SGI CANADA Quarterly Report SEPTEMBER 2007



MANAGEMENT'S DISCUSSION AND ANALYSIS

Management's Discussion and Analysis (MD&A) provides a review of the results of the operations of SGI CANADA and its subsidiaries, SGI CANADA Insurance Services Ltd., the Insurance Company of Prince Edward Island (ICPEI) and Coachman Insurance Company (Coachman), collectively referred to as SGI CANADA or the Corporation. This discussion and analysis should be read in conjunction with the SGI CANADA unaudited consolidated financial statements and supporting notes as at and for the nine month period ended September 30, 2007 and the SGI CANADA MD&A and annual audited financial statements and supporting notes as at and for the year ended December 31, 2006. All dollar amounts are in Canadian dollars. This MD&A reflects all information known to Management up to November 8, 2007.

Quarterly Consolidated Financial Highlights

The following table highlights quarter over quarter results for SGI CANADA:

Quarterly Financial Highlights

(\$ in 000's)

		2007		2006			2005		
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
Net premiums earned	77,746	75,639	73,917	75,873	73,310	71,391	70,233	72,212	70,740
Claims incurred	64,825	54,479	33,622	39,212	49,825	36,128	31,905	33,138	46,679
Net income (loss)	(9,030)	(2,701)	21,813	14,706	4,773	12,940	19,682	10,035	4,989
Cash flow from (used in) operations	16,285	21,883	(4,408)	25,117	21,279	14,462	(10,265)	17,381	12,805
Investments	455,826	447,488	467,557	444,464	430,368	399,055	404,383	400,071	396,223
Provision for unpaid claims	298,932	280,336	257,148	263,514	258,179	245,485	246,980	254,805	257,122

The following points are intended to assist the reader in analyzing trends in the quarterly financial highlights for 2007:

- Net premiums earned generally increase on a quarter over quarter basis during the year, with this trend continuing in 2007.
- Second and third quarter results can be impacted by summer storm activity, given SGI CANADA's strong market presence in Saskatchewan. Significant summer storm activity has adversely impacted current year-to-date results as can be seen by significantly higher claims incurred in the second and third quarter results of 2007 over 2006.
- Effective January 1, 2007, the carrying value of investments changed, such that most investments are now carried at fair value. This change in accounting policy and the impacts are discussed further within this MD&A and within the notes to the financial statements.

For the three months ended September 30, 2007

Consolidated Statement of Operations

Third quarter results can be volatile, depending on the severity of storms over the summer months. In 2007, summer storms had a significant impact on financial results, as SGI CANADA recorded a consolidated net loss of \$9,030,000 for the third quarter. This represents a \$13,803,000 decrease from the third quarter net profit of \$4,773,000 in 2006. Saskatchewan operations reported a loss in the third quarter of \$11,259,000 (2006 – income of \$3,345,000), while operations outside of Saskatchewan continued to grow during the quarter, contributing a profit of \$2,229,000, compared to \$1,428,000 in 2006.

Net premiums earned were \$77,746,000 in the third quarter, \$4,436,000 or 6.1% higher than the third quarter of 2006 (\$73,310,000). This growth over 2006 was mostly from operations in Saskatchewan (\$2,802,000) and Alberta (\$1,809,000). In the third quarter of 2007, out-of-province operations accounted for 17% (2006 - 15%) of net premiums earned.

Consolidated claims incurred of \$64,825,000 for the quarter represent a \$15,000,000 (30.1%) increase over 2006, resulting in a consolidated loss ratio of 83.3% in the third quarter of 2007 compared to 68.0 % in 2006. Saskatchewan summer storms in the third quarter of 2007 resulted in claims incurred of \$15,420,000, an increase of \$6,338,000 over last year. Saskatchewan operations also experienced an increase in non-storm related property and personal auto claims during the quarter.

Other expenses for the third quarter of 2007, excluding claims incurred, were \$30,145,000, compared to \$27,983,000 in 2006, with the largest increase coming from administrative expenses. Administrative expenses of \$10,746,000 increased by \$2,173,000 from the third quarter of 2006, primarily a result of increased salary and benefit costs.

