

October 26, 2015

Insurance Industry Stakeholders

Re: Harmonized Annual Statement on Market Conduct

Dear (Stakeholder CEO/President):

Please find enclosed an initial draft of a proposed harmonized annual statement on market conduct ("Annual Statement"). The Annual Statement has been developed by CCIR to provide regulators with basic information needed to proactively monitor market conduct practices and to align oversight activities with international supervisory standards, particularly as they relate to the fair treatment of consumers. The harmonized form will reduce duplication and eliminate the need for insurers to provide similar and often identical information to multiple regulatory authorities.

The Annual Statement is considered to be a key aspect of the increased information sharing and collaborative approach to supervision that has been adopted by CCIR members. The data proposed to be collected is intended to measure outcomes that are outlined in the Insurance Core Principles (ICP) of the International Association of Insurance Supervisors (IAIS). The information collected in the Annual Statement will assist CCIR members in being better informed about insurer activities and practices in the market place as well as in identifying potential areas for review and developing cooperative supervisory plans.

CCIR would appreciate input from industry stakeholders on this initial draft as we proceed with the development of an information request that is suitable for all provinces and territories. In particular, industry input is being sought on the following:

- The availability of proposed information to be reported by insurers;
- The method of collection separate excel based request or incorporation into standardized regulatory filings;
- The appropriateness of integrating all market conduct information (including consumer complaints) in one form; and

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 Consistency of the terminology contained in the proposed Annual Statement with that of the industry.

It should be noted that, as it is intended for national usage, the proposed Annual Statement includes information that CCIR members intend to obtain. In addition, CCIR members expect that insurers are currently collecting the information requested in the proposed Annual Statement.

Industry consultation is a valuable part of our process to develop a harmonized information request. As such, CCIR would appreciate it if you could provide comments and input to Martin Boyle, CCIR Policy Manager, at martin.boyle@fsco.gov.on.ca by Friday, November 27. If you believe that a conference call to discuss particular items is necessary, please include a request together with your written comments.

Regards,

Patrick Déry

Chair

Canadian Council of Insurance Regulators

1. General Instructions

- 1. The data provided must cover the calendar year ended in 2015 (General)
- a) All amounts reported should be in thousands of dollars (\$000s).
- b) Some fields will only accept a numeric response.
- The information requested is required to establish trends and evaluate the means implemented by the industry regarding fair treatment of consumers.
- You must provide a response to all questions. If the response options do not apply or relate to your company, please select "Other" and provide details in the appropriate space

	In the chart, use	a different line each time the response in the first column			Activities being
f)	may be divided.	See the example: (The name in the first column	Name of client	Type of products	outsourced by
	should not be r	epeated).			you
			ABC inc.	Short term	Claims
			ADO IIIC.	disability insurance	management
				Long term disability	Complaints
				insurance	management
				Health spending	
				account	
			DEF inc.	Dental care benefit	Premium
\vdots			DET IIIC.	Dental care benefit	management
					Complaints
					management
					Other, specify in
					the appropriate cell
\vdots					below
			CULTION	Short term	Claims
			GHI inc.	disability insurance	management

Dental care benefit

g) At the end of each section, a general comments section has been provided for any additional comments you may wish to provide.

2. General Information and Governance (2)

- a) Select the box for each jurisdiction you hold a license. For each jurisdiction selected, please enter your license type and classes of insurance.
- b) Employees means any regular salaried employee, including executives and representatives.
- The actions performed with employees for fair treatment of consumers relate to activity affecting governance, code of ethics, conflicts of interest, incentives management, disclosure to customers, claims, complaints and the protection of personal information.

3. Product changes (4, 5 and 6)

- a) List all the products you have sold during the last fiscal year, even if there were no changes in the products.
- b) In the business line column, please indicate the main guarantee only.

4. Premiums and Claims by Distribution Channel (7 and 7.1)

- a) Broker includes general agent and master general agent.
- b) For mutual benefit association, enter "member agent" in "Other" and specify in the space below.

