

2017 **ANNUAL REPORT**

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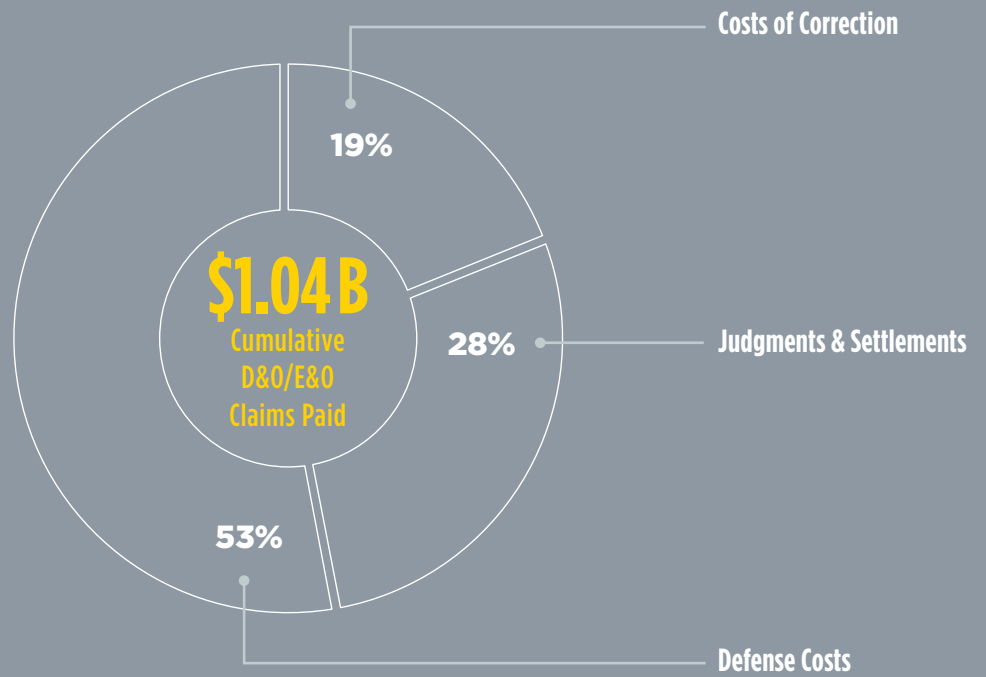
YEARS OF ICI MUTUAL

ICI Mutual

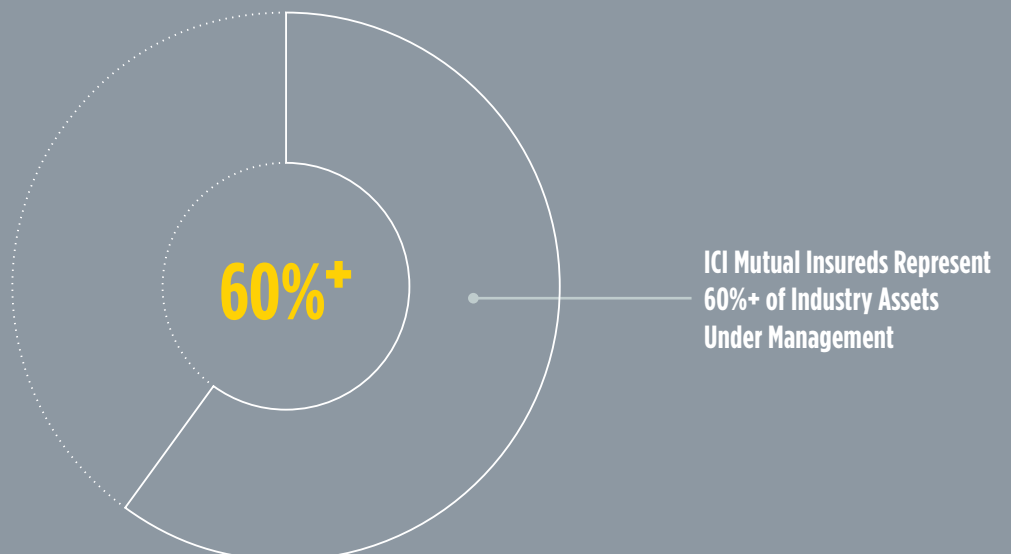
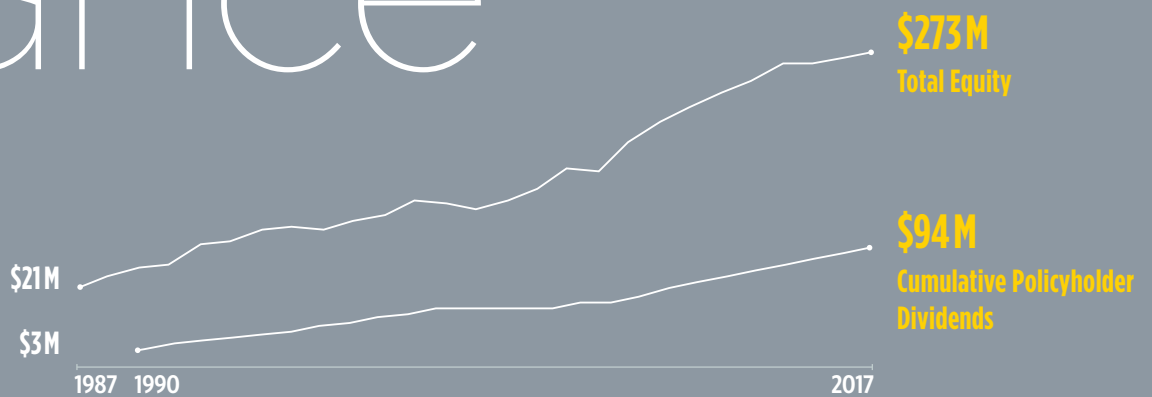
At A



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Glance



A Message from the President and the Chairman

In 2017, ICI Mutual marked its 30th anniversary. As in 1987, the Company today remains the fund industry's only "industry mutual" insurance company—i.e., an insurer owned and governed by its member-insured fund groups and dedicated solely to serving the insurance and risk management needs of the fund industry. For an older generation of fund industry professionals, memories of the mid-1980s commercial market insurance crisis that spurred ICI Mutual's formation remain fresh. For a younger generation of industry professionals, however, it may be difficult to envision the existence of a mutual fund insurance marketplace without ICI Mutual.

In celebration of its 30 years of service to the fund industry, and to reintroduce the value of the Company to a new generation of fund industry executives, fund directors, and insurance specialists, the Company has published *ICI Mutual Then and Now: The Enduring Value of an Industry Mutual Insurer*. The publication explores the distinctive role of industry mutual insurance companies as expert and reliable alternatives to commercial insurance companies, and outlines the numerous tangible protections and benefits that ICI Mutual provides to registered investment companies, to fund directors and officers, and to fund advisers and their affiliates. For more on *ICI Mutual Then and Now*, see pages 6-7. The full publication is available at www.icimutual.com (with hard copies available upon request). We hope that you will read *ICI Mutual Then and Now*, and that you will share it with your colleagues.

We are pleased to report that 2017 marked another successful year of operations for ICI Mutual. The Company achieved its 13th consecutive annual underwriting profit, equity reached an all-time high, the Board of Directors declared a 9th consecutive year-end dividend payable to Participating Members, and A.M. Best once again reaffirmed the Company's "A" (Excellent) rating.