Investment earnings for the third quarter of 2007 were \$8,385,000 (2006 – \$8,965,000), \$580,000 lower than the third quarter of 2006. The decrease was a result of lower realized net gains from the sale of bonds and equities partially offset by higher interest income. The book value annualized rate of return for the third quarter of 2007 was 7.4%, compared to 8.1% for the third quarter of 2006.

For the nine months ended September 30, 2007

Consolidated Statement of Operations

To the end of September, SGI CANADA generated a consolidated net income of \$10,082,000, a \$27,313,000 decrease from the 2006 net income of \$37,395,000 for the same period, as indicated in the following table.

SGI CANADA	Consolidated	Net Profit	(Loss)
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as at September 30

		(thousands of \$)								
	Sask	Saskatchewan Out-of-Province				Total				
2007	\$	5,423	\$	4,659	\$	10,082				
2006		30,911		6,484		37,395				
Variance	\$	(25,488)	\$	(1,825)	\$	(27,313)				

The decrease from 2006 was primarily due to the significant impact summer storms had on Saskatchewan operations in 2007. While out-of-province net profit has declined from 2006, it is still strong, representing 46.2% (2006 - 17.3%) of consolidated net profit in 2007. For more details on the breakdown of the out-of-province financial results, refer to note 7 to the financial statements.

Year-to-date net premiums earned of \$227,302,000 increased \$12,368,000 or 5.8% over the net premiums earned in 2006 of \$214,934,000. Net premiums earned to the end of September from Saskatchewan operations (\$190,550,000) increased \$7,968,000 (4.4%) compared to last year. Premiums earned from out-of-province operations increased \$4,400,000 or 13.6% over last year, primarily from growth in Alberta business. Out-of-province operations represent 16.2% (2006 – 15.1%) of net premiums earned year-to-date.

Claim costs totalled \$152,926,000 during the first nine months of 2007, a 29.8% increase from the same period in 2006, reflected in the 2007 consolidated loss ratio of 67.2% (2006 – 54.8%).

SGI CANADA Consolidated

	as at September 30							
		Claims Incur thousands o	Loss Ratio %					
	2007	2006	Variance	2007	2006			
Saskatchewan, excluding storms	105,685	91,072	14,613	55.5	49.9			
Saskatchewan summer storm claims	24,417	9,266	15,151	12.8	5.1			
Total Saskatchewan	130,102	100,338	29,764	68.3	55.0			
Out-of-province	22,824	17,520	5,304	62.1	54.2			
Total claims incurred	152,926	117,858	35,068	67.3	54.8			

In 2007, Saskatchewan claims increased \$29,764,000, of which \$15,151,000 was related to summer storms. Saskatchewan experienced two heavy rain storms in Saskatoon resulting in significant sewer backup claims, as well as six other hail storms throughout the province. Saskatchewan claims, excluding storms, increased \$14,613,000, primarily due to increased personal and commercial auto claims.

In addition, out-of-province claims incurred of \$22,824,000 (2006 – \$17,520,000) increased by \$5,304,000 or 30.3% per cent. Increasing claims in Alberta accounted for \$2,968,000 of the variance, as Alberta business continued to grow. In addition, commercial property and auto claim costs in the Maritime operations increased to more normal levels, after experiencing a low claims year in 2006.

Other expenses, excluding claims incurred, were \$87,878,000 to the end of September 2007, \$7,668,000 higher than expenses for the same period in 2006. The increase was primarily due to higher administrative expenses and commission expenses in 2007. Administrative expenses of \$30,322,000 in 2007 were \$5,015,000 higher than 2006, mainly due to higher salary and benefit costs in 2007. Commission expenses for the first nine months of 2007 were \$2,047,000 higher than the same period in 2006, commensurate with the premium growth experienced.

Investment earnings for the nine month period ending September 30, 2007 were \$24,299,000 (2006 – \$21,640,000), \$2,659,000 higher than the results from 2006. The increased earnings in 2007 were a result of higher realized gains from the sale of equities. The book value annualized rate of return was 6.5%, compared to 6.2% for 2006.

Consolidated Statement of Financial Position

Total assets increased from \$662,463,000 at December 31, 2006 to \$693,451,000 at September 30, 2007. The increase is primarily attributable to a change in accounting policy effective January 1, 2007, which resulted in recording investments at fair value (see note 2 to the financial statements). This change in accounting policy increased investments \$19,548,000 as of September 30, 2007. Excluding the impact of the change in accounting policy at September 30, 2007, assets increased \$11,440,000, or 1.7%.

