



THE DOMINION

Canada's Trusted Insurance Company

2011 Industry-Wide Adjustment Public Meeting



Introduction

- The Dominion of Canada General Insurance Company (The Dominion) is Canadian owned and operated and is one of the largest property and casualty insurers; specializing in home, auto and business insurance. Our GWP in 2010 was 1.27billion.
- Our head office is based in Toronto with regional offices across the country; including two in Alberta: Calgary and Edmonton, employing 103 people.
- We distribute our products exclusively through independent brokers; we strongly believe consumers should have access to independent, professional advisors, who provide advocacy and choice.
- Presently we have 87 broker partners in Alberta; each of which are able to provide local knowledge, support and advocacy to their clients in communities across the province.

Introduction

- The Dominion has paid close to \$13 million to Alberta policyholders as a result of the hailstorm that impacted the province in 2010 and is actively helping our policyholders affected by the wildfires of 2011.
- Personal Auto GWP represents over 50% of The Dominion's total annual writings and Alberta PPA GWP represents approximately 9.4% of our auto book.
- The Dominion currently serves the insurance needs of approximately 60,000 drivers in the province of Alberta.

Loss Trends

Loss Cost Year-to-Year Change			
Accident Year	Bodily Injury	Property Damage	Accident Benefits
2005 / 2004	-39.2%	87.1%	1.3%
2006 / 2005	70.1%	44.8%	30.5%
2007 / 2006	27.6%	7.5%	-14.0%
2008 / 2007	-11.7%	2.5%	-12.1%
2009 / 2008	31.7%	-2.7%	15.0%
2010 / 2009	-26.8%	13.9%	-0.3%
2010 / 2005	85.0%	76.8%	13.2%

Loss Trends

Frequency Year-to-Year Change			
Accident Year	Bodily Injury	Property Damage	Accident Benefits
2005 / 2004	30.9%	36.5%	32.6%
2006 / 2005	22.0%	29.0%	25.0%
2007 / 2006	-9.1%	-7.0%	-9.5%
2008 / 2007	-6.5%	3.7%	-9.2%
2009 / 2008	1.3%	1.1%	-4.6%
2010 / 2009	-5.5%	-5.2%	23.4%
2010 / 2005	-0.7%	19.2%	21.0%

Loss Trends

Severity Year-to-Year Change			
Accident Year	Bodily Injury	Property Damage	Accident Benefits
2005 / 2004	-53.6%	37.0%	-23.6%
2006 / 2005	39.5%	12.2%	4.4%
2007 / 2006	40.4%	15.6%	-5.0%
2008 / 2007	-5.5%	-1.1%	-3.2%
2009 / 2008	30.0%	-3.7%	20.5%
2010 / 2009	-22.5%	20.2%	-19.2%
2010 / 2005	86.4%	48.4%	-6.5%

History of Rate Changes

Effective Date	Overall	Mandatory	Optional
8/1/2011	-4.15%	-3.53%	-4.83%
11/1/2010	-1.89%	-5.09%	2.40%
4/15/2010	0.71%	0.00%	1.57%
11/1/2009	-1.85%	-5.05%	2.36%
11/1/2008	5.60%	5.00%	6.40%
3/1/2008	-0.39%	-1.20%	0.79%
7/1/2007	-1.28%	-1.55%	-0.79%
11/1/2006	-3.12%	-3.08%	-3.18%

Conclusion

- Individual companies should be have the flexibility to change rates according to their own unique results and circumstances
- Fostering a competitive marketplace is in the best interest for Alberta consumers and will maintain stability

Thank you for your time.

Questions?