

Financial Statements

Prince Edward Island Mutual Insurance Company

December 31, 2009

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Auditors' report

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To the policyholders of

Prince Edward Island Mutual Insurance Company

We have audited the balance sheet of Prince Edward Island Mutual Insurance Company as at December 31, 2009 and the statements of earnings, comprehensive income, equity and cash flows for the year then ended. These financial statements are the responsibility of the Company's management. 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 plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these financial statements present fairly, in all material respects, the financial position of the Company as at December 31, 2009 and the results of its operations and cash flows for the year then ended in accordance with Canadian generally accepted accounting principles.

Summerside, Prince Edward Island January 29, 2010

Chartered Accountants

Grant Thornton LLP

Prince Edward Island Mutual Insurance Company Statement of earnings

Year Ended December 31	2009	2008
Underwriting income		
Gross premiums written	\$ 14,727,474	\$ 13,814,079
Reinsurance premiums assumed (Note 11)	10,623	25,943
Reinsurance premiums ceded (Note 11)	(1,517,464)	(1,700,464)
Net premiums written	13,220,633	12,139,558
Less: increase in unearned premium reserve	564,956	411,514
Net premiums earned	12,655,677	11,728,044
Claims and expenses		
Gross claims incurred	7,528,368	8,427,152
Adjusting, legal and appraisals	607,825	788,679
Less: reinsurance recoveries	686,207	546,285
Net claims and adjusting	7,449,986	8,669,546
Operating expenses (Page 16)	4,580,864	4,374,198
	12,030,850	13,043,744
Net underwriting income (loss)	624,827	(1,315,700)
Other income		
Net investment income (Note 9)	2,301,313	2,278,565
Loss on sale of property and equipment	(1,267)	(814)
Miscellaneous	53,075	52,123
	2,353,121	2,329,874
Earnings before special mutual rebate	2,977,948	1,014,174
Special mutual rebate (Note 12)	(1,472,747)	
Earnings before income taxes	1,505,201	1,014,174
Income tax expense (Note 13)		
Current	10,294	23,288
Future	6,437	187,271
. 4.4.0		
	16,731	210,559
Net earnings	\$ <u>1,488,470</u>	\$ 803,615

Prince Edward Island Mutual Insurance Company Statement of comprehensive income

Year Ended December 31	2009	2008
Net earnings	\$ 1,488,470	\$ 803,615
Other comprehensive income (loss)		
Change in unrealized gain on available for sale investments, net of taxes	1,142,692	(1,553,723)
Total comprehensive income (loss)	\$ <u>2,631,162</u>	\$ (750,108)

Prince Edward Island Mutual Insurance Company Statement of equity

December 31	2009	2008
Policyholders' security fund, beginning of year	\$ 32,205,634	\$ 31,402,019
Net earnings	1,488,470	803,615
Policyholders' security fund, end of year	33,694,104	32,205,634
Accumulated other comprehensive (loss) income, beginning of year	(932,414)	621,309
Other comprehensive income (loss) Provision for income tax expense (recovery)	1,389,629 246,937	(1,803,769) (250,046)
Other comprehensive income (loss), net of taxes (Page 3)	1,142,692	(1,553,723)
Accumulated other comprehensive income (loss), end of year	210,278	(932,414)
Total equity	\$ 33,904,382	\$ 31,273,220

Prince Edward Island Mutual Insurance Company Balance sheet

December 31	2009	2008
Assets Current		
Cash and short term deposits Receivables (Note 5) Income taxes receivable	\$ 1,844,050 1,298,269	\$ 325,069 1,267,539 398,010
Prepaid items Deferred premium acquisition expenses Re-insurers' share of reserve for unpaid	13,138 1,017,985	35,303 949,355
claims and adjustment expenses	1,327,787	1,229,156
	5,501,229	4,204,432
Investments (Note 6) Property and equipment (Note 8) Future income taxes	45,302,381 584,859 10,932	41,134,263 589,198 17,369
	\$ <u>51,399,401</u>	\$ 45,945,262
Liabilities		
Current Payables and accruals Income taxes payable Special mutual rebate payable (Note 12)	\$ 419,117 439,593 1,472,747	\$ 301,161 -
Reserve for unpaid claims Unearned premium reserve	6,818,079 8,345,483	6,590,354 7,780,527
	17,495,019	14,672,042
Equity Policyholders' security fund (Page 4) Accumulated other comprehensive income	33,694,104	32,205,634
(loss) (Page 4)	210,278	(932,414)
	33,904,382	31,273,220
	\$ <u>51,399,401</u>	\$ <u>45,945,262</u>
On behalf of the Board		
Director		Director

