

CCIR Information Session

Annual Statement on Market Conduct (ASMC) For Life and Health Insurers

November 30, 2023

Agenda



The Annual Statement 2023 form



Upcoming changes to the Annual Statement 2024 form







The ASMC 2023 form

Identification

ASMC form 2023

- New question: *Among Life Individual class of insurance offered, what type of coverage are you offering?
- Added checkboxes on lines 117 and 118 for:
 - Terms,
 - Universal,
 - ▶ Whole,
 - and Other

*Among Life - Individual class of insurance offered, what type of coverage are you offering?										
	(01)	(02)	(03)							
117	Term	Universal	Whole							
118	Other									

Message updated on line 090 if the answer is "No": Insurers that are only servicing existing policies are only required to complete the Identification, Governance (2.0), and Complaint section (11.0), as well as the Complaint Reporting tool.

Governance

ASMC form 2023

No change in either forms or instructions

Policies

6

ASMC form 2023

- Added detailed instructions about Life Individual Breakdown sub-class of Insurance
- Added an instruction about Accident and Sickness "Other"

4				3. P	OLICIES					DEFINITIONS			
The reference period is the fisc	al year for which the sta	tement is filled.											
Enter data for individual policie	nter data for individual policies and group policies in their respective tables.												
Except for the Number of Polici period.													
n Individual Policies, the Number of Policies in Force at the End of the Reference Period (10) is an automatic calculation of Policies in Force at the End of the Previous Period column (01) plus Nev Policies (03) minus all terminated policies from object (05)+(06)+(06)+(09)+(09)+(09)+(09)+(09)+(09)+(09)+(09													
Annuities, includes all types of annuity contracts, such as : -Variable Annuity (Segregated Funds); -Deferred Annuity; -Guaranteed Annuity; -Indexed Annuity; -Life Annuity.													
It also includes Guaranteed Interest Accounts (GIAs).													
Main guarantee: indicates the comments when a class of insu				g. 1 individual long-te	rm care insurance poli	cy with life insurance	= Only 1 policy for the	purposes of this table). Provide explanation	n in general			
Life Individual class of insurar The number of coverages does							f insurance on lines 01	11 to 014 (individual po	licies), indicate the m	umber of coverages			
**Accident and Sickness class lines 021 to 027 (individual poli coverages in accident and sicl	cies) and on lines 071 to	077 (group policies) i	ndicate the number of	coverages. The num	ber of coverages does	not necessarily equa	I the number of policie						
In Group Policies, except for th calculated from any other date information is received once a of the Previous Period column	, within the reference pe year, this date will now b	riod when the informa e the base period for	tion is actually up to d ASMC filling from one ;	late. For example, if ir year to the other. The	Number of policies in	ation during the year, force at the end of the	they will pick a date a: e reference period (05	s near as possible to t) is an automatic calc	he End of the Reference ulation of the Policies	ce Period. If in Force at the End			
				INDIVID	UAL POLICIES								
	Number of Policies			Number of	Number of Customer Initiated	Number o	of Insurer Initiated Car	Adjustment to	Number of Policie in Force at the En				
Class of Insurance (Main Guarantee)	of the Previous Reference Period (from your last filed return column (10))	Number of New Policies Issued	Number of Applications Declined by Insurer	Customer Initiated Cancellations During the "Free Look" Period	Cancellations Excluding the "Free Look" Period (Including Lapses)	of Premium	With Fully Refunded Premiums	With Prorated and Short-rated Premiums	Balance Policies (explanation needed in general comments row 110)	of the Reference Period [((01)+(03)) - ((05)+(06)+(07)+(0)+(09)) + (21)			
and the second se	(01)	(03)	(04)	(05)	(06)	(07)	(08)	(09)	(21)	(10			

Policies

ASMC form 2023

- Lines added for Life Individual subclasses Individual Policies:
 - Enter the total number of policies on line 010 (Individual)
 - Enter the number of coverages per subclass on lines 011 to 014

					INDIVID	UAL POLICIE
	Class of Insurance (Main Guarantee)	Number of Policies in Force at the End of the Previous Reference Period (from your last filed return column (10))	Number of New Policies Issued	Number of Applications Declined by Insurer	Number of Customer Initiated Cancellations During the "Free Look" Period	Number of Customer Initiated Cancellations Excluding the "Free Look" Period (Including Lapses)
		(01)	(03)	(04)	(05)	(06)
010	Individual Life*					
011	Term					
012	Universal					
013	Whole					
014	Other					
120	Accident & Sickness**					
	Critical illness					

