



# **2010 Highlights**For the 6 months ended 30th June 2010



|   | 2010              | 2009          | % Change |
|---|-------------------|---------------|----------|
| Gross Premiums Written                    | 122,738,960       | \$117,961,226 | 4.05%    |
| Net Earnings                              | \$10,707,811      | \$7,933,613   | 34.97%   |
| Total Assets                              | 774,172,627       | \$725,433,070 | 6.72%    |
| Shareholders' Equity                      | 176,913,818       | \$161,066,744 | 9.84%    |
| Cash Dividends                            | \$3,345,456       | \$3,333,330   | 0.36%    |
| Net Earnings per Share                    | \$1.28            | \$0.95        | 34.74%   |
| Cash Dividends per Share                  | \$0.40            | \$0.40        | 0.00%    |
| Book Value per Share                      | \$21.26           | \$19.32       | 10.04%   |
| Return on Assets                          | 2.77%             | 2.25%         | 23.11%   |
| Return on Shareholders' Equity (annualize | ed) <b>12.11%</b> | 8.74%         | 38.56%   |

## **Report to Shareholders**



We are pleased to present the unaudited financial statements for BF&M Limited for the half year to 30th June 2010. Consolidated net earnings for the first six months were \$10,707,811. Earnings for the comparable period in 2009 were \$7,933,613. These 2010 results represent a 12% return on equity for shareholders. At 30th June 2010 assets were \$774.2 million and shareholders equity \$176.9 million.

We were pleased that rating agency A.M. Best maintained their Financial Strength Rating "A" Excellent for BF&M's two principal operating companies BF&M Life Insurance Company Limited ("BF&M Life") and BF&M General Insurance Company Limited ("BF&M General"). A.M. Best's rating system is designed to provide an opinion of an insurer's financial strength and ability to meet ongoing obligations to policyholders. Their opinions are derived from an evaluation of a company's balance sheet strength, operating performance and business profile. A. M. Best's "A" Excellent rating rationale cited "the organization's consistently positive net income, steady premium growth, and strong capitalization". These "A" Excellent ratings for BF&M Life and BF&M General are the strongest of any local insurer in the Bermuda marketplace.

Operationally the insurance, investment advisory, and real estate operations performed according to plan with the exception of health insurance. As disclosed in our 31st December 2009 Annual Report, BF&M's profits in this large and important line of business have decreased each year since 2006. Profitability in this account is a function of raising premium rates annually in relation to medical inflation in Bermuda and overseas. The reality is that our premium increases annually have not been sufficient to cover the increase in health care costs, as our policyholder base during these tough economic times are unable to bear the appropriate rate increases. As a result, BF&M is unable to meet its reasonable profit objectives. At the 6 month point BF&M has lost approximately \$500,000 in its health insurance line of business. We are working closely with the Ministry of Health, Bermuda Health Council, and the Bermuda Hospitals Board to work to adapt a healthcare model that offers the delivery of high quality care in a cost effective manner. These issues are complex and not unique to Bermuda. Recently the Bermuda Health Council published a Public Consultative Paper called "Enhancing the Regulatory Framework for Health Insurers". In conjunction with other local insurers and interested stakeholders we have reviewed this report with great interest and have responded on behalf of the Company and the policyholders who we serve. We will continue to report on further developments related to this paper when additional clarity is obtained on several key issues within this publication.

There have been a couple of management changes since we last reported to shareholders through our Annual Report. Miguel DaPonte was promoted to Vice President of BF&M Investment Services Limited (formerly named North Atlantic Asset Management Limited). In addition, Michael Rawlins was promoted to Assistant Vice President, Customers Relations for BF&M Life Insurance Company Limited. Both of these promotions were very well earned.

We are looking forward with great anticipation to our sponsorship and involvement in October's Breast Cancer Awareness month and in particular the fun walk to raise funds for this very meaningful cause. Every member of our BF&M family has at one time or another been affected by this disease either personally or through a loved one or friend. We have sponsored the walk for 11 years running and it gives our employees great satisfaction that through our efforts and those of the dedicated people at the Bermuda Cancer & Health Center, we can collectively make a difference.

On behalf of all of us at BF&M, thank you for your continued support.

R. John Wight, C.A., CPCU President & Chief Executive Officer

## **Consolidated Balance Sheet**

AS AT 30th JUNE 2010 (unaudited)