5. List of distribution channels (8)

For each distribution channel, indicate the classes of insurance. Then, list your 10 largest distributors (determined by amount of direct written premium). Do not repeat the distribution channel and the classes of insurance on each line.

6. Sales and incentives management (9)

- a) Sales team means brokers, agents, exempt sellers and without a representative (Quebec only).
 - b) Management team means, for example, directors, supervisors, etc.
- c) List variable remuneration (eg cash prizes, training, bonus) and the methods used to calculate it.

7. Claims Examination and Complaints (11)

Active court cases means all the cases open at the beginning of the year plus the cases opened during the year, regardless of what moment they were closed. Please enter only the court cases involving a dispute between the insurer and an insured.

2. General Information and Governance 1. W hich provincial jurisdictions are you licensed in? Classes of insurance Province Licensed Please enter all your classes of insurance. Newfoundland & Labrador Prince Edward Island Nova Scotia New Brunswick Quebec Ontario Manitoba Saskatchewan Alberta British Columbia Yukon Northwest Territories Nunavut Out of Canada If "Other", please provide details.

2.	General Information and Governance										
						2					
2. In 1	the past year, have	you filed an appl	lication with and	other regulator	in Canada to a	dd a class of in	surance?				
	Province	Licensed				Please e	Classes of enter all your ne		surance.		
	Newfoundland & Labrador										
	Prince Edward Island										
	Nova Scotia										
	New Brunswick										
	Quebec										
	Ontario										
	Manitoba										
	Saskatchewan										
	Alberta										
	British Columbia										
	Yukon										
	Northwest Territories										
	Nunavut										

2.	General Information and Governance
	If "Other", please provide details.
	3

2. General Information and Governance								
3. Name of the senior officer in charge of ensuring the development, implementation ar 31:	nd enforcem	ent of fair treat	ment of custor	ners related operational p	olicies and practices at December			
a) Name of the senior officer:								
b) Position:								
c) Address:								
d) Telephone number:								
e) Email address:								
4. Total number of employees at December 31:								
5. Have you adopted a code regarding the fair treatment of consumers?								
If yes, please complete questions below:								
a) What year did you adopt the code?								
b) Has your board endorsed this code?								
c) Is the code published on your website?								
d) Have you communicated this code to all of your staff?								
e) Have you implemented operational policies and practices to embed this code into your corpo	orate culture?							
6. Nature and frequency of actions performed with employees for fair treatment of con	sumers:							
a) Training		hrs						
b) Written communications		times						
c) Oral communications								
d) Other: specify in the space below		times						
7. During the past year, have you been subjected to any regulatory action by a regulator	r outside of (Canada?						
If yes, please provide details (which regulator, product concerned, outcome, etc.):								
1								

2. General Information and Governance								
8. Did you have to manage situations involving a conflict of interest?								
If yes, howmany?								
a) Board and senior management								
b) Employees								
Please provide details:								
9. How many internal audits, reviews or assessments of your business conduct controls have been made over the past year?	ade							
a) How many have focused on the fair treatment of consumers?								
b) Have all deficiencies and potential deficiencies in the controls identified during these audits, reviews and assessments been corrected?								
10. General comments:								
5								

3. Design and Marketing of Products							
	Have you made changes to your target market for your products? As example, small business vs fortune 500 commercial, middle class vs upper-class income.						
	uce or offer a new insurance production ncial jurisdiction under a new insur surance policy or endorsement?						
	on 2, did the coverage offered corr r the Insurance Companies Act or a s not mentioned on your licence?						
If you answered yes, please provi	de details of the coverage offered in	n the case below:					
4. Have you conducted surveys or	n customer satisfaction?						
5. If you answered yes, please fill	the table below: (Please use a d	lifferent line for each survey)					
Type of survey	Торіс	Nomber of -respondents	Duration (months)				

3. Design and Marketing of Products						
Other type of survey:						
Other type of subject:						
6. General comments:						
6						