Products

ASMC form 2023

- Added instructions on Existing products which now include Life Individual subclass:
 - Life Individual sub-class "Other" for Individual products
 - Accident and Sickness sub-class "Other" for Individual and Group products
- For Life Individual Existing Products section:
 - Line 001 is now an automated calculation
 - Enter the number of product per subclass on lines 011 to 014 Life Individual
- For the list of new or modified products chart, update of the drop-down menu with Life Individual sub-classes options

4. PRODUCTS - INDIVIDUAL LIFE AND ACCIDENT AND SICKNESS

The Reference Period is the fiscal year for which the statement is filled.

Products: Each combination of benefits presented under a same name, each plan and each package plan offered with a distinct duration is considered as a product. For purposes of this disclosure, an endorsement or an option included in the product are not considered a product. Examples:

Term Life 10 years - Life Whole life - Life

Long Term Disability - Accident and Sickness
Critical illnesses - Accident and Sickness
Segregated Funds – Annuities

Existing products refer to those available for sale during the Reference Period. Populate the products offered for each subclasses Life Individual (lines 011 to 014) and Accident and Sickness (lines 021 to 027). Life Individual and Accident and Sickness classes of insurance are an automated calculation totalling all the sub-classes of insurance under it. If there are data under "Other", provide detail in general comments.

(02) Indicate the main guarantee of the product offered. Provide explanation in general comments when a class of insurance reported in the Identification tab is not standalone.

(05) Most significant Types of Changes to be reported are limited to changes initiated by the insurer or resulting of a decision made by the insurer. It excludes regulatory required changes. Please only include the most significant changes made, if more than one change was made to a product. The number of products modified should not exceed the number of products offered per class of insurance.

	Class of Insurance (Main Guarantee)	Number of Products Offerer
1 Individual Life		0
11	Term	
12	Universal	
13	Whole	
14	Other	
Accident & Sickness	5	0
21	Critical illness	
22	Disability	
23	Health and dental	
24	Long term care	
25	Prescription drug	
26	Travel health	
27	Other	

Products

ASMC form 2023

- Added instructions on Existing products for Annuities Individual and Group :
 - If there are data on line 004 "Other" provide detail in general comments

6. PRODUCTS - INDIVIDUAL ANNUITIES

DEFINITIONS

The Reference Period is the fiscal year for which the statement is filled.

Products: Each combination of benefits presented under a same name, each plan and each package plan offered with a distinct duration is considered as a product. For purposes of this disclosure, an endorsement or an option included in the product are not considered a product.

Examples: - Term Life 10 years - Life - Whole Life - Life - Long Term Disability - Accident and Sickness - Critical illnesses - Accident and Sickness - Segregated Funds – Annuities

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Existing products refer to those available for sale during the Reference Period. If there are data under "Other", provide detail in general comments.

(02) Indicate the main guarantee of the product offered. Provide explanation in general comments when a class of insurance reported in the Identification tab is not standalone.

(05) Most significant Types of Changes to be reported are limited to changes initiated by the insurer or resulting of a decision made by the insurer. It excludes regulatory required changes. Please only include the most significant changes made, if more than one change was made to a product. The number of products modified should not exceed the number of products offered per class of insurance.

Annuities, includes all types of annuity contracts, such as : -Variable Annuity (Segregated Funds); -Certain Annuity; -Deferred Annuity; -Guaranteed Annuity; -Indexed Annuity; -Life Annuity.

also includes Guaranteed Interest Accounts (GIAs).

Premiums

ASMC form 2023

- Added specific instructions about Life Individual sub-classes:
 - Direct Premium Written,
 - New policies / Certificates sold by Internet,
 - New Direct Premiums sold by Internet



DEFINITIONS

All amounts reported must be in thousands of dollars.

References to the Quarterly Return / Annual Supplement: To specify the nature of the requested data, you will find below references to the Quarterly Return. However, note that the data to be provided in this form are not exactly the same as the Quarterly Return. The requested information in this table, including segregated funds, is non-consolidated and must be provided by distribution channels. The amount of the automatic calculation in columns (19) for each class of insurance should be similar to the amount reported in the Quarterly Return / Annual Supplement for these same class of insurance without exceeding it. If the amount reported for a class of insurance is higher, provide details in general comments.

The information to be reported in this tab excludes reinsurance.

