



MARCH 2018

2017 REPORT

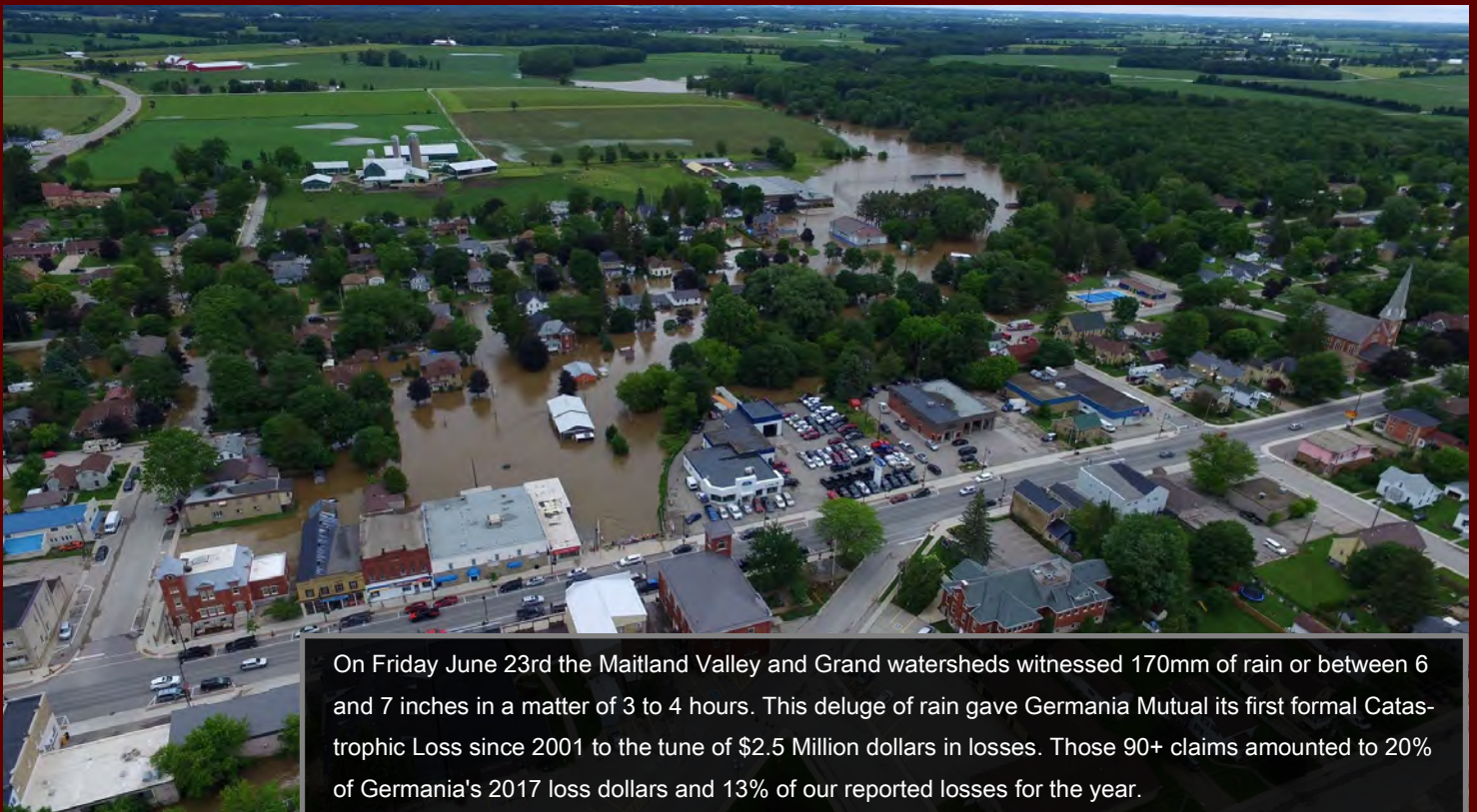
www.germaniamutual.com



Germania Mutual had this year's staff photo taken in our 135th anniversary memorial park located in the rear of the Ayton office property. In 2018 Germania will celebrate 140 Years of serving our loyal customers in the region.