| ASSETS Investments 276,729,254 Segregated accounts with a guaranteed return 255,731,360 Cash and short-term deposits 54,937,221 Insurance balances receivable 26,076,420 Deferred acquisition costs 1,923,162 Reinsurers share of: Claims provisions 17,547,186 Unearned premiums 21,584,742 Provision for par policy benefits - Accounts receivable and other 41,343,912 Property, plant, and equipment 54,288,842 Goodwill 2,628,848 Intangible assets 21,381,680  LIABILITIES Provision for claims and adjustment expenses 68,905,709 Provision for par policy benefits 132,006,733 Provision for par policy benefits 115,092 Segregated accounts with a guaranteed return 255,731,360  | \$<br>251,393,519<br>238,624,951<br>48,880,627 |
|--|--|
| Investments  Segregated accounts with a guaranteed return  Cash and short-term deposits  Insurance balances receivable  Deferred acquisition costs  Reinsurers share of:  Claims provisions  Unearned premiums  Provision for par policy benefits  Accounts receivable and other  Property, plant, and equipment  Goodwill  Intangible assets  LIABILITIES  Provision for claims and adjustment expenses  Provision for par policy benefits  Truth 1343,912  Property, plant, and equipment  Suppose the state of t | 238,624,951<br>48,880,627                      |
| Segregated accounts with a guaranteed return  Cash and short-term deposits  Insurance balances receivable  Deferred acquisition costs  Reinsurers share of:  Claims provisions  Unearned premiums  Provision for par policy benefits  Accounts receivable and other  Property, plant, and equipment  Goodwill  Intangible assets  LIABILITIES  Provision for claims and adjustment expenses  Provision for par policy benefits  132,006,733  Provision for par policy benefits  132,006,733  Provision for par policy benefits  115,092  | 238,624,951<br>48,880,627                      |
| Cash and short-term deposits Insurance balances receivable Deferred acquisition costs Reinsurers share of: Claims provisions Unearned premiums Provision for par policy benefits Accounts receivable and other Property, plant, and equipment Goodwill Intangible assets  LIABILITIES Provision for claims and adjustment expenses Provision for par policy benefits 132,006,733 Provision for par policy benefits 115,092   | 48,880,627                                     |
| Insurance balances receivable  Deferred acquisition costs  Reinsurers share of:  Claims provisions  Unearned premiums  Provision for par policy benefits  Accounts receivable and other  Property, plant, and equipment  Goodwill  Intangible assets  LIABILITIES  Provision for claims and adjustment expenses  Provision for par policy benefits  132,006,733  Provision for par policy benefits  115,092  |  |
| Deferred acquisition costs         1,923,162           Reinsurers share of:         17,547,186           Claims provisions         17,547,186           Unearned premiums         21,584,742           Provision for par policy benefits         -           Accounts receivable and other         41,343,912           Property, plant, and equipment         54,288,842           Goodwill         2,628,848           Intangible assets         21,381,680           LIABILITIES           Provision for claims and adjustment expenses         68,905,709           Provision for future policy benefits         132,006,733           Provision for par policy benefits         115,092   | 26,702,825                                     |
| Reinsurers share of: Claims provisions Unearned premiums Provision for par policy benefits Accounts receivable and other Property, plant, and equipment Goodwill Intangible assets  LIABILITIES Provision for claims and adjustment expenses Provision for future policy benefits 115,092  | 1,863,267                                      |
| Claims provisions       17,547,186         Unearned premiums       21,584,742         Provision for par policy benefits       -         Accounts receivable and other       41,343,912         Property, plant, and equipment       54,288,842         Goodwill       2,628,848         Intangible assets       21,381,680         T74,172,627         LIABILITIES         Provision for claims and adjustment expenses       68,905,709         Provision for future policy benefits       132,006,733         Provision for par policy benefits       115,092  | 1,005,207                                      |
| Unearned premiums 21,584,742 Provision for par policy benefits   | 17,658,197                                     |
| Provision for par policy benefits  Accounts receivable and other  At 1,343,912 Property, plant, and equipment  Goodwill  2,628,848 Intangible assets  21,381,680  774,172,627   LIABILITIES Provision for claims and adjustment expenses Provision for future policy benefits  132,006,733 Provision for par policy benefits  115,092  | 22,097,914                                     |
| Accounts receivable and other Property, plant, and equipment Goodwill 2,628,848 Intangible assets 21,381,680 774,172,627  LIABILITIES Provision for claims and adjustment expenses Provision for future policy benefits 132,006,733 Provision for par policy benefits 115,092  | 424,548  |
| Property, plant, and equipment Goodwill 2,628,848 Intangible assets 21,381,680 774,172,627  LIABILITIES Provision for claims and adjustment expenses Provision for future policy benefits 132,006,733 Provision for par policy benefits 115,092  | 36,660,861                                     |
| Goodwill 2,628,848 Intangible assets 21,381,680  774,172,627  LIABILITIES Provision for claims and adjustment expenses 68,905,709 Provision for future policy benefits 132,006,733 Provision for par policy benefits 115,092   | 55,492,746                                     |
| LIABILITIES Provision for claims and adjustment expenses Provision for future policy benefits Provision for par policy benefits 115,092  | 2,628,848                                      |
| LIABILITIES Provision for claims and adjustment expenses 68,905,709 Provision for future policy benefits 132,006,733 Provision for par policy benefits 115,092   | 23,004,767                                     |
| Provision for claims and adjustment expenses 68,905,709 Provision for future policy benefits 132,006,733 Provision for par policy benefits 115,092   | 725,433,070                                    |
| Provision for claims and adjustment expenses 68,905,709 Provision for future policy benefits 132,006,733 Provision for par policy benefits 115,092   |  |
| Provision for future policy benefits 132,006,733 Provision for par policy benefits 115,092   | 67,398,573                                     |
| Provision for par policy benefits 115,092  | 116,186,335                                    |
|  | 110,100,555                                    |
|  | 238,624,951                                    |
| Claims payable 3,383,650   | 1,820,351                                      |
| Insurance balances payable 10,759,623  | 12,357,145                                     |
| Unearned premiums 45,461,789   | 47,692,102                                     |
| Deferred commission income 6,387,119   | 6,299,897                                      |
| Accounts payable and other 29,043,833  | 28,500,290                                     |
| Loans payable 4,689,528  | 5,266,645                                      |
| Non-controlling interest 40,774,373  | 40,220,037                                     |
| 597,258,809  | 564,366,326                                    |
| CHARFILOIDERS FOURTY   |  |
| SHAREHOLDERS EQUITY Share capital 8,368,093  | 8,337,135                                      |
| Contributed surplus 1,455,501  | 1,376,835                                      |
| Share premium 57,005,730   | 56,653,147                                     |
| Accumulated other comprehensive income (1,591,403)   | (1,235,043)                                    |
| Retained earnings 111,675,897  | 95,934,670                                     |
| 176,913,818  |  |
| 774,172,627  | 161,066,744                                    |

## Consolidated Statement of Earnings FOR THE 6 MONTHS ENDED 30th JUNE 2010 (unaudited)



|   | 30th June 2010 | 30th June 2009 |
|---|----------------|----------------|
| INCOME  | \$             | \$             |
| Gross premiums written  | 122,738,960    | 117,961,226    |
| Reinsurance ceded   | (35,817,575)   | (36,954,066)   |
| Net premiums written  | 86,921,385     | 81,007,160     |
| Net change in unearned premiums   | (1,364,262)    | (2,289,594)    |
| Net premiums earned   | 85,557,123     | 78,717,566     |
| Investment income   | 8,709,035      | 8,928,400      |
| Change in fair value of investments   | 5,742,501      | (7,263,281)    |
| Commissions and other income  | 12,430,171     | 12,138,204     |
|   | 112,438,830    | 92,520,889     |
| EXPENSES  |                |                |
| Claims and adjustment expenses  | 12,940,636     | 9,290,182      |
| Policy benefits   | 59,342,950     | 45,326,278     |
| Paid or credited to policyholder accounts   | 215,108        | 199,993        |
| Commission expense  | 4,562,480      | 3,783,599      |
| Operating   | 21,074,715     | 20,144,082     |
| Amortization  | 1,878,238      | 1,885,571      |
| Interest on loans   | 91,524         | 101,894        |
| Income tax  | 322,052        | 1,408,614      |
| Non-controlling interests   | 1,124,363      | 2,714,914      |
|   | 101,552,066    | 84,855,127     |
| EARNINGS  | 10,886,764     | 7,665,762      |
| Participating policyholders' net (income) loss                                      | (178,953)      | 267,851        |
| NET EARNINGS  | 10,707,811     | 7,933,613      |
| Earnings Per Share:   |                |                |
| Basic   | \$1.28         | \$0.95         |
| Fully diluted   | \$1.28         | \$0.95         |
| Consolidated Statement of Compression THE 6 MONTHS ENDED 30th JUNE 2010 (unaudited) | ehensive Incon | ne             |
| Net Income  | 10,707,811     | 7,933,613      |
| Other comprehensive loss  |                |                |
| Change in unrealized loss on assets held as available for sale                      | (254,619)      | (222,438)      |
| Comprehensive income  | 10,453,192     | 7,711,175      |