Total liabilities increased \$13,597,000 due to higher unearned premiums and a higher provision for unpaid claims. The increase in the provision for unpaid claims was attributable to the increase in summer storm costs, with many of these claims still unpaid at September 30. Unearned premiums increased as a result of more business being written. Offsetting these increases was a decrease in accounts payable, primarily a result of significant investment purchase transactions entered into prior to December 31, 2006, where the actual cash settlement did not occur until January 2007.

Consolidated Statement of Comprehensive Income (Loss)

For the nine months ended September 30, 2007, comprehensive income of \$3,835,000 was recorded, consisting of \$10,082,000 of net income, less an other comprehensive loss of \$6,247,000. The other comprehensive loss was a result of gains on the sale of investments of \$6,820,000 (net of tax) which were reclassified to net income as investments were sold during the period, offset by an increase in unrealized gains of \$573,000 (net of tax). The unrealized

gains during the period were a result of higher prices for Canadian equities and increasing prices on shorter-term bonds as yields have decreased in the latter months of 2007.

The total annualized rate of return, on a market value basis, is 4.3% for the nine months ended September 30, 2007 (2006 – 6.7%). The rate of return has decreased since 2006 as a result of lower bond returns in 2007.

Consolidated Statement of Cash Flows

The Corporation generated cash from operations of \$16,285,000 in the third quarter, and \$33,760,000 year to date. Cash from operations has been strong, compared to the net loss experienced for the quarter of \$9,030,000 and the year-to-date net income of \$10,082,000. This was primarily a result of the increase in summer storm costs, with many of these claims still unpaid at September 30.

Investing activities resulted in a decrease in cash of \$5,977,000 for the third quarter. However, year-to-date, cash of \$14,087,000 has been generated. The Corporation continues to hold more cash equivalent, short-term investments due to the uncertainty in the bond market being experienced in 2007.

Dividends of \$29,654,000 have been paid to date. A payment of \$17,378,000 was made in the first quarter, representing the final instalment of the dividend on 2006 earnings, and \$6,138,000 was paid during the third quarter, as an instalment on the anticipated 2007 dividend.

Change in Accounting Policies

Given the nature of the Corporation's business, financial instruments make up a substantial portion of its balance sheet and are integral to its success. Related to the Corporation's financial instruments, commencing January 1, 2007, it adopted two new accounting standards issued by the Canadian Institute of Chartered Accountants (CICA), Handbook Section 1530, Comprehensive Income and Section 3855, Financial Instruments – Recognition and Measurement. The standard requires all financial instruments to be classified as one of the following: held for trading, available for sale, held to maturity, loans and receivables, or other financial liabilities.

The Corporation has classified all of its investments impacted by adoption of this standard as available for sale. The available for sale classification requires these investments be recorded at fair value on the Statement of Financial Position. Any unrealized gains and losses on these investments are recognized as accumulated other comprehensive income (AOCI) within Equity on the Statement of Financial Position.

The impact of the change in accounting policies on the consolidated financial statements is discussed in note 2 to the financial statements.

Outlook

The Corporation is again benefiting from spreading its insurance risk geographically, as out-ofprovince operations remain profitable year-to-date, somewhat offsetting the unfavourable impact that summer storms have had on Saskatchewan operations.

The Corporation intends to build on the success of the first year of operations in the Alberta market with continued growth through the remainder of 2007 and in 2008. The Corporation also continues to spread its insurance risk geographically through managed growth in the Nova Scotia and New Brunswick markets. Profitability remains strong in Ontario, despite facing an increasingly competitive automobile market in that province. The Corporation is focusing on its strong underwriting fundamentals and providing a high level of customer service to its brokers in order to meet the challenges presented.

The Corporation continues to maintain solid financial results to date, however, as seen in the second and third quarters, the summer storm season in Saskatchewan can quickly and unfavourably impact the bottom line. Going forward, the Corporation will continue to focus on its strategy of spreading insurance risk geographically, growing revenues and maintaining and creating jobs in Saskatchewan.