Ann Rahn, Sarah Holliday, Krista Schuknecht, Todd Fortney, Neil Grotenhuis, Sharon Hollister, Troy Charlton, Heather Day, Cathy Lewis, Dan Hill, Shawn Higgins, Peggy Raftis, Amber McRobb, Stacey Rubick, Lisa Bramhill, Megan Ruetz, Harriet Reinhart, Tracy Campbell, Mary Domm, Mike Zions, Holly Hawke, and Stephanie Goode (absent Brett Martin)

a Helping Hand when you need it most



On Friday June 23rd the Maitland Valley and Grand watersheds witnessed 170mm of rain or between 6 and 7 inches in a matter of 3 to 4 hours. This deluge of rain gave Germania Mutual its first formal Catastrophic Loss since 2001 to the tune of \$2.5 Million dollars in losses. Those 90+ claims amounted to 20% of Germania's 2017 loss dollars and 13% of our reported losses for the year.

In Your Community For Your Community

The Germania staff got into the Canada 150th spirit celebrating in fine fashion.



Germania prides itself on its involvement and support of many worthwhile causes in our community!



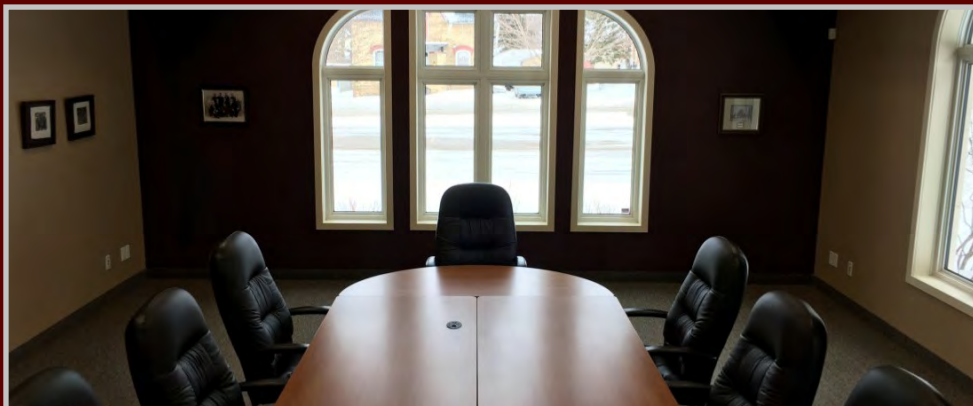
Germania Mutual Insurance Leadership



The Germania Mutual Board of Directors
Seated; Dan Hill President/CEO, Delores Leith Chair, and Brian Glass Vice Chair.
Back row are Directors; Wayne Lytle, Gary Becker, Gary Ross, Roger Smith, Brian Milne, Tim Farquhar and Mary Golem.

With great sadness we advise that 12 year director Mary Golem passed away in December of 2017.

**In 2018 Germania Mutual celebrates its 140th Anniversary.
Germania Mutual is one of the oldest continuously operated businesses in our area!**



The Nomination Committee of the Germania Mutual Insurance Company is actively seeking qualified directors to serve on our Board of Directors. The board is aware that there will be natural openings for new directors occurring in the years; 2018, 2019 and 2020 although there is always an opportunity for new qualified directors to be elected at any Annual General Meeting (AGM) of the members. With this in mind the Board of Directors has deemed it prudent to initiate an evergreen list of possible directors for these Board of Director positions. Any Director candidate must have been a policyholder of the corporation for at least one (1) year.

MESSAGE FROM CHAIR —DELORES LEITH



Attracting quality directors can be difficult and your "Board of Directors" have been working diligently to improve the nomination process. Presently the Board completes an annual skills matrix of current directors along with a full board self review to assist with identifying training and education requirements as well as possible skills gaps that could be filled through the recruitment process. In an attempt to attract the best possible director candidates for the Board of Directors, there is a proposed change to our corporate By-Laws that would allow non-policyholders to go through the nomination process. Although they must become a policyholder within their first 3 year term as a director.