# Consolidated Statement of Shareholders' Equity FOR THE 6 MONTHS ENDED 30th JUNE 2010 (unaudited)



|   | 30th June 2010 | 30th June 2009 |
|---|----------------|----------------|
| Share Capital                                       | •              | \$             |
| Balance - Beginning of Year                         | 8,339,970      | 8,327,193      |
| Shares issued under employee share purchase plan    | 10,119         | 9,942          |
| Stock options exercised under equity incentive plan | -              | -              |
| Stock grants issued under equity incentive plan     | 18,004         | -              |
| Shares issued under stock dividend                  | -              | -              |
| Balance - End of period                             | 8,368,093      | 8,337,135      |
| Contributed Surplus                                 |                |                |
| Balance - Beginning of Year                         | 1,409,705      | 1,299,466      |
| Stock options granted under equity incentive plan   | 45,796         | 77,369         |
| Balance - End of period                             | 1,455,501      | 1,376,835      |
| Share Premium                                       |                |                |
| Balance - Beginning of Year                         | 56,693,299     | 56,535,475     |
| Shares issued under employee share purchase plan    | 312,431        | 117,672        |
| Stock options exercised under equity incentive plan | -              | -              |
| Stock grants issued under equity incentive plan     | -              | -              |
| Shares issued under stock dividend                  | -              | -              |
| Balance - End of period                             | 57,005,730     | 56,653,147     |
| Accumulated Other Comprehensive Income              |                |                |
| Balance - Beginning of Year                         | (1,336,784)    | (1,012,605)    |
| Other comprehensive income                          | (254,619)      | (222,438)      |
| Balance - End of period                             | (1,591,403)    | (1,235,043)    |
| Retained Earnings                                   |                |                |
| Balance - Beginning of Year                         | 104,313,542    | 91,334,387     |
| Net earnings for the year to date                   | 10,707,811     | 7,933,613      |
| Cash dividends                                      | (3,345,456)    | (3,333,330)    |
| Balance - End of period                             | 111,675,897    | 95,934,670     |
| Total Shareholders' Equity                          | 176,913,818    | 161,066,744    |

## **Consolidated Statement of Cash Flows**

FOR THE 6 MONTHS ENDED 30th JUNE 2010 (unaudited)



