

Co-operators General Insurance Company

Unaudited Condensed Consolidated Interim Financial Statements

For the third quarter ended September 30, 2015

CO-OPERATORS GENERAL INSURANCE COMPANY CONSOLIDATED BALANCE SHEETS

(unaudited)

As at

| | September 30, | December 31 |
|--------------------------------------------------|---------------|-------------|
| | 2015 | 2014 |
| (in thousands of Canadian dollars) | \$ | \$ |
| Assets | | |
| Cash and cash equivalents | 2,326 | 15,919 |
| Invested assets (note 5) | 4,185,721 | 4,116,529 |
| Premiums due | 708,349 | 661,268 |
| Income taxes recoverable | 30,563 | - |
| Reinsurance ceded contracts (note 7) | 79,802 | 93,884 |
| Deferred acquisition expenses | 192,126 | 183,123 |
| Assets held for sale | 2,773 | 4,883 |
| Deferred income taxes | 86,911 | 86,400 |
| Intangible assets (note 9) | 61,386 | 49,237 |
| Other assets (note 10) | 80,848 | 82,340 |
| | 5,430,805 | 5,293,583 |
| Liabilities Accounts payable and accrued charges | 142,036 | 155,243 |
| Income taxes payable | 11 | 49,153 |
| Insurance contracts (note 6) | 3,497,803 | 3,358,540 |
| Borrowings | 62,324 | 31,080 |
| Retirement benefit obligations | 102,695 | 99,217 |
| Deferred income taxes | 3,247 | 34 |
| Provisions and other liabilities (note 11) | 118,431 | 108,704 |
| | 3,926,547 | 3,801,971 |
| Shareholders' equity | | |
| Share capital (note 13) | 216,918 | 213,556 |
| Contributed capital | 10,132 | 10,132 |
| Retained earnings | 1,116,320 | 1,099,992 |
| Accumulated other comprehensive income | 160,888 | 167,932 |
| · | 1,504,258 | 1,491,612 |
| | 5,430,805 | 5,293,583 |

Contingencies, commitments and guarantees (note 16)

CO-OPERATORS GENERAL INSURANCE COMPANY CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY (unaudited)

| 9 months ended September 30, 2015 (in thousands of Canadian dollars) | Share capital | Contributed capital | Retained earnings \$ | Accumulated other comprehensive income \$ | Total shareholders' equity \$ |
|-------------------------------------------------------------------------|---------------|---------------------|----------------------------|-------------------------------------------|----------------------------------------|
| Balance, beginning of period | 213,556 | 10,132 | 1,099,992 | 167,932 | 1,491,612 |
| Net income | - | - | 58,912 | - | 58,912 |
| Other comprehensive loss | - | - | - | (7,044) | (7,044) |
| Total comprehensive income (loss) | - | - | 58,912 | (7,044) | 51,868 |
| Staff share loan plan (note 13) | 384 | - | - | - | 384 |
| Preference shares issued/redeemed (note 13) | 2,978 | - | - | - | 2,978 |
| Dividends declared (note 13) | - | - | (42,494) | - | (42,494) |
| Premium on redemption of preference | | | | | |
| shares | - | - | (90) | - | (90) |
| Balance, end of period | 216,918 | 10,132 | 1,116,320 | 160,888 | 1,504,258 |

| | | | | Accumulated other | Total |
|---------------------------------------------|---------------|-------------|-----------|-------------------|---------------|
| | | Contributed | Retained | comprehensive | shareholders' |
| 9 months ended September 30, 2014 | Share capital | capital | earnings | income | equity |
| (in thousands of Canadian dollars) | \$ | \$ | \$ | \$ | \$ |
| Balance, beginning of period | 282,623 | 10,132 | 976,088 | 113,244 | 1,382,087 |
| Net income | - | - | 57,843 | - | 57,843 |
| Other comprehensive income | - | - | - | 47,965 | 47,965 |
| Total comprehensive income | - | - | 57,843 | 47,965 | 105,808 |
| Staff share loan plan (note 13) | 532 | - | - | - | 532 |
| Preference shares issued/redeemed (note 13) | (112,620) | - | - | - | (112,620) |
| Common shares issuance (note 13) | 42,000 | - | - | - | 42,000 |
| Dividends declared (note 13) | - | - | (10,073) | - | (10,073) |
| Premium on redemption of preference | | | | | |
| shares | - | - | (106) | - | (106) |
| Balance, end of period | 212,535 | 10,132 | 1,023,752 | 161,209 | 1,407,628 |

CO-OPERATORS GENERAL INSURANCE COMPANY CONSOLIDATED STATEMENTS OF INCOME

(unaudited)

| (in thousands of Canadian dollars except for earnings per share and weighted | 3 months ended September 30, 2015 | 3 months ended September 30, 2014 | 9 months ended September 30, 2015 | 9 months ended September 30, 2014 |
|------------------------------------------------------------------------------|-----------------------------------------|-----------------------------------------|-----------------------------------------|-----------------------------------------|
| average number of common shares) | 2015 | \$ | 2015 \$ | \$ |
| Direct written premium (note 12) | 650,851 | 610,131 | 1,820,862 | 1,737,469 |
| Ceded written premium (note 7, 12) | (17,794) | (19,967) | (51,635) | (58,813) |
| Income | | | | |
| Net earned premium (note 12) | 586,005 | 559,040 | 1,703,898 | 1,629,477 |
| Net investment gains and income (note 5) | (10,013) | 36,338 | 59,097 | 134,578 |
| | 575,992 | 595,378 | 1,762,995 | 1,764,055 |
| Expenses | | | | |
| Claims and adjustment expenses | 422,733 | 444,011 | 1,146,827 | 1,172,928 |
| Ceded claims and adjustment expenses (note 7) | (84) | (4,495) | (8,457) | (9,903) |
| Premium and other taxes | 18,654 | 15,987 | 53,551 | 50,029 |
| Commissions and advisor compensation | 96,371 | 95,980 | 288,595 | 280,944 |
| Ceded commission (note 7) | (1,298) | (2,523) | (3,682) | (6,062) |
| General expenses | 70,999 | 61,672 | 213,626 | 199,996 |
| | 607,375 | 610,632 | 1,690,460 | 1,687,932 |
| Income (loss) before income taxes | (31,383) | (15,254) | 72,535 | 76,123 |
| Income tax expense (recovery) (note 8) | (9,953) | (4,433) | 13,623 | 18,280 |
| Net income (loss) | (21,430) | (10,821) | 58,912 | 57,843 |
| Earnings (loss) per share | (1.07) | (0.57) | 2.48 | 2.28 |
| Weighted average number of common shares | 21,295 | 21,219 | 21,295 | 20,962 |

CO-OPERATORS GENERAL INSURANCE COMPANY CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

(unaudited)

| (in the years do of Consider dellars) | 3 months ended September 30, 2015 | 3 months ended September 30, 2014 | 9 months ended September 30, 2015 | 9 months ended September 30, 2014 |
|-------------------------------------------------------|-----------------------------------------|-----------------------------------------|-----------------------------------------|-----------------------------------------|
| (in thousands of Canadian dollars) Net income (loss) | \$ (21,430) | (10,821) | 58,912 | 57,843 |
| Other comprehensive income | (21,430) | (10,021) | 30,912 | 37,043 |
| Items that may be reclassified subsequently to the | statement of income: | | | |
| Net unrealized gains (losses) on available-for-sa | | | | |
| Bonds | (6,622) | 2,577 | 20,018 | 55,547 |
| Stocks | (31,332) | (59) | (1,264) | 54,690 |
| | (37,954) | 2,518 | 18,754 | 110,237 |
| Net reclassification adjustment for (gains) losses | s included in income | | | _ |
| Bonds | (5,529) | (5,027) | (34,940) | (16,892) |
| Stocks | 10,072 | (5,951) | 5,982 | (30,565) |
| | 4,543 | (10,978) | (28,958) | (47,457) |
| Other comprehensive income (loss) before income taxes | (33,411) | (8,460) | (10,204) | 62,780 |
| Income taxes Income tax expense (recovery) (note 8) | (8,663) | (2,536) | (3,160) | 14,815 |
| Other comprehensive income (loss) | (24,748) | (5,924) | (7,044) | 47,965 |
| Comprehensive income (loss) | (46,178) | (16,745) | 51,868 | 105,808 |

