

1 **Information Request PUB-FA-22:** *Please provide the Newfoundland and Labrador industry average*  
2 *standard commission (i.e. excluding contingent commissions) amount per vehicle for private passenger*  
3 *vehicles as reported in the most recently available AIFA Report. Provide copies of applicable sections of*  
4 *the AIFI Report.*

5 **FA Response:**

6 We have provided the Newfoundland & Labrador page from the AIFI 2012 Report as available in the  
7 GISA on-line library / portal (this is the most recent one we were able to obtain). This Report does not  
8 appear to provide detailed expenses (expenses are shown separately only as “acquisition” and  
9 “general”). More detailed information may be available through the Superintendent of Insurance for  
10 Newfoundland & Labrador.

## GISA FINANCIAL INFORMATION REPORT

### PRIVATE PASSENGER AUTOMOBILE NEWFOUNDLAND AND LABRADOR

2012

Description		Coverage								Ratio Reference (%)
		Liability		Personal Accident		Other		Total		
Item	Reference	Amount (\$000)	Ratio (%)	Amount (\$000)	Ratio (%)	Amount (\$000)	Ratio (%)	Amount (\$000)	Ratio (%)	
Direct Premiums Written	[1]	179,339		23,545		85,378		288,262		
Net Premiums Written	[2]	165,582	92.3%	22,272	94.6%	78,292	91.7%	266,146	92.3%	[2]/[1]
Net Premiums Earned	[3]	164,278		22,256		76,192		262,726		
Net Claims and Adjustment Expenses	[4]	131,776	80.2%	17,452	78.4%	58,657	77.0%	207,885	79.1%	[4]/[3]
Acquisition Expenses	[5]	35,918	21.9%	5,007	22.5%	17,864	23.4%	58,789	22.4%	[5]/[3]
General Expenses	[6]	8,787	5.3%	1,143	5.1%	5,103	6.7%	15,033	5.7%	[6]/[3]
Total Claims and Expenses	[7]=[4]+[5]+[6]	176,481	107.4%	23,602	106.0%	81,624	107.1%	281,707	107.2%	[7]/[3]
Underwriting Income (Loss)	[8]=[3]-[7]	(12,203)	-7.4%	(1,346)	-6.0%	(5,432)	-7.1%	(18,981)	-7.2%	[8]/[3]
Net Investment Income	[9]	18,808		2,434		6,506		27,748		
Net Income (Loss) before Income Taxes	[10]=[8]+[9]	6,605		1,088		1,074		8,767		
Income Taxes	[11]	2,320	35.1%	410	37.7%	1,259	117.2%	3,989	45.5%	[11]/[10]
Net Income (Loss)	[12]=[10]-[11]	4,285	2.6%	678	3.0%	(185)	-0.2%	4,778	1.8%	[12]/[3]
Allocated Equity	[13]	144,546		16,281		23,167		183,994		
Return on Equity	[14]		3.0%		4.2%		-0.8%		2.6%	[12]/[13]

**Disclaimer:**

*This is the first year GISA has collected and published automobile insurance industry financial information. Users are advised to use this information with caution, and be aware that this report contains only one year of data, and as such does not reflect the cyclical nature of the industry. The reliability of the information is expected to improve over time, as GISA fine-tunes the processes and requirements for the collection and reporting of the financial information in subsequent years. Please refer to the list of disclaimers and notes to users in the complete report.*