The Company's underwriting profit, when combined with investment results, resulted in net income, after dividends and income taxes, of \$8.9 million. The Company's year-end equity reached \$273 million. With the declaration by the Company's Board of Directors in December of a \$6 million dividend to be paid to ICI Mutual's Participating Members as a credit against their 2018 renewal premiums, the total dividends declared over the life of the Company increased to over \$94 million. Management's detailed discussion of 2017's operating results is provided on pages 8-9.



Daniel T. Steiner, President

Lawrence H. Kaplan, Chairman



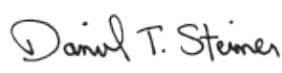
Among the most important protections and benefits provided by industry mutual insurers is prompt and fair-minded claims handling. In this regard, 2017 witnessed a significant milestone in the Company's history, with the Company passing the \$1 billion mark in total claims paid. This milestone reflects a remarkable change over the past three decades in the fund industry's litigation and enforcement environment, a change that is readily evidenced by ICI Mutual's own loss experience. Of the more than \$1 billion in claims paid by ICI Mutual since its founding, over \$900 million represents amounts paid on underlying matters initiated against member-insured fund groups since the year 2000.

2017 witnessed a significant milestone in the Company's history, with the Company passing the \$1 billion mark in total claims paid.

Back in 1987, the Company's founders could not have anticipated how dramatically the industry's litigation and regulatory enforcement environment would change over time. Yet they would not have been surprised that, 30 years on, ICI Mutual enjoys an excellent and well-deserved reputation—unsurpassed among insurers operating in the mutual fund insurance marketplace—for its cooperative and collaborative approach to claims handling. This is, after all, among the core benefits that an industry mutual insurer is designed to provide.

Thanks to the resilience and flexibility of its industry mutual model, ICI Mutual today remains the fund industry's leading provider of investment company blanket (i.e., fidelity) bonds and professional liability insurance (i.e., directors and officers/errors and omissions liability insurance and, since the early 2000s, independent directors liability insurance). As in the past, the Company today insures more than 100 fund groups, which collectively represent over 60% of the fund industry's assets under management.

ICI Mutual's success—then and now—is a testament to the foresight of the Company's founders, to the efforts of the many fund group executives and fund independent directors who have served over time on its Board of Directors, and to the commitment of its member-insured fund groups. As stewards of ICI Mutual, we thank you, the Company's member-insureds, for your loyalty and support. We invite and welcome any ideas or suggestions that you may have to ensure that, now and in the decades ahead, ICI Mutual remains positioned to serve your individual interests as member-insureds, along with the broader interests of the fund industry.

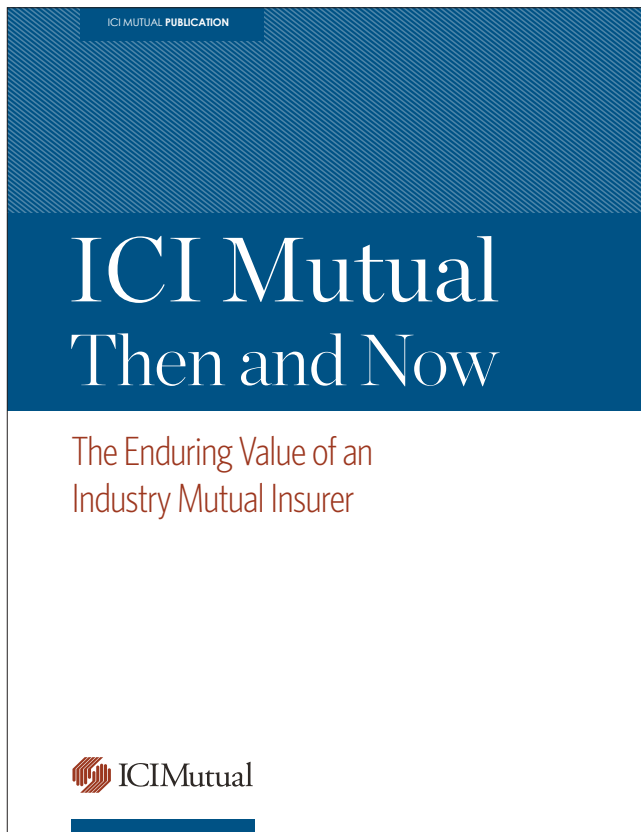


Daniel T. Steiner
President



Lawrence H. Kaplan
Chairman of the Board
of Directors

Celebrating 30 Years of Service to the Fund Industry



ICI Mutual is an “**industry mutual**” insurer—i.e., an insurer that is owned and governed by its member-insureds, who themselves operate within a specific industry. In this regard, ICI Mutual differs fundamentally from the commercial insurance companies (generally organized as stock companies) with which it competes. As an industry mutual insurer, ICI Mutual is dedicated solely to serving the insurance and risk management needs of registered investment companies, fund directors and officers, and fund advisers and their affiliates, providing them with an expert and reliable long-term alternative to the uncertainties and cyclicity to which commercial insurance markets have historically been subject.

Like similar industry mutual insurers operating in other industries (e.g., legal services, health care, higher education), ICI Mutual is structured to provide enduring value to its member-insureds and to its industry. Indeed, it is precisely because of its structure as an industry mutual insurer that the Company is able to provide its member-insureds, and the fund industry as a whole, with numerous tangible protections and benefits that either are unavailable from commercial insurers, or cannot be counted on to be available from commercial insurers on a consistent, long-term basis.

Excerpted from *ICI Mutual Then and Now*.

Please visit www.icimutual.com to access the full publication.

These protections and benefits include:

- **Coverages:** As an industry mutual insurer, the Company develops and delivers sustainable insurance coverages tailored to address the fund industry's specialized risks.
- **Claims Handling:** As an industry mutual insurer, the Company offers prompt and fair-minded claims handling when these risks generate claims.
- **Capacity and Pricing:** As an industry mutual insurer, the Company stands ready to provide insurance capacity to the fund industry through all stages of the insurance market cycle, at prices that are rationally related to the fund industry's own risks.

- **Services:** As an industry mutual insurer, the Company provides fund industry-focused risk management, loss prevention, and insurance-related services to its member-insureds and to the fund industry as a whole.
- **Self-Governance:** As an industry mutual insurer, the Company is overseen and governed by its member-insureds, thereby ensuring that the Company is operated to serve their interests, along with the broader interests of the fund industry.

As the sole industry mutual insurer serving the fund industry, ICI Mutual has for three decades provided its member-insureds with these protections and benefits. Meanwhile, the Company's long-standing presence and high profile in the fund industry insurance market have spurred commercial insurers to improve their own offerings in order to remain competitive, thereby benefiting even those fund groups that do not insure with ICI Mutual.



Financial Overview

ICI Mutual recorded an underwriting profit of \$6.6 million in 2017, the 13th consecutive year underwriting income (net premiums earned) exceeded underwriting expenses (net losses incurred and G&A expenses). Income before policyholder dividends and income taxes totaled \$16.4 million. A.M. Best also reaffirmed the Company's "A" (Excellent) rating in recognition of its sound financial position.

Gross premiums written were \$80.4 million while net premiums earned were \$29.6 million for the year ended 2017. Premiums were lower than 2016, primarily due to decreases in "exposure" rather than decreases in premium rates. The Company's year-over-year retention rate remained high, with over 95% of insureds renewing their coverage.