CO-OPERATORS GENERAL INSURANCE COMPANY CONSOLIDATED STATEMENTS OF CASH FLOWS

(unaudited)

| (in thousands of Canadian dollars) | 9 months ended September 30, 2015 \$ | 9 months ended September 30, 2014 \$ |
|-----------------------------------------------------------------------|-----------------------------------------------|-----------------------------------------------|
| Operating activities | | |
| Net income | 58,912 | 57,843 |
| Items not requiring the use of cash (note 14) | 55,974 | (20,281) |
| Changes in non-cash operating components (note 14) | 5,853 | 304,229 |
| Cash provided by (used in) operating activities | 120,739 | 341,791 |
| Investing activities | | |
| Purchases and advances of: | | |
| Invested assets | (3,904,827) | (3,332,535) |
| Assets held for sale | (525) | - |
| Intangible assets (note 9) | (13,411) | (42,000) |
| Property and equipment | (4,935) | (10,696) |
| Sale and redemption of: | | |
| Invested assets | 3,797,298 | 3,128,559 |
| Intangible assets (note 9) | 23 | 73 |
| Assets held for sale | 2,604 | - |
| Cash provided by (used in) investing activities | (123,773) | (256,599) |
| Financing activities | | |
| Share capital - preference shares issued (note 13) | 6,920 | 5,821 |
| Share capital - preference shares redeemed (note 13) | (3,942) | (118,441) |
| Share capital - common shares issued (note 13) | - | 42,000 |
| Repayment of borrowings | (3,500) | · - |
| Dividends paid (note 13) | (44,691) | (12,187) |
| Premium on redemption of preferred shares | (90) | (106) |
| Cash provided by (used in) financing activities | (45,303) | (82,913) |
| Net increase (decrease) in cash and cash equivalents | | |
| less short-term indebtedness | (48,337) | 2,279 |
| Cash and cash equivalents less short-term indebtedness, | (10,001) | _, 0 |
| beginning of period | (11,661) | (3,362) |
| boginning of period | (11,001) | (0,002) |
| Cash and cash equivalents less short-term indebtedness, end of period | (59,998) | (1,083) |
| | | |
| Cash | 2,326 | 1,977 |
| Cash equivalents | - | 36,879 |
| Short-term indebtedness | (62,324) | (39,939) |
| Cash and cash equivalents less short-term indebtedness, end of period | (59,998) | (1,083) |

(Amounts in thousands of Canadian dollars, except for per share amounts and where otherwise noted)

1. Nature of operations

Unless otherwise noted or the context otherwise indicates, in these notes "Company" refers to the Consolidated Co-operators General Insurance Company. CGIC refers to the Non-Consolidated Co-operators General Insurance Company.

The Company is comprised of CGIC and its wholly owned subsidiaries: The Sovereign General Insurance Company (Sovereign), COSECO Insurance Company (COSECO), L'Équitable, Compagnie d'assurances Générale (L'Equitable) and Co-operators Insurance Agencies Limited (CIAL). 100% of the voting rights attached to all the outstanding voting shares of each of Sovereign, COSECO, L'Equitable and CIAL are held by the Company.

The registered office of the Company is Priory Square, 130 Macdonell Street, Guelph, Ontario. The Company is domiciled in Canada and is incorporated under the Insurance Companies Act (Canada). These condensed consolidated interim financial statements of the Company for the nine months ended September 30, 2015 were authorized for issue in accordance with a resolution of the Audit Committee of the Board of Directors on October 29, 2015.

CGIC and certain of its subsidiaries are licensed to write all classes of insurance, other than life, in all provinces and territories in Canada. CGIC and certain of its subsidiaries are regulated by the federal insurance act. The Company must comply with reporting requirements of its regulator the Office of the Superintendent of Financial Institutions, Canada (OSFI).

The Company's common shares are 100% owned by Co-operators Financial Services Limited (CFSL), which in turn is owned 100% by The Co-operators Group Limited (CGL). The Class E preference shares, Series C are traded on the Toronto Stock Exchange under the symbol CCS.PR.C.

2. Summary of significant accounting policies

Basis of preparation and statement of compliance

These condensed consolidated interim financial statements of the Company have been prepared in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB) applicable to the preparation of interim financial statements, including International Accounting Standard (IAS) 34, "Interim Financial Reporting".

The consolidated balance sheets are presented on a non-classified basis. Assets expected to be realized and liabilities expected to be settled within the Company's normal operating cycle of one year would typically be considered as current. Certain balances are comprised of both current and non-current amounts.

Seasonality

The property and casualty insurance business is seasonal in nature. Premiums are generally written in annual renewal cycles, often in the second quarter each year. Weather conditions can vary significantly between quarters, with extreme weather conditions historically having an impact on the first and third quarters.

(Amounts in thousands of Canadian dollars, except for per share, weighted average number of common shares and where otherwise noted)

Significant accounting policies

These condensed consolidated interim financial statements should be read in conjunction with the Company's annual consolidated financial statements for the year ended December 31, 2014, which have been prepared in accordance with IFRS as issued by the IASB. The accounting policies followed in these condensed consolidated interim financial statements are consistent as those applied in the Company's audited consolidated financial statements for the year ended December 31, 2014.

The significant estimates and judgments made by management in applying accounting policies and the key sources of estimation uncertainty are the same as those that applied to the consolidated financial statements of the Company for the year ended December 31, 2014.

3. Adoption of new and amended accounting standards

Effective January 1, 2015, the Company adopted the following new and amended accounting standards.

IAS 19R "Employee Benefits"

In November 2013, the IASB issued a narrow scope amendment to IAS19R. The amendment applies to contributions from employees or third parties to defined benefit plans. It allows contributions independent of the number of years of service to be recognized as a reduction in the service cost in the period in which the related service is rendered instead of attributed to period of service using the same attribution method as used for the gross benefit. The Company has adopted these amendments on January 1, 2015, and has determined that there was no impact to the consolidated financial statements.

Annual Improvements 2010-2012 Cycle

Annual Improvements 2010-2012 Cycle included minor amendments to IFRS 8 "Operating Segments", IFRS 13 "Fair Value Measurement", IAS 16 "Property, Plant and Equipment", IAS 24 "Related Party Disclosures", and IAS 38 "Intangible Assets". The annual improvements process is used to make necessary but non-urgent changes to IFRS that are not included in other projects. The Company has adopted these amendments on January 1, 2015, and has determined that there was no impact to the consolidated financial statements.

Annual Improvements 2011-2013 Cycle

Annual Improvements 2011-2013 Cycle was issued in December 2013 by the IASB, and included minor amendments to IFRS 1 "First-time Adoption of International Financial Reporting Standards", IFRS 3 "Business Combinations", IFRS 13 "Fair Value Measurement" and IAS 40 "Investment Property". The annual improvements process is used to make necessary but non-urgent changes to IFRS that are not included in other projects. The Company has adopted these amendments on January 1, 2015, and has determined that there was no impact to the consolidated financial statements.

4. Accounting standards issued but not yet applied

IFRS 7 "Financial Instruments: Disclosures"

IFRS 7 was also amended in December 2011 to require additional financial instrument disclosures upon transition from IAS 39 to IFRS 9. The amendments are effective on adoption of IFRS 9, which was finalized in July 2014 and is effective for annual periods beginning on or after January 1, 2018. Early adoption of these amendments is permitted where IFRS 9 is also early adopted. OSFI has indicated that

(Amounts in thousands of Canadian dollars, except for per share, weighted average number of common shares and where otherwise noted)

it will not allow early adoption of IFRS 9 for federally regulated insurance companies. The Company is currently evaluating the impact that this standard will have on its consolidated financial statements.

IFRS 9 "Financial Instruments"

IFRS 9 is a three part standard aimed at reducing complexity in reporting financial instruments by replacing the different rules in IAS 39 "Financial Instruments: Recognition and Measurement". The project has been divided into three phases: Phase 1 Classification and measurement, Phase 2 Impairment and Phase 3 Hedge accounting. Phase 1 was issued in November 2009 and amended in October 2010. It requires financial assets to be recorded at amortized cost or fair value depending on the entity's business model for managing the assets and their associated cash flow characteristics. All financial assets are to be measured at fair value on the balance sheet if they are not measured at amortized cost. At initial recognition, an entity may irrevocably designate a financial asset as measured at FVTPL if doing so eliminates or significantly reduces a measurement recognition inconsistency that would otherwise arise from measuring assets or liabilities or recognizing the gains and losses on them on different bases. Phase 2 was completed in July 2014 and introduced a new expected loss impairment methodology that will result in more timely recognition of impairment losses. Phase 3 was completed in November 2013. This phase replaces the rule-based hedge accounting requirements in IAS 39 to more closely align the accounting with risk management activities.