| Cash flows from operating activities:         S           Cash flows from operating activities:         10,707,811         7,933,613           Add (deduct) items not affecting cash:         1,276,769         1,262,280           Amortization of property, plant and equipment         (291)         (677)           Gain on sale of property, plant and equipment         (291)         (677)           Compensation expense related to shares and options         444,111         252,316           Unrealized (gain) loss on held-for-trading assets         (5,742,500)         7,260,334           Non-controlling interests         (1124,363)         2,714,914           Changes in assets and liabilities         (8,901,380)         (7,424,934)           Insurance balances receivable         (8,901,380)         (7,424,934)           Deferred acquisition costs         (382,422)         235,822           Reinsurers' share of:         (123,76)         (425,832)           Claims provisions         588,242         236,822           Claims provisions         588,242         236,822           Claims provision for claims and adjustment expenses         2,124,403         (609,766)           Provision for participating policy benefits         11,837,403         251,186           Provision for participating policy benefits <t< th=""><th></th><th>30th June 2010</th><th>30th June 2009</th></t<>  |   | 30th June 2010 | 30th June 2009 |
|--|---|----------------|----------------|
| Net earnings for the period         10,707,811         7,933,613           Add (deduct) items not affecting cash:         4mortization of intangible assets         601,469         623,291           Gain on sale of property, plant and equipment         (291)         (6677)           Compensation expense related to shares and options         444,111         252,316           Unrealized (gain) loss on held-for-trading assets         (5,742,500)         7,260,334           Non-controlling interests         1,124,363         2,714,914           Changes in assets and liabilities         1,300,376         (425,832)           Insurance balances receivable         (8,901,380)         (7,424,934)           Deferred acquisition costs         (132,376)         (425,832)           Reinsurers' share of:         Claims provisions         588,242         236,528           Reinsurerd premiums         (4,069,457)         (4,458,943)           Accounts receivable and other         (3,906,603)         (146,929)           Provision for claims and adjustment expenses         2,124,403         (609,766)           Provision for participating policy benefits         11,87,403         521,186           Provision for future policy benefits         178,953         (267,851)           Claims payable         708,172         (898,070) </th <th></th> <th>\$</th> <th>\$</th>   |   | \$             | \$             |
| Add (deduct) items not affecting cash:         1,276,769         1,262,280           Amortization of property, plant and equipment         601,469         623,291           Gain on sale of property, plant and equipment         (291)         (677)           Compensation expense related to shares and options         444,111         252,316           Unrealized (gain) loss on held-for-trading assets         (5,742,500)         7,260,334           Non-controlling interests         1,124,363         2,714,914           Changes in assets and liabilities         Insurance balances receivable         (8,901,380)         (7,424,934)           Deferred acquisition costs         (132,376)         (425,832)           Reinsurer's Share of:         1         236,528           Unearned premiums         (4,069,457)         (4,458,943)           Accounts receivable and other         (3,906,603)         (146,929)           Provision for claims and adjustment expenses         2,124,403         (609,766)           Provision for future policy benefits         11,187,403         521,186           Provision for participating policy benefits         11,89,53         (267,851)           Claims payable         708,172         (898,070)           Insurance balances payable         4,122,423         5,762,578           <   | •   |                |                |
| Amortization of property, plant and equipment Amortization of intangible assets 601,469 623,291 (6777) Gain on sale of property, plant and equipment (291) (6777) Compensation expense related to shares and options 444,111 252,316 Unrealized (gain) loss on held-for-trading assets (5,742,500) 7,260,334 Non-controlling interests 1,124,363 2,714,914 Changes in assets and liabilities Insurance balances receivable (8,901,380) (7,424,934) Deferred acquisition costs (132,376) (425,832) Reinsurers' share of: Claims provisions 588,242 236,528 Reinsurers' share of: Claims provisions (4,458,943) Accounts receivable and other (3,906,603) (146,929) Provision for claims and adjustment expenses 2,124,403 (609,766) Provision for future policy benefits 118,953 (267,851) Claims payable 708,172 (898,070) Insurance balances payable 4,122,423 5,762,578 Unearned premiums 5,433,719 6,748,539 Deferred acommission income 1,065,447 1,034,598 Accounts payable and other (2,980,185) (2,299,483) Income taxes payable 1,135,662) (2,4151)  Net cash provided by operating activities 12,695,431 17,793,541  Cash flows from investing activities: (83,722,730) (67,232,376) Proceeds from sales of investments 76,491,240 57,311,188 Proceeds from sales of investments 76,491 | · · · · · · · · · · · · · · · · · · ·               | 10,707,811     | 7,933,613      |
| Amortization of intangible assets         601,469         623,291           Gain on sale of property, plant and equipment         (291)         (677)           Compensation expense related to shares and options         444,111         252,316           Unrealized (gain) loss on held-for-trading assets         (5,742,500)         7,260,334           Non-controlling interests         1,124,363         2,714,914           Changes in assets and liabilities         Insurance balances receivable         (8,901,380)         (7,424,934)           Deferred acquisition costs         (132,376)         (425,832)           Reinsurers' share of:              Claims provisions         588,242         236,528            Accounts receivable and other         (3,906,603)         (14,458,943)            Provision for claims and adjustment expenses         2,124,403         (609,766)   | · · · · · · · · · · · · · · · · · · ·               |                | 4 0 5 0 0 0 0  |
| Gain on sale of property, plant and equipment         (291)         (677)           Compensation expense related to shares and options         444,111         252,316           Unrealized (gain) loss on held-for-trading assets         (5,742,500)         7,260,334           Non-controlling interests         1,124,363         2,714,914           Changes in assets and liabilities         (8,901,380)         (7,424,934)           Insurance balances receivable         (8,901,380)         (7,424,934)           Deferred acquisition costs         (132,376)         (425,832)           Reinsurers' share of:         (216ms provisions         588,242         236,528           Claims provisions         588,242         236,528           Unearned premiums         (4,069,457)         (4,458,943)           Accounts receivable and other         (3,906,603)         (146,929)           Provision for claims and adjustment expenses         2,124,403         (609,766)           Provision for future policy benefits         11,874,403         521,186           Provision for participating policy benefits         178,953         (267,851)           Claims payable         708,172         (898,070)           Insurance balances payable         708,172         (898,070)           Unearned premiums         5,43  |   |                |                |
| Compensation expense related to shares and options         444,111         252,316           Unrealized (gain) loss on held-for-trading assets         (5,742,500)         7,260,336           Non-controlling interests         1,124,363         2,714,914           Changes in assets and liabilities         (8,901,380)         (7,424,934)           Insurance balances receivable         (8,901,380)         (7,424,934)           Deferred acquisition costs         (132,376)         (425,832)           Reinsurers' share of:         (132,376)         (425,832)           Claims provisions         588,242         236,528           Unearned premiums         (4,069,457)         (4,458,943)           Accounts receivable and other         (3,906,603)         (146,929)           Provision for claims and adjustment expenses         2,124,403         (609,766)           Provision for participating policy benefits         11,187,403         521,186           Provision for participating policy benefits         178,953         (267,851)           Claims payable         4,122,423         5,762,578           Unearned premiums         5,433,719         6,748,539           Accounts payable and other         (2,980,185)         (2,299,483)           Income taxes payable         (1,135,062)         (24,151)  | 3   | •              | •              |
| Unrealized (gain) loss on held-for-trading assets Non-controlling interests         (5,742,500)         7,260,334 Non-controlling interests         1,124,363         2,714,914           Changes in assets and liabilities insurance balances receivable insurance balances receivable acquisition costs         (8,901,380)         (7,424,934)           Deferred acquisition costs         (132,376)         (425,832)           Reinsurers' share of:         236,528         236,528           Unearned premiums         (4,069,457)         (4,458,943)           Accounts receivable and other         (3,906,603)         (146,929)           Provision for claims and adjustment expenses         2,124,403         (609,766)           Provision for puture policy benefits         11,87,403         521,186           Provision for participating policy benefits         178,953         (267,851)           Claims payable         708,172         (898,070)           Insurance balances payable         4,122,423         5,762,578           Unearned premiums         5,433,719         6,748,539           Deferred commission income         1,065,447         1,034,598           Accounts payable and other         (2,980,483)         (2,299,483)           Income taxes payable         (1,135,062)         (24,151)           Net cash provided by operating activitie  |   |                |                |
| Non-controlling interests         1,124,363         2,714,914           Changes in assets and liabilities         1,124,363         2,714,914           Insurance balances receivable         (8,901,380)         (7,424,934)           Deferred acquisition costs         (132,376)         (425,832)           Reinsurers' share of:         2         236,528           Claims provisions         588,242         236,528           Unearned premiums         (4,069,457)         (4,458,943)           Accounts receivable and other         (3,906,603)         (146,929)           Provision for future policy benefits         11,187,403         521,186           Provision for participating policy benefits         11,87,403         521,186           Provision for participating policy benefits         178,953         (267,851)           Claims payable         708,172         (898,070)           Insurance balances payable         4,122,423         5,762,578           Unearned premiums         5,433,719         6,748,539           Deferred commission income         1,065,447         1,034,598           Accounts payable and other         (2,980,185)         (2,299,483)           Income taxes payable         (1,135,062)         (24,151)           Net cash provided by operating act  | ·   | •              | •              |
| Changes in assets and liabilities Insurance balances receivable         (8,901,380)         (7,424,934)           Deferred acquisition costs         (132,376)         (425,832)           Reinsurers' share of:         2           Claims provisions         588,242         236,528           Unearned premiums         (4,069,457)         (4,458,943)           Accounts receivable and other         (3,906,603)         (146,929)           Provision for claims and adjustment expenses         2,124,403         (609,766)           Provision for future policy benefits         11,187,403         521,186           Provision for participating policy benefits         178,953         (267,851)           Claims payable         708,172         (898,070)           Insurance balances payable         4,122,423         5,762,578           Unearned premiums         5,433,719         6,748,539           Deferred commission income         1,065,447         1,034,598           Accounts payable and other         (2,980,185)         (2,299,483)           Income taxes payable         (1,135,062)         (24,151)           Net cash provided by operating activities         12,695,431         17,793,541           Cash flows from investing activities           Proceeds from sale of property, plant and e   |   |                |                |
| Insurance balances receivable         (8,901,380)         (7,424,934)           Deferred acquisition costs         (132,376)         (425,832)           Reinsurers' share of:         236,528           Claims provisions         588,242         236,528           Unearned premiums         (4,069,457)         (4,458,943)           Accounts receivable and other         (3,906,603)         (146,929)           Provision for claims and adjustment expenses         2,124,403         (609,766)           Provision for participating policy benefits         11,187,403         521,186           Provision for participating policy benefits         178,953         (267,851)           Claims payable         708,172         (898,070)           Insurance balances payable         4,122,423         5,762,578           Unearned premiums         5,433,719         6,748,539           Deferred commission income         1,065,447         1,034,598           Accounts payable and other         (2,980,185)         (2,299,483)           Income taxes payable         (1,135,062)         (24,151)           Net cash provided by operating activities         12,695,431         17,793,541           Cash flows from investing activities         76,491,240         57,311,188           Proceeds from sale o   | 9   | 1,124,303      | 2,714,914      |