The Company continues to promote stable, risk-related premiums. In 2017, as in 2016, most insureds renewed coverages at expiring rates and coverage terms. Overall rates on D&O/E&O, IDL and Bond coverages declined slightly, reflecting adjustments where warranted by improved loss profiles and/or positive underwriting results.

Net loss and loss adjustment expenses equaled \$11.3 million for the year, a decrease from the \$15.5 million experienced in 2016. The Company's loss ratio for 2017 (net loss and loss adjustment expenses divided by net premiums earned) was 38%. The Company's combined ratio was 78% before dividends to Participating Members, and 98% after dividends to Participating Members.

Net investment income equaled \$9.3 million in 2017, higher than the 2016 amount, primarily due to higher interest income on debt securities. Net realized gains on securities were \$0.1 million in 2017 as compared to \$2.1 million in 2016.

A policyholder dividend of \$6.0 million was declared by the Company's Board of Directors in December 2017 and is payable to Participating Members that renew eligible participating policies in 2018. Net income, after dividends and income taxes, was \$8.9 million in 2017 (as compared to \$6.3 million in 2016), which included a \$1.5 million deferred tax remeasurement benefit as a result of the tax reform legislation passed in December 2017.

Total equity increased by over \$18 million to \$273.1 million, as a result of the \$8.9 million in net income, a \$8.9 million increase in net unrealized appreciation on investments, and net actuarial unrealized gains on benefit plans of \$0.4 million. This level of equity is an all-time high for ICI Mutual and continues to exceed the amount of equity required to support the Company's business.



Aligned Interests

A nationwide liability insurance crisis in the mid-1980s left the mutual fund industry at risk. The industry had insurance needs that commercial insurers were unable or unwilling to meet: the need for a stable, long-term source of substantial insurance capacity (supply); and the need for insurance pricing that could be counted upon to be reliably and rationally related to the fund industry's own risks. In 1987, fund industry leaders, working with the Investment Company Institute, the industry's trade association, formed ICI Mutual. As an industry mutual insurer, ICI Mutual is dedicated solely to serving the insurance and risk management needs of funds, fund directors and officers, and fund advisers, providing them with an expert and reliable long-term alternative to the uncertainties and cyclicity to which commercial insurance markets have historically been subject.

Now, three decades on, ICI Mutual continues to be an established, trusted presence and the top provider of professional liability insurance for the mutual fund industry. ICI Mutual seeks to provide insurance capacity and to ensure relative stability of premium rates and policy terms through all

insurance market cycles, to craft sustainable insurance coverages tailored to address existing, new, and emerging risks faced by fund groups, to address and resolve insurance claims promptly and fairly, and to provide the fund industry with industry-focused risk management, loss prevention, and insurance-related services and assistance. As an insurance company owned and governed by its member-insured fund groups, ICI Mutual's interests are fully aligned with the interests of its member-insureds.

The Company's Board of Directors includes fund industry executives and fund independent directors from among the Company's member-insured fund groups. Each director brings demonstrated leadership and expertise to help guide development by the Company's professional staff of products and services that meet the specialized needs of funds, fund directors and officers, and fund advisers. The involvement and oversight of the Board ensures that ICI Mutual is operated to serve and benefit the Company's member-insureds.



Knowledge & Expertise

Detailed descriptions of ICI Mutual's core coverages may be found online at: www.icimutual.com/coverages. ICI Mutual also has the ability to craft custom coverages in response to particular needs of insureds.

Since its formation, ICI Mutual has continuously provided fund groups with core insurance coverages that respond to the key “real world” risks long faced by funds, fund directors and officers, and fund advisers. Over the years, the Company has also developed and introduced a host of additional coverages to address the industry's new and emerging risks. ICI Mutual's professional staff has significant expertise and experience with mutual fund and investment adviser issues and consults with industry experts (including industry representatives who serve on the Company's Board of Directors) during the process of developing insurance coverages. By reason of its detailed and comprehensive knowledge of fund industry operations and claims, ICI Mutual is uniquely positioned to analyze and understand the industry's risks, and to craft insurance coverages that are tailored to address these risks and to remain sustainable over time.

Coverages

ICI Mutual's core insurance products are designed to address the specialized insurance needs of funds, fund directors and officers, and fund advisers.

The Directors and Officers/Errors and Omissions (D&O/E&O) Liability Policy protects individual directors and officers and insured companies against the financial impact of judgments, settlements, and legal defense costs incurred in shareholder lawsuits and regulatory investigations, and the costs of correcting certain operational errors.

The Investment Company Blanket (Fidelity) Bond protects insureds against specified losses caused by employee theft, third-party fraud, and certain other types of events, and meets the basic fidelity bonding requirement for funds under the Investment Company Act of 1940.

The Independent Directors Liability (IDL) Policy provides comprehensive coverage tailored to address the concerns, and distinct insurance needs, of fund independent directors.



Services

UNDERWRITING

ICI Mutual's underwriters focus solely on the mutual fund industry and are attuned to its risks and challenges. Each member-insured fund group is assigned an underwriter who develops a thorough understanding of that fund group's business, processes, and procedures. This enables ICI Mutual to structure coverage and offer limits that appropriately reflect each member-insured's risk profile.

CLAIMS HANDLING

ICI Mutual is highly regarded for its prompt and fair-minded claims handling. Each submitted claim undergoes a careful analysis of the facts, circumstances, and applicable coverage language. ICI Mutual representatives work closely with affected member-insureds throughout the claims process.

RISK MANAGEMENT

ICI Mutual's expertise and knowledge of the fund industry are unrivaled among professional liability insurers. The Company has long provided member-insureds and the fund industry with a wide variety of risk management, loss prevention, and insurance-related services. ICI Mutual's Risk Management Publications, listed on page 15, provide in-depth research and analysis on the fund industry's liability exposures and other topics of interest, and are designed to

help member-insured fund groups improve their risk management programs and risk profiles. *Claims Trends, Perspectives*, and the Company's online *Litigation Notebook* address existing, new, and evolving areas of regulatory and litigation exposure and their implications for insurance claims and coverage. These publications and other materials can be accessed on the Company's website (www.icimutual.com).

ICI Mutual sponsors an annual Risk Management Conference, at which industry experts and guest speakers present information on an array of risk management topics and facilitate discussion among risk managers, legal personnel, and other representatives of the Company's member-insureds. The Company's professional staff regularly provides individualized assistance to fund groups in structuring insurance programs, selecting among insurance options, and establishing appropriate insurance limits. The staff also responds to requests from fund boards, outside counsel, and in-house personnel for presentations, written materials, and informal advice on insurance and claims-related issues and developments.