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

as at September 30, 2007 and December 31, 2006

(thousands of \$) Assets Cash and cash equivalents \$ 42,247 \$ 24,054 Accounts receivable 92,105 97,622 Deferred policy acquisition costs 42,319 39,354 Future income taxes 2,615 3,150 Reinsurers' share of uncarned premiums 11,765 8,173 Investments (note 3) 455,826 444,464 Net investment in capital leases 1,715 2,011 Goodwill 481 481 Unpaid claims recoverable from reinsurers 32,826 32,273 Property, plant and equipment		Sept. 30 2007 <u>(unaudited)</u>	Dec. 31 2006 (audited)
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Non-controlling interest1,6831,792Province of Saskatchewan's equityEquity advances Retained earnings Accumulated other comprehensive income (note 4)80,000 79,551 81,599 19,548179,099161,599	Provision for unpaid claims	298,932	263,514
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Equity advances 80,000 80,000 Retained earnings 79,551 81,599 Accumulated other comprehensive income (note 4) 19,548	Non-controlling interest	1,683	1,792
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<u>\$ 693,451</u> <u>\$ 662,463</u>		179,099	161,599
		<u>\$ 693,451</u>	<u>\$ 662,463</u>

CONSOLIDATED STATEMENT OF OPERATIONS

For the periods ended September 30, 2007 and 2006

	three months to Sept. 30 2007 2006 (<u>unaudited</u>) (<u>unaudited</u>)		nine months 2007 (<u>unaudited</u>)	5 to Sept. 30 2006 (<u>unaudited</u>)
	(thousa	nds of \$)	(thousar	nds of \$)
Gross premiums written	<u>\$ 88,206</u>	<u>\$ 82,786</u>	<u>\$ 253,342</u>	<u>\$ 246,989</u>
Net premiums written	<u>\$ 82,130</u>	<u>\$ 74,398</u>	<u>\$ 237,071</u>	\$ 224,699
Net premiums earned	<u>\$ 77,746</u>	<u>\$ 73,310</u>	<u>\$227,302</u>	<u>\$ 214,934</u>
Claims incurred Commissions	64,825 15,575	49,825 15,716	152,926 46,646	117,858 44,599
Administrative expenses	10,746	8,573	30,322	25,307
Premium taxes	3,785	3,541	11,063	10,490
Facility Association participation (note 6)	39	153	(153)	(186)
Total claims and expenses	94,970	77,808	240,804	198,068
Underwriting profit (loss)	(17,224)	(4,498)	(13,502)	16,866
Investment earnings	8,385	8,965	24,299	21,640
Income (loss) before income taxes and non-controlling interest	(8,839)	4,467	10,797	38,506
Income tax (recovery)	200	(236)	589	843
Income (loss) after income taxes and before non-controlling interest	(9,039)	4,703	10,208	37,663
Non-controlling interest	(9)	(70)	126	268
Net income (loss)	<u>\$ (9,030</u>)	<u>\$ 4,773</u>	<u>\$ 10,082</u>	<u>\$ 37,395</u>

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (LOSS)

For the period ended September 30, 2007

	three months to Sept. 30 2007 (unaudited)	nine months to Sept. 30 2007 (unaudited)
	(thousa	nds of \$)
Net income (loss)	<u>\$ (9,030</u>)	\$ 10,082
Other comprehensive income (loss), net of income taxes: Unrealized gains on available for sale	2 (00	2/7
financial assets arising during the period Income tax on unrealized gains (losses)	$ \begin{array}{r} 2,409 \\ \underline{160} \\ 2,249 \end{array} $	347 (226) 573
Reclassification for gains included in net income (loss) Net income tax recovery on gains	$ \begin{array}{r} (2,120) \\ \underline{61} \\ (2,181) \end{array} $	
Other comprehensive income (loss)	68	(6,247)
Comprehensive income (loss)	<u>\$ (8,962</u>)	\$ 3,835