MESSAGE FROM CEO —DAN HILL



Germania is presently in the process of filling 3 employee positions with the company which will take our employee base from 23 to 26. These changes are being made to ensure our policyholders receive the best possible product and the best possible service at a reasonable cost. Technology is assisting us in these areas but the personal touch of servicing individuals is still required to ensure your needs as a policyholder are being met.



**140th ANNUAL AND SPECIAL GENERAL MEETING
for the GERMANIA MUTUAL INSURANCE COMPANY**

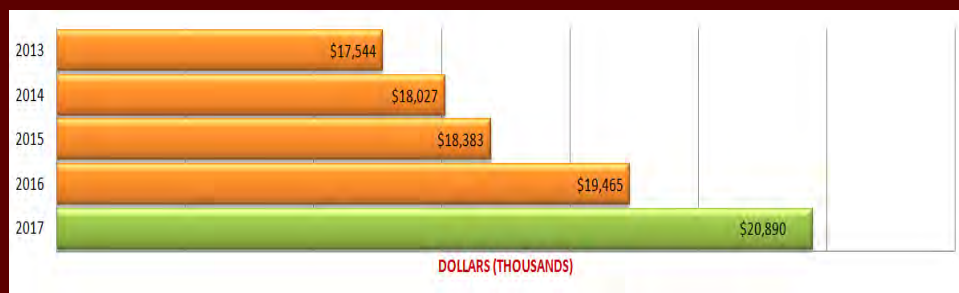


TAKE NOTICE that an Annual General Meeting of the Members of the **Germania Mutual Insurance Company** will be held at the **Ayton Centennial Hall** located at **818 Albert St., Ayton** on the 28th day of March, 2018, at the hour of 2:00 p.m.

Germania 5-year PERFORMANCE

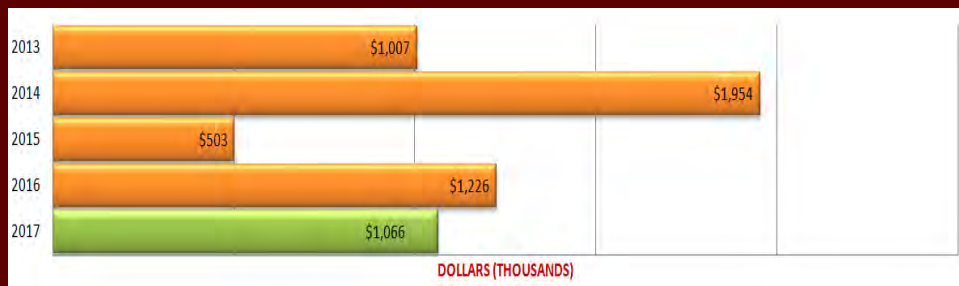
Premium Written

Premium received by Germania from which all claims and operating expenses are paid.



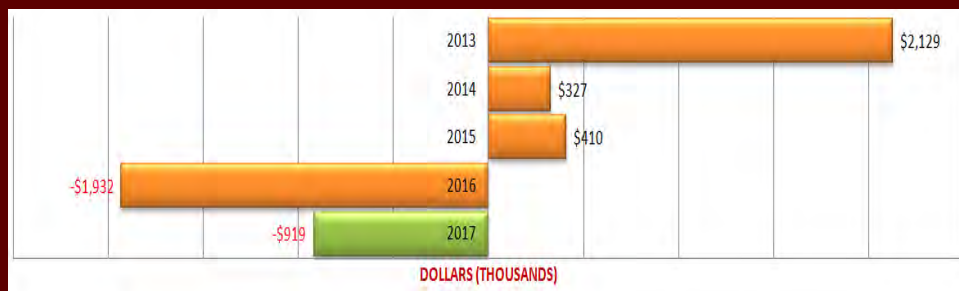
Investment Income

Income generated by Germania investments. In the short term, these funds can help stabilize underwriting performance. In the long term, they help build Members ' Surplus to keep the Company strong and facilitate future growth.