The complete standard was issued by the IASB in July 2014, and is effective for annual periods beginning on or after January 1, 2018. Early application is permitted. OSFI has indicated that it will not allow early adoption of this standard for federally regulated insurance companies. The Company is currently evaluating the impact that this standard will have on its consolidated financial statements.

IFRS 10 "Consolidated Financial Statements" and IAS 28 "Investments in Associates and Joint Ventures"

In September 2014, the IASB issued amendments to both IFRS 10 and IAS 28 to clarify the recognition requirements for gains or losses on the sale or contribution of assets to an associate or joint venture. The amount of the gain or loss recognized will be dependent on whether the assets sold or contributed constitute a business as defined in IFRS 3 "Business Combinations". The amendments issued are effective for annual periods beginning on or after January 1, 2016. Earlier application is permitted. The Company does not expect these amendments to significantly impact the consolidated financial statements.

IFRS 11 "Joint Arrangements"

In May 2014, the IASB issued amendments to IFRS 11 related to accounting for the acquisition of an interest in a joint operation. The acquirer of a joint operation in which the activity constitutes a business as per IFRS 3 "Business Combinations" must apply the principles of business combination accounting and disclosure requirements in IFRS 3 and other IFRSs to the acquisition. The amendments are to be applied prospectively in annual periods beginning on or after January 1, 2016. Earlier application is permitted. The Company does not expect this amendment to impact the consolidated financial statements.

IFRS 15 "Revenue from Contracts with Customers"

IFRS 15 was issued in May 2014, and is intended to replace IAS 18 "Revenue", IAS 11 "Construction Contracts" and related International Financial Reporting Interpretations Committee (IFRICs). The standard was issued as a result of an ongoing project to align revenue recognition between IFRS and U.S. Generally Accepted Accounting Principles. In April 2015, the effective date of the standard was changed from January 1, 2017 to January 1, 2018. Early application is permitted. IFRS 15 contains a

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scope exception which excludes insurance contracts within the scope of IFRS 4 "Insurance Contracts", therefore this standard will have a limited impact on the Company.

IAS 1 "Presentation of Financial Statements"

In December 2014, IAS 1 was amended to clarify that materiality applies to all parts of the financial statements, that an entity's share of Other comprehensive income (OCI) of equity-accounted associates and joint ventures should be presented in aggregate and provides examples of how to clarify understandability and comparability in the ordering of note disclosures. The amendment is effective for annual periods beginning on or after January 1, 2016. The Company does not expect these amendments to significantly impact the consolidated financial statements.

IAS 16 "Property, Plant and Equipment" and IAS 38 "Intangible Assets"

Amendments to IAS 16 and IAS 38 were issued in May 2014, and prohibit the use of revenue-based depreciation methods. This presumption can be rebutted for intangible assets that meet certain criteria. The amendments are effective for annual periods beginning on or after January 1, 2016. Earlier application is permitted. The Company does not expect this amendment to impact the consolidated financial statements.

Annual Improvements 2012-2014 Cycle

Annual Improvements 2012-2014 Cycle was issued in September 2014 by the IASB, and included minor amendments to IFRS 5 "Non-current Assets Held For Sale and Discontinued Operations", IFRS 7 "Financial Instruments: Disclosures", IAS 19 "Employee Benefits" and IAS 34 "Interim Financial Reporting". The annual improvements process is used to make necessary but non-urgent changes to IFRS that are not included in other projects. The amendments issued are all effective for annual periods beginning on or after January 1, 2016. Earlier application is permitted. The Company does not expect these amendments to significantly impact the consolidated financial statements.

(Amounts in thousands of Canadian dollars, except for per share, weighted average number of common shares and where otherwise noted)

5. Invested assets and net investment gains and income

a) Invested assets

| | | Fair value | | Amortized cost | Carrying value |
|-----------------------------------|-----------|------------|------------|----------------|----------------|
| | | Classified | Designated | Loans and | |
| | AFS | FVTPL | FVTPL | receivables | Total |
| September 30, 2015 | \$ | \$ | \$ | \$ | \$ |
| Bonds | | | | | |
| Federal | 443,233 | - | 7,375 | - | 450,608 |
| Provincial | 771,562 | - | 29,587 | - | 801,149 |
| Municipal | 71,572 | - | - | - | 71,572 |
| Corporate | 1,007,609 | - | 92,927 | - | 1,100,536 |
| Asset-backed securities | 98,023 | - | 17,457 | - | 115,480 |
| International | 27,326 | - | - | - | 27,326 |
| | 2,419,325 | - | 147,346 | - | 2,566,671 |
| Stocks | | | | | |
| Canadian common | 494,408 | - | - | - | 494,408 |
| Canadian preferred | 65,060 | (7,094) | 157,352 | - | 215,318 |
| U.S. equities | 195,073 | - | - | - | 195,073 |
| Foreign equities | 72,612 | - | - | - | 72,612 |
| | 827,153 | (7,094) | 157,352 | - | 977,411 |
| Short-term investments | 83,633 | - | - | - | 83,633 |
| Limited partnerships | 27,382 | - | - | - | 27,382 |
| Mortgages | - | - | - | 477,137 | 477,137 |
| Other investments | - | - | - | 27,925 | 27,925 |
| Investment income due and accrued | | | | 25,562 | 25,562 |
| Total invested assets | 3,357,493 | (7,094) | 304,698 | 530,624 | 4,185,721 |

(Amounts in thousands of Canadian dollars, except for per share, weighted average number of common shares and where otherwise noted)

| | | Fair Value | | Amortized Cost | Carrying Value |
|------------------------------------|-----------|------------|------------|----------------|----------------|
| _ | | Classified | Designated | Loans and | |
| | AFS | FVTPL | FVTPL | receivables | Total |
| December 31, 2014 | \$ | \$ | \$ | \$ | \$ |
| Bonds | | | | | |
| Federal | 561,414 | = | 9,591 | - | 571,005 |
| Provincial | 670,611 | = | 29,242 | - | 699,853 |
| Municipal | 72,531 | = | - | - | 72,531 |
| Corporate | 976,584 | - | 84,712 | - | 1,061,296 |
| Asset-backed securities | 100,178 | = | 17,644 | - | 117,822 |
| International | 28,747 | - | - | - | 28,747 |
| Co-operative | 2,752 | - | - | - | 2,752 |
| | 2,412,817 | = | 141,189 | = | 2,554,006 |
| Stocks | | | | | |
| Canadian common | 497,305 | - | - | - | 497,305 |
| Canadian preferred | 85,827 | (9,911) | 172,402 | - | 248,318 |
| U.S. equities | 177,985 | = | - | - | 177,985 |
| Foreign equities | 65,383 | = | - | - | 65,383 |
| | 826,500 | (9,911) | 172,402 | = | 988,991 |
| Short-term investments | 64,590 | = | - | = | 64,590 |
| Limited partnerships | 15,399 | = | - | - | 15,399 |
| Foreign currency forward contracts | - | 64 | - | - | 64 |
| Mortgages | = | = | - | 445,600 | 445,600 |
| Other investments | - | - | - | 28,689 | 28,689 |
| Investment income due and accrued | <u>-</u> | <u>-</u> | <u>=</u> | 19,190 | 19,190 |
| Total invested assets | 3,319,306 | (9,847) | 313,591 | 493,479 | 4,116,529 |

b) Investments - measured at fair value

The Company is responsible for determining the fair value of its investment portfolio by utilizing market-driven measurements obtained from active markets where available, by considering other observable and unobservable inputs and by employing valuation techniques that make use of current market data. Assets and liabilities recorded at fair value in the consolidated balance sheets are measured and classified in a hierarchy consisting of three levels for disclosure purposes. The three levels are based on the significance and reliability of the inputs to the respective valuation techniques. The input levels are defined as follows:

Level 1 - Quoted prices

Represents unadjusted quoted prices for identical instruments exchanged in active markets. The fair value is determined based on quoted prices in active markets obtained from external pricing sources. Assets measured at fair value and classified as Level 1 include Canadian preferred stocks and certain Canadian, U.S. and foreign common stocks.