Consolidated Statement of Changes in Province of Saskatchewan's Equity

For the periods ended September 30, 2007 and 2006

	three month 2007 (<u>unaudited</u>)	s to Sept. 30 2006 (<u>unaudited</u>)	nine months to Sept. 30 2007 2006 (unaudited) (unaudited)
	(thousa	nds of \$)	(thousands of \$)
Equity Advances			
Balance, end of period	\$ 80,000	\$ 80,000	\$ 80,000 \$ 80,000
Retained earnings Balance, beginning of period Change in accounting policy (note 2) Net income (loss) Dividend	\$ 88,581 (9,030) 	\$ 84,994 	$\begin{array}{cccccccccccccccccccccccccccccccccccc$
Balance, end of period	\$ 79,551	\$ 84,271	\$ 79,551 \$ 84,271
Accumulated other comprehensive income Balance, beginning of period Change in accounting policy (note 2) Other comprehensive income (loss)	\$ 19,480 68	\$	\$ _ \$ _ 25,795 _ (6,247) _
Balance, end of period	\$ 19,548	\$	<u>\$ 19,548</u> <u>\$ -</u>
Total Province of Saskatchewan's equity	\$ 179,099	\$ 164,271	\$ 179,099 \$ 164,271

CONSOLIDATED STATEMENT OF CASH FLOWS

For the periods ended September 30, 2007 and 2006

	three month 2007 (unaudited)	s to Sept. 30 2006 (unaudited)	nine months 2007 (unaudited)	s to Sept. 30 2006 (unaudited)
	(thousa	nds of \$)	(thousar	nds of \$)
Cash provided by (used for):				
Operating activities	± ()			
Net income (loss) Non-cash items:	\$ (9,030)	\$ 4,773	\$ 10,082	\$ 37,395
Amortization	506	553	1,225	1,901
Net realized gain on disposal of investments		(3,911)	(6,679)	(6,954)
Income (loss) attributable to			(-)-, -, -, -, -, -, -, -, -, -, -, -, -, -	
non-controlling interest	(9)	(70)	(123)	268
Loss (income) from investments accounted				
for on the equity basis	28	(25)	(119)	(204)
Change in non-cash operating items (note 5)	26,910	19,959	29,374	(6,930)
	16,285	21,279	33,760	25,476
Investing activities				
Purchases of investments	(208,387)	(152,803)	(523,092)	(462,749)
Proceeds on sale of investments	202,303	125,097	538,355	438,396
Repayment of capital lease	101	92	296	268
Disposal (purchases) of property, plant				
and equipment	6	(3)	(1,472)	(108)
	(5,977)	(27,617)	14,087	(24,193)
Financing activities				
Financing activities Dividends paid	(6,138)	(5,496)	(29,654)	(18,572)
	(0,150)	<u>(),1)0</u>)	<u>(2),0) 1</u>)	<u>(10,7,2</u>)
Increase (decrease) in cash and cash equivalents	4,170	(11,834)	18,193	(17,289)
Cash and cash equivalents, beginning of period	38,077	28,494	24,054	33,949
Cash and cash equivalents, end of period	<u>\$ 42,247</u>	<u>\$ 16,660</u>	<u>\$ 42,247</u>	<u>\$ 16,660</u>
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NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

September 30, 2007

1. SIGNIFICANT ACCOUNTING POLICIES

These unaudited consolidated financial statements do not include all of the disclosures included in the Corporation's annual audited consolidated financial statements. The accounting policies used in the preparation of these interim financial statements are in accordance with Canadian generally accepted accounting principles and are consistent with those described in the Corporation's 2006 annual audited consolidated financial statements, except as disclosed in note 2. Accordingly, these interim financial statements should be read in conjunction with the audited consolidated financial statements included in the Corporation's 2006 Annual Report.

The preparation of financial statements in accordance with Canadian generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from these estimates and changes in estimates are recorded in the accounting period in which they are determined. The most significant estimation process is related to the actuarial determination of the provision for unpaid claims.

2. CHANGE IN ACCOUNTING POLICIES

Effective January 1, 2007, the Corporation adopted the Canadian Institute of Chartered Accountants (CICA) Handbook Section 1530, Comprehensive Income and Section 3855, Financial Instruments – Recognition and Measurement.

Comprehensive Income

Section 1530 requires presentation of a Consolidated Statement of Comprehensive Income, as included in these Consolidated Financial Statements. Comprehensive income is comprised of net income and other comprehensive income (OCI). OCI represents changes in shareholders' equity during a period arising from transactions and other events with non-owner sources, other than net income. The change in OCI is recorded as accumulated other comprehensive income (AOCI) on the Statement of Financial Position.