ICI Mutual's Risk Management Publications

- 2001** Managing Risk in Processing Corporate Actions
- 2002** Investment Management Compliance Risks
Understanding Bond Fund Risks
- 2003** Computer Security Lite
- 2004** Managing Defense Costs
- 2005** Fair Valuation Study—An Introduction (with ICI and IDC)
- 2006** Fair Valuation Study—The Role of the Board (with ICI and IDC)
Independent Director Litigation Risk
The Two Faces of Identity Theft
- 2007** Preparing for a Pandemic
What to Expect in the Claims Process
- 2008** Managing Risks in Trade Allocation
Outsourcing by Advisers and Affiliated Service Providers
- 2009** Mutual Fund D&O/E&O Insurance
- 2010** Mutual Fund Prospectus Liability
ERISA Liability
- 2011** Managing Operational Risks of Private Accounts
- 2012** Risk Management in the Digital Age
- 2013** Independent Directors Liability (IDL) Insurance
- 2014** Trends in Fee Litigation
- 2015** Shareholder Authentication
- 2016** Section 36(b) Litigation Since *Jones v. Harris*
- 2017** ICI Mutual Then and Now



Financial Stability

ICI Mutual's financial success can be attributed to its philosophy of conservative management in every aspect of its business. From underwriting to portfolio management to administration, the Company strives to use resources wisely, to invest prudently, and to manage risk effectively. Through adherence to this philosophy, ICI Mutual has developed and maintained the financial strength and stability necessary to meet the needs of its member-insureds.

For three decades, ICI Mutual has stood behind its member-insureds through significant financial market and fund industry-wide events, and has prospered through various economic and insurance cycles. The Company utilizes its strong network of reinsurance partners to

manage and diversify its own risk, enabling it to provide the full limits of coverage required by member-insureds and to promote relative stability of premium rates and coverage terms.

As an integral part of the fund industry, ICI Mutual provides a consistent and readily available source of insurance capacity, at prices rationally related to the fund industry's own risks.

Board of Directors

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Chairman (E, N)
Lord, Abnett & Co. LLC

Barry Fink,
Vice Chairman (E, I, N)
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James H. Bodurtha¹
BlackRock Mutual Funds

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(Americas), Inc.

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Davis Selected Advisers, L.P.

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Saturna Investment Trust

Keith R. Fox CFA¹
Deutsche Funds

Maureen A. Gemma (R)
Eaton Vance Management

Robert F. Gunia (I)
Prudential Insurance Mutual Funds

Heidi W. Hardin (U)
MFS Investment Management

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Allianz Global Investors U.S.
Holdings LLC

Diana P. Herrmann¹
Aquila Investment Management LLC

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Steven M. Joenk (U)
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Paul S. Kulig (A)
Kulig Law Offices P.C.

James J. McMonagle (I, U)
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David M. Pfeffer¹
OppenheimerFunds, Inc.

Brian K. Reid²
Investment Company Institute

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ICI Mutual Insurance Company, RRG

Paul Schott Stevens (E, U)
Investment Company Institute

Alison Taunton-Rigby³
Columbia Funds

William F. Truscott, Ex-Officio
Columbia Threadneedle Investments

Board Committees:

Executive (E), Audit (A), Investment (I),
Underwriting (U), Risk Management (R),
Nominating (N)

¹ On Sabbatical

² Retired from ICI Mutual Board of
Directors Effective December 29, 2017

³ Retired from ICI Mutual Board of
Directors Effective December 31, 2017



Daniel T. Steiner, Brian K. Reid, Lawrence H. Kaplan, James J. McMonagle



Robert F. Gunia, Joseph A. Carrier, Michael J. Downer, Heidi W. Hardin



Stefanie Chang Yu, William V. Healey, Paul S. Kulig. Seated: Ronald H. Fielding



Kenneth C. Eich, Les M. Kratter, James H. Bodurtha. Seated: Maureen A. Gemma



Keith R. Fox, Michael L. Kimmel, Steven M. Joenk, Alison Taunton-Rigby



David Oestreicher, Barry Fink, Mark E. Carver, Diana P. Herrmann

Not pictured: Kevin M. Carome, Wendy J. Hills, David M. Pfeffer, Paul Schott Stevens



Officers and Staff

Officers

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President

John T. Mulligan

Senior Vice President
and Chief Underwriting
Officer

Julia S. Ulstrup

Vice President, General
Counsel and Assistant
Secretary

Charles G. Preseau

Vice President and Chief
Financial Officer

Paul S. Kulig

Secretary-Treasurer

Rodolfo C. Sinon*

Assistant Secretary

* Retired July 2017

Staff

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Director, Information
Technology

Virginia S. Barry

Associate Counsel

Meloney G. Burrell

Senior Accountant

Catherine M. Dalton

Underwriting Manager

Briana R. Davis

Lead Broker

John D. Driggers

Director, Data Analytics

Michael A. Heiser

Controller

Lizabeth S. Hurst

Corporate
Communications

Carolyn B. Julia

Executive Assistant

Swenitha Nalli

Underwriter

Samy S. Rabb

Underwriter

Colin K. Rouse

Assistant Controller

Margaret M. Sullivan

Director, Underwriting
Department

David U. Thomas

Senior Associate
Counsel and Director,
Cyber Risk Issues

Krystal S. Thomas

Policy Coordinator

Amy P. Veloz

Legal Insurance Assistant

Jinhua Zhang

Director, Corporate
Reporting

Selected Financial Highlights

For the years ended	2017	2016
Gross Premiums Written	\$ 80,355	\$ 85,932
Net Premiums Earned	\$ 29,572	\$ 31,432
Net Investment Income	\$ 9,326	\$ 8,630
Net Loss and Loss Adjustment Expenses	\$ 11,323	\$ 15,499
Net Underwriting Profit	\$ 6,581	\$ 3,429
Dividends to Policyholders	\$ 5,954	\$ 5,769
Net Income	\$ 8,859	\$ 6,271
Total Equity	\$ 273,142	\$ 255,007
Combined Ratio		
Loss and General Expense Ratio	78%	89%
Policyholder Dividends	20%	18%
Combined Ratio including Policyholder Dividends	98%	107%

Dollar amounts in thousands



**ICI Mutual Insurance Company,
A Risk Retention Group**

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Washington, DC 20005

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2017

CONSOLIDATED FINANCIAL STATEMENTS

ICI MUTUAL Insurance Company
A Risk Retention Group

ICI Mutual Insurance Company, a Risk Retention Group

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Report of Independent Auditors

To the Board of Directors of
ICI Mutual Insurance Company, a Risk Retention Group:

We have audited the accompanying consolidated financial statements of ICI Mutual Insurance Company, a Risk Retention Group, and its subsidiaries, which comprise the consolidated balance sheets as of December 31, 2017 and 2016, and the related consolidated statements of operations, changes in equity and cash flows for the years then ended.

Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on the consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the Company's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of ICI Mutual Insurance Company, a Risk Retention Group, and its subsidiaries as of December 31, 2017 and 2016, and the results of their operations and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matter

Accounting principles generally accepted in the United States of America require that the incurred and paid claims development disclosure on pages 28 to 29 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Financial Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

A handwritten signature in dark ink that reads "PricewaterhouseCoopers LLP". The signature is written in a cursive, flowing style.