3. Design and Marketing of Products							
	Have you made changes to your target market for your products? As example, small business vs fortune 500 commercial, middle class vs upper-class income.						
	uce or offer a new insurance production ncial jurisdiction under a new insur surance policy or endorsement?						
	on 2, did the coverage offered corr r the Insurance Companies Act or a s not mentioned on your licence?						
If you answered yes, please provi	de details of the coverage offered in	n the case below:					
4. Have you conducted surveys or	n customer satisfaction?						
5. If you answered yes, please fill	the table below: (Please use a d	lifferent line for each survey)					
Type of survey	Торіс	Nomber of -respondents	Duration (months)				

3. Design and Marketing of Products						
Other type of survey:						
Other type of subject:						
6. General comments:						
6						

	4. Product - Individual								
1.	1. Product								
	Product name	Business lines	Changes in the offer or in the product	Date of change (YYYY/MM/DD)	Type of change, if applicable	Comments or any additional information you wish to provide			
1									
2									
3									
4									
5									
6									
7									
8									
9									
10									
11									
12									
13									
14									
15									
16									
17									
18									
19									

	4. Product - Individual						
1.	1. Product						
	Product name	Business lines	Changes in the offer or in the product	Date of change (YYYY/MM/DD)	Type of change, if applicable	Comments or any additional information you wish to provide	
20							
				7	-	•	

	4. Product - Individual									
1.	1. Product									
	Product name	Business lines	Changes in the offer or in the product	Date of change (YYYY/MM/DD)	Type of change, if applicable	Comments or any additional information you wish to provide				
21										
22										
23										
24										
25										
26										
27										
28										
29										
30										
31										
32										
33										
34										
35										
36										
37										
38										
39										

	4. Product - Individual								
1.	Product								
	Product name Business lines the offer or in the product (YYYY/MM/DD) Changes in Change of Change, if applicable information you wish to provide								
40	40								
				8					

	4. Product - Individual									
1. P	1. Product									
	Product name	Business lines	Changes in the offer or in the product	Date of change (YYYY/MM/DD)	Type of change, if applicable	Comments or any additional information you wish to provide				
41										
42										
43										
44										
45										
46										
47										
48										
49										
50										
If "Of	ther", please provide details.									
				9						

5. Product - Group 1. Product Changes in Date of Type of change, if applicable Comments or any additional the offer or in **Product name Business lines** change information you wish to provide the product (YYYY/MM/DD) 2 3 5 6 8 9 10 12

13

15

16

17

18

19

5. Product - Group						
1. P	roduct					
Product name Business lines Changes in the offer or in the product the product Changes in Date of change, if applicable Comments or any additional information you wish to provide						
20						
10						

5. Product - Group

1. Product

	Product name	Business lines	Changes in the offer or in the product	Date of change (YYYY/MM/DD)	Type of change, if applicable	Comments or any additional information you wish to provide
21						
22						
23						
24						
25						
26						
27						
28						
29						
30						
31						
32						
33						
34						
35						
36						
37						
38						
39						

5. Product - Group						
1. P	Product					
Product name Business lines Changes in the offer or in the product the produ						
40						
11						

	5. Product - Group									
1.	1. Product									
	Product name	Business lines	Changes in the offer or in the product	Date of change (YYYY/MM/DD)	Type of change, if applicable	Comments or any additional information you wish to provide				
41										
42										
43										
44										
45										
46										
47										
48										
49										
50	50									
If "C	f "Other", please provide details.									
				12						

6. Product - Segregated Funds 1. Product Changes in the Date of Type of change, if Comments or any additional information offer or in the **Product name** change applicable you wish to provide product (YYYY/MM/DD) 2 3 5 6 8 9 10 12

	6. Product - Segregated Funds							
1.	Product							
	Product name Changes in the offer or in the product Product name Changes in the offer or in the product (YYYY/MM/DD) Changes in the of change, if applicable Type of change, if applicable you wish to provide							
15	15							
				13				

	6. Product - Segregated Funds								
1.	Product								
	Product name	Changes in the offer or in the product	Date of change (YYYY/MM/DD)	Type of change, if applicable	Comments or any additional information you wish to provide				
16									
17									
18									
19									
20									
21									
22									
23									
24									
25									
26									
27									
28									
29									