Financial Instruments

Section 3855 establishes standards for recognizing and measuring financial assets and financial liabilities. The measurement basis depends on whether the financial instrument has been classified as held for trading, available for sale, held to maturity, loans and receivables, or other financial liabilities. Financial instruments impacted by adoption of this section are measured in

the Consolidated Statement of Financial Position at fair value, except for loans and receivables, held to maturity investments and other financial liabilities that are measured at amortized cost. Financial instruments classified as held for trading are measured at fair value and changes in fair value are recognized in net income. Financial instruments classified as available for sale are measured at fair value with changes in fair value recorded in other comprehensive income, however, unrealized losses considered other than temporary continue to be recognized as a decrease to net income. The criteria to determine whether an unrealized loss is considered other than temporary has not changed under the new section.

Prior to January 1, 2007, the Corporation amortized the purchase discount or premium from its investments by utilizing the straight-line method over the expected life of the investment. By adopting Section 3855, as of January 1, 2007, the Corporation is now using the effective interest rate method to calculate the income from its investments.

As at January 1, 2007, all financial assets impacted by adoption of this section, included in investments have been designated as available for sale. All remaining financial assets impacted by the adoption of this section have been classified as loans and receivables, which are measured at amortized cost. All financial liabilities impacted by adoption of this section have been classified as other financial liabilities and are measured at amortized cost. The Corporation has no financial instruments designated as held for trading or held to maturity.

Initial Impact Upon Adoption of Sections 1530 and 3855

The adoption of these new sections was applied as of January 1, 2007, without restatement of comparative figures. The effect of the adoption at January 1, 2007 was to increase the carrying value of investments from \$444,464,000 to \$470,888,000, increase AOCI by \$25,795,000 and decrease the future income taxes asset by \$629,000.

At January 1, 2007, the provision for unpaid claims decreased by \$146,000. This was due to the impact of the new sections on the actuarial determination of the provision for unpaid claims. An offsetting adjustment was recorded to opening retained earnings of \$146,000.

3. INVESTMENTS

The carrying values of the Corporation's investments are as follows:

	(thousands of \$)						
	September 30 Jan			anuary 1	De	cember 31	
	2007			2007		2006	
Short-term investments	\$	31,553	\$	19,846	\$	19,846	
Bonds and debentures		307,463		334,474		332,698	
Canadian common shares		47,061		44,075		27,629	
U.S. common shares		14,829		14,095		11,415	
Pooled equity funds							
– Canadian		12,422		12,970		12,419	
– United States		4,093		4,516		4,265	
– non-North American		16,645		19,823		15,565	
Preferred shares		735		735		735	
Mortgages		_		16,734		16,272	
Pooled mortgage fund		18,125	_				
		452,926		467,268		440,844	
Investments accounted for on the equity basis		2,900		3,620		3,620	
Total investments	\$	455,826	\$	470,888	\$	444,464	

As a result of adoption of CICA Handbook Section 3855 (note 2), the basis for the carrying value for investments has changed effective January 1, 2007. The details of the determination of carrying amounts are as follows:

(i) Short-term investments:

Carrying amounts for short-term investments are based on cost, which approximates fair value due to the immediate or short-term nature of these financial instruments.

(ii) Bonds and debentures:

The carrying value for bonds and debentures is fair value. The fair values are considered to approximate quoted market values, based on the latest bid prices.

(iii) Pooled equity funds:

Pooled equity funds are carried at fair value, which is considered to approximate the quoted market values of the underlying investments, based on the latest bid prices.

(iv) Common shares:

Common shares are carried at fair value, which is considered to approximate quoted market values from recognized stock exchanges, based on the latest bid prices.

(v) Preferred shares:

The preferred shares are carried at cost, as their fair value cannot be estimated reliably, as there is no quoted market price.

(vi) Pooled mortgage fund:

The pooled mortgage fund is carried at fair value, which is considered to approximate the market values of the underlying mortgage investments, calculated by discounting scheduled cash flows through to the estimated maturity of the mortgage using interest rates which reflect the term and credit risk associated with the mortgage.

(vii) Investments accounted for on the equity basis:

Investments accounted for on the equity basis are exempt from the new Handbook Section 3855, and continue to be accounted for on the equity basis, whereby the Corporation's investment is adjusted for its share of the investee's net earnings or losses and reduced by dividends received.

4. ACCUMULATED OTHER COMPREHENSIVE INCOME

Accumulated other comprehensive income consists solely of unrealized gains and losses on available for sale financial assets.