Boston, Massachusetts
April 20, 2018

ICI Mutual Insurance Company, a Risk Retention Group
Consolidated Balance Sheets
December 31, 2017 and 2016 (in 000's)

	<u>2017</u>	<u>2016</u>
Assets		
Cash and cash equivalents	\$ 14,311	\$ 13,469
Investments		
Debt securities, at fair value (amortized cost of \$268,434 and \$274,039, respectively)	271,968	274,265
Equity securities, at fair value (cost of \$28,677 and \$28,851, respectively)	60,362	50,456
Money market funds	<u>637</u>	<u>1,575</u>
Total cash and investments	347,278	339,765
Prepaid expenses	465	519
Prepaid federal and state income taxes	2,443	1,401
Deferred policy acquisition costs	2,517	2,639
Premiums receivable	6,963	7,595
Interest receivable	1,929	1,993
Reinsurance recoverables	94,090	188,378
Prepaid reinsurance premiums	34,282	36,603
Other amounts receivable under reinsurance contracts	3,664	2,638
Furniture and fixtures, net	1,129	1,181
Deferred income taxes	<u>-</u>	<u>1,289</u>
Total assets	<u>\$ 494,760</u>	<u>\$ 584,001</u>
Liabilities and Equity		
Reserve for losses and loss adjustment expenses	\$ 147,299	\$ 252,934
Unearned premiums	46,712	49,984
Reinsurance premiums payable	5,839	6,562
Premium taxes payable	542	668
Deferred income taxes	2,173	-
Accounts payable and other liabilities	3,364	3,357
Benefits payable	9,427	9,438
Dividends payable	<u>6,262</u>	<u>6,051</u>
Total liabilities	221,618	328,994
Contingencies (Note 10)		
Contributed surplus	18,200	18,200
Accumulated other comprehensive income	20,562	11,286
Accumulated earnings	<u>234,380</u>	<u>225,521</u>
Total equity	<u>273,142</u>	<u>255,007</u>
Total liabilities and equity	<u>\$ 494,760</u>	<u>\$ 584,001</u>

The accompanying notes are an integral part of these consolidated financial statements.

ICI Mutual Insurance Company, a Risk Retention Group
Consolidated Statements of Operations
Years Ended December 31, 2017 and 2016 (in 000's)

	<u>2017</u>	<u>2016</u>
Revenues		
Net premiums written	\$ 28,622	\$ 30,649
Change in net unearned premiums	<u>950</u>	<u>783</u>
Net premiums earned	29,572	31,432
Net investment income	9,326	8,630
Net realized gains on securities	139	2,141
Other income	<u>324</u>	<u>324</u>
Total revenues	<u>39,361</u>	<u>42,527</u>
Expenses		
Net loss and loss adjustment expenses	11,323	15,499
Underwriting, general and administrative expenses	<u>11,668</u>	<u>12,504</u>
Total expenses	<u>22,991</u>	<u>28,003</u>
Income before dividends to policyholders and provision for income taxes	16,370	14,524
Dividends to policyholders	<u>5,954</u>	<u>5,769</u>
Income before provision for income taxes	10,416	8,755
Provision for income taxes	<u>1,557</u>	<u>2,484</u>
Net income	<u>8,859</u>	<u>6,271</u>
Other Comprehensive Income		
Net unrealized gains on securities:		
Net unrealized gains arising during the period, net of tax	8,960	2,782
Reclassification adjustment for gains realized in net income, net of tax	(92)	(1,392)
Net actuarial unrealized gains (losses) on employee benefit plans		
Net unrealized gains (losses) arising during the period, net of tax	115	(876)
Reclassification adjustment for losses realized in net income, net of tax	<u>293</u>	<u>418</u>
Other comprehensive income, net of tax, net of reclassification adjustments	<u>9,276</u>	<u>932</u>
Comprehensive income	<u>\$ 18,135</u>	<u>\$ 7,203</u>
Net realized gains on securities		
Other net realized investment gains	\$ 139	\$ 2,141
Net realized gains on securities	<u>\$ 139</u>	<u>\$ 2,141</u>

The accompanying notes are an integral part of these consolidated financial statements.

ICI Mutual Insurance Company, a Risk Retention Group
Consolidated Statements of Changes in Equity
Years Ended December 31, 2017 and 2016 (in 000's)

	Contributed Surplus	Accumulated Other Comprehensive Income	Accumulated Earnings	Total Equity
Balance at December 31, 2015	\$ 19,491	\$ 10,354	\$ 219,250	\$ 249,095
Net income	-	-	6,271	6,271
Other comprehensive income, net of tax, net of reclassification adjustments	-	932	-	932
Distributions of contributed surplus	(1,291)	-	-	(1,291)
Balance at December 31, 2016	<u>\$ 18,200</u>	<u>\$ 11,286</u>	<u>\$ 225,521</u>	<u>\$ 255,007</u>
Net income	-	-	8,859	8,859
Other comprehensive income, net of tax, net of reclassification adjustments	-	9,276	-	9,276
Distributions of contributed surplus	-	-	-	-
Balance at December 31, 2017	<u>\$ 18,200</u>	<u>\$ 20,562</u>	<u>\$ 234,380</u>	<u>\$ 273,142</u>

The accompanying notes are an integral part of these consolidated financial statements.

ICI Mutual Insurance Company, a Risk Retention Group
Consolidated Statements of Cash Flows
Years Ended December 31, 2017 and 2016 (in 000's)

	<u>2017</u>	<u>2016</u>
Cash Flows from Operating Activities		
Net income	\$ 8,859	\$ 6,271
Adjustments to reconcile net income to net cash provided by operating activities		
Amortization of premium	1,118	1,142
Deferred income taxes	(1,206)	(537)
Depreciation and amortization	195	171
Net realized gains on securities	(139)	(2,141)
Changes in operating assets and liabilities		
Prepaid expenses	54	(123)
Prepaid federal and state income taxes	(1,042)	321
Deferred policy acquisition costs	122	127
Premiums receivable	632	46
Interest receivable	64	(46)
Reinsurance recoverables	94,288	(99,064)
Prepaid reinsurance premiums	2,321	817
Other amounts receivable under reinsurance contracts	(1,026)	(513)
Reserve for losses and loss adjustment expenses	(105,635)	105,818
Unearned premiums	(3,272)	(1,600)
Reinsurance premiums payable	(723)	(623)
Premium taxes payable	(126)	9
Accounts payable and other liabilities	7	805
Benefits payable	545	1,736
Dividends payable	211	1,051
Net cash (used in) provided by operating activities	<u>(4,753)</u>	<u>13,667</u>
Cash Flows from Investing Activities		
Proceeds from sales of investments available for sale	71,517	79,013
Proceeds from maturities of investments available for sale	4,445	16,084
Purchases of furniture and fixtures	(143)	(961)
Payments for purchases of investments available for sale	(71,162)	(103,144)
Change in money market funds	938	2,427
Net cash provided by (used in) investing activities	<u>5,595</u>	<u>(6,581)</u>
Cash Flows from Financing Activities		
Distributions of contributed surplus	-	(1,291)
Borrowing from the FHLB	15,000	-
Repayment to the FHLB	(15,000)	-
Net cash used in financing activities	<u>-</u>	<u>(1,291)</u>
Net increase in cash and cash equivalents	842	5,795
Cash and cash equivalents at beginning of year	13,469	7,674
Cash and cash equivalents at end of year	<u>\$ 14,311</u>	<u>\$ 13,469</u>

The accompanying notes are an integral part of these consolidated financial statements.

ICI Mutual Insurance Company, a Risk Retention Group

Notes to Consolidated Financial Statements (in 000's)

1. Significant Accounting Policies

A. Basis of Presentation

ICI Mutual Insurance Company ("Mutual") was incorporated on August 26, 1987 as an association captive insurance company domiciled in the State of Vermont and commenced accepting insurance risks on March 1, 1988. Mutual, together with its wholly owned subsidiaries described below, are collectively referred to as "the Company." The Company primarily writes fidelity bonds and directors and officers and errors and omissions insurance for Members and Associate Members of the Investment Company Institute ("ICI") and their affiliated companies on a claims-made basis. These Members primarily provide services to the regulated investment company industry. On January 1, 2009, the Company converted from a Vermont association captive insurance company to a Vermont risk retention group ("RRG"), under the Federal Liability Risk Retention Act.