For the Direct Premium Written and Internet New Direct Premiums, Life Individual and Accident and Sickness classes of insurance are an automated calculation totalling all the sub-classes of insurance under it. For the Number of New Policies / Certificates Sold by Internet column (01), as for the policies tab, please indicate on line 190 the total number of individual life policies, 200 the total number of individual policies and on line 205 the total number of group policies and for the individual Life and accident and sickness sub-class of insurance on lines 191 to 194 and 221 to 227 (individual policies) and on lines 231 to 237 (group policies) the number of coverages. The number of coverages does not necessarily equal the number of policies.

A product is considered to be sold by Internet/online if the entire sale process is done online without using the services of an agent or broker. If you or your distribution channels (Independent Channels and Direct or Exclusive Channels) sell your products through the Internet, you must answer "Yes" to question 140, column (01). We do not consider it sale by internet if a sale is completed by a licensed agent after the consumer obtains information or price from a website.

Annuities, includes all types of annuity contracts, such as : -Variable Annuity (Segregated Funds); -Certain Annuity; -Deferred Annuity; -Guaranteed Annuity; -Indexed Annuity; -Life Annuity.

It also includes Guaranteed Interest Accounts (GIAs).

Premiums

ASMC form 2023

- For Life Individual Premiums by distribution channel (in thousands of dollars non-consolidated data)
 - Line 010 is now an automated calculation
 - Enter the amount per subclass on lines 011 to 014 columns (01) to (03)

	Class of Insurance	Direct Premiums Written Reference to the Quarterly Return / Annual Supplement: Schedule 95.010 - Row "Direct" 020, 120, 220, 320, 420 and 520 column (23) "Total In Canada" Includes segregated funds									
		Independent Channels	Direct or Exclusive Channels		TOTAL (\$000)						
		(01)	(02)	(03)	(19)						
	Life										
10	Individual	0	0	0	0						
11	Term				0						
12	Universal				0						
13	Whole				0						
14	Other				0						
20	Group				0						
	ubtotal	0	0	0	0						

Premiums

ASMC form 2023

- For Individual Life Number of New Policies / Certificates Sold by Internet column (01)
 - Enter the total number of new policies on line 190
 - Enter the number of coverages per subclass on lines 191 to 194
- For Individual Life Internet New Direct Premiums Written column (02)
 - Enter the premiums per subclass on lines 191 to 194

40	Do you sell products through t	(01)	
		on for product sold by Internet e also included in the above table)	xcluding renewals (for the purposes :
	Class of Insurance	Number of New Policies / Certificates Sold	New Direct Premiums Written (In thousands of dollars)
		(01)	(02)
	Life		
90	Individual		0
1	Term		
2	Universal		
3	Whole		
4	Other		
1	Group		

Distributors

ASMC form 2023

No change in either forms or instructions

Sales and Servicing Incentives

ASMC form 2023

- Updated instructions
 - Moving or separating paragraphs
 - Clarification of references

9. SALES AND SERVICING INCENTIVES

All amounts reported must be in thousands of dollars.

The information to be reported in this tab excludes reinsurance.

Life Individual and Accident and Sickness classes of insurance are an automated calculation totalling all the sub-classes of insurance under it.

For all questions: list only the incentives that are provided by the insurer by class of insurance and distribution channels. If the data is not available by class of insurance, please consider the data by Main Guarantee and provide explanation in general comments.

"Incentives" are monetary (including commissions) and non-monetary compensation provided by Insurers to employees, intermediaries and other persons or entities acting on their behalf in the sale and servicing of insurance products.

(21) to (23) Monetary incentives include commissions paid based on sales and services expected and provided (e.g. initial sales, renewals, trailers) and bonuses paid on achievement of performance targets (e.g. number/dollar volume of sales, retention, growth, fair treatment).

(31) to (33) Non-monetary incentives are non-cash benefits, rewards and privileges such as travel, goods and hospitality, entertainment, memberships, contest entry, insurer client referrals, access to services, also related to performance targets.

Annuities, include all types of annuity contracts, such as : -Variable Annuity (Segregated Funds); -Certain Annuity; -Deferred Annuity; -Guaranteed Annuity; -Indexed Annuity; -Life Annuity.

also includes Guaranteed Interest Accounts (GIAs).

