

LIFE-2	35.010	Analysis of Income by Line of Business	
<p>The lines on these pages generally correspond to the income statement, page 20.030. The totals in column 81 of this exhibit should agree with the corresponding amounts reported in the various lines of the income statement.</p>			
<p>Details of the basis for the allocation formulae used, if any, should be disclosed on page 10.070 – Question 5.2. Refer to the instructions for the income statement, page 20.030 for further details regarding the completion of this page.</p>			
Line	Col	Cross Ref	Practice
	31		<p>Reinsurance</p> <p>Applicable to direct writers with significant reinsurance operations and who internally manage reinsurance assumed as a separate business unit. Reinsurance companies should use all the columns.</p>
	51		<p>Total Par</p> <p>All income statement line items for participating business to be included in this column.</p>
040	Various	P 45.010 L 289 C Various & P 20.030 L 040 C 01	<p>Premiums</p>
070	81	P 20.030 L 070 C 01 & P 23.010 L 889 C 01	<p>Net Investment Income</p> <p>The basis for the allocation of net investment income by lines of business should be described on page 10.070 – Question 5.2.</p> <p>Net investment income attributable to the Head Office Account should be reported in column 71.</p>
130	81	P 20.030 L 130 C 01	<p>Fee Income</p> <p>Any fee income generated by the Canadian Branch should be included on this line along with management fees arising from the Segregated Funds business of the Canadian Branch and fees earned from Administrative Services, etc.</p>

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160	81	P 20.030 L 160 C 01 & P 23.030 L 199 C 01	Other Revenue Include settlement annuity considerations arising out of settlement options exercised by the beneficiary as part of this line.
210			Claims Include all insurance claims excluding those related to annuity payments and surrender payments.
220			Annuity Payments All payments related to annuities including maturity and surrender payments. Note that Settlement Annuities are to be reported in the "Other Revenue" exhibit.
230			Surrenders All surrender payments excluding those related to annuity payments. Include the cash surrender value applied to purchase a new insurance policy or benefit, or to continue a policy or benefit in accordance with the terms of the original policy, provided the new or continued policy or benefit can be included as New Effected in the movement of policies. Cash values applied to repay a loan should be included here. Exclude cash surrender values applied to purchase reduced paid up or extended term insurance as this is not New Effected business.
240			Other Include interest paid on claims, contractual payments and withdrawal payments for GICs and other contractual deposit funds where the amount is substantial and including this amount with regular annuity payments would not be appropriate. Lines 210 to 240 should agree to Page 20.030, line 250.

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300 330	81	P 20.030 L 300 & L 330 C 01	Net Changes to Actuarial Liabilities – Normal / Basis Change		
360	81	P 20.030 L 360 C 01	Policyholder Dividends		
390	81	P 20.030 L 390 C 01	Experience Rating Refunds Include amounts paid as well as any change in the provision.		
420	81	P 20.030 L 420 C 01	Transfer to and (Transfer from) Other Funds This line is to be used for transactions where there has been a transfer of funds between the Segregated Fund operated by the Canadian Branch and its general fund.		
450	Various	P 20.030 L 450 C 01 & P 45.010 L 489 C Various	Commissions		
480			Interest on Policyholder Amounts on Deposit This amount represents interest credited during the year to amounts the insured left on deposit with the Canadian Branch, be it dividends, proceeds from insurance contracts or prepaid premiums or other deposit funds where the Canadian Branch guaranteed certain rates of interest. The interest credited consists of amounts actually credited to the funds on deposit plus the change in accrued interest due to policyholders and not yet credited.		

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510	81	P 23.030 L 299 C 01 & P 20.030 L 510 C 01	<p>Interest Expense</p> <p>Include interest expense on loans, notes and debentures, etc. Identify the appropriate line of business for which the debt was incurred and charge accordingly.</p> <p>Include also interest expense not deducted against investment income on line 810, page 23.010.</p> <p>Exclude interest paid or credited with respect to policyholder amounts including claim payments.</p>		
540	81	P 23.030 L 599 C 01 & P 20.030 L 540 C 01	<p>General Expenses and Taxes (excl. Income Taxes)</p> <p>Excludes expenses and taxes deducted from investment income on lines 810 and 820 of page 23.010 - Net Investment Income.</p>		
570	81	P 23.030 L 899 C 01 & P 20.030 L 570 C 01	<p>Other Expenses</p>		
899	81	P 20.030 L 899 C 01	<p>Net Income</p>		

LIFE-2	35.080	Liquid Assets (Vested in Trust) & Cashable Liabilities
<p>The purpose of the disclosure on this page is to give a comparison between potentially cashable liabilities and the liquid assets available to meet such liabilities. The amounts shown are to be based on a best effort basis, and may be approximate.</p> <p>Cashable liabilities are those where the policyholder has the option to withdraw funds from the insurer in the next 12 months. This includes reinsurance agreements where the agreements could be cancelled, resulting in cash being required to be paid to the other company. This also includes any debts that will fall due in the next 12 months.</p> <p>Liquid assets are those that can be sold for cash in a public market, so as to be available to meet any obligations from policyholders and debt holders. The asset value shown may include accrued interest, at the option of the insurer.</p> <p>All amounts are to be reported at book value, as applicable.</p>		