ICI Mutual Insurance Brokers, Inc. ("Brokers") is a wholly-owned subsidiary of Mutual. Brokers provides insurance brokerage services to insureds of Mutual.

ICIM Services, Inc. ("Services") is a wholly-owned subsidiary of Mutual. Services provides the underwriting function for Mutual under a written agreement. This agreement provides that Mutual will reimburse Services for all reasonable expenses associated with performing the underwriting function plus a 5% fee.

The Consolidated Financial Statements include the consolidated accounts of Mutual, Brokers, and Services, with all significant intercompany amounts eliminated in consolidation. The Consolidated Financial Statements have been prepared in accordance with accounting principles generally accepted in the United States of America ("GAAP"), which are also in accordance with practices prescribed for RRGs by the Vermont Department of Financial Regulation ("VDFR").

GAAP requires management to make certain estimates and assumptions in the preparation of the financial statements. Actual results could differ from those estimates and assumptions.

B. Investments

The Company's debt and equity securities are classified as available-for-sale and reported at fair value as defined in Note 3. Short-term securities and money market funds are stated at amortized cost which approximates fair value.

For securities where the fair value is less than the amortized cost basis for debt securities and cost for equity securities, the Company must determine whether or not an other-than-temporary impairment has occurred. See Note 2 for a detailed explanation of the procedures utilized by the Company in calculating other-than-temporary impairment losses.

ICI Mutual Insurance Company, a Risk Retention Group

Notes to Consolidated Financial Statements (in 000's)

All debt investment transactions have credit exposure to the extent that a counterparty may default on an obligation to the Company. Credit risk is a consequence of carrying trading and investing positions. To manage credit risk, the Company focuses on higher quality fixed income securities, limits its exposure in any one investment, and monitors the portfolio quality, taking into account credit ratings assigned by recognized statistical rating organizations.

Interest income on debt securities is recorded on the accrual basis. Dividend income on equity securities is recorded on the ex-dividend date. Unrealized gains and losses from changes in the fair value of the Company's holdings, net of applicable federal income taxes, are reported as a separate component of equity. Realized gains and losses on the sale of the Company's securities are determined based on specific identification and are included as a separate component of operations.

C. Premiums

Net earned premiums have been computed on a semimonthly pro rata basis over the term of the underlying insurance policies with the exception of premiums on "tail" policies which are earned when written. Ceded reinsurance premiums are charged against premiums earned on the same basis. Unearned premiums represent the portion of the gross premium written which is applicable to the unexpired terms of policies in force. Prepaid reinsurance premiums represent the portion of unearned premiums ceded to reinsurers. Commissions on reinsurance premiums ceded are earned when due and are reflected as a reduction to ceded reinsurance premiums.

D. Deferred Policy Acquisition Costs

Acquisition costs consist primarily of underwriter compensation, fees and premium taxes associated with the successful acquisition and underwriting of new and renewal insurance business. These acquisition costs are being amortized over the expected policy period of related policies in proportion to the ratio of the annual earned premiums to the total premium revenue anticipated. Anticipated premium revenue was estimated using the same assumptions as those used for computing the reserve for losses and loss adjustment expenses. Expected losses, related expenses, and investment income are considered in measuring the recoverability of this asset.

E. Reserve for Losses and Loss Adjustment Expenses

The reserve for losses and loss adjustment expenses is based on management's individual case estimates of the ultimate cost of reported losses and estimates for incurred but not reported losses ("IBNR") determined in consultation with independent professional actuaries. The method of making IBNR estimates and for establishing the resulting reserves is based on actuarial assumptions as to future contingencies and as to the applicability of other data sources which the Company's independent actuaries deem to be reasonable and appropriate in the circumstances. However, given the nature of the Company's business, the ultimate amount of losses and loss adjustment expenses may vary significantly from the estimated amounts. Due to this uncertainty, the appropriateness of the current level of such estimated liability can only be determined with the passage of time. Any

ICI Mutual Insurance Company, a Risk Retention Group

Notes to Consolidated Financial Statements (in 000's)

adjustments to these estimates, which could be significant, will be reflected in income in the period in which the estimates are changed or payments are made.

F. Provision for Income Taxes

The Company accounts for income taxes in accordance with Accounting Standards Codification (ASC) 740, "Accounting for Income Taxes." The codification requires that deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. Valuation allowances are established when necessary to reduce deferred tax assets to an amount that, in the opinion of management, is more likely than not to be realized. No valuation allowance was deemed necessary at December 31, 2017 and 2016.

The guidance on accounting for uncertainty in income taxes describes how uncertain tax positions should be recognized, measured, presented and disclosed in the financial statements. This guidance requires the evaluation of tax positions taken or expected to be taken in the course of preparing the Company's financial statements to determine whether the tax positions are "more-likely-than-not" to be sustained by the applicable tax authority. Tax positions not deemed to meet the "more-likely-than-not" threshold would be recorded as a tax benefit or expense in the current year. If applicable, interest and penalties are classified as other interest expense and are included in underwriting, general and administrative expenses in the Consolidated Statement of Operations. There were no interest or penalties incurred in 2017 or 2016.

On December 22, 2017, the "Tax Cuts and Jobs Act" ("TCJA" or "Tax Act") was signed into law. The provisions of TCJA include a broad range of tax reform provisions that are applicable to the Company, including a reduction in the U.S. corporate income tax rate that the Company is generally subject to from 35% to 21% effective January 1, 2018. In accordance with the provisions of ASC 740, changes in tax rates and tax law are accounted for in the period of enactment, which is the date the President signed the bill into law and are recorded as a component of the income tax provision related to continuing operations.

Given the short timing between the enactment date and calendar year-end reporting deadlines, on December 22, 2017, the SEC staff issued Staff Accounting Bulletin No. 118 ("SAB 118"), with similar provisions extended by the FASB staff for non-public companies, to address the application of U.S. GAAP in situations when a registrant does not have the necessary information available, prepared, or analyzed (including computations) in reasonable detail to complete the accounting in its annual 2017 financial statements for certain income tax effects of the 2017 Act. Pursuant to the guidance, a Company may fall into one of three scenarios: accounting is (1) complete for the tax effects of the 2017 Tax Act, (2) incomplete but a reasonable estimate can be determined, or (3) incomplete. To the extent the accounting is incomplete, the guidance provides a measurement period not to extend beyond one year of the enactment date.

ICI Mutual Insurance Company, a Risk Retention Group

Notes to Consolidated Financial Statements (in 000's)

Additionally, pursuant to INT 18-01: Updated Tax Estimates Under the Tax Cuts and Jobs Act, the NAIC adopted similar concepts related to “complete” and “incomplete” estimates and those for which a reasonable estimate cannot be determined. It also provides a limited time exception to NAIC Statement on Statutory Accounting Principles (“SSAP”) 9, Subsequent Events (one year from enactment date), which allows companies not to adjust the audited financial statements when there is a change in estimate of year-end 2017 amounts after the annual statement has been filed.

As of December 31, 2017, the Company has not completed its accounting for the effects of the TCJA on certain deferred tax balances; however, it has made provisional estimates of those amounts in accordance with the guidance above. Accordingly, the Company has recorded a provisional benefit of approximately \$1.5 million for the year ended December 31, 2017.