	6. Product - Segregated Funds							
1.	Product							
	Product name Changes in the offer or in the product (YYY/MM/DD) Changes in the offer or in the product (YYY/MM/DD) Changes in the offer or in the product (YYY/MM/DD) Type of change, if applicable you wish to provide							
30	30							
				14				

	6. Product - Segregated Funds							
1.	Product							
	Product name	Changes in the offer or in the product	Date of change (YYYY/MM/DD)	Type of change, if applicable	Comments or any additional information you wish to provide			
31								
32								
33								
34								
35								
36								
37								
38								
39								
40								
41								
42								
43								
44								

	6. Product - Segregated Funds							
1. P	Product							
	Product name Changes in the offer or in the product Offer or in the p							
45	45							
				15				

6. Product - Segregated Funds								
1. Product	1. Product							
Product name	Changes in the offer or in the product	Date of change (YYYY/MM/DD)	Type of change, if applicable	Comments or any additional information you wish to provide				
46								
47								
48								
49								
50								
f "Other", please provide details.								
			16					

7. Premiums and Claims by Distribution Channel - P&C (\$000)

 Premium and claims by distribution chann@onsolidated
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29 Credit

	Gross Premiums Earned								Claims	Incurred		
Class of Insurance	Agency or Direct	Brokers	Without a Repr. (Quebec) or Exempt Sellers	Restricted Agent (AB, SK, MB)	Other, please specify	Total	Agency or Direct	Brokers	Without a Repr. (Quebec) or Exempt Sellers	Restricted Agent (AB, SK, MB)	Other, please specify	Total
Property												
1 Personal excluding Home and Product Warran	ty					0						0
2 Home Warranty						0						0
3 Product Warranty						0						0
4 Subtotal - Personal	0	0	0	0	0	0	0	0	0	0	0	0
5 Commercial						0						0
	0	0	0	0	0	0	0	0	0	0	0	0
7 Aircraft						0						0
8 Automobile												
Private Passenger												
9 Liability	1					1						0
10 Personal Accident	1					1						0
11 Other	1					1						0
12 Subtotal - Private Passenger	3	0	0	0	0	3	0	0	0	0	0	0
Other than Private Passenger		•										
13 Liability	1					1						0
14 Personal Accident	1					1						0
15 Other	1					1						0
16 Subtotal - Other than Private Passenger	3	0	0	0	0	3	0	0	0	0	0	0
Facility Assoc. Residual Market					•		•					
17 Liability	1					1						0
18 Personal Accident	1					1						0
19 Other	1					1						0
20 Subtotal - Facility Assoc. Residual Market	3	0	0	0	0	3	0	0	0	0	0	0
Automobile - Subtotal										L		
	3	0	0	0		3	0	0	0	0		0
-	3	0	0	0		3		0	0	0		0
	3	0	0	0		3	0	0	0	0		0
	9	0	0	0	0	9		0	0	0	0	0
25 Boiler and Machinery											<u>. </u>	
26 Excluding Equipment Warranty						0						0
27 Equipment Warranty						0						0
	0	0	0	0	0	0	0	0	0	0	0	0

7. Premiums and	l Claims by	v Distribution	Channel - P&C
	- CIGILIED N.		

(\$000)

1. Premium and claims by distribution chann@onsolidated

			Gross Pre	miums Earne	d	Claims Incurred						
Class of Insurance	Agency or Direct	Brokers	Without a Repr. (Quebec) or Exempt Sellers	Restricted Agent (AB, SK, MB)	Other, please specify	Total	Agency or Direct	Brokers	Without a Repr. (Quebec) or Exempt Sellers	Restricted Agent (AB, SK, MB)	Other, please specify	Total
30 Credit Protection						0						0
31 Fidelity						0						0
32 Hail						0						0
33 Legal Expense						0						0
Liability												
34 Comprehensive General Liability (with product						0						0
Comprehensive General Liability (without prod	ucts)					0						0
Cyber Liability						0						0
Directors and Officers Liability						0						0
38 Excess Liability						0						0
Professional Liability						0						0
Umbrella Liability						0						0
Pollution Liability						0						0
42 All other						0						0
43 Liability - Total	0	0	0	0	0	0	0	0	0	0	0	0
44 Mortgage						0						0
45 Other Approved Products						0						0
Surety												
46 Contract Surety						0						0
47 All Other Surety						0						0
48 Surety - Total	0	0	0	0	0	0	0	0	0	0	0	0
49 Title						0						0
50 Marine						0						0
51 Accident and Sickness						0						0
TOTAL	9	0	0	0	0	9	0	0	0	0	0	0

If "Other", please provide details.