| Deferred acquisition costs         (132,376)         (425,832)           Reinsurers' share of:         236,528           Claims provisions         588,242         236,528           Unearned premiums         (4,069,457)         (4,458,943)           Accounts receivable and other         (3,906,603)         (146,929)           Provision for claims and adjustment expenses         2,124,403         (609,766)           Provision for future policy benefits         178,953         (267,851)           Claims payable         708,172         (898,070)           Insurance balances payable         4,122,423         5,762,578           Unearned premiums         5,433,719         6,748,539           Deferred commission income         1,065,447         1,034,598           Accounts payable and other         (2,980,185)         (2,299,483)           Income taxes payable         (1,135,062)         (24,151)           Net cash provided by operating activities         12,695,431         17,793,541           Cash flows from investing activities:           Purchase of investments         (83,722,730)         (67,232,376)           Proceeds from sales of property, plant and equipment         469         -           Acquisition of intangible assets         (3,815,043) <td< td=""><td>3</td><td>(0 001 200)</td><td>(7 /2/ 02/)</td></td<>   | 3   | (0 001 200)    | (7 /2/ 02/)    |
| Reinsurers' share of:         236,528           Claims provisions         588,242         236,528           Unearned premiums         (4,069,457)         (4,458,943)           Accounts receivable and other         (3,906,603)         (146,929)           Provision for claims and adjustment expenses         2,124,403         (609,766)           Provision for putture policy benefits         11,187,403         521,186           Provision for participating policy benefits         178,953         (267,851)           Claims payable         708,172         (898,070)           Insurance balances payable         4,122,423         5,762,578           Unearned premiums         5,433,719         6,748,539           Deferred commission income         1,065,447         1,034,598           Accounts payable and other         (2,980,185)         (2,299,483)           Income taxes payable         (1,135,062)         (24,151)           Net cash provided by operating activities         12,695,431         17,793,541           Cash flows from investing activities:         (83,722,730)         (67,232,376)           Proceeds from sales of investments         (83,722,730)         (67,232,376)           Proceeds from sale of property, plant and equipment         469   |   |                |                |
| Claims provisions         588,242         236,528           Unearned premiums         (4,069,457)         (4,458,943)           Accounts receivable and other         (3,906,603)         (146,929)           Provision for claims and adjustment expenses         2,124,403         (609,766)           Provision for future policy benefits         11,187,403         521,186           Provision for participating policy benefits         178,953         (267,851)           Claims payable         708,172         (898,070)           Insurance balances payable         4,122,423         5,762,78           Unearned premiums         5,433,719         6,748,539           Deferred commission income         1,065,447         1,034,598           Accounts payable and other         (2,980,185)         (2,299,483)           Income taxes payable         (1,135,062)         (24,151)           Net cash provided by operating activities         83,722,730)         (67,232,376)           Proceeds from sales of investments         (83,722,730)         (67,232,376)           Proceeds from sales of investments         76,491,240         57,311,188           Proceeds from sale of property, plant and equipment         469         -           Acquisition of property, plant and equipment         459         -  | ·   | (132,370)      | (423,032)      |
| Unearned premiums         (4,069,457)         (4,458,943)           Accounts receivable and other         (3,906,603)         (146,929)           Provision for claims and adjustment expenses         2,124,403         (609,766)           Provision for future policy benefits         11,187,403         521,186           Provision for participating policy benefits         178,953         (267,851)           Claims payable         708,172         (898,070)           Insurance balances payable         4,122,423         5,762,578           Unearned premiums         5,433,719         6,748,539           Deferred commission income         1,065,447         1,034,598           Accounts payable and other         (2,980,185)         (2,299,483)           Income taxes payable         (1,135,062)         (24,151)           Net cash provided by operating activities:         (83,722,730)         (67,232,376)           Proceeds from investing activities:         (83,722,730)         (67,232,376)           Proceeds from sale of property, plant and equipment         469         -           Acquisition of property, plant and equipment         (311,108)         (565,748)           Acquisition of intangible assets         (3,315,043)         (1,591,699)           Net cash used in investing activities:         (   |   | 599 242        | 226 529        |
| Accounts receivable and other Provision for claims and adjustment expenses Provision for claims and adjustment expenses Provision for future policy benefits Provision for participating policy benefits Prox. 708,172 Prox. 798,752 Prox. 798,752 Prox. 798,752 Prox. 798,753 Prox. 798,753 Prox. 798,753 Prox. 798,754 Prox. 798,7 | •   | •              | •              |
| Provision for claims and adjustment expenses         2,124,403         (600,766)           Provision for future policy benefits         11,187,403         521,186           Provision for participating policy benefits         178,953         (267,851)           Claims payable         708,172         (898,070)           Insurance balances payable         4,122,423         5,762,578           Unearned premiums         5,433,719         6,748,539           Deferred commission income         1,065,447         1,034,598           Accounts payable and other         (2,980,185)         (2,299,483)           Income taxes payable         (1,135,062)         (24,151)           Net cash provided by operating activities         12,695,431         17,793,541           Cash flows from investing activities:         83,722,730)         (67,232,376)           Proceeds from sales of investments         76,491,240         57,311,188           Proceeds from sale of property, plant and equipment         469         -           Acquisition of property, plant and equipment         (311,108)         (565,748)           Acquisition of intangible assets         (3,815,043)         (1,591,699)           Net cash used in investing activities:         (11,357,172)         (12,078,635)           Cash dividends paid  | •   |                |                |
| Provision for future policy benefits         11,187,403         521,186           Provision for participating policy benefits         178,953         (267,851)           Claims payable         708,172         (898,070)           Insurance balances payable         4,122,423         5,762,578           Unearned premiums         5,433,719         6,748,539           Deferred commission income         1,065,447         1,034,598           Accounts payable and other         (2,980,185)         (2,299,483)           Income taxes payable         (1,135,062)         (24,151)           Net cash provided by operating activities         12,695,431         17,793,541           Cash flows from investing activities:         83,722,730)         (67,232,376)           Proceeds from sales of investments         (83,722,730)         (67,232,376)           Proceeds from sale of property, plant and equipment         469         -           Acquisition of property, plant and equipment         469         -           Acquisition of intangible assets         (3,815,043)         (1,591,699)           Net cash used in investing activities:         (3,815,043)         (1,591,699)           Cash dividends paid         (3,339,882)         (3,331,325)           Loans repaid         (313,233)         (266,917)  |   |                |                |
| Provision for participating policy benefits         178,953         (267,851)           Claims payable         708,172         (898,070)           Insurance balances payable         4,122,423         5,762,578           Unearned premiums         5,433,719         6,748,539           Deferred commission income         1,065,447         1,034,598           Accounts payable and other         (2,980,185)         (2,299,483)           Income taxes payable         (1,135,062)         (24,151)           Net cash provided by operating activities         12,695,431         17,793,541           Cash flows from investing activities:         83,722,730         (67,232,376)           Proceeds from sales of investments         (83,722,730)         (67,232,376)           Proceeds from sale of property, plant and equipment         469         -           Acquisition of property, plant and equipment         469         -           Acquisition of intangible assets         (3,815,043)         (1,591,699)           Net cash used in investing activities         (11,357,172)         (12,078,635)           Cash dividends paid         (3,339,882)         (3,331,325)           Loans repaid         (313,233)         (266,917)           Cash dividends paid to non-controlling interests         (1,039,214)   | ·   |                |                |
| Claims payable         708,172         (898,070)           Insurance balances payable         4,122,423         5,762,578           Unearned premiums         5,433,719         6,748,539           Deferred commission income         1,065,447         1,034,598           Accounts payable and other         (2,980,185)         (2,299,483)           Income taxes payable         (1,135,062)         (24,151)           Net cash provided by operating activities         12,695,431         17,793,541           Cash flows from investing activities:         83,722,730)         (67,232,376)           Proceeds from sales of investments         (83,722,730)         (67,232,376)           Proceeds from sale of property, plant and equipment         469         -           Acquisition of property, plant and equipment         (311,108)         (565,748)           Acquisition of intangible assets         (3,815,043)         (1,591,699)           Net cash used in investing activities:         (11,357,172)         (12,078,635)           Cash flows from financing activities:         (3,339,882)         (3,331,325)           Loans repaid         (3,339,282)         (3,331,325)           Cash dividends paid to non-controlling interests         (1,039,214)         (1,395,965)           Proceeds on issue of common shares  | . ,   | • •            |                |
| Insurance balances payable   |   |                |                |
| Unearned premiums         5,433,719         6,748,539           Deferred commission income         1,065,447         1,034,598           Accounts payable and other         (2,980,185)         (2,299,483)           Income taxes payable         (1,135,062)         (24,151)           Net cash provided by operating activities         12,695,431         17,793,541           Cash flows from investing activities:         83,722,730)         (67,232,376)           Purchase of investments         76,491,240         57,311,188           Proceeds from sale of property, plant and equipment         469         -           Acquisition of property, plant and equipment         (311,108)         (565,748)           Acquisition of intangible assets         (3,815,043)         (1,591,699)           Net cash used in investing activities:         (11,357,172)         (12,078,635)           Cash flows from financing activities:         (3,339,882)         (3,331,325)           Loans repaid         (313,233)         (266,917)           Cash dividends paid to non-controlling interests         (1,039,214)         (1,395,965)           Proceeds on issue of common shares         38,590         57,347           Net cash used in financing activities         (4,653,739)         (4,936,860)           Increase (decrease) in cash   | • •   | •              |                |
| Deferred commission income         1,065,447         1,034,598           Accounts payable and other         (2,980,185)         (2,299,483)           Income taxes payable         (1,135,062)         (24,151)           Net cash provided by operating activities         12,695,431         17,793,541           Cash flows from investing activities:         83,722,730)         (67,232,376)           Purchase of investments         76,491,240         57,311,188           Proceeds from sales of property, plant and equipment         469         -           Acquisition of property, plant and equipment         (311,108)         (565,748)           Acquisition of intangible assets         (3,815,043)         (1,591,699)           Net cash used in investing activities:         (11,357,172)         (12,078,635)           Cash flows from financing activities:         (3,339,882)         (3,331,325)           Loans repaid         (313,233)         (266,917)           Cash dividends paid to non-controlling interests         (1,039,214)         (1,395,965)           Proceeds on issue of common shares         38,590         57,347           Net cash used in financing activities         (4,653,739)         (4,936,860)           Increase (decrease) in cash and short-term deposits         (3,315,480)         778,046  |   |                |                |