Accounting for the following elements of the Tax Act is incomplete, and the Company was not yet able to make reasonable estimates of the effects. Therefore, no provisional adjustments were recorded for the following:

The Tax Act modified the provisions applicable to the determination of the tax basis of unpaid loss reserves. These modifications impact the payment pattern and applicable interest rate. The Tax Act instructed the Treasury to provide discount factors and other guidance necessary to determine the necessary transition adjustment. This information has not been released; accordingly, the Company has applied the law existing prior to the enactment of the Tax Act. These provisions would have no effect on the net deferred income tax balances.

The ultimate impact of the TCJA may differ from the Company's provisional estimates, due to, among other things, future guidance that may be issued and changes in its interpretation or assumptions with respect to the TCJA.

G. Reinsurance

The Company utilizes both treaty and facultative reinsurance to provide protection for claims in excess of the Company's normal retention limits (\$3 million). Under the Company's annual treaty reinsurance program (which runs from April 1 to March 31), limits up to \$15 million, less the Company's normal retention, are automatically assumed by the treaty participants. For the treaty years ending March 31, 2012 through 2016, the Company retains an additional \$2.5 million in excess of the first \$15 million recoverable.

Maximum recoveries under the reinsurance treaties are capped at \$100 million for the treaty years ending March 31, 2005 and subsequent years. A treaty year remains open until all noticed claims are paid or otherwise closed. As of December 31, 2017, ceded losses under all of the open treaty years were well below the respective treaty caps. Future adverse development on any of the treaty years could result in the respective caps for such treaty years being exceeded and such excess amounts, if any, would have to be paid out of the Company's earnings and surplus. While management believes that the Company is adequately capitalized to meet its ongoing claims

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Notes to Consolidated Financial Statements (in 000's)

obligations, there can be no assurance that in the event a cap on a reinsurance treaty is exceeded, the Company's resources would be sufficient to meet all of its claims liabilities.

For those insureds that require limits in excess of \$15 million on Fidelity Bonds, the Company issues additional limits of up to \$5 million. For limits above \$20 million on Fidelity Bonds or \$15 million on D&O/E&O Policies, the Company purchases facultative (case by case) reinsurance from various other reinsurers. There is no cap on facultative reinsurance except for the actual limits reinsured. In addition, the Company can elect to retain additional limits in the excess layers, generally not more than \$5 million per policy.

Although reinsurance agreements contractually obligate the Company's reinsurers to reimburse it for their proportionate shares of losses, they do not discharge the primary responsibility of the Company. Thus, in the event a reinsurer did not meet its obligation under its agreement with the Company, the Company would be responsible for such amount.

The Company monitors the credit worthiness of its reinsurers and only conducts business with reinsurers that are highly rated by reputable rating agencies. As of December 31, 2017, the Company had no reason to believe that any amounts currently due from reinsurers will prove uncollectible. Accordingly, the Company has not made a separate provision for any amounts that might ultimately prove to be uncollectible from reinsurers in the future.

The 2004 and 2005 Treaties contain a profit-sharing feature by which the Company may recover up to 20% of the profits recognized by reinsurers on those Treaties after they have recovered any losses they may have incurred on prior treaties with the Company. The amount of the profit commission can be adjusted up or down depending on the results of the underlying treaties until such time as all of the claims for those particular treaty years are closed. The Company did not recognize any profit commission as a result of these features in 2017 and 2016.

H. Cash and Liquidity

The Company considers all cash on hand and deposits in banks as cash and cash equivalents for purposes of the Consolidated Statement of Cash Flows. As of December 31, 2017 and 2016, the Company held \$0 in cash equivalents.

The Company maintains liquid investments in amounts considered sufficient to pay claims and other operating expenses. It is also part of the Company's strategy to utilize its membership in the FHLB as a backup liquidity facility. The maximum amount the Company borrows fluctuates based on the amount of eligible collateral the Company holds at any given time, as well as on the amount of its investment in FHLB capital stock. As part of its liquidity strategy, the Company borrowed and repaid a \$15 million short-term loan from the FHLB in the first quarter of 2017.

ICI Mutual Insurance Company, a Risk Retention Group

Notes to Consolidated Financial Statements (in 000's)

I. Furniture and Fixtures

Furniture and fixtures are stated at cost net of accumulated depreciation. The costs of significant additions and improvements, including leasehold improvements, are capitalized while expenditures for maintenance, repairs, and minor renewals are charged to expense as incurred. When assets are retired or otherwise disposed of, the assets and related accumulated depreciation and amortization are eliminated from the accounts and any resulting gain or loss is reflected in income. Depreciation of leasehold improvements is offset by the amortization of a rent incentive allowance. Provisions for depreciation are computed using the straight-line method based on useful lives ranging from three to twelve years. Depreciation expense was \$195 and \$171 for 2017 and 2016, respectively. Accumulated depreciation totaled \$818 and \$653 at December 31, 2017 and 2016, respectively.

J. Recent Accounting Pronouncements

Recently Adopted Accounting Standards

In May 2015, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") 2015-09, *Disclosures about Short-Duration Contracts*, to enhance disclosure requirements for short-duration insurance contracts. The disclosures are aimed at providing more transparent information about an insurance entity's initial claim estimates and subsequent adjustments to those estimates, methodologies and judgments in estimating claims, and the timing, frequency and severity of claims. As a nonpublic entity, the Company adopted this guidance effective December 31, 2017. The impact of adoption is limited to increased disclosures about short-duration insurance liabilities included in Note 9 – Reserve for Losses and Loss Adjustment Expenses.

Recently Issued Accounting Standards Not Yet Adopted

In January 2016, the FASB issued ASU 2016-01, Financial Instruments-Overall (Subtopic 825-10), Recognition and Measurement of Financial Assets and Financial Liabilities. The amendments in this ASC update address certain aspects of recognition, measurement, presentation and disclosure of financial instruments. ASU 2016-01: (1) requires equity investments (except those accounted for under the equity method or those that result in the consolidation of the investee) to be measured at fair value with changes in the fair value recognized in net income; (2) simplifies the impairment assessment of equity investments without readily determinable fair values by requiring a qualitative assessment to identify impairment; (3) requires the use of the exit price notion when measuring the fair value of financial instruments for disclosure purposes; and (4) requires separate presentation of financial assets and financial liabilities by measurement category and form of financial asset on the balance sheet or the notes to the financial statements. These amendments are effective for fiscal years beginning after December 15, 2018, and interim periods within fiscal years beginning after December 15, 2019. The extent of the impact will depend upon the nature and characteristics of the Company's portfolio at the adoption date.

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Notes to Consolidated Financial Statements (in 000's)

In February 2016, the FASB issued ASU 2016-02, Leases (Topic 842). ASU 2016-02 requires the recognition of lease assets and lease liabilities by lessees for those leases classified as operating leases under previous GAAP. Under existing guidance, recognition of lease assets and liabilities is not required for operating leases. The lease assets and liabilities to be recognized are both measured initially based on the present value of the lease payments. For non-public entities, the amendments for ASU 2016-02 are effective for fiscal years beginning after December 15, 2019, and interim periods within fiscal years beginning after December 15, 2020. The Company is evaluating the impact of ASU 2016-02 on its financial statements.