2. General comments:

7.1. Premiums and Claims by Distribution Channel - LIFE

(\$000)

1. Premium and claims b	v distribution channel	Consolidated
communication or annual or	y alouisamon onamion	o o i i o o i i a a co a

	communication of a miles of a mil			Gross P	remiums				Poli	cyholder/Certif	icateholder Ben	efits	
	Line of Business	Agency or Direct	Brokers	Without a Repr. (Quebec) or	Restricted Agent (AB, SK, MB)	Other, please specify	Total	Agency or Direct	Brokers	Without a Repr. (Quebec) or Exempt Sellers	Restricted Agent (AB, SK, MB)	Other, please specify	Total
	Non-Participating												
	Life												
1	Individual						0						0
2	Group						0						0
3	Subtotal - Life	0	0	0	0	0	0	0	0	0	0	0	0
	Annuity												
4	Individual						0						0
5	Group						0						0
6	Subtotal - Annuity	0	0	0	0	0	0	0	0	0	0	0	0
	Accident & Sickness												
7	Individual						0						0
8	Group						0						0
9	Subtotal - Accident & Sickness	0	0	0	0	0	0	0	0	0	0	0	0
10	Non-Participating - Total	0	0	0	0	0	0	0	0	0	0	0	0
11	Participating						0						0
12	Property & Casulaty						0						0
13	Deposit taking						0						0
14	Other						0						0
ТО	ΓAL	0	0	0	0	0	0	0	0	0	0	0	0

If "Other", please provide details.

2. General comments:

R	Lict	of Dic	tribution	Channe	le
α.				і і паппе	

1. List

1. List						Lan				Other type of advantage (eg		After its purchase, do you have measures in
Name of 25 main firms	Distribution chanels	Type of insurance	Flex (in P&C only)	Exclusivity clause?	Binding authority	Loan amount, if applicable (thousands of dollars)	Participation in equity, if applicable	Minimum volume clause	First refusal clause	ressource loan, marketing, etc.). If yes, specify in the case below.	do you have measures in place to ensure that the information is properly given at the point of sale ?	place to ensure that the information is properly given at
1												
2												
3												
4												
5												
6												
7												
8												
9												
10												
11												
12												
13												
14												
15												
16												
17												
18												
19												

	8. List of Distribution Channels													
20														
21														
22														
23														
24														
25														
							20							

8. List of Distribution Channels						
2. Other type of advantage:						
3. General comments:						

9. Sales and Incentives Management						
Do you ensure that your remuneration or evaluation is not in conflict with the customer's interest:						
Regarding the sales staff (bro restricted agent, without a repr						
b) Regarding the claims personn	·					
Excluding personnel whose customer can reach:	remuneration is fully varia	able, the variable proportion of the remuneration of staff in relation to				
a) Not applicable						
b) Less than 10% of base salary						
c) 10% to 29% of base salary						
d) 30% to 60% of base salary						
e) 61% to 99% of base salary						
f) 100% and more of base salary						
3. List of compensation method	ods other than fixed com	mission and base salary(Please, check all that applyto you):				
a) Sales team:	b) Management team:	Type of variable remuneration:				
		Cash prizes or other gifts				
		Training (eg convention)				
	Training in other country (eg convention)					
		☐ Money loan				
	Profit sharing					
	Bonus					
		Other, please specify in the space below:				
4. Other type of variable remu	neration (Please, check all	I that applyto you):				
a) Sales team:	b) Management team:	Bases of variable remuneration:				
		Sales volume				
		Sales of designated products				
		New sales				
		Renewal				
		Retention				
		Transfer of volume				
		Contingency				
		Benefit-ratio gap				
		Claims ratio				
		Sales contests on designated products				
		Sales contests on sales volumes				
		Customer satisfaction or recommendation				
		Other, please specify in this space below:				
5. Other specific comments or	n incentives:					

9. Sales and Incentives Management
22

9. Sales and Incentives Manageme	ent
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6. List of Administrative Services Only (ASO) Plans administrated (LIFE ONLY): (Please, write the name of client and use a different line for each distribution method and activities outsourced. Do not repeat the name of the client on each line).