Prince Edward Island Mutual Insurance Company Statement of cash flows

Year Ended December 31	2009	2008
Increase (decrease) in cash and cash equivalents		
Operating Net earnings Depreciation Bond premium amortized Gain on sale of investments Loss on sale of equipment Future income taxes	\$ 1,488,470 71,069 153,001 (9,871) 1,267 6,437	\$ 803,615 80,729 94,053 (156,323) 814 187,271
	1,710,373	1,010,159
Income tax provision - comprehensive income (loss) Change in non-cash operating	(246,937)	250,046
working capital (Note 10)	3,045,161	1,552,572
	4,508,597	2,812,777
Investing Purchase of property and equipment Proceeds on disposal of bonds and equities Purchase of bonds and equities Proceeds on disposal of property and equipment	(67,997) 3,717,312 (6,638,931) - (2,989,616)	(146,958) 3,480,458 (7,585,310) 1,071 (4,250,739)
Net increase (decrease) in cash and cash equivalents	1,518,981	(1,437,962)
Cash and cash equivalents, beginning of year	325,069	1,763,031
Cash and cash equivalents, end of year	\$ <u>1,844,050</u>	\$ 325,069

December 31, 2009

1. Nature of operations

The Company is incorporated without share capital under the laws of Prince Edward Island and is subject to the Prince Edward Island Insurance Act. It is licensed to write property and casualty insurance in Prince Edward Island.

2. Summary of significant accounting policies

Depreciation

Depreciation of fixed assets is recorded on the diminishing balance method at the rates indicated in Note 8.

Unearned premium reserve

The unearned premium reserve is based on the unexpired term of all policies of the Company in force as at December 31.

Deferred premium acquisition expenses

Deferred premium acquisition expenses are those expenses such as agents' commissions, which relate directly to the acquisition of premiums. These expenses, to the extent that they are considered recoverable, are deferred and amortized over the terms of the related premiums.

Reserve for unpaid claims and adjusting expenses

The provision for unpaid claims represents an estimate for the full amount of all costs including investigation and the projected final settlements of reported claims and for claims incurred but not reported prior to the balance sheet date. These estimates of future loss activity are necessarily subject to uncertainty and are selected from a wide range of possible outcomes. These provisions are adjusted up or down as additional information affecting the estimated amounts become known during the course of claims settlement. All changes in estimates are recorded as incurred claims in the current period.

Premium revenues

Premiums are recognized as earned over the term of the policy on a pro rata basis.

Income taxes

The Company uses the tax liability method for determining income taxes. Under this method, future tax assets and liabilities are determined according to differences between their respective carrying amounts and tax basis. Future tax assets and liabilities are measured based on enacted or substantively enacted tax rates and laws at the date of the financial statements for the years in which these temporary differences are expected to reverse.

Reinsurance

The Company reflects reinsurance balances on the balance sheet on a gross basis to indicate the extent of credit risk related to reinsurance and its obligations to policyholders.

December 31, 2009

2. Summary of significant accounting policies (cont'd)

Cash and cash equivalents

Cash and cash equivalents include cash on hand, balances with banks and short term deposits with original maturities of one year or less.

Use of estimates

In preparing the Company's financial statements, management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting periods. Actual results could differ from estimates used in these financial statements.

Financial instruments

The Company's financial assets are classified as held for trading (HFT), held to maturity (HTM), available for sale (AFS), or loans and receivables (L&R). Financial liabilities are classified as HFT or other financial liabilities (OFL). Financial assets and liabilities are initially recognized at fair value with subsequent measurement based on classification. The classification depends on the purpose for which the financial instruments were acquired, their characteristics and choice where applicable.