| Accounts payable and other Income taxes payable       (2,980,185)       (2,299,483)         Income taxes payable       (1,135,062)       (24,151)         Net cash provided by operating activities       12,695,431       17,793,541         Cash flows from investing activities:         Purchase of investments       (83,722,730)       (67,232,376)         Proceeds from sales of investments       76,491,240       57,311,188         Proceeds from sale of property, plant and equipment       469       -         Acquisition of property, plant and equipment       (311,108)       (565,748)         Acquisition of intangible assets       (3,815,043)       (1,591,699)         Net cash used in investing activities       (11,357,172)       (12,078,635)         Cash flows from financing activities:       (3,339,882)       (3,331,325)         Loans repaid       (313,233)       (266,917)         Cash dividends paid to non-controlling interests       (1,039,214)       (1,395,965)         Proceeds on issue of common shares       38,590       57,347         Net cash used in financing activities       (4,653,739)       (4,936,860)         Increase (decrease) in cash and short-term deposits       (3,315,480)       778,046         Cash and short-term deposits - beginning of period       58,252,701 <td< td=""><td>·</td><td></td><td></td></td<>  | ·   |                |                |
| Net cash provided by operating activities:  Purchase of investments Proceeds from sales of investments Proceeds from sale of property, plant and equipment Acquisition of property, plant and equipment Acquisition of intangible assets  Net cash used in investing activities:  Cash flows from financing activities:  Cash dividends paid Cash dividends paid (3,339,882) Cash dividends paid (313,233) Cash dividends paid (313,233) Cash dividends paid (313,233) Cash dividends paid (1,392,14) Proceeds on issue of common shares  Net cash used in financing activities  Net cash used in financing activities  (1,039,214) Net cash used in financing activities  (4,653,739) Increase (decrease) in cash and short-term deposits Cash and short-term deposits - beginning of period S8,252,701  48,102,581   |   | • •            |                |
| Cash flows from investing activities:  Purchase of investments Proceeds from sales of investments Proceeds from sale of property, plant and equipment Acquisition of property, plant and equipment Acquisition of intangible assets (3,815,043) (1,591,699)  Net cash used in investing activities (11,357,172) (12,078,635)  Cash flows from financing activities: Cash dividends paid (3,339,882) (3,331,325) Loans repaid (313,233) (266,917) Cash dividends paid to non-controlling interests Proceeds on issue of common shares (1,039,214) (1,395,965) Proceeds on issue of common shares (4,653,739) (4,936,860)  Increase (decrease) in cash and short-term deposits (3,315,480) 778,046  Cash and short-term deposits - beginning of period   | Income taxes payable                                | (1,135,062)    | (24,151)       |
| Purchase of investments         (83,722,730)         (67,232,376)           Proceeds from sales of investments         76,491,240         57,311,188           Proceeds from sale of property, plant and equipment         469         -           Acquisition of property, plant and equipment         (311,108)         (565,748)           Acquisition of intangible assets         (3,815,043)         (1,591,699)           Net cash used in investing activities         (11,357,172)         (12,078,635)           Cash flows from financing activities:         (3,339,882)         (3,331,325)           Loans repaid         (313,233)         (266,917)           Cash dividends paid to non-controlling interests         (1,039,214)         (1,395,965)           Proceeds on issue of common shares         38,590         57,347           Net cash used in financing activities         (4,653,739)         (4,936,860)           Increase (decrease) in cash and short-term deposits         (3,315,480)         778,046           Cash and short-term deposits - beginning of period         58,252,701         48,102,581   | Net cash provided by operating activities           | 12,695,431     | 17,793,541     |
| Purchase of investments         (83,722,730)         (67,232,376)           Proceeds from sales of investments         76,491,240         57,311,188           Proceeds from sale of property, plant and equipment         469         -           Acquisition of property, plant and equipment         (311,108)         (565,748)           Acquisition of intangible assets         (3,815,043)         (1,591,699)           Net cash used in investing activities         (11,357,172)         (12,078,635)           Cash flows from financing activities:         (3,339,882)         (3,331,325)           Loans repaid         (313,233)         (266,917)           Cash dividends paid to non-controlling interests         (1,039,214)         (1,395,965)           Proceeds on issue of common shares         38,590         57,347           Net cash used in financing activities         (4,653,739)         (4,936,860)           Increase (decrease) in cash and short-term deposits         (3,315,480)         778,046           Cash and short-term deposits - beginning of period         58,252,701         48,102,581   | Cook flows from investigation activities.           |                |                |
| Proceeds from sales of investments         76,491,240         57,311,188           Proceeds from sale of property, plant and equipment         469         -           Acquisition of property, plant and equipment         (311,108)         (565,748)           Acquisition of intangible assets         (3,815,043)         (1,591,699)           Net cash used in investing activities         (11,357,172)         (12,078,635)           Cash flows from financing activities:         (3,339,882)         (3,331,325)           Loans repaid         (313,233)         (266,917)           Cash dividends paid to non-controlling interests         (1,039,214)         (1,395,965)           Proceeds on issue of common shares         38,590         57,347           Net cash used in financing activities         (4,653,739)         (4,936,860)           Increase (decrease) in cash and short-term deposits         (3,315,480)         778,046           Cash and short-term deposits - beginning of period         58,252,701         48,102,581   | _   | (02 722 720)   | (67 222 276)   |
| Proceeds from sale of property, plant and equipment Acquisition of property, plant and equipment Acquisition of intangible assets (3,815,043) (1,591,699)  Net cash used in investing activities (11,357,172) (12,078,635)  Cash flows from financing activities:  Cash dividends paid (3,339,882) (3,331,325) Loans repaid (313,233) (266,917) Cash dividends paid to non-controlling interests (1,039,214) (1,395,965) Proceeds on issue of common shares 38,590 57,347  Net cash used in financing activities (4,653,739) Increase (decrease) in cash and short-term deposits (3,315,480) 778,046  Cash and short-term deposits - beginning of period 58,252,701 48,102,581   |   |                |                |
| Acquisition of property, plant and equipment       (311,108)       (565,748)         Acquisition of intangible assets       (3,815,043)       (1,591,699)         Net cash used in investing activities       (11,357,172)       (12,078,635)         Cash flows from financing activities:       (3,339,882)       (3,331,325)         Loans repaid       (313,233)       (266,917)         Cash dividends paid to non-controlling interests       (1,039,214)       (1,395,965)         Proceeds on issue of common shares       38,590       57,347         Net cash used in financing activities       (4,653,739)       (4,936,860)         Increase (decrease) in cash and short-term deposits       (3,315,480)       778,046         Cash and short-term deposits - beginning of period       58,252,701       48,102,581  |   |                | 37,311,100     |
| Acquisition of intangible assets       (3,815,043)       (1,591,699)         Net cash used in investing activities       (11,357,172)       (12,078,635)         Cash flows from financing activities:       (3,339,882)       (3,331,325)         Cash dividends paid       (313,233)       (266,917)         Cash dividends paid to non-controlling interests       (1,039,214)       (1,395,965)         Proceeds on issue of common shares       38,590       57,347         Net cash used in financing activities       (4,653,739)       (4,936,860)         Increase (decrease) in cash and short-term deposits       (3,315,480)       778,046         Cash and short-term deposits - beginning of period       58,252,701       48,102,581  |   |                | (565 748)      |
| Net cash used in investing activities         (11,357,172)         (12,078,635)           Cash flows from financing activities:         (3,339,882)         (3,331,325)           Cash dividends paid         (313,233)         (266,917)           Cash dividends paid to non-controlling interests         (1,039,214)         (1,395,965)           Proceeds on issue of common shares         38,590         57,347           Net cash used in financing activities         (4,653,739)         (4,936,860)           Increase (decrease) in cash and short-term deposits         (3,315,480)         778,046           Cash and short-term deposits - beginning of period         58,252,701         48,102,581   |   |                | , , ,          |
| Cash flows from financing activities:         Cash dividends paid       (3,339,882)       (3,331,325)         Loans repaid       (313,233)       (266,917)         Cash dividends paid to non-controlling interests       (1,039,214)       (1,395,965)         Proceeds on issue of common shares       38,590       57,347         Net cash used in financing activities       (4,653,739)       (4,936,860)         Increase (decrease) in cash and short-term deposits       (3,315,480)       778,046         Cash and short-term deposits - beginning of period       58,252,701       48,102,581  |   |                |                |
| Cash dividends paid       (3,339,882)       (3,331,325)         Loans repaid       (313,233)       (266,917)         Cash dividends paid to non-controlling interests       (1,039,214)       (1,395,965)         Proceeds on issue of common shares       38,590       57,347         Net cash used in financing activities       (4,653,739)       (4,936,860)         Increase (decrease) in cash and short-term deposits       (3,315,480)       778,046         Cash and short-term deposits - beginning of period       58,252,701       48,102,581  | Net cash used in investing activities               | (11,357,172)   | (12,078,635)   |
| Cash dividends paid       (3,339,882)       (3,331,325)         Loans repaid       (313,233)       (266,917)         Cash dividends paid to non-controlling interests       (1,039,214)       (1,395,965)         Proceeds on issue of common shares       38,590       57,347         Net cash used in financing activities       (4,653,739)       (4,936,860)         Increase (decrease) in cash and short-term deposits       (3,315,480)       778,046         Cash and short-term deposits - beginning of period       58,252,701       48,102,581  | Cash flows from financing activities:               |                |                |
| Loans repaid       (313,233)       (266,917)         Cash dividends paid to non-controlling interests       (1,039,214)       (1,395,965)         Proceeds on issue of common shares       38,590       57,347         Net cash used in financing activities       (4,653,739)       (4,936,860)         Increase (decrease) in cash and short-term deposits       (3,315,480)       778,046         Cash and short-term deposits - beginning of period       58,252,701       48,102,581  | <del>-</del>  | (3,339.882)    | (3,331.325)    |
| Cash dividends paid to non-controlling interests<br>Proceeds on issue of common shares(1,039,214)<br>38,590(1,395,965)<br>57,347Net cash used in financing activities(4,653,739)(4,936,860)Increase (decrease) in cash and short-term deposits(3,315,480)778,046Cash and short-term deposits - beginning of period58,252,70148,102,581   | •   |                |                |
| Net cash used in financing activities(4,653,739)(4,936,860)Increase (decrease) in cash and short-term deposits(3,315,480)778,046Cash and short-term deposits - beginning of period58,252,70148,102,581   | •   |                |                |
| Increase (decrease) in cash and short-term deposits (3,315,480) 778,046  Cash and short-term deposits - beginning of period 58,252,701 48,102,581  | Proceeds on issue of common shares                  | 38,590         | 57,347         |
| Cash and short-term deposits - beginning of period 58,252,701 48,102,581   | Net cash used in financing activities               | (4,653,739)    | (4,936,860)    |
|  | Increase (decrease) in cash and short-term deposits | (3,315,480)    | 778,046        |
| Cash and short-term deposits - end of period 54,937,221 48,880,627   | Cash and short-term deposits - beginning of period  | 58,252,701     | 48,102,581     |
|  | Cash and short-term deposits - end of period        | 54,937,221     | 48,880,627     |