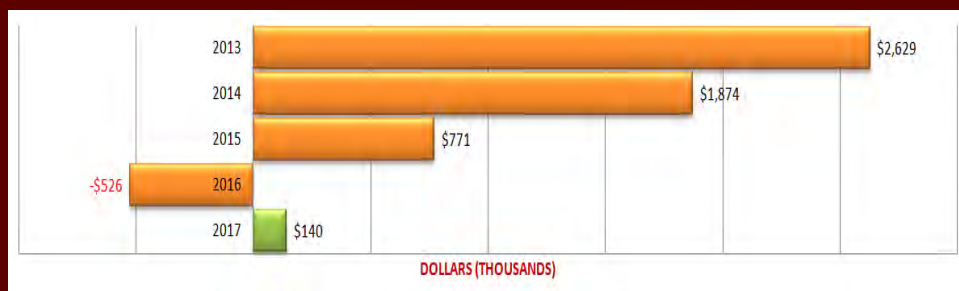
Underwriting Gain

These figures show whether or not premiums received were sufficient to cover Germania claims and operating expenses in that year. A negative figure indicates that investment income was required to make up the shortfall.



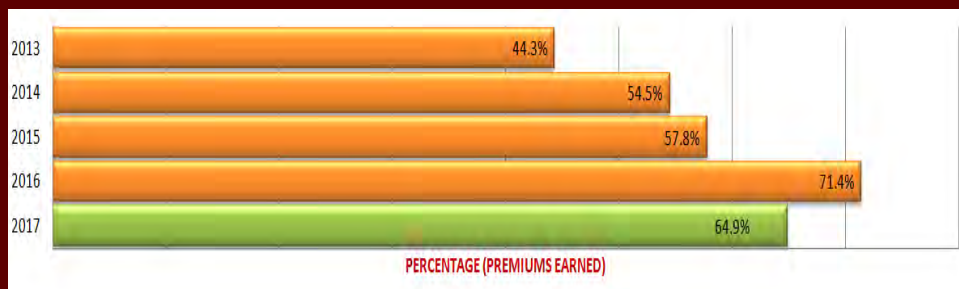
Net Income

The amount added to or subtracted from Members ' Surplus after all claims and expenses are paid and all investment income is included.



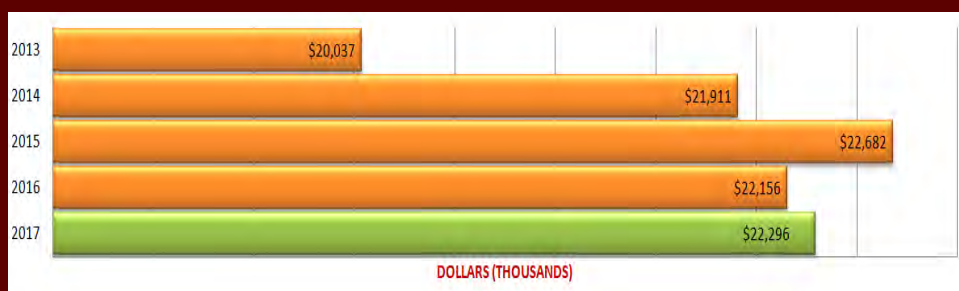
Net Loss Ratio

Percentage of premiums earned in an individual year that were allocated to paying claims.



Members Surplus

The financial strength of the company.



[Click to Learn More!](#)

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Brown Insurance
Chatsworth Insurance
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Craig, McDonald, Reddon Insurance
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Doner-Horsley Insurance
Hanbidge & Bowman Insurance
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J.P. Uniac Insurance
J.S. Davidson Insurance
Jack Lambertus Insurance
John F. Smith Insurance
Josslin Insurance
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McGoey Brothers Insurance
Miller Insurance
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Ron Noble Insurance
Secure Insurance
Will Marshall Insurance Brokers
Wylie Insurance Brokers

Agencies:

Culbert Insurance
Eric Thacker Insurance
Gear Insurance



GERMANIA
MUTUAL INSURANCE

403 Mary Street 519 665 7715 ph
Ayton, Ontario 519 665 7558 fax
N0G 1C0 1 888 418 7770 Toll free

a Helping Hand
when you need it most



Detailed list of representatives, locations & contact information.