Level 2 - Significant other observable inputs

Includes directly or indirectly observable inputs other than quoted prices for identical instruments exchanged in active markets. These inputs include quoted prices for similar instruments exchanged in active markets and quoted prices for identical or similar instruments exchanged in inactive markets. For financial instruments that do not have directly observable inputs, the fair value is calculated as the

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present value of the future cash flows considering inputs other than quoted prices that are observable for the instruments, such as interest rates and yield curves, volatilities, prepayment spreads, credit risks and default rates where available; and inputs that are derived principally from or corroborated by observable market data by correlation or other means. Consistent with market participants, the Company determines the fair values of foreign exchange forward contracts by using a discounted cash flow valuation technique using observable market data. Assets and liabilities measured at fair value and classified as Level 2 include bonds, short-term investments, certain U.S. and foreign equities, certain pooled funds invested in equities, and foreign currency forward contracts.

Level 3 - Significant unobservable inputs

Includes inputs that are not based on observable market data. Management is required to use its own assumptions regarding unobservable inputs as there is little, if any, market activity in these assets or liabilities or related observable inputs that can be corroborated at the measurement date. Unobservable inputs require significant management judgement or estimation to make certain projections and assumptions about the information that would be used by market participants in pricing assets or liabilities. To verify pricing, the Company assesses the reasonability of the fair values by comparing to industry accepted valuation models, to movements in credit spreads and to recent transaction prices for similar assets where available. Assets measured at fair value and classified as Level 3 include limited partnerships.

The following summarizes how fair values were determined for recurring measurements as at:

| | Level 1 - | Level 2 - Significant | Level 3 - Significant | |
|----------------------------------------------|-----------|--------------------------|--------------------------|------------|
| | Quoted | other observable | unobservable | Total |
| | prices | inputs | inputs | fair value |
| September 30, 2015 | \$ | \$ | \$ | \$ |
| AFS | | | | |
| Bonds | - | 2,419,325 | - | 2,419,325 |
| Stocks | 740,484 | 77,408 | - | 817,892 |
| Short-term investments | - | 83,633 | - | 83,633 |
| Limited partnerships | - | - | 27,382 | 27,382 |
| | 740,484 | 2,580,366 | 27,382 | 3,348,232 |
| FVTPL | | | | |
| Bonds | - | 147,346 | - | 147,346 |
| Stocks | 157,352 | - | - | 157,352 |
| | 157,352 | 147,346 | - | 304,698 |
| Total invested assets at fair value | 897,836 | 2,727,712 | 27,382 | 3,652,930 |
| FVTPL | | | | |
| Foreign currency forward contracts (note 11) | - | 8,824 | - | 8,824 |
| Total financial liabilities at fair value | - | 8,824 | - | 8,824 |

(Amounts in thousands of Canadian dollars, except for per share, weighted average number of common shares and where otherwise noted)

| | Level 1 - | Level 2 - Significant | Level 3 - Significant | |
|----------------------------------------------|-----------|--------------------------|--------------------------|------------|
| | Quoted | other observable | unobservable | Total |
| Danamhar 24, 2044 | prices | inputs | inputs | fair value |
| December 31, 2014 | \$ | \$ | \$ | \$ |
| AFS | | | | |
| Bonds | - | 2,412,817 | = | 2,412,817 |
| Stocks | 743,973 | 70,449 | - | 814,422 |
| Short-term investments | - | 64,590 | - | 64,590 |
| Limited partnerships | = | - | 15,399 | 15,399 |
| | 743,973 | 2,547,856 | 15,399 | 3,307,228 |
| FVTPL | | | | |
| Bonds | - | 141,189 | - | 141,189 |
| Stocks | 172,402 | - | - | 172,402 |
| Foreign currency forward contracts | - | 64 | - | 64 |
| | 172,402 | 141,253 | - | 313,655 |
| Total invested assets at fair value | 916,375 | 2,689,109 | 15,399 | 3,620,883 |
| FVTPL | | | | |
| Foreign currency forward contracts (note 11) | = | 1,229 | = | 1,229 |
| Total financial liabilities at fair value | - | 1,229 | - | 1,229 |

Included in the available-for-sale (AFS) stocks in the above table are embedded derivatives of \$7,094 (2014 - \$9,911), which are classified FVTPL. The embedded derivative represents the redemption options in the preferred share portfolio, the value of which has been determined using unobserved inputs in an accepted model. The embedded derivatives have been offset against its host instrument as the net amount's fair value represents an unadjusted quoted price for identical instruments exchanged in active markets.

Excluded from these totals are AFS investments of \$2,167 (2014 - \$2,167) in shares of other co-operative entities which are carried at cost as they do not have quoted market prices in active markets.

The following table is a reconciliation of the Level 3 fair value measurements.

| | Limited |
|-----------------------------------|--------------|
| | partnerships |
| 9 months ended September 30, 2015 | \$ |
| Balance, beginning of period | 15,399 |
| Purchases | 9,272 |
| Sales and redemptions | (191) |
| Gains | |
| Unrealized included in OCI | 2,902 |
| Balance, end of period | 27,382 |

(Amounts in thousands of Canadian dollars, except for per share, weighted average number of common shares and where otherwise noted)

No investments were transferred between levels during the period (2014 - \$nil).

The investments measured at fair value and classified as Level 3 as at September 30, 2015 are limited partnerships. The fair values of limited partnership investments are based on the net asset value ("NAV") from each of the individual Funds most recent quarterly or annual financial statements. Limited partnership NAV's are derived by valuation techniques employed by each Funds management using unobservable inputs. The Company assesses the NAV disclosed in each Funds most recent financial statement using independent analytical procedures to ensure the amount is a reasonable representation of fair value. The Company does not assess the sensitivity of the fair value of limited partnerships because the inputs used by each fund manager to determine the NAV, are unobservable and not readily available.

The fair value of mortgages at September 30, 2015 is \$493,317 (September 30, 2014 - \$448,072). Mortgages measured at fair value, for disclosure purposes only, are classified as Level 3. The fair value of the mortgages has been calculated by discounting the expected cash flows of each instrument. The discount rate is determined using the Government of Canada benchmark bond yield for instruments of similar maturity adjusted for specific credit risk. In determining the adjustment for credit risk, the Company considers market conditions, the value of the properties that the mortgage is secured by and other indicators of creditworthiness.

c) Net investment gains and income

| | 3 months ended | 3 months ended | 9 months ended | 9 months ended |
|---------------------------------|----------------|----------------|----------------|----------------|
| | September 30, | September 30, | September 30, | September 30, |
| | 2015 | 2014 | 2015 | 2014 |
| | \$ | \$ | \$ | \$ |
| Interest income | 22,348 | 23,707 | 67,086 | 69,546 |
| Dividend and other income | 8,008 | 6,212 | 23,449 | 20,059 |
| Investment expense | (1,142) | (1,148) | (3,446) | (3,571) |
| Net investment income | 29,214 | 28,771 | 87,089 | 86,034 |
| Net realized gains | 9,165 | 14,053 | 46,031 | 50,413 |
| Foreign exchange losses | (10,726) | (690) | (15,193) | (147) |
| Change in fair value | (23,472) | (2,047) | (40,175) | 2,509 |
| Impairment losses | (14,194) | (3,749) | (18,655) | (4,231) |
| Net investment gains (losses) | (39,227) | 7,567 | (27,992) | 48,544 |
| Net investment gains and income | (10,013) | 36,338 | 59,097 | 134,578 |

d) Impaired assets and provisions for losses

For the nine months ended September 30, 2015, the Company has recognized impairment losses of \$18,655 (September 30, 2014 - \$4,231) on its AFS stock and bond portfolios. The impairment losses were based on management's best estimate of whether objective evidence of impairment exists, using available market data. The impairment losses are included in net investment gains and income in the consolidated statements of income.

The financial assets in the table below are AFS financial assets where the carrying value is greater than fair value; however, the loss has not been recognized in net income because management does not believe there is objective evidence of impairment or because the loss is not considered to be significant or prolonged.

(Amounts in thousands of Canadian dollars, except for per share, weighted average number of common shares and where otherwise noted)

| | As at September 30, 2015 | | As at December | As at December 31, 2014 | |
|----------------------------------|--------------------------|--------|----------------|-------------------------|--|
| | Unrealized | | | Unrealized | |
| | Fair value | losses | Fair value | losses | |
| | \$ | \$ | \$ | \$ | |
| Bonds | 668,391 | 6,578 | 115,862 | 545 | |
| Stocks | 163,082 | 24,987 | 67,147 | 5,805 | |
| Fair value and unrealized losses | | | | | |
| not recognized in net income | 831,473 | 31,565 | 183,009 | 6,350 | |

FVTPL financial assets have been excluded from the above table since changes in fair value of these financial assets are recorded in the consolidated statements of income.