5. CHANGE IN NON-CASH OPERATING ITEMS

	(thousands of \$)							
	th	ree month	s to	Sept. 30	nii	to Sept. 30		
		2007		2006		2007	2006	_
Accounts receivable	\$	(1,352)	\$	484	\$	5,517	\$ (10,707))
Deferred policy acquisition costs		(1,549)		(520)		(2,965)	(2,401))
Reinsurers' share of unearned premiums		(1,090)		(483)		(3,592)	(3,175))
Unpaid claims recoverable from reinsurers		1,521		11,094		(553)	11,759	
Accounts payable and accrued charges		928		3,823		(18,501)	(4,581))
Premium taxes payable		3,775		3,374		(2,604)	(2,682))
Amounts due to reinsurers		580		(1,006)		2,971	(538))
Unearned reinsurance commissions		(64)		(101)		36	66	
Unearned premiums		5,565		1,419		13,647	12,774	
Provision for unpaid claims		18,596		1,875		35,418	(7,445)	<u>)</u>
	\$	26,910	\$	19,959	\$	29,374	\$ (6,930))

6. FACILITY ASSOCIATION

Through its subsidiaries, the Corporation is a participant in various risk-sharing pools whereby most companies in the industry share resources to provide insurance for high risks.

Facility Association transactions recorded in the Corporation's financial results are as follows:

	(thousands of \$)								
	thre	e month	s to S	ept. 30	nine	to Sep	ot. 30		
	2	007		2006		2007	2	2006	
Net premiums written	\$	280	\$	(656)	\$	829	\$	131	
Net premiums earned	\$	294	\$	(505)	\$	843	\$	295	
Claims incurred		263		(309)		585		30	
Commissions		25		(12)		64		47	
Premium taxes		9		(16)		28		10	
Administrative expenses		66		(19)		154		98	
Total claims and expenses		363		(356)		831		185	
Underwriting profit (loss)		(69)		(149)		12		110	
Investment earnings		30		(4)		141		76	
Net profit (loss)	\$	(39)	\$	(153)	\$	153	\$	186	

7. SEGMENTED INFORMATION

The Corporation provides property and casualty insurance through four operating segments: Saskatchewan, Manitoba and Alberta, Ontario and the Maritimes (where Maritimes represents Prince Edward Island, New Brunswick and Nova Scotia). The performance of each operating segment is reported separately to the Corporation's Board of Directors. These operating segments correspond with the legal entities that make up the Corporation, as listed below:

- (i) SGI CANADA in Saskatchewan;
- (ii) SGI CANADA Insurance Services Ltd. in Manitoba and Alberta;
- (iii) Coachman Insurance Company in Ontario; and,
- (iv) The Insurance Company of Prince Edward Island in Prince Edward Island, New Brunswick and Nova Scotia.

	(thousands of \$)						
three months to Sept. 30 2007	Saskatchewan	Manitoba <u>& Alberta</u>	Ontario	Maritimes	Consolidation Adjustments		
Net premiums written	<u>\$ 68,865</u>	<u>\$ 6,881</u>	<u>\$ 3,369</u>	<u>\$ 3,015</u>	<u>\$ </u>	\$ 82,130	
Net premiums earned	64,831	4,787	5,650	2,478	_	77,746	
Claims incurred	57,077	2,636	3,158	1,954	_	64,825	
Other expenses	25,557	1,872	1,900	816		30,145	
Underwriting profit (loss) Investment earnings	(17,803) <u>6,544</u>	279 476	592 1,137	(292) 228		(17,224) 8,385	
Income before the following: Income taxes Non-controlling interest	(11,259) 	755 224 	1,729	(64) (24) 	_ (9)	(8,839) 200 (9)	
Net income	<u>\$(11,259</u>)	\$ 531	<u>\$ 1,729</u>	<u>\$ (40</u>)	<u>\$9</u>	<u>\$ (9,030</u>)	
Total assets	\$483,734	<u>\$ 93,988</u>	<u>\$119,483</u>	\$ 32,485	<u>\$(36,239</u>)	\$693,451	
Shareholder's equity	<u>\$107,500</u>	\$ 33,109	<u>\$ 31,918</u>	<u>\$ 8,255</u>	<u>\$ (1,683</u>)	\$179,099	