All financial instruments, including derivatives, are measured at fair value except for L&R, HTM and OFL which are measured at amortized cost using the effective interest method. Unrealized gains and losses on available for sale investments are recognized in other comprehensive income until the financial asset is derecognized or other than temporarily impaired, at which time any unrealized gains or losses are recorded in net earnings.

Accumulated other comprehensive income is included in the balance sheet as a separate component of equity (net of income tax) and includes net unrealized gains or losses on available for sale assets.

Fair values are based on quoted market values where available from active markets, otherwise fair values are estimated using a variety of valuation techniques and models.

The Company has classified its financial assets and liabilities, as follows:

Cash and cash equivalents - as held for trading; Receivables - as loans and receivables, which are measured at amortized cost; Bonds, term deposits and guaranteed investment certificate financial instruments - as held to maturity; Equity financial instruments - as available for sale; Accounts payable and accrued liabilities, refund due to policyholders, amounts due to reinsurers and other insurance companies - as other financial liabilities, which are measured at amortized cost.

December 31, 2009

Summary of significant accounting policies (cont'd)

Fair values

The estimated fair values of financial instruments are intended to approximate values at which these instruments could be exchanged in a current market.

No fair values have been determined for property and equipment, or any other asset or liability that is not a financial instrument. The fair values of cash and cash equivalents, receivables, and payables and accruals are assumed to approximate their carrying values due to the short term nature of these financial instruments.

Transaction costs

Transaction costs relating to the purchase of available for sale assets are capitalized to the cost.

3. Changes in accounting policies

The Accounting Standards Board has amended Handbook Section 3862, Financial Instruments – Disclosures, by including enhanced disclosure requirements for fair value measurement of financial instruments and liquidity risks. The required note disclosures are in Note 7. Prior financial statements have not been restated.

4. Future changes in accounting policies

International Financial Reporting Standards (IFRS)

The Canadian Accounting Standards Board confirmed in 2008 that the use of International Financial Reporting Standards ("IFRS") by publicly accountable enterprises will be required in 2011 with comparative data for the prior year. IFRS uses a conceptual framework similar to Canadian GAAP, but there could be significant differences in recognition, measurement and disclosures that will need to be addressed.

In order to prepare for the conversion to IFRS, the Company has developed an IFRS Conversion Plan. The IFRS Conversion Plan is well underway with key IFRS standards analyzed and compared against the Company's current Canadian GAAP policies. The key accounting policy alternatives have been identified including contract classification and first-time adoption of IFRS, however final decisions are pending. The impacts of these decisions are currently being assessed. Developments relating to existing standards and new standards are being monitored to assess the impact on the Conversion Plan. Our transition status is currently on track with our implementation schedule.

5. Receivables	<u>2009</u>	2008
Policyholders for premiums Accrued interest Other	\$ 831,482 465,607 1,180	\$ 818,156 443,074 6,309
	\$ 1,298,269	\$ 1,267,539

December 31, 2009

6.	Investmen	ts - carrying v	alu	le				2009		2008
	Held to maturity, investments at cost Available for sale, investments at fair value					\$	37,097,485 8,204,896	\$	33,882,264 7,251,999	
							\$	45,302,381	\$	41,134,263
				24	200			20	00	
		•	_	20	009		_	20	08	
				Cost		Fair <u>Value</u>		Cost		Fair <u>Value</u>
	d to maturity erm deposits	- investments	8							
	and GIC's		\$	1,380,000	\$	1,380,000	\$	2,300,000	\$	2,300,000
	onds at par le unamortized discounts an Federal Provincial	purchase		586,362 15,759,438		615,768 17,432,850		600,835 14,451,009		659,374 16,265,179
	Municipal Corporate			9,097,430 10,274,255		9,406,282 10,645,192		6,191,003 10,339,417		6,418,564 9,662,284
	otal bonds									
				35,717,485		38,100,092		31,582,264		33,005,401
	al held to mat vestments	urity	\$	37,097,485	\$	39,480,092	\$	33,882,264	\$	35,305,401
Ava	ilable for sa	le - investmen	ts				•			
	quities - Cana Common sto quities - US		\$	5,734,292	\$	6,151,438	\$	5,852,738	\$	4,960,813
	Common sto arm Mutual P		-	1,843,014 422,430		1,720,165 333,293		2,218,121 365,609		2,010,065 281,121
	al available fo vestments	r sale	\$	7,999,736	\$	8,204,896	\$	8,436,468	\$	7,251,999
Held	d to maturity	investments	- m	naturity profil	е					
	•	Within		1 to 5		5 to 10		10 to 20		
		<u>1 Year</u>		<u>Years</u>		<u>Years</u>		<u>Years</u>		<u>Total</u>
Bon Terr	ds \$ n deposits	2,025,000 480,000	\$	9,819,679 900,000	\$	13,860,424	\$	10,012,382	\$	35,717,485 1,380,000
Tota	al \$	2,505,000	\$	10,719,679	\$	13,860,424	\$	10,012,382	\$	37,097,485
Perd	cent of total	<u>7%</u>		<u>29%</u>		<u>37%</u>		<u>27%</u>		<u>100%</u>
								_	_	