### **Notes to Consolidated Financial Statements**

FOR THE 6 MONTHS ENDED 30th JUNE 2010 (unaudited)



#### 1 Significant Accounting Policies

These interim consolidated financial statements have been prepared in accordance with accounting principles generally accepted in Bermuda and Canada. These unaudited interim consolidated financial statements should be read in conjunction with the 31st December 2009 audited annual consolidated financial statements.

#### 2 Convergence with International Financial Reporting Standards

In February 2008, the CICA announced that Canadian generally accepted accounting principles for publicly accountable enterprises will be replaced by International Financial Reporting Standards ("IFRS") for fiscal years beginning on or after 1st January 2011. The Company will be required to report using IFRS for its interim and annual financial statements beginning 1st January 2011 and will be required to prepare an opening balance sheet and provide information that conforms to IFRS for comparative periods presented.

The Company has developed an IFRS changeover plan which addresses key areas such as accounting policies, financial reporting, disclosure controls and procedures, information systems, education and training, and other business activities.

The Company's changeover plan is on schedule, and while the Company is not in a position to determine the impact on our financial statements, we continue to monitor and assess the impact of adopting IFRS.

#### 3. Segmented Information

The tables that follow present the segments of the business based on internal management reporting. The operating segments are as follows:

#### a) Health, Life, Annuity and Pension

Insurance coverage includes group and individual health and accident, life, disability, annuity and pension

#### b) Property and Casualty

Insurance coverage includes personal and commercial fire, windstorm, burglary, public liability, marine, special types, personal automobile, personal autocycle, workmen's compensation and commercial vehicles

#### c) Real Estate

The Company currently owns and occupies one building and is a majority owner in two buildings that are leased principally to non-related parties.

#### d) Barbados Operations

Insurance coverage includes motor, property, marine, miscellaneous accident, group health, group life, and pension business.