There are no impairment losses recognized for the mortgage portfolio for the nine months ended September 30, 2015 (September 30, 2014 - \$nil). There are no mortgages in arrears (2014 - \$nil). There is no provision against mortgages as at September 30, 2015 (2014 - \$nil).

6. Insurance contracts

Insurance contracts are comprised of the following balances:

| | As at | As at |
|----------------------------------------------------|---------------|--------------|
| | September 30, | December 31, |
| | 2015 | 2014 |
| | \$ | \$ |
| Undiscounted unpaid claims and adjustment expenses | 2,176,368 | 2,117,347 |
| Effect of time value of money | (92,404) | (98,034) |
| Provisions for adverse deviation | 217,716 | 216,483 |
| Effect of discounting | 125,312 | 118,449 |
| Discounted unpaid claims and adjustment expenses | 2,301,680 | 2,235,796 |
| Unearned premiums | 1,196,123 | 1,122,744 |
| | 3,497,803 | 3,358,540 |

The most recent set of annual consolidated financial statements provides a summary of the Company's unpaid claims and adjustment expense provision and unearned premiums by type of insurance contract both before and after reinsurance.

(Amounts in thousands of Canadian dollars, except for per share, weighted average number of common shares and where otherwise noted)

7. Reinsurance contracts

The Company follows the policy of underwriting and reinsuring contracts of insurance which limits the liability of the Company to a maximum amount on any one loss. In addition, the Company has obtained reinsurance, which limits the Company's liability in the event of a series of claims arising out of a single occurrence. The Company's net retentions are as follows:

| | As at | As at |
|-------------------|---------------|--------------|
| | September 30, | December 31, |
| | 2015 | 2014 |
| | \$ | \$ |
| Individual loss | | |
| Property | 5,000 | 5,000 |
| General liability | 5,000 | 5,000 |
| Automobile | 5,000 | 5,000 |
| Catastrophe | | |
| Maximum limit | 1,300,000 | 1,400,000 |
| Company retention | 70,000 | 70,000 |

Effective January 1, 2015, the Company's catastrophe maximum limit has decreased by \$100,000. The maximum limit for catastrophe reinsurance is applied to all property and casualty insurance operations ultimately owned by CGL. The catastrophe program is arranged in a series of layers. The Company retains the initial \$35,000 plus an additional 60% of the first layer and 17.5% of the second layer for a total of \$70,000 in incurred claims, on losses up to \$150,000.

a) Underwriting impact of reinsurance contracts

| Ceded | 3 months ended September 30, 2015 | 3 months ended September 30, 2014 | 9 months ended September 30, 2015 | 9 months ended September 30, 2014 \$ |
|-----------------------------------|-----------------------------------------|-----------------------------------------|-----------------------------------------|-----------------------------------------------|
| Written premium (note 12) | 17,794 | 19,967 | 51,635 | 58,813 |
| Earned premium | 17,638 | 20,580 | 53,176 | 59,938 |
| Claims and adjustment expenses | 84 | 4,495 | 8,457 | 9,903 |
| Commission | 1,298 | 2,523 | 3,682 | 6,062 |
| Cost of reinsurance ceded program | 16,256 | 13,562 | 41,037 | 43,973 |

| Assumed | 3 months ended September 30, 2015 | 3 months ended September 30, 2014 \$ | 9 months ended September 30, 2015 | 9 months ended September 30, 2014 \$ |
|--------------------------------------------|-----------------------------------------|-----------------------------------------------|-----------------------------------------|-----------------------------------------------|
| Written premium (note 12) | 3,946 | 4,335 | 9,591 | 10,327 |
| Earned premium | 3,220 | 3,045 | 9,119 | 8,806 |
| Claims and adjustment expenses | 3,587 | 3,772 | 8,469 | 7,899 |
| Commission | 883 | 792 | 2,424 | 2,337 |
| Underwriting loss from assumed reinsurance | (1,250) | (1,519) | (1,774) | (1,430) |

(Amounts in thousands of Canadian dollars, except for per share, weighted average number of common shares and where otherwise noted)

b) Reinsurance ceded contracts

The amounts presented under reinsurance ceded contracts in the consolidated balance sheets represent the Company's net contractual rights under reinsurance contracts and consist of the following:

| | As at September 30, 2015 \$ | As at December 31, 2014 |
|------------------------------------------------------------|--------------------------------------|-------------------------|
| Reinsurance ceded assets | | |
| Reinsurers' share of unearned premiums | 6,157 | 7,700 |
| Reinsurers' share of unpaid claims and adjustment expenses | 74,415 | 86,124 |
| Reinsurer receivables | 6,987 | 10,260 |
| | 87,559 | 104,084 |
| Reinsurance ceded liabilities | | |
| Unearned reinsurance commissions | 1,827 | 2,187 |
| Payable to reinsurers | 1,952 | 2,440 |
| Unlicensed reinsurer deposits | 3,978 | 5,573 |
| | 7,757 | 10,200 |
| Reinsurance ceded contracts | 79,802 | 93,884 |

c) Reinsurance assumed contracts

The Company presents balances related to reinsurance assumed contracts in the same manner as it presents direct insurance business with the exception of reinsurance assumed receivables and payables; these amounts are recorded in other assets and other liabilities. The portion of the assets related to reinsurance assumed contracts is as follows:

Reinsurance assumed assets

| | As at | As at |
|-------------------------------------------|---------------|--------------|
| | September 30, | December 31, |
| | 2015 | 2014 |
| | \$ | \$ |
| Reinsurance assumed receivables (note 10) | 2,477 | 2,266 |
| Deferred acquisition expenses | 1,417 | 1,236 |
| | 3,894 | 3,502 |

Reinsurance assumed liabilities

| | As at | As at |
|---------------------------------------|---------------|--------------|
| | | |
| | September 30, | December 31, |
| | 2015 | 2014 |
| | \$ | \$ |
| Unearned premiums | 4,636 | 4,164 |
| Unpaid claims and adjustment expenses | 53,659 | 51,678 |
| Reinsurance assumed payables | 47 | 290 |
| | 58,342 | 56,132 |

(Amounts in thousands of Canadian dollars, except for per share, weighted average number of common shares and where otherwise noted)

8. Income taxes

a) Reconciliation to statutory income tax rate

In the consolidated statements of income, the income taxes reflect an effective tax rate which differs from the statutory tax rate for the following reasons:

| | 9 months | s ended | 9 month | s ended |
|-----------------------------------------------------|----------|----------|---------|----------|
| | Septem | nber 30, | Septen | nber 30, |
| | | 2015 | | 2014 |
| | \$ | % | \$ | % |
| Income before income taxes | 72,535 | | 76,123 | |
| Income tax expense at statutory rates | 19,294 | 26.6 | 20,020 | 26.3 |
| Effects of: | | | | |
| Non-taxable investment income | (4,766) | (6.6) | (4,303) | (5.7) |
| Non-deductible expenses | 470 | 0.6 | 596 | 0.8 |
| Change in income tax rates | (1,699) | (2.3) | 1,335 | 1.8 |
| Difference in effective tax rate of subsidiaries | - | - | 91 | 0.1 |
| Adjustment to tax expense in respect of prior years | 7 | - | 240 | 0.3 |
| Other | 317 | 0.4 | 301 | 0.4 |
| Income tax expense | 13,623 | 18.7 | 18,280 | 24.0 |

In fiscal 2015 the enacted statutory tax rate for the Company increased from 26.3% to 26.6%. This increase in income tax rates had been enacted in the current period.

b) Income taxes

| | 9 months ended | 9 months ended |
|---------------------------------------------------|----------------|----------------|
| | September 30, | September 30, |
| | 2015 | 2014 |
| | \$ | \$ |
| Current tax expense | | |
| Current period | 14,511 | 11,782 |
| Changes in tax rate | (241) | 1,355 |
| Adjustment for prior periods | 174 | 737 |
| | 14,444 | 13,874 |
| Deferred tax expense | | |
| Origination and reversal of temporary differences | 804 | 4,923 |
| Changes in tax rate | (1,458) | (20) |
| Adjustment for prior periods | (167) | (497) |
| | (821) | 4,406 |
| Income tax expense | 13,623 | 18,280 |

