer are estimated in a manner consistent with the outstanding claims provision and are in accordance with the reinsurance contracts. Although the Company has reinsurance arrangements, it is not relieved of its direct obligations to its policyholders and thus a credit exposure exists with respect to ceded insurance, to the extent that 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., 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 \$400,000 in the event of a property claim, \$350,000 in the event of a liability claim and \$350,000 in the event of an automobile claim. For claims incurred over their respective limits, there is a 10% retention to a specified maximum for claims in 2012 and prior years and 100% is recovered for all claims in 2013 over the respective limit. In addition, the Company has obtained property reinsurance having an upper amount of \$9,000,000 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 \$1,200,000 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 70% of gross net earned premiums for all property, liability and automobile lines of business.

HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2017

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, 2017 and 2016.

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 on a pre-tax income:

	Property Claims		Auto Claims		Liability Claims	
	2017	2016	2017	2016	2017	2016
	\$	\$	\$	\$	\$	\$
5% change in loss ratios						
Gross claims change	841,000	789,000	317,000	305,000	151,000	145,000
Net claims change	678,000	625,000	189,000	195,000	94,000	98,000

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

	2017	2016
	\$	\$
Interest income	749,763	750,035
Dividend income	260,452	283,709
Unrealized losses on fair value measurement	(281,800)	(179,099)
Realized gains on disposal of investments	359,923	773,369
	1,088,338	1,628,014

HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2017

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:

	2017	2016
	\$	\$
Compensation		
Salary, wages, and director's fees	775,752	759,562
Short-term employee benefits	64,220	67,048
Pension and post-employment benefits	123,739	120,971
Commission discounts	3,311	3,056
	967,022	950,637
Premiums	149,715	125,029
Gross claims incurred	31,609	1,128,115
Provision for unpaid claims and adjusting expenses	208,515	632,484

Amounts owing from key management personnel and directors (excluding compensation due and accrued) at December 31, 2017 amounts to \$9,349 (2016 - \$5,823). The amounts owing are subject to regular payment terms for policyholders and are included in the accounts receivable - agents and policyholders on the balance sheet. No amounts are overdue.

12. FINANCIAL RISKS AND CONCENTRATION OF RISK

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 its reinsurer to make payment when certain loss conditions are met.

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2017**

12. FINANCIAL RISKS AND CONCENTRATION OF RISK (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 fixed-income security portfolio remains very high quality with 95% of the securities rated A or better. All fixed-income securities must have a BBB rating or better at the time of purchase 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 Plan Inc., a Canadian registered reinsurer. Management monitors the creditworthiness of Farm Mutual Reinsurance Plan Inc. 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 (Ontario). An investment policy is in place and its application is monitored by the Investment and Finance 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 hold approximately \$1.2 million (CAD) of US Equity investments. As such, the company is exposed to currency risk on the value of these investments.

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

HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2017

12. FINANCIAL RISKS AND CONCENTRATION OF RISK (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 \$1,030,000. 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 and American stocks with fair values that move with the Toronto Stock Exchange (TSX) Composite Index and the Standard and Poor's 500 (S&P 500) Stock Market Index. A 10% movement in the TSX and S&P 500 with all other variables held constant would have an estimated effect on the fair values of the Company's preference and common shares of approximately \$736,900. 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, 2017

12. FINANCIAL RISKS AND CONCENTRATION OF RISK (Cont'd)

The Company's investment policy operates within the guidelines of the Insurance Act (Ontario). An investment policy is in place and its application is monitored by the Investment and Finance 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
Equities, preferred and common	28%	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 in markets that are not active or inputs that are observable for the asset or liability either directly as price or indirectly derived from price.

HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2017

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 that are supported by little or no market activity and are significant to the estimated fair value of the assets and liabilities.

	Level 1 \$ (000's)	Level 2 \$ (000's)	Total \$ (000's)
December 31, 2017			
Money market fund	3,553		3,553
Fixed-income securities			
Federal government	6,058		6,058
Provincial government	8,935		8,935
Canadian Corporate	9,711		9,711
Guarantee Fund		56	56
Preferred shares	2,008		2,008
Common shares and Pooled Funds	9,831		9,831
TOTAL ASSETS MEASURED AT FAIR VALUE	40,096	56	40,152
	Level 1 \$ (000's)	Level 2 \$ (000's)	Total \$ (000's)
December 31, 2016			
Money market fund	2,599		2,599
Fixed-income securities			
Federal government	7,070		7,070
Provincial government	10,191		10,191
Canadian Corporate	7,269		7,269
Guarantee Fund		55	55
Preferred shares	1,206		1,206
Common shares and Pooled Funds	9,625		9,625
TOTAL ASSETS MEASURED AT FAIR VALUE	37,960	55	38,015

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

HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2017

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 \$1,200,000. The \$1,200,000 net retained amount represents approximately 4.0% 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 350%.

The Company has several guidelines and benchmarks established by the Financial Services Commission of Ontario regarding capital management which it continues to manage and review. As of December 31, 2017, the Company's MCT ratio is well in excess of the minimum requirement of 150%.

15. PENSION PLAN

The Company makes contributions on behalf of its employees to "The Retirement Annuity Plan for Employees of the Ontario Mutual Insurance Association and Member Companies", which is a multi-employer plan. Each member company has signed an Ontario Mutual Insurance Association Pension Plan Agreement. Eligible employees participate in the defined benefit plan and new employees subsequent to July 1, 2013 participate in the defined contribution plan. The defined benefit plan specifies the amount of the retirement benefit to be received by the employee based on the number of years the employee has contributed and his/her final average earnings. The plan is accounted for as a defined contribution plan as insufficient information is available to account for the plan as a defined benefit plan. The Company is one of a number of employers that participates in the plan and the financial information provided to the Company on the basis of the contractual agreements is insufficient to reliably measure the Company's proportionate share in the plan assets and liabilities on defined benefit accounting requirements.

**HAMILTON TOWNSHIP MUTUAL INSURANCE COMPANY
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2017**

15. PENSION PLAN (Cont'd)

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

For the year ended December 31, 2017, the Company recognized \$203,319 (2016 - \$186,202) in operating expenses for current pension contributions. The Company had a 3.0% share of the total contributions to the Plan in 2017 (2016 - 3.0%).

The expected contributions for current year service to the plan for 2018 are approximately \$220,400.

An actuarial valuation of the Pension Plan as of December 31, 2016 showed a solvency deficit of \$6,931,000. The Company's portion of this deficit is \$219,193, which has been recorded in the salaries and benefits line of the statement of comprehensive income. Based on this actuarial valuation and direction from the Ontario Mutual Insurance Association, this deficit was to be paid over three years, with the first payment of \$73,064 having been made during the December 31, 2017 fiscal year. The remaining portion is included within accounts payable and accrued liabilities on the balance sheet. The next actuarial valuation to be filed under the Pension Benefit Act is expected to be as of December 31, 2017.