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

December 31, 2009

7. Fair value measurement

In compliance with CICA Handbook Section 3862, the Company has categorized its assets and liabilities that are carried at fair value on a recurring basis, 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.

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.

Assets			Level 1		Level 2		Level 3	<u>Total</u>
Cash and cash e Farm Mutual poo	•	\$	1,844,050		-		-	\$ 1,844,050
-Canadian fixe -Canadian equ	d income ity		-	\$	140,906 192,387		-	140,906 192,387
Equity investmen -Canadian -US	iis	_	6,151,438 1,720,165	_	-	_	-	6,151,438 1,720,165
		\$_	9,715,653	\$_	333,293	\$ _		\$ 10,048,946
8. Property a	nd equipme	nt					<u>2009</u>	2008
8. Property a	nd equipme	nt	<u>Cost</u>		cumulated epreciation	<u>B</u>	2009 Net ook Value	2008 Net Book Value
Land Building Office equipment Computer equipment Motor vehicle Parking lot	Rate 5%	s	Cost 132,097 579,549 230,832 194,688 208,707 25,711			<u>B</u> •	Net	\$ Net

December 31, 2009

9. Investment income	<u>2009</u>	2008
Interest from bonds and short term deposits Dividend income Gain on sale of investments	\$ 1,926,836 364,606 9,871	\$ 1,850,886 271,356 156,323
	\$ 2,301,313	\$ 2,278,565

Gain on sale of investments is net of equity write-downs in the amount of \$162,000 (2008 – \$203,944).

10. Change in non-cash operating working capital	2009		2008
Receivables Prepaid expenses Deferred premium acquisition expenses Re-insurers' share of reserve for unpaid claims Payables and accruals Income taxes Refund from surplus payable Unpaid claims Unearned premiums	\$ (30,730) 22,165 (68,630) (98,631) 117,956 837,603 1,472,747 227,725 564,956	\$	(90,085) (17,379) (20,080) 227,835 63,960 82,173 - 894,634 411,514
	\$ 3,045,161	\$_	1,552,572
Income taxes paid	\$ 9,103	\$_	171,252

11. Reinsurance

All reinsurance is ceded and assumed from Farm Mutual Reinsurance Plan Inc., a mutual reinsurer incorporated without share capital, of which the Company is a member.

Reinsurance ceded

The Company follows the policy of underwriting and reinsuring contracts of insurance which, in the main limits the liability of the Company to a maximum amount on any one property loss to \$437,500 or liability loss to \$212,500. The reinsurance contracts also limit the Company's liability on the sum of all individual losses arising out of one event to \$1,200,000 plus 5% coinsurance. In addition, the Company has obtained reinsurance which limits the Company's overall liability on property losses and liability losses to a maximum of 80% and 100% respectively, of the Company's earned premium.

Reinsurance assumed

The Company is participating as a re-insurer of losses from catastrophe suffered by members of the Farm Mutual Reinsurance Plan Inc. to the extent of \$250,000 for a single catastrophe loss. The Company's participation commences if a catastrophe loss exceeds \$15 million and reaches the limit of \$250,000 if the loss is \$140 million or greater.