	(thousands of \$)						
three months to Sept. 30	Manitoba Consolidation						
2006	Saskatchewan	& Alberta	Ontario	Maritimes	Adjustments	Total	
Net premiums written	\$ 64,420	\$ 4,651	\$ 2,932	<u>\$ 2,395</u>	<u>\$ </u>	<u>\$ 74,398</u>	
Net premiums earned	62,029	3,121	6,044	2,116	_	73,310	
Claims incurred	42,832	2,146	3,254	1,593	_	49,825	
Other expenses	23,347	1,351	2,144	1,141	_	27,983	
-							
Underwriting profit (loss)	(4,150)	(376)	646	(618)	_	(4,498)	
Investment earnings	7,495	462	845	163	_	8,965	
-							
Income before the following:	3,345	86	1,491	(455)	_	4,467	
Income tax recovery	-	(62)	-	(174)	—	(236)	
Non-controlling interest					(70)	(70)	
Net income	\$ 3,345	<u>\$ 148</u>	<u>\$ 1,491</u>	<u>\$ (281</u>)	<u>\$ 70</u>	<u>\$ 4,773</u>	
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Total assets	\$432,547	\$ 70,487	\$119,390	\$ 28,612	\$ (24,315)	\$626,721	
Shareholder's equity	\$104,527	\$ 31,224	\$ 22,359	\$ 7,741	<u>\$ (1,580</u>)	\$164,271	

	(thousands of \$)							
nine months to Sept. 30	Manitoba Consolidation							
2007	Saskatchewan	<u>& Alberta</u>	<u>Ontario</u>	Maritimes	Adjustments	Total		
Net premiums written	\$195,516	<u>\$ 15,073</u>	<u>\$ 18,444</u>	\$ 8,038	<u>\$ </u>	\$237,071		
Net premiums earned	190,550	12,753	17,169	6,830	_	227,302		
Claims incurred	130,102	8,057	10,747	4,020	_	152,926		
Other expenses	73,946	5,458	5,927	2,547	_	87,878		
-								
Underwriting profit (loss)	(13,498)	(762)	495	263	-	(13,502)		
Investment earnings	18,921	1,420	3,296	662		24,299		
Income before the following:	5,423	658	3,791	925		10,797		
Income taxes),425	239	5,/91	350	—	589		
Non-controlling interest	_	25)	_	570	126	126		
Non-controlling interest					120			
Net income	\$ 5,423	<u>\$ 419</u>	\$ 3,791	<u>\$ 575</u>	<u>\$ (126</u>)	\$ 10,082		
Total assets	\$483,734	<u>\$ 93,988</u>	<u>\$119,483</u>	\$ 32,485	<u>\$(36,239</u>)	\$693,451		
Shareholder's equity	\$107,500	\$ 33,109	<u>\$ 31,918</u>	\$ 8,255	<u>\$ (1,683</u>)	<u>\$179,099</u>		

	(thousands of \$)						
nine months to Sept. 30	Manitoba				Consolidation		
2006	Saskatchewan	& Alberta	<u>Ontario</u>	Maritimes	Adjustments	Total	
Net premiums written	\$186,027	<u>\$ 9,493</u>	\$ 22,736	\$ 6,443	<u>\$ </u>	\$224,699	
Net premiums earned	\$182,582	\$ 8,868	\$ 17,294	\$ 6,190	\$ –	\$214,934	
Claims incurred	100,338	5,781	9,025	2,714	-	117,858	
Other expenses	68,396	3,622	5,972	2,220		80,210	
Underwriting profit (loss) Investment earnings	13,848 17,063	(535) 1,247	2,297 2,749	1,256 581		16,866 21,640	
Income before the following: Income taxes Non-controlling interest	30,911 	712 147	5,046 	1,837 696	 	38,506 843 268	
Net income	<u>\$ 30,911</u>	<u>\$ 565</u>	\$ 5,046	<u>\$ 1,141</u>	<u>\$ (268</u>)	<u>\$ 37,395</u>	
Total assets	\$432,547	<u>\$ 70,487</u>	<u>\$119,390</u>	\$ 28,612	<u>\$(24,315</u>)	\$626,721	
Shareholder's equity	\$104,527	\$ 31,224	\$ 22,359	\$ 7,741	<u>\$ (1,580</u>)	\$164,271	