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DEFINITIONS

Sales and Servicing Incentives

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ASMC form 2023

- For Life Individual incentives, Monetary columns (21) to (23) or Nonmonetary columns (31) to (33) by distribution channel:
 - Line 010 is now an automated calculation
 - Enter the amount per subclass on lines 011 to 014

	Incentives (\$000) by classes of insurance												
			Monetary	Incentives									
	Class of Insurance	f Insurance Independent Direct or Exclusive Channels Channels		Other Distribution Channels	TOTAL (\$000)	Independent Channels	Direct or Other Exclusive Distribution Channels Channels		TOTAL (\$000)				
		(21)	(22)	(23)	(29)	(31)	(32)	(33)	(39)				
	Life												
010	Individual	0	0	0	0	0	0	0	0				
011	Term				0				0				
012	Universal				0				0				
013	Whole				0				0				
014	Other				0				0				
	Group				0				0				

Lapses

ASMC form 2023

- Added instructions about Life Individual
- For Life Individual lapses
 - Line 011 is now an automated calculation
 - Enter the lapses per subclass on lines 011 to 014

<u></u>			9.5 L	APSES				DEFINITIONS						
For Lapses, identify the number of poli	cies.													
First-year lapses include policies that la	apsed during the first	365 days of the policies	being in force.											
The lapse has to have occurred during	the reference period.													
Life Individual and Accident and sickne	ife Individual and Accident and sickness classes of insurance are an automated calculation totalling all the sub-classes of insurance under it.													
Number of lapses														
		FIRST	YEAR			SECON	D YEAR							
Class of Insurance (Main Guarantee)	Independent Channels	Direct or Exclusive Channels	Other Distribution Channels	TOTAL NUMBER	Independent Channels	Direct or Exclusive Channels	Other Distribution Channels	TOTAL NUMBER						
	(01)	(02)	(03)	(19)	(04)	(05)	(06)	(49)						
Life														
Individual	0	0	0	0	0	0	0	0						
Term				0				0						
Universal				0				0						
Whole				0				0						
Other				0				0						
Group				0				0						
total	0	0	0	0	0	0	0	0						

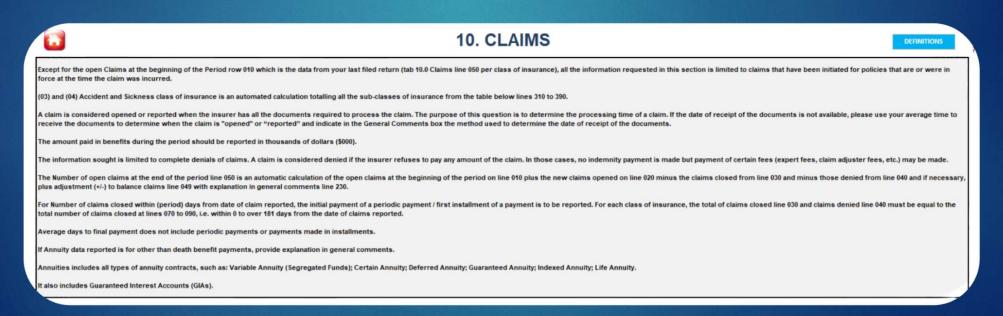
Claims

ASMC form 2023

Updated instructions

The amount paid in benefits during the period should be reported in thousands of dollars (\$000)

Moving or merging paragraphs



Complaint Examination

ASMC form 2023

Updated instructions

Whether or not you have any complaints to report, you are required to complete and file (confirm) the Complaint Report.

	11. COMPLAINT EXAMINATION	DEFINITIONS
	Note that as of 2022, complaints to be entered and transmitted with your annual statement, are done so via the Complaint Reporting tool accessible throughout t online services under the "Complaint Management" section.	the year in the AMF's
	Whether or not you have any complaints to report, you are required to complete and file (confirm) the Complaint Report.	
001	Do you have a senior officer responsible for complaint handling?	(01)
	Indicate if the following are present within your organization:	
		(01)
160	Documented complaint handling policies and procedures guideline	
170	Complaint handling unit or department	
180	Reporting mechanism regarding aggregated complaints on a periodic basis to management and the board of	
2	Ongoing training program for staff whose activities include complaint handling	

Protection of Personal Information

ASMC form 2023

Updated instructions

The members of the Canadian Council of Insurance Regulators (CCIR), representing Canada's insurance regulators, expect protection of confidentiality of personal information policies and procedures adopted by Insurers to ensure compliance with legislation relating to privacy protection.



12. PROTECTION OF PERSONAL INFORMATION

The members of the Canadian Council of Insurance Regulators (CCIR), representing Canada's insurance regulators, expect protection of confidentiality of personal information policies and procedures adopted by Insurers to ensure compliance with legislation relating to privacy protection.