Name of client	Type of products	Activities being outsourced byyou			
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
7. Other types of products:					
8. Other activities outsourced	:				
		23			

9. Sales and Incentives Management						
9. Sales of product:						
Classes of insurance	Numbers of applications	Number of applications automatically accepted	Number of applications accepted further to selection	Number of quotes declined		
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						
10. Please, check the 3 main re	asons for application refusa	ls and add the proportion	(%):			
	Proportion	for the 3 main reasons				
		Life	P & C			
Pre-existing conditions						
Age						
Genetic profile						
Smoking						
Claims history						
Medical conditions, sickness						
Property features						
Type of automobile (features, a						
Geographic location, excluding						
Mapping (concentation)						
Credit score						
Guarantee asked not offered						
Risk value too high	Risk value too high					
Sale of products, customer service before or during the purchase						
Other, please specify in the case below.						
11. Other main reasons for ref	usals					

9. Sales and Incentives Management						
12. General comments:						
	24					

10. Advertising						
1. Number of advertising campaigns:						
2. Typ	2. Types of media used (Please, check all that apply to you):					
	Newspapers					
	Magazines					
	Email					
	Letters					
	Television					
	Radio					
	Internet					
	Adv ertising signs					
	Other, please specify in the case below.					
3. Oth	er media used:					
4. General comments:						
	25					
	25					

11. Claims Examination and Complaints						
1. Claims						
1	Classes of insurance	Total number of claims presented	Amount paid in benefits	Number of claims denied	Original amount claimed relating to denied claims	Number of active court cases
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
2. P	lease, check the 3 main reaso	ons for claims denial a	and add the propo	ortion (%)		
		Proportion 1	for the 3 main rea	sons		
			Life	P & C		
	Exclusions and limitations					
	Cancellation					
	Delay					
	Not covered, except for exc	lusions and limitations				
	Fraud					
	Misrepresentation or conceal	ment of material facts				
	Other, please specify in the	case below.				
3. O	3. Other main reasons for claims denial:					

11. Claims Examination and Complaints				
		26		
4. Complaints:		I		
Classes of insurance	Number of complaints received	Number of complaints OmbudService was involved in (including AMF Quebec only)		
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
5. Internal OmbudService?		please		
6. External OmbudService?	L	please		
7. Please, check the 3 main reas		d add the proport		

11. Claims Examin	ation and (Complair	nts
	Life	P & C	
Exclusions and limitations			
Cancellation			7
Delay			7
Not covered, except for exclusions and limitations			7
Interpretation of policy			7
Claim denied			7
Customer service after the purchase			7
Features of products			7
Sale of products, customer service before or during the purchase			
Other, please specify in the space below.			7
8. Other main reasons for complaints			
9. General comments:			
	27		

12. Protection of Personal Information									
1. Breaches of confidentiality									
	Breach date	Number of insured affected (potential)	Type of breach	Duration of breach before detection (in days)	Disclosure to insured affected?				
1									
2									
3									
4									
5									
6									
7									
8									
9									
10									
2. Other type of breach:									
3.	If applicable, actions take	n and deadlines fo	r their implementation for	each breach. Please indic	cate the number of				
br	eaches.								

12. Protection of Personal Information					
	28				
4. Request for access to personal information :					
	Class of insurance	Number of requests for access to personal information received	Number of requests for personal information refused, including partial refusals*	Number of requests for rectifications to personal information	
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
* Disregard refusals based on Professional secrecy or privilege					
5. General comments:					
29					