## **Notes to Consolidated Financial Statements**

FOR THE 6 MONTHS ENDED 30th JUNE 2010 (unaudited)



#### e) Industry Segments

| Health                                | , life, annuity<br>and pension<br>2010<br>\$'000  | Property<br>and casualty<br>2010<br>\$'000 | Real<br>estate<br>2010<br>\$'000 | Barbados<br>operations<br>2010<br>\$'000 | Corporate<br>and other<br>2010<br>\$'000 | Total<br>2010<br>\$'000 |
|---------------------------------------|---|--|----------------------------------|--|--|-------------------------|
| Income earned from external customers | 73,618  | 15,947                                     | 1,018                            | 21,055                                   | 801                                      | 112,439                 |
| Intersegment income                   | 251   | 102  | 780                              |  | 1,600                                    | 2,733                   |
| Segment amortization                  | 641   | 91   | 381                              | 712                                      | 53                                       | 1,878                   |
| Segment interest expense              | -   | -  | 92                               | -  | -  | 92                      |
| Segment income tax expense            | -   | -  | -                                | 293                                      | 29                                       | 322                     |
| Segment earnings                      | 3,204   | 6,700                                      | 601                              | 520                                      | (317)                                    | 10,708                  |
| Segment assets                        | 473,045   | 121,710                                    | 29,005                           | 194,610                                  | 33,279                                   | 851,649                 |
| Segment property, plant and           |   |  |                                  |  |  |                         |
| equipment expenditures                | 1,917   | 1,853                                      | 75                               | 286                                      | -  | 4,131                   |
| Healt                                 | h, life, annuity<br>and pension<br>2009<br>\$'000 | Property<br>and casualty<br>2009<br>\$'000 | Real<br>estate<br>2009<br>\$'000 | Barbados<br>operations<br>2009<br>\$'000 | Corporate<br>and other<br>2009<br>\$'000 | Total<br>2009<br>\$'000 |
| Income earned from external customers | 55,201  | 15,512                                     | 1,727                            | 19,456                                   | 625                                      | 92,521                  |
| Intersegment income                   | 285   | 140  | 657                              | -  | 1,298                                    | 2,380                   |
| Segment amortization                  | 664   | 113  | 366                              | 685                                      | 58                                       | 1,886                   |
| Segment interest expense              | -   | -  | 102                              | -  | -  | 102                     |
| Segment income tax expense            | -   | -  | -                                | 1,367                                    | 41                                       | 1,408                   |
| Segment earnings                      | (574)   | 5,310                                      | 311                              | 2,422                                    | 465                                      | 7,934                   |
| Segment assets                        | 417,375   | 110,332                                    | 29,845                           | 203,963                                  | 18,563                                   | 780,078                 |
| Segment property, plant and           |   |  |                                  |  |  |                         |
| equipment expenditures                | 807   | 756  | 28                               | 541                                      | 25                                       | 2,157                   |

Figures included in the "corporate and other" column above represent the combined operations of two holding companies, a management company, a financial reinsurance company, and an investment management company.

## **Notes to Consolidated Financial Statements**





Reconciliation of segment income to total income, segment earnings to total earnings, and segment assets to total assets are listed below:

|  | 30th June 2010<br>\$'000 | 30th June 2009<br>\$'000 |
|--|--------------------------|--------------------------|
| Income                                 |                          |                          |
| Total income for reportable segments   | 112,771                  | 92,978                   |
| Other income                           | 2,401                    | 1,923                    |
| Elimination of intersegment income     | (2,733)                  | (2,380)                  |
| Total company income                   | 112,439                  | 92,521                   |
| Earnings                               |                          |                          |
| Total earnings for reportable segments | 11,025                   | 7,469                    |
| Other profit/(loss)                    | (317)                    | 465                      |
| Total company earnings                 | 10,708                   | 7,934                    |
| Assets                                 |                          |                          |
| Total assets for reportable segments   | 818,370                  | 761,515                  |
| Other assets                           | 33,279                   | 18,563                   |
| Elimination of intersegment assets     | (77,476)                 | (54,645)                 |
| Total company assets                   | 774,173                  | 725,433                  |

### 4. Comparative Figures

Certain of the comparative figures have been restated to reflect the financial statement presentation adopted for the current period.

## **Directors & Group Executive**



#### **Board of Directors**

Gavin R. Arton

Chairman

L. Anthony Joaquin, FCA

Deputy Chairman

Peter N. Cooper

Nancy L. Gosling, B.Com., C.G.A.

Gregory D. Haycock, FCA, JP

Stephen W. Kempe

Catherine S. Lord, B.Sc., JP
Garry A. Madeiros FCA, JP
R. Blake Marshall, B.B.A., M.Sc., C.A.
S. Caesar "Sy" Raboy, CLU
Richard D. Spurling
C.L.F. "Lee" Watchorn, FCIA, FSA
David A. J. G. White
R. John Wight, C.A., CPCU

### **Group Executive**

R. John Wight, C.A., CPCU

President & Chief Executive Officer

Susan Reed, B.A., CLU, FLMI

Chief Operating Officer

Janet Carew, C.A.

Chief Financial Officer

Glen P. Gibbons, B.A., A.C.I.I.,

**Chartered Insurer** 

Senior Vice President

BF&M General Insurance Company Limited

Lynne A. Woolridge, BSc, FLMI, FALU, HIA

Senior Vice President

BF&M Life Insurance Company Limited

Goulbourne Alleyne, FCII, Are, MBA, ACIS, CAMS, CFE, FLMI, ACS

Vice President, Underwriting & Claims
BF&M General Insurance Company Limited

Gina A. Bradshaw, F.L.M.I.

Vice President, Corporate Strategy

Miguel DaPonte, C.F.A., M.B.A.

Vice President

BF&M Investment Services Limited

Lynda A. Davidson Leader, B.A, C.A.

Vice President, Corporate Services

Holly Flook, RN, BSN

Vice President, Underwriting & Claims
BF&M Life Insurance Company Limited

Debby L. Graham, P.H.R.

Vice President, Human Resources

Michael Lima

Vice President and General Manager
Bermuda International Insurance Services Limited

Paul Matthews, B.A., PMP

Vice President

Information Technology

Patrick Neal, BA, AU, CPCU

Vice President, Bancassurance

Alyson L. Nicol, C.A., C.P.A.

Vice President, Pensions

BF&M Life Insurance Company Limited

Henry Sutton, CPCU, ARe

Vice President, Customer Relations

BF&M General Insurance Company Limited

#### **DIRECTORS & OFFICERS SHARE INTERESTS**

The total shares held by Directors and Officers at 30th June 2010 were 255,729.

#### **SHARE OPTION PLAN**

As at 30th June 2010 the total number of share options which can be exercised up to 31st December 2017 were 171,624, at exercise prices ranging from \$6.76 to \$22.00.





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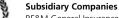
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#### **Head Office**

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BF&M General Insurance Company Limited BF&M Life Insurance Company Limited BF&M (Canada) Limited **BF&M Properties Limited** 

Bermuda International Reinsurance Services Limited Bermuda International Insurance Services Limited Marchmont Insurance Company Limited BF&M Investment Services Limited Hamilton Reinsurance Company Limited Insurance Corporation of Barbados Limited (51.6% ownership) Scarborough Property Holdings Limited (60% ownership) Barr's Bay Properties Limited (60% ownership) Hamilton Financial Limited

All subsidiaries should be contacted through our Head Office address.