(Amounts in thousands of Canadian dollars, except for per share, weighted average number of common shares and where otherwise noted)

c) Income taxes included in OCI

| | 9 months ended | 9 months ended |
|--------------------------------------------------|----------------|----------------|
| | September 30, | September 30, |
| | 2015 | 2014 |
| | \$ | \$ |
| Current income tax expense | (3,339) | 14,740 |
| Deferred income tax expense | 179 | 75 |
| Total income tax expense (recovery) included OCI | (3,160) | 14,815 |

The following income tax amounts are included in each component of OCI:

| | 9 months ended | 9 months ended |
|------------------------------------------------------------------------|----------------|----------------|
| | September 30, | September 30, |
| | 2015 | 2014 |
| | \$ | \$ |
| Items that may be reclassified subsequently to the statement of income | | |
| Net unrealized gains (losses) on AFS financial assets | | |
| Bonds | 5,327 | 14,654 |
| Stocks | (1,030) | 14,378 |
| | 4,297 | 29,032 |
| Net reclassification adjustment for (gains) losses included in income | | |
| Bonds | (9,125) | (5,903) |
| Stocks | 1,668 | (8,314) |
| | (7,457) | (14,217) |
| Income tax expense (recovery) | (3,160) | 14,815 |

(Amounts in thousands of Canadian dollars, except for per share, weighted average number of common shares and where otherwise noted)

9. Intangible assets

| | | | | Broker | | |
|--------------------------|----------|----------|----------|-------------------|--------|--|
| | Goodwill | Licenses | Software | Customer Lists | Total | |
| | \$ | \$ | \$ | \$ | \$ | |
| Cost | • | • | • | • | • | |
| January 1, 2014 | 1,076 | 750 | 18,468 | 5,236 | 25,530 | |
| Additions | - | 42,000 | - | 896 | 42,896 | |
| Disposals | - | - | (73) | (165) | (238) | |
| December 31, 2014 | 1,076 | 42,750 | 18,395 | 5,967 | 68,188 | |
| Additions | - | 1,000 | - | 12,411 | 13,411 | |
| Disposals | - | - | - | (23) | (23) | |
| September 30, 2015 | 1,076 | 43,750 | 18,395 | 18,355 | 81,576 | |
| Accumulated amortization | | | | | | |
| January 1, 2014 | - | - | 16,308 | 1,059 | 17,367 | |
| Amortization | - | - | 1,079 | 670 | 1,749 | |
| Disposals | - | - | - | (165) | (165) | |
| December 31, 2014 | - | - | 17,387 | 1,564 | 18,951 | |
| Amortization | - | - | 190 | 1,049 | 1,239 | |
| September 30, 2015 | - | - | 17,577 | 2,613 | 20,190 | |
| Net carrying value | | | | | | |
| December 31, 2014 | 1,076 | 42,750 | 1,008 | 4,403 | 49,237 | |
| September 30, 2015 | 1,076 | 43,750 | 818 | 15,742 | 61,386 | |

On April 1, 2014, CIAL acquired certain Insurance Corporation of British Columbia Autoplan agency agreements from Federated Agencies Limited (FAL), a company under common control, through a series of transactions that included the involvement of CFSL and CGIC. The transactions resulted in an increase to the Company's intangible assets of \$42,000, which represents fair market value of the auto plan licenses. Fair market value was determined through a third party appraisal using a market approach, considering recent similar arms-length transactions in British Columbia.

(Amounts in thousands of Canadian dollars, except for per share, weighted average number of common shares and where otherwise noted)

10. Other assets

| | As at | As at |
|------------------------------------------|---------------|--------------|
| | September 30, | December 31, |
| | 2015 | 2014 |
| | \$ | \$ |
| Due from related parties | 42,684 | 42,637 |
| Reinsurance assumed receivables (note 7) | 2,477 | 2,266 |
| Property and equipment | 27,392 | 28,906 |
| Due from risk sharing pools | 4,358 | 3,696 |
| Prepaid expenses | 285 | 834 |
| Other | 3,652 | 4,001 |
| | 80,848 | 82,340 |

11. Provisions and other liabilities

| | As at | As at |
|----------------------------------------------|---------------|--------------|
| | AS at | AS at |
| | September 30, | December 31, |
| | 2015 | 2014 |
| | \$ | \$ |
| Provision for advisor transition commissions | 89,569 | 85,608 |
| Advisor transition commission payable | 13,354 | 14,917 |
| Other provisions | 3,615 | 2,401 |
| Finance lease obligations | 112 | 265 |
| Foreign currency forward contracts (note 5) | 8,824 | 1,229 |
| Other liabilities | 2,957 | 4,284 |
| | 118,431 | 108,704 |

12. Net earned premium

| | 3 months ended September 30, 2015 \$ | 3 months ended September 30, 2014 \$ | 9 months ended September 30, 2015 \$ | 9 months ended September 30, 2014 \$ |
|----------------------------------|-----------------------------------------------|-----------------------------------------------|-----------------------------------------------|-----------------------------------------------|
| Direct written premium | 650,851 | 610,131 | 1,820,862 | 1,737,469 |
| Assumed written premium (note 7) | 3,946 | 4,335 | 9,591 | 10,327 |
| Gross written premium | 654,797 | 614,466 | 1,830,453 | 1,747,796 |
| Ceded written premium (note 7) | (17,794) | (19,967) | (51,635) | (58,813) |
| Net written premium | 637,003 | 594,499 | 1,778,818 | 1,688,983 |
| Change in gross unearned premium | (51,154) | (34,846) | (73,379) | (58,381) |
| Change in ceded unearned premium | 156 | (613) | (1,541) | (1,125) |
| Net earned premium | 586,005 | 559,040 | 1,703,898 | 1,629,477 |

(Amounts in thousands of Canadian dollars, except for per share, weighted average number of common shares and where otherwise noted)

13. Share capital

The number of shares and the amounts per share are not in thousands.

The changes and the number of shares issued and outstanding are as follows:

| | 9 months ended September 30, 2015 | | | | | | | |
|-----------------------------|-----------------------------------|----------|------------|---------|-----------|-----------|------------|---------|
| | | | Issued dur | ing the | Redemed d | uring the | | |
| | Beginning o | f period | perio | d | perio | od | End of pe | eriod |
| | Number of | | Number of | | Number of | | Number of | |
| | shares | Amount | shares | Amount | shares | Amount | shares | Amount |
| | | \$ | | \$ | | \$ | | \$ |
| Class A preference shares: | | | | | | | | |
| series A | 190,025 | 4,751 | - | - | 7,119 | 178 | 182,906 | 4,573 |
| series B | 517,228 | 51,723 | 69,199 | 6,920 | 37,627 | 3,763 | 548,800 | 54,880 |
| Class B preference shares | 458 | 12 | - | - | 30 | 1 | 428 | 11 |
| Class D preference shares: | | | | | | | | |
| series A | 13,803 | 1,380 | - | - | - | - | 13,803 | 1,380 |
| series B | 42,535 | 4,254 | - | - | - | - | 42,535 | 4,254 |
| series C | 43,184 | 4,318 | - | - | - | - | 43,184 | 4,318 |
| Class E preference shares: | | | | | | | | |
| series C | 4,000,000 | 100,000 | - | - | - | - | 4,000,000 | 100,000 |
| Class F preference shares: | | | | | | | | |
| series A | 488,624 | 12,216 | - | - | - | - | 488,624 | 12,216 |
| Class G preference shares: | | | | | | | | |
| series A | 14,984 | 375 | - | - | - | - | 14,984 | 375 |
| Common Shares | 21,294,708 | 48,076 | - | - | - | - | 21,294,708 | 48,076 |
| | | 227,105 | | 6,920 | | 3,942 | | 230,083 |
| Less: Staff share loan plan | | 13,549 | | | | | | 13,165 |
| · | · | 213,556 | | | · | | | 216,918 |