December 31, 2009

11. Reinsurance (cont'd)

In 2008, the Company also participated with a group of Canadian mutual insurance companies as a re-insurer of Agricorp, a crown corporation in Ontario that provides crop insurance to Ontario farmers. The Company's maximum exposure was \$150,000. The Company did not participate as a re-insurer of Agricorp in 2009.

12. Special mutual rebate

The Board of Directors declared a Special Mutual Rebate in December 2009, payable to all policyholders with policies in force on December 31, 2009, at a rate of 10% of gross written premiums on December 31, 2009.

13. Income taxes

Thirty-nine percent (39%) of premiums are from farming and fishing producers. The Company is taxable on the portion of its income that is attributed to non-farming/fishing premiums.

During 2009, Canada Revenue Agency reassessed the Company's corporate income tax returns for the taxation years 2005, 2006 and 2007. The result was a tax refund in the amount of \$191,465, which has been included as a credit against 2009 provision for current income taxes.

14. Pensions

The Company has a defined contribution plan providing pension benefits to eligible employees. The total plan expense for the Company's defined contribution plan for all of 2009 was \$134,826 (2008 - \$127,097).

15. Capital management

The Company's objectives with respect to capital management are to maintain a capital base that is structured to exceed regulatory requirements and to best utilize capital allocations. 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, catastrophe coverage limits the Company's exposure to \$1.2 million plus 5% of the remaining loss. The \$1.2 million net retained amount represents approximately 3.6% of Company's capital. For the purpose of capital management, the Company has defined capital as policyholders' security fund, excluding accumulated other comprehensive income (loss).

Section 317.(1) of the Insurance Act of Prince Edward Island requires insurers to maintain a reserve fund equal to the sum of \$500 for every \$100,000 of the first \$1 million of insurance in force, and \$3,000 for each additional \$1 million or part thereof insurance in force. The Company's reserve fund as at December 31, 2009 was 1.8 times that, which is required by S317.(1) of the Insurance Act.

December 31, 2009

16. Financial instrument risk management

Credit risk

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

The Company's investment policy includes guidelines on the bond portfolio relating to portfolio composition, issuer type, bond quality ratings (at time of acquisition - rated as "A" or better) and general guidelines for geographic exposure. All fixed income portfolios are monitored by management on a monthly basis.

Reinsurance is placed with 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 receivables are short-term in nature and are not subject to material credit risk.

The maximum exposure to credit risk and concentration of this risk is outlined in Note 6.

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

Currency risk

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

The Company's foreign exchange risk is related to its stock holdings. The Company limits its holdings in foreign equity to 25% in accordance with its investment policy. Foreign currency changes are monitored by the investment committee and holdings are adjusted when out of balance with investment policy. A 1% change in the value of the United States dollar would affect the fair value of stocks by \$17,202 which would be reflected in net income or OCI.

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

December 31, 2009

16. Financial instrument risk management (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 not exposed to this risk as its interest bearing investments are being held to maturity.

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 and United States stocks with fair values that move with the S&P 500 Index. A 10% movement in the stock markets with all other variables held constant would have an estimated affect on the fair values of the Company's Canadian common and United States common of \$785,000. For stocks that the Company did not sell during the period, the change would be recognized in the asset value and in other comprehensive income. For stocks 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 (losses) in income during the period.

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. The Company does not have material liabilities that can be called unexpectantly 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 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.

Prince Edward Island Mutual Insurance Company Schedule of expenses

Year Ended December 31	2009	2008
Advertising	\$ 122,051	\$ 131,660
Canada pension plan	82,935	79,733
Conventions, courses and travel	74,533	97,727
Depreciation	63,281	65,674
Directors fee	199,463	206,925
Donations	111,033	78,283
Employment insurance	38,119	37,691
Fire prevention tax	147,275	138,141
Group insurance	119,517	102,911
Loss prevention	128,140	117,810
Office supplies	102,123	99,674
Other administration costs	206,121	192,463
Postage	123,676	113,502
Premium acquisition expenses	1,727,872	1,665,485
Professional fees	23,807	23,467
Salaries	1,215,992	1,129,880
Taxes, dues and licences	37,434	36,847
Telephone	57,492	56,325
	\$ 4,580,864	\$ 4,374,198