The information to be reported in this tab excludes commercial insurance products.

The breaches reported in this form are those that have a significant impact on the customer and require disclosure under applicable privacy legislation.

Breaches refers to incidents and occurrences based on applicable privacy legislation and provincial insurance legislation regardless of the number of individuals impacted by the breach.

010 Do you have policies and procedures in place regarding breaches in confidentiality and the protection of personal information?

If yes, please indicate if the following are addressed by your policies and procedures:

Timely notification to customers of any breaches that could impact their interests or rights

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DEFINITION

(01)

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Upcoming changes to the ASMC 2024 form

Governance 2024 changes

- An instruction for a new question:
 - Employees assigned in whole or in part to FTC are those whose duties are related to the FTC principles laid down by IAIS.
- A new question line 175:
 - Of the total number of employees in your organization on line 170, indicate the total number assigned to FTC Performance Assessment

2. GOVERNANCE	DEFINITIONS
he reference period is the fiscal year for which the statement is filled.	
he Fair Treatment of Customers (FTC) is a principle that focuses on consumer outcomes, in particular, having due regard for the interests of the consume refers to the consumer-related conduct of insurers and how insurers treat consumers at each stage of the life cycle of a product. The lifecycle of the produ- ales services and from the moment obligations under the contract arise until the point at which all obligations under the contract have been fulfilled.	
he outcomes associated with FTC as described by the International Association of Insurance Supervisors (IAIS) include the following: Developing and marketing products in a way that pays due regard to the interests of customers; Providing customers with clear information before, during and after the point of sale; Reducing the risk of sales which are not appropriate to customers' needs;	
Ensuring that any advice given is of a high quality; Dealing with customer complaints and disputes in a fair manner; Protecting the privacy of information obtained from customers; and Managing the reasonable expectations of customers.	
otal number of employees includes all types of employees (full time, contractual, etc.). It does not include employees from other organizations in your Fina	ncial Group.
mployees assigned in whole or in part to FTC are those whose duties are related to the FTC principles laid down by IAIS.	
udit(s)/review(s) refers to those conducted by the insurer and includes, but are not limited to, examinations, compliance reviews, internal audits and other	assessments of market conduct
product is considered to be sold by Internetionline if the entire sale process is done online without using the services of an agent or broker. If a sale is co e consumer obtains information or a price from a website, it is not considered as an Internet sale.	ompleted by a licensed agent after
o you have senior officer(s) in charge of ensuring the development, implementation and enforcement of policies and	(01)
ractices related to the Fair Treatment of Customers?	
	(01)
ndicate the total number of employees in your organization	(01)
of the total number of employees in your organization on line 170, indicate the total number assigned to FTC erformance Assessment	(01)

Sales and Servicing Incentives 2024 changes

- A new question line 001 with an updated title:
 - Indicate the total number of people benefiting from these incentives

Number of people benefiting from incentives and incentives (\$000) by classes of insurance												
	Class of Insurance		Monetary	Incentives		Non-monetary Incentives						
		Independent Channels	Direct or Exclusive Channels	Other Distribution Channels	TOTAL (\$000)	Independent Channels	Direct or Exclusive Channels	Other Distribution Channels	TOTAL (\$000)			
		(21)	(22)	(23)	(29)	(31)	(32)	(33)	(39)			
	Number of people benefiting from incentives by distribution channel											
01	Indication the total number of people benefiting from these incentives				0				0			
Incentives (\$000) by classes of insurance by distribution channel												
Life												
	Individual	0	0	0	0	0	0	0	0			

Claims 2024 changes

A new question line 005 (305 for A&S):

Number of adherents or clients with claims for each class of insurance

1				L	ife			Accident &	& Sickness		Annuity				
	Complete the table				idual		oup	Indiv			oup	Indiv		Gre	
				(0	1)	(0	(2)	(0	3)	(0	4)	(0	5)	(0	6)
	Number of adherents or clients with claims)		D				
010	Number of open claims at the beginning of the period (from your last filed return tab 10.0 Claims line 050))		D				
020	Number of new claims opened during the period)		0					
030	Number of claims closed with an indemnity payment during the period)		D				
035	Amount paid in benefits during the period (in thousands of dollars)								0 0						
	umber of claims denied during the period								0 0						
049	Adjustment to Balance Claims (Explanation needed in general comments line 230))		D				
050	Number of claims still open at the end of the period [(010+020) - (030+040) +(049)]				0 0 0 0		0	0		(0				
	a a la la la la la														
								Accident 8	Sickness						
	Complete the table for Accident & Sickness	Critical	illness	Disa	bility	Health ar	nd dental	Long te	rm care	Prescript	tion drug	Travel	health	Oth	ner
		Individual	Group	Individual	Group	Individual	Group	Individual	Group	Individual	Group	Individual	Group	Individual	Group
		(01)	(02)	(03)	(04)	(05)	(06)	(07)	(08)	(09)	(10)	(11)	(12)	(13)	(14)
305	Number of adherents or clients with claims														

