

LIFE-1	35.010 – 35.030	Analysis of Income by Line of Business
<p>The lines on these pages generally correspond to the consolidated income statement, page 20.030. The totals in column 89 of page 35.030 of these exhibits should agree with the corresponding amounts reported in the various lines of the consolidated income statement.</p> <p>Items related to capital and non-par surplus should be reported in column 36. Details of the basis for the allocation formulae used, if any, should be disclosed on page 10.080 – Question 5.2. Life insurers are referred to the instructions for the income statement, page 20.030 for further details regarding the completion of these pages.</p> <p>With respect to materiality limits and the disclosure by territory, life insurers are required to complete all income statement lines for all foreign territories (U.S.A., Europe and Asia / Other) in which: i) assets of the foreign territory exceeds 5% of the consolidated equity or ii) the revenue in the territory exceeds 5% of consolidated revenue. Life insurers may include immaterial territories under “Asia / Other”. However, if a life insurer has insignificant operations out of Canada, the immaterial territories should be reported under “Canada”.</p> <p>Territorial Breakdown</p> <p>Europe – Belgium, France, Germany, Ireland, Italy, Netherlands, etc., and the United Kingdom consisting of Great Britain (England, Wales, Scotland and Northern Ireland).</p> <p>Asia/Other – Bermuda, Caribbean, China, Hong Kong, India, Indonesia, Japan, Korea, Malaysia, Mexico, Philippines, Singapore, Thailand, , etc.</p>		

LIFE-1	35.010 & 35.020	Analysis of Income by Line of Business – Canada & U.S.A.	
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>

LIFE-1		35.010 - 35.030		Analysis of Income by Line of Business	
Line	Col	Cross Ref	Practice		
040	Various	P 45.010 - P 45.030 L 289 C Various & P 20.030 L 040 C 01	Premiums		
070	Various	P 20.030 L 070 C 01 & P 23.010 L 889 C 01	Net Investment Income The basis for the allocation of net investment income by lines of business should be described on page 10.080 – Question 5.2. Net investment income attributable to capital and surplus should be reported in column 36.		
130	Various	P 20.030 L 130 C 01	Fee Income Any fee income generated by the life insurer should be included on this line along with management fees arising from the life insurer's Segregated Funds business and fees earned from Administrative Services, etc.		
160	Various	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. Also, include income from non-insurance operations including those related to a life insurer's banking and trust operations.		
210			Claims Include all insurance claims excluding those related to annuity payments and surrender payments.		

LIFE-1		35.010 – 35.030		Analysis of Income by Line of Business	
Line	Col	Cross Ref	Practice		
220			<p>Annuity Payments</p> <p>All payments related to annuities including maturity and surrender payments.</p> <p>Note that Settlement Annuities are to be reported in the “Other Revenue” exhibit.</p>		
230			<p>Surrenders</p> <p>All surrender payments excluding those related to annuity payments.</p> <p>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.</p>		
240			<p>Other</p> <p>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.</p> <p>Lines 210 to 240 should agree to Page 20.030, line 250.</p>		
300 330	Various	P 20.030 L 300 & L 330 C 01	<p>Net Changes to Actuarial Liabilities – Normal / Basis Change</p>		
360	Various	P 20.030 L 360 C 01	<p>Policyholder Dividends</p>		
390	Various	P 20.030 L 390 C 01	<p>Experience Rating Refunds</p> <p>Include amounts paid as well as any change in the provision.</p>		

LIFE-1		35.010 – 35.030		Analysis of Income by Line of Business	
Line	Col	Cross Ref	Practice		
420	Various	P 20.030 L 420 C 01	<p>Transfer to and (Transfer from) Other Funds</p> <p>This line is to be used for reporting movement of funds pertaining to transactions involving:</p> <ul style="list-style-type: none"> a) acquisition/release of a block of business through reinsurance; and b) transfer of policy risk between general fund and Segregated Funds (up to the date of such acquisition/release and transfer of risk). <p>In respect of such existing risk or block of business, the offsetting reporting should be to the “Net Changes to Actuarial Liabilities” and this line of “Transfer to and (from) Other Funds”. In effect, the transfer of a block of business or policy should not give rise to a change in net income as a result of the change in actuarial liabilities as at that date.</p>		
450	Various	P 20.030 L 450 C 01 & P 45.010 L 489 C Various	<p>Commissions</p>		
480			<p>Interest on Policyholder Amounts on Deposit</p> <p>This amount represents interest credited during the year to amounts the insured left on deposit with the life insurer, be it dividends, proceeds from insurance contracts or prepaid premiums or other deposit funds where the life insurer 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.</p>		

LIFE-1		35.010 – 35.030		Analysis of Income by Line of Business	
Line	Col	Cross Ref	Practice		
510	Various	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	Various	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	Various	P 23.030 L 899 C 01 & P 20.030 L 570 C 01	<p>Other Expenses</p>		
600			<p>Non-Controlling Interests</p> <p>Net Operating Income attributable to holders of non-controlling shares.</p>		
899	Various	P 20.030 L 899 C 01	<p>Net Income</p>		