(Amounts in thousands of Canadian dollars, except for per share, weighted average number of common shares and where otherwise noted)

| | 9 months ended September 30, 2014 | | | | | | | |
|-----------------------------|-----------------------------------|----------|-----------|--------------------|-----------|----------------|------------|---------|
| | | | Issued du | during the Redemed | | med during the | | |
| | Beginning o | f period | perio | period | | period | | eriod |
| | Number of | | Number of | | Number of | | Number of | |
| | shares | Amount | shares | Amount | shares | Amount | shares | Amount |
| | | \$ | | \$ | | \$ | | \$ |
| Class A preference shares: | | | | | | | | |
| series A | 200,725 | 5,018 | - | - | 8,448 | 211 | 192,277 | 4,807 |
| series B | 479,509 | 47,951 | 58,214 | 5,821 | 32,297 | 3,230 | 505,426 | 50,542 |
| Class B preference shares | 466 | 12 | - | - | 6 | - | 460 | 12 |
| Class D preference shares: | | | | | | | | |
| series A | 13,803 | 1,380 | - | - | - | - | 13,803 | 1,380 |
| series B | 42,535 | 4,254 | - | - | - | - | 42,535 | 4,254 |
| series C | 43,184 | 4,318 | - | - | - | - | 43,184 | 4,318 |
| Class E preference shares: | | | | | | | | |
| series C | 4,000,000 | 100,000 | - | - | - | - | 4,000,000 | 100,000 |
| series D | 4,600,000 | 115,000 | - | - | 4,600,000 | 115,000 | - | - |
| Class F preference shares: | | | | | | | | |
| series A | 488,624 | 12,216 | - | - | - | - | 488,624 | 12,216 |
| Class G preference shares: | | | | | | | | |
| series A | 14,984 | 375 | - | - | - | - | 14,984 | 375 |
| Common Shares | 20,442,401 | 6,076 | 776,627 | 42,000 | - | - | 21,219,028 | 48,076 |
| | | 296,600 | | 47,821 | | 118,441 | | 225,980 |
| Less: Staff share loan plan | | 13,977 | | | | | | 13,445 |
| | | 282,623 | · | | | | | 212,535 |

On April 1, 2014, the Company issued 776,627 common shares to its parent for \$42,000 related to the acquisition of certain Insurance Corporation of British Columbia Autoplan agency agreements from FAL (note 9).

On June 30, 2014, the Company redeemed 4,600,000 class E preference shares, Series D at a price of \$25.00 per share for cash consideration of \$115,000.

(Amounts in thousands of Canadian dollars, except for per share, weighted average number of common shares and where otherwise noted)

Dividends are as follows:

| | 9 months ended September 30, 2015 | | | | 9 months ended September 30, 2014 | | | |
|-------------------|-----------------------------------|-----------|--------|-----------|--------------------------------------|-----------|--------|------------|
| | | Declared | | Paid | | Declared | | Paid |
| | Declared | per share | Paid | per share | Declared | per share | Paid | per share |
| | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ |
| Class A, series A | 173 | 0.94 | 352 | 1.88 | 183 | 0.94 | 372 | 1.88 |
| Class A, series B | 1,344 | 2.50 | 2,637 | 5.00 | 1,244 | 2.50 | 2,443 | 5.00 |
| Class B | 1 | 1.25 | 1 | 2.50 | 1 | 1.25 | 2 | 2.50 |
| Class D, series A | 35 | 2.50 | 69 | 5.00 | 35 | 2.50 | 69 | 5.00 |
| Class D, series B | 106 | 2.50 | 213 | 5.00 | 106 | 2.50 | 213 | 5.00 |
| Class D, series C | 108 | 2.50 | 216 | 5.00 | 108 | 2.50 | 216 | 5.00 |
| Class E, series C | 3,750 | 0.94 | 3,750 | 0.94 | 3,750 | 0.94 | 3,750 | 0.94 |
| Class E, series D | - | - | - | - | 4,169 | 0.91 | 4,169 | 0.91 |
| Class F, series A | 458 | 0.94 | 916 | 1.88 | 458 | 0.94 | 916 | 1.88 |
| Class G, series A | 19 | 1.25 | 37 | 2.50 | 19 | 1.25 | 37 | 2.50 |
| Common shares | 36,500 | 1.71 | 36,500 | 1.71 | - | - | - | <u>-</u> _ |
| | 42,494 | | 44,691 | | 10,073 | | 12,187 | |

During the nine months ended September 30, 2015, the Company declared and paid dividends to its parent for \$36,500.

(Amounts in thousands of Canadian dollars, except for per share, weighted average number of common shares and where otherwise noted)

14. Statement of cash flows - other non-cash items

| | 9 months ended September 30, 2015 \$ | 9 months ended September 30, 2014 |
|--------------------------------------------------------|-----------------------------------------------|-----------------------------------------|
| i) Items not requiring the use of cash | | |
| Investing activities gains | (31,065) | (50,210) |
| Loss on disposal | 167 | - |
| Amortization and depreciation of: | | |
| Bond premium/discount | 14,176 | 13,202 |
| Mortgage accretion | 158 | 155 |
| Intangible assets (note 9) | 1,239 | 1,453 |
| Property and equipment | 6,468 | 6,132 |
| Change in fair value of FVTPL invested assets (note 5) | 40,175 | (2,509) |
| Impairment losses (note 5) | 18,655 | 4,231 |
| Deferred income taxes | 2,523 | 4,406 |
| Retirement benefit obligations | 3,478 | 2,859 |
| | 55,974 | (20,281) |
| ii) Changes in non-cash operating components | | |
| Other | | |
| Insurance contracts | 139,263 | 156,396 |
| Reinsurance ceded contracts | 14,082 | 36,918 |
| Premiums due | (47,081) | (43,762) |
| Deferred acquisition expenses | (9,003) | (4,823) |
| Staff share loan plan | 384 | 532 |
| Accounts receivable and other assets | (6,550) | (12,503) |
| Accounts payable and accrued charges | (11,009) | 12,284 |
| Income taxes payable/recoverable | (76,365) | 160,548 |
| Provisions and other liabilities | 2,132 | (1,361) |
| | 5,853 | 304,229 |

15. Segmented information

The Company primarily manages its affairs on a legal entity basis. There is separate management for each subsidiary who are responsible for meeting independent strategic initiatives within the overall corporate strategy. Each subsidiary company offers property and casualty insurance products but operates within separate distribution channels. Individual subsidiary financial performance is reported separately to the Company's Board of Directors.

All subsidiary companies follow the same accounting policies as described in the Company's annual consolidated statements for the year ended December 31, 2014. The Company accounts for any intersegment sales at current market prices as if the transactions were to third parties.

L'Equitable and CIAL have been included within the CGIC operating segment.

(Amounts in thousands of Canadian dollars, except for per share, weighted average number of common shares and where otherwise noted)

The Company's operating segments are as follows:

| 3 months ended | CGIC | Sovereign | COSECO | Eliminations | Consolidated |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------|----------------------------------------------------------------|-----------------------------------------------------------------|---------------------------------------|------------------------------------------------------------------|
| September 30, 2015 | \$ | \$ | \$ | \$ | Solidates |
| Direct written premium | 504,030 | 78,866 | 67,955 | - | 650,851 |
| Ceded written premium | (11,508) | (7,364) | (1,544) | 2,622 | (17,79 |
| Income | (11,000) | (-,, | (1,011) | _, | (11,10 |
| Net earned premium | 448,811 | 77,762 | 59,432 | _ | 586,00 |
| Net investment gains and income | 10,346 | (953) | (1,406) | (18,000) | (10,01 |
| Net investment gains and income | 459,157 | 76,809 | 58,026 | (18,000) | 575,992 |
| Expenses | , - | ., | | (= / = = - / | , |
| Claims and adjustment expenses | 340,831 | 40,882 | 41,615 | (595) | 422,733 |
| Claims and adjustment expenses ceded | 24 | (658) | (45) | 595 | (84 |
| Other expenses | 142,701 | 29,371 | 13,402 | (748) | 184,720 |
| | 483,556 | 69,595 | 54,972 | (748) | 607,37 |
| Income (loss) before income taxes | (24,399) | 7,214 | 3,054 | (17,252) | (31,38 |
| Income tax expense (recovery) | (12,123) | 1,688 | 613 | (131) | (9,95 |
| Net income (loss) | (12,276) | 5,526 | 2,441 | (17,121) | (21,43 |
| Comprehensive income (loss) | (31,734) | 2,634 | 43 | (17,121) | (46,17 |
| Additions to: | | | | | |
| Property and equipment | 2,863 | (236) | - | - | 2,62 |
| Intangible assets (note 9) | - | - | - | 8,931 | 8,931 |
| 3 months ended | CGIC | Sovereign | COSECO | Eliminations | Consolidated |
| September 30, 2014 | \$ | \$ | \$ | \$ | : |
| Direct written premium | 467,403 | 80,133 | 62,595 | - | 610,13 |
| Ceded written premium | (12,048) | (8,365) | (1,593) | 2,039 | (19,96 |
| Income | | | | | |
| Net earned premium | 427,049 | 76,425 | 55,566 | - | 559,04 |
| Net investment gains and income | 27,298 | 4,860 | 4,180 | - | 36,33 |
| | | | | | |
| | 454,347 | 81,285 | 59,746 | - | 595,37 |
| Expenses | 454,347 | 81,285 | 59,746 | - | 595,37 |
| Expenses Claims and adjustment expenses | 454,347 366,346 | 81,285 42,567 | 59,746 36,087 | (989) | · |
| • | | | • | | 444,01 |
| Claims and adjustment expenses | 366,346 | 42,567 | 36,087 | (989) | 444,01 (4,49 |
| Claims and adjustment expenses Claims and adjustment expenses ceded | 366,346 (7,831) | 42,567 3,316 | 36,087 (969) | (989) 989 | 444,01 (4,49 171,11 |
| Claims and adjustment expenses Claims and adjustment expenses ceded | 366,346 (7,831) 127,935 | 42,567 3,316 29,282 | 36,087 (969) 13,899 | (989) 989 | 595,37 444,01 (4,49 171,11 610,63 (15,25 |
| Claims and adjustment expenses Claims and adjustment expenses ceded Other expenses | 366,346 (7,831) 127,935 486,450 | 42,567 3,316 29,282 75,165 | 36,087 (969) 13,899 49,017 | (989) 989 | 444,01 (4,49 171,11 610,63 (15,25 |
| Claims and adjustment expenses Claims and adjustment expenses ceded Other expenses Income (loss) before income taxes | 366,346 (7,831) 127,935 486,450 (32,103) | 42,567 3,316 29,282 75,165 6,120 | 36,087 (969) 13,899 49,017 | (989) 989 | 444,01 (4,49 171,11 610,63 (15,25 (4,43 |
| Claims and adjustment expenses Claims and adjustment expenses ceded Other expenses Income (loss) before income taxes Income tax expense (recovery) | 366,346 (7,831) 127,935 486,450 (32,103) (8,758) | 42,567 3,316 29,282 75,165 6,120 1,621 | 36,087 (969) 13,899 49,017 10,729 2,704 | (989) 989 | 444,01 (4,49 171,11 610,63 (15,25 (4,43 (10,82 |
| Claims and adjustment expenses Claims and adjustment expenses ceded Other expenses Income (loss) before income taxes Income tax expense (recovery) Net income (loss) | 366,346 (7,831) 127,935 486,450 (32,103) (8,758) (23,345) | 42,567 3,316 29,282 75,165 6,120 1,621 4,499 | 36,087 (969) 13,899 49,017 10,729 2,704 8,025 | (989) 989 - - - - - | 444,01 (4,49 171,11 610,63 |

(Amounts in thousands of Canadian dollars, except for per share, weighted average number of common shares and where otherwise noted)

| 9 months ended | CGIC | Sovereign | COSECO | Eliminations | Consolidated |
|--------------------------------------|-----------|-----------|---------|--------------|--------------|
| September 30, 2015 | \$ | \$ | \$ | \$ | \$ |
| Direct written premium | 1,390,653 | 241,877 | 188,332 | - | 1,820,862 |
| Ceded written premium | (35,624) | (23,036) | (4,633) | 11,658 | (51,635) |
| Income | | | | | |
| Net earned premium | 1,304,395 | 227,320 | 172,183 | - | 1,703,898 |
| Net investment gains and income | 60,021 | 9,287 | 7,789 | (18,000) | 59,097 |
| | 1,364,416 | 236,607 | 179,972 | (18,000) | 1,762,995 |
| Expenses | | | | | |
| Claims and adjustment expenses | 894,677 | 155,371 | 98,660 | (1,881) | 1,146,827 |
| Ceded claims and adjustment expenses | (1,577) | (10,625) | 1,864 | 1,881 | (8,457) |
| Other expenses | 424,505 | 89,096 | 39,027 | (538) | 552,090 |
| | 1,317,605 | 233,842 | 139,551 | (538) | 1,690,460 |
| Income before income taxes | 46,811 | 2,765 | 40,421 | (17,462) | 72,535 |
| Income tax expense (recovery) | 3,525 | 118 | 10,111 | (131) | 13,623 |
| Net income | 43,286 | 2,647 | 30,310 | (17,331) | 58,912 |
| Comprehensive income | 38,398 | 1,931 | 28,870 | (17,331) | 51,868 |
| Additions to: | | | | | |
| Property and equipment | 4,918 | 17 | - | - | 4,935 |
| Intangible assets (note 9) | - | - | - | 13,411 | 13,411 |
| Assets | | | | | |
| Invested assets | 3,071,647 | 633,403 | 480,671 | - | 4,185,721 |
| Reinsurance ceded contracts | 31,808 | 54,071 | 8,525 | (14,602) | 79,802 |
| Intangible assets | 46,723 | - | - | 14,663 | 61,386 |
| Other assets | 1,068,530 | 128,342 | 133,842 | (226,818) | 1,103,896 |
| Liabilities | | | | | |
| Insurance contracts | 2,543,210 | 529,735 | 440,494 | (15,636) | 3,497,803 |
| Retirement benefit obligations | 93,438 | 7,419 | 1,838 | - | 102,695 |
| Other liabilities | 293,439 | 31,620 | 14,153 | (13,163) | 326,049 |
| Shareholders' equity | 1,288,621 | 247,042 | 166,553 | (197,958) | 1,504,258 |

(Amounts in thousands of Canadian dollars, except for per share, weighted average number of common shares and where otherwise noted)

| 9 months ended | CGIC | Sovereign | COSECO | Eliminations | Consolidated |
|--------------------------------------|-----------|-----------|---------|--------------|--------------|
| September 30, 2014 | \$ | \$ | \$ | \$ | \$ |
| Direct written premium | 1,320,035 | 241,398 | 176,036 | Ψ - | 1,737,469 |
| Ceded written premium | (36,424) | (27,567) | (4,306) | 9,484 | (58,813) |
| Income | | | | · | |
| Net earned premium | 1,245,666 | 222,814 | 160,997 | - | 1,629,477 |
| Net investment gains and income | 101,757 | 17,612 | 15,209 | - | 134,578 |
| ÿ | 1,347,423 | 240,426 | 176,206 | - | 1,764,055 |
| Expenses | | | | | |
| Claims and adjustment expenses | 921,325 | 142,432 | 112,717 | (3,546) | 1,172,928 |
| Ceded claims and adjustment expenses | (7,899) | (4,136) | (1,414) | 3,546 | (9,903 |
| Other expenses | 400,699 | 87,395 | 36,813 | - | 524,907 |
| | 1,314,125 | 225,691 | 148,116 | - | 1,687,932 |
| Income before income taxes | 33,298 | 14,735 | 28,090 | - | 76,123 |
| Income tax expense | 7,510 | 3,693 | 7,077 | - | 18,280 |
| Net income | 25,788 | 11,042 | 21,013 | - | 57,843 |
| Comprehensive income | 63,172 | 16,829 | 25,807 | - | 105,808 |
| Additions to: | | | | | |
| Property and equipment | 9,397 | 1,299 | - | - | 10,696 |
| Intangible assets (note 9) | 42,000 | - | - | - | 42,000 |
| As at December 31, 2014 | | | | | |
| Assets | | | | | |
| Invested assets | 2,999,509 | 604,073 | 512,947 | - | 4,116,529 |
| Reinsurance ceded contracts | 40,836 | 54,746 | 13,921 | (15,619) | 93,884 |
| Intangible assets | 48,161 | - | - | 1,076 | 49,237 |
| Other assets | 1,260,751 | 131,460 | 119,165 | (477,443) | 1,033,933 |
| Liabilities | | | | | |
| Insurance contracts | 2,422,624 | 505,754 | 446,090 | (15,928) | 3,358,540 |
| Retirement benefit obligations | 90,683 | 6,872 | 1,662 | - | 99,217 |
| Other liabilities | 296,609 | 32,542 | 42,598 | (27,535) | 344,214 |
| Shareholders' equity | 1,539,341 | 245,111 | 155,683 | (448,523) | 1,491,612 |

16. Contingencies, commitments and guarantees

The Company is subject to litigation arising in the normal course of conducting its insurance business.

The Company is of the opinion that this litigation will not have a significant effect on the financial position, results of operations or cash flows of the Company.