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Updating the Complaint Reporting Tool

Update of the "Product" category drop-down menu:

Reinstate cause for complaint: Adequacy of Product

Financial products or services

Select the financial products or services offered and the reasons for complaint that most accurately reflect the information in the complaint record.

Select the industry:	
Life and Health Insurance	~
Select the class of insurance:	
Life	~
Select the corresponding product type:	
Individual	~

Select the distribution channel:

~

 Updated Step 2 section of the Complaint Reporting Tool

		3	Step 1 – Compl	aint entry	Step 2	- Compl	aint repo
omplai	nt reportin	g 2					
Make	sure that the comple	ubmitted during the reporting aints to be reported have been aints to report <mark>you must subm</mark>	updated before su	ubmitting your	complain	t report.	
ubmit a co	mplaint report	4					
	ariod: from July 1 to lated to: Securities a			G	s	end the co repo	
		1 to December 31, 2023 esentatives and independent pa	artnerships		_	iend the co repo	
ubmitted o	complaint repor	ts					
Number of rep	ports: 1						
	COMPLAINTS		DATE SENT	CONFIRMAT	ION	SENT	EXPORT
REFERENCE PERIOD	REPORTED	REPORTING RELATED TO		NO.		BY	

Update the title of the next page in Step 2

Send the complaint report

Information summary

Reference period: July 1 to December 31, 2022

Firm: MY FIRM

Reporting related to: Firms, representatives and independent partnerships

Report sent by: Your Name

Date submitted: 3/6/2023

Statistics

Closed complaints (closing date indicated)

New complaints, in process (closing date not indicated) 1

Previous complaints, in process (closing date not indicated)

Withdrawn complaints

TOTAL COMPLAINTS REPORTED

Complaints reported

Number of complaints: 1

Export the list J

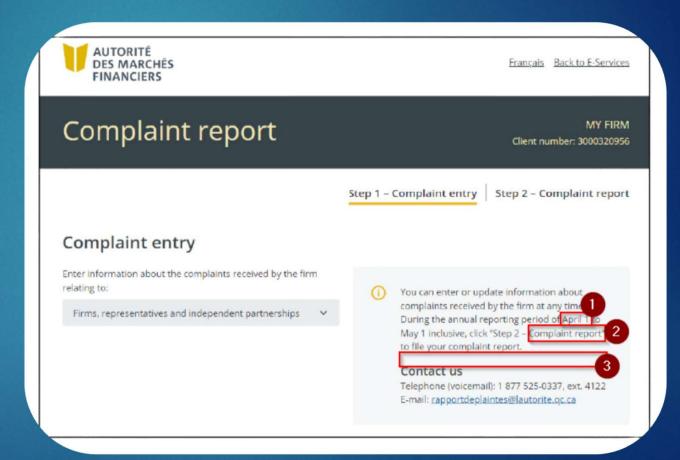
27

0

0

0

Update the message in Step 1 to match the updates in Step 2



An additional contextual message

onf	irmation of receipt	
\leq	Thank you. We have received your complaint report	
	Confirmation No.: LDP5F-20230306-130710441 Sent on: March 6, 2023	
	Continue →	

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Consultation on the type and nature of complaints to be disclosed

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Next Steps

Next Steps



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December 2023

• Consultation on changes to ASMC (2025 filing of 2024 ASMC data)

January 1, 2024

• Excel 2023 ASMC form available for download from your E-Services

March 1, 2024

• Filing period for the 2023 ASMC data

April 2024

• Information session on the upcoming complaint reporting

May 1, 2024

• Deadline to file the ASMC and Complaint Report 2023

Fall 2024

- Information session Year 9 ASMC (2025 filing of 2024 ASMC data)
- Consultation on changes to ASMC (2026 filing of 2025 ASMC data)



For questions email to:

CCIR at: <u>ccir-ccrra@fsrao.ca</u>

AMF at: infoform.pc-mc@lautorite.qc.ca