LIFE-1	35.040	Analysis of Sales (Premiums and Deposits) by Major Line of Business and Territory	
<p>Materiality guidelines with respect to disclosure by territory are the same as those for pages 35.010 – 35.030.</p> <p>PROTECTION – includes direct life, A&S business and P&C business for both individual and group lines.</p> <p>WEALTH MANAGEMENT – includes both On and Off Balance Sheet Products. The On-Balance Sheet products include individual and group annuities (pensions). The Off-Balance Sheet products include Segregated Funds, Separate Accounts and Mutual Funds.</p> <p>OTHER – includes Fee for Service business. This includes investment management services, Group ASO contracts etc.</p>			
Line	Col	Cross Ref	Practice
010 - 099			<p>Protection - New Annualized Premiums</p> <p>Protection sales are measured in terms of gross new annualized premiums for individual and group protection (insurance) business.</p> <p>These premiums are defined as the annual premiums on policies sold and additional premiums on policies converted during the reporting period.</p>
210 - 299			<p>Wealth Management - New Premium Equivalents – Premium Income and Deposits</p> <p>Wealth Management sales are measured in terms of premium income and new deposits.</p> <p>Sales of On-Balance Sheet wealth management products are measured in terms of premium income as shown on the Income Statement. Includes amounts shown on pages 45.010 and 45.020, line 289, columns 11 & 12 for Canada and U.S.A.</p> <p>Sales of Off-Balance Sheet wealth management products are measured in terms of new deposits received.</p>
410 - 499			<p>Other - New Premium Equivalents</p> <p>Sales are measured in terms of the new premium equivalents. New premium equivalent amounts are equal to the growth in the bases upon which the related fees are generated.</p>

LIFE-1	35.050	Assets and Liabilities – By Currency
<p>Assets and liabilities need not be reported separately with respect to a particular foreign currency where both the amount of assets and the amount of liabilities denominated in such currency is less than 5% of the consolidated equity or the revenue in such currency is less than 5% of consolidated revenue. In such cases, the amount of the related assets and liabilities may be reported under the heading “Asia/Other”, if the life insurer has significant operations out of Canada; otherwise, the related assets and liabilities should be reported as “Canada”. The total assets and liabilities reported on line 899 should equal the comparable totals of column 01 on pages 20.010 and 20.020.</p> <p>Refer also to the instructions for pages 70.010 and 70.020.</p> <p>Foreign currency amounts are to be translated to Canadian dollar equivalents using the period end rates.</p>		

LIFE-1	35.060	Off Balance Sheet Currency Exposure – At Year End
<p>In this schedule, off balance sheet exposures are separated between: i) those where the life insurer is contractually obligated to perform (such as Currency Forwards, Futures, Swaps and Similar Commitments) and ii) those where they have the option, but not the contractual obligation, to enter into a transaction (such as Currency Options).</p> <p>The exposures in terms of (notional amounts) should be aggregated by currency by territory. For example, if the Canadian territory has a contract to acquire U.S. Dollars for Canadian Dollars in the future, the future receipt of U.S. dollars would show as a positive amount in the USD column and the obligation to deliver Canadian dollars would be shown as a negative amount in the CAD column. If at the same time, the Canadian territory had entered into a contract to sell Euros and acquire Canadian dollars, the future disposal of Euros would show as a negative amount in the Euro column and the future receipt of Canadian dollars would be netted against the other Canadian dollar transaction with the net amount shown in the CAD column.</p> <p>Foreign currency amounts should be translated to Canadian dollar equivalents using the same exchange rates shown on page 35.050.</p>		

LIFE-1	35.070	Assets and Liabilities – In Canada/By Territory	
<p>Assets in Canada / a territory should be assets actually held in Canada / a territory.</p> <p>Refer also to the instructions for pages 70.010 and 70.020.</p> <p>In the rare circumstance where assets vested in trust related to a particular territory are physically located in a different territory, they should be recorded in the territory in which they are vested in trust.</p> <p>For purposes of determining In Canada Net Actuarial Liabilities, federal life insurers should be guided by the definition of a "policy in Canada" in the <i>Insurance Companies Act</i>. Net Actuarial Liabilities in a territory (other than Canada) are for policies issued to residents of that territory. Other liabilities should be attributed to the territory where the liability arose.</p> <p>Assets and liabilities need not be separately reported for any territory in which both the amount of assets and amount of liabilities are less than 5% of consolidated equity, or revenue in such territory is less than 5% of consolidated revenue. In such cases, the assets and liabilities should be reported under "Asia/Other", if the life insurer has significant operations out of Canada; otherwise, the applicable assets and liabilities should be reported under "Canada".</p> <p>The total amounts of assets and liabilities in Canada reported on lines 489 and 749 should equal the in Canada amounts in column 11 on lines 849 and 899 respectively.</p>			
Line	Col	Cross Ref	Practice
810	11		<p>Cash and Invested Assets</p> <p>This datapoint equals the sum of all the lines of column 01 not listed under the cross-reference for line 840 (below).</p>
840	11	P 35.070 L 100 + L 370 + L 400 + L 430 + L 460 C 01	<p>Other Assets</p>
849	36	P 20.010 L 899 C01	<p>Total Assets</p>
899	36	P 20.020 L 389 C 01	<p>Total Liabilities</p>

LIFE-1	35.080	Liquid Assets & Cashable Liabilities – By Territory
<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>The separation of assets between in Canada and out of Canada should be based on the location where the assets are held. In the rare circumstance where assets vested in trust related to a particular territory are physically located in a different territory, they should be recorded in the territory in which they are vested in trust.</p> <p>Out of Canada Total Individual and Total Group cash values are the aggregate of the values for the types of policies indicated.</p> <p>All amounts are to be reported at balance sheet value, as applicable.</p> <p>Also refer to the instructions for pages 70.010 and 70.020.</p>		