In August 2016, the FASB issued ASU 2016-15, Statement of Cash Flows (Topic 230): Classification of Certain Cash Receipts and Cash Payments. ASU 2016-15 reduces diversity in practice in how certain transactions are classified in the statement of cash flows. The amendments in ASU 2016-15 provide guidance on specific cash flow issues including debt prepayment or debt extinguishment costs, settlement of zero-coupon debt instruments or other debt instruments with coupon interest rates that are insignificant in relation to the effective interest rate of the borrowing, contingent consideration payments made after a business combination, proceeds from the settlement of insurance claims, proceeds from the settlement of corporate-owned life insurance policies, and distributions received from equity method investees. ASU 2016-15 is effective for annual and interim periods beginning after December 15, 2018. The Company does not expect the adoption of ASU 2016-15 to have a material impact to its Consolidated Statements of Cash Flows.

In March 2017, FASB issued ASU 2017-07, Compensation Retirement Benefits. ASU 2017-07 requires that an employer report the service cost component in the same line item or items as other compensation costs arising from services rendered by the pertinent employees during the period. The other components of net benefit cost are required to be presented in the income statement separately from the service cost component and outside a subtotal of income from operations, if one is presented. ASU 2017-07 is effective for annual periods beginning after December 15, 2018, and interim periods within annual periods beginning after December 15, 2019. The Company is evaluating the impact of ASU 2018-02 on its financial statements.

In February 2018, the FASB issued accounting standard update ("ASU") 2018-02 intended to help clarify certain "stranded" income tax effects in accumulated other comprehensive income (AOCI) resulting from tax reform. The ASU allows companies to reclassify "stranded" income tax effects from AOCI to retained earnings. These amendments will be effective for fiscal years beginning after December 31, 2018, however early adoption is permitted. The Company is currently evaluating the impact to its financial statements and future disclosures as a result of this update.

ICI Mutual Insurance Company, a Risk Retention Group

Notes to Consolidated Financial Statements (in 000's)

K. Reclassifications

Certain amounts in prior year's Consolidated Financial Statements and Notes thereto have been reclassified to conform to the 2017 presentation.

L. Subsequent Events

Subsequent events are events or transactions that occur after the balance sheet date but before the financial statements are issued or are available to be issued. The Company has evaluated all such events occurring subsequent to the balance sheet date herein of December 31, 2017 and through the date the financial statements were available to be issued, April 20, 2018. The effects of all subsequent events that provided additional evidence about conditions that existed at the date of the balance sheet, including estimates, if any, have been recognized in the accompanying Consolidated Balance Sheet and Consolidated Statement of Operations as of and for the twelve month period ended December 31, 2017. The Company did not recognize any subsequent events that provided evidence about conditions that arose after the balance sheet date.

ICI Mutual Insurance Company, a Risk Retention Group

Notes to Consolidated Financial Statements (in 000's)

2. Investments

A summary comparison of amortized cost and fair value of debt securities is as follows:

December 31, 2017				
	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value
Debt securities available for sale				
U.S. Government, agencies and authorities securities	\$ 47,524	\$ 1,059	\$ (508)	\$ 48,075
Mortgage-backed	62,644	445	(437)	62,652
All other corporate bonds	158,266	3,929	(954)	161,241
Total debt securities	\$ 268,434	\$ 5,433	\$ (1,899)	\$ 271,968

December 31, 2016				
	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value
Debt securities available for sale				
U.S. Government, agencies and authorities securities	\$ 25,802	\$ 199	\$ (460)	\$ 25,541
Mortgage-backed	93,234	1,080	(890)	93,424
All other corporate bonds	155,003	2,715	(2,418)	155,300
Total debt securities	\$ 274,039	\$ 3,994	\$ (3,768)	\$ 274,265

The amortized cost and fair value of debt securities at December 31, 2017, by contractual maturity, are shown below. Expected maturities may differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.

	Amortized Cost	Fair Value
Due in one year or less	\$ 8,124	\$ 8,198
Due after one year through five years	42,249	42,759
Due after five years through ten years	85,446	85,622
Due after ten years	132,615	135,389
Total debt securities	\$ 268,434	\$ 271,968

ICI Mutual Insurance Company, a Risk Retention Group

Notes to Consolidated Financial Statements (in 000's)

A summary comparison of cost and fair value of equity securities is as follows:

December 31, 2017				
	<u>Cost</u>	<u>Gross Unrealized Gains</u>	<u>Gross Unrealized Losses</u>	<u>Fair Value</u>
Common stock	\$ 28,677	\$ 31,685	\$ -	\$ 60,362

December 31, 2016				
	<u>Cost</u>	<u>Gross Unrealized Gains</u>	<u>Gross Unrealized Losses</u>	<u>Fair Value</u>
Common stock	\$ 28,851	\$ 21,614	\$ (9)	\$ 50,456

Included in equity securities in the Consolidated Balance Sheet as of December 31, 2017 and 2016 is \$170 and \$344 in restricted FHLB stock, respectively.

At December 31, 2017 and 2016, the gross unrealized gains on investments in debt and equity securities of \$35,219 and \$21,831, respectively, have been reflected in the Consolidated Balance Sheets as a component of accumulated other comprehensive income, net of deferred taxes of \$12,161 and \$7,641, respectively.

There are three key investment risks that can impact the Company's investment portfolio: Liquidity Risk, Credit Risk and Market Risk.

- Liquidity Risk:** Market conditions create a situation where liquid assets become illiquid. To offset this risk, the Company maintains significant holdings in U.S. Treasury securities and other relatively liquid securities, a relatively short investment portfolio duration, and membership in the FHLB.
- Credit Risk:** An issuer (or counterparty) is unable to pay their claim and defaults. To offset this risk, the Company maintains a well-diversified portfolio containing high quality fixed income securities; 98% of these securities are rated investment grade (BBB- or higher). The portfolio is also closely monitored for downgrades on corporate bonds and cash flows on structured securities.
- Market Risk:** Falling market value due to changing risks in a sector or interest rate risks. The Company monitors actual concentrations against both its investment guidelines and market conditions.

ICI Mutual Insurance Company, a Risk Retention Group

Notes to Consolidated Financial Statements (in 000's)

Unrealized loss position securities:

December 31, 2017					
	Fair Value	Gross Unrealized Losses < 12 months	Gross Unrealized Losses > 12 months	Total Gross Unrealized Losses	Numbers of Investment Positions
Debt securities available for sale					
U.S. Government, agencies and authorities securities	\$ 25,177	\$ (251)	\$ (257)	\$ (508)	21
Mortgage-backed	35,694	(191)	(246)	(437)	49
All other corporate bonds	47,633	(160)	(794)	(954)	67
Total debt securities	\$ 108,504	\$ (602)	\$ (1,297)	\$ (1,899)	137
Equity securities					
Stock mutual fund	-	-	-	-	-
Total equity securities	\$ -	\$ -	\$ -	\$ -	-

December 31, 2016					
	Fair Value	Gross Unrealized Losses < 12 months	Gross Unrealized Losses > 12 months	Total Gross Unrealized Losses	Numbers of Investment Positions
Debt securities available for sale					
U.S. Government, agencies and authorities securities	\$ 24,231	\$ (460)	\$ -	\$ (460)	9
Mortgage-backed	45,235	(823)	(67)	(890)	56
All other corporate bonds	72,263	(2,313)	(105)	(2,418)	76
Total debt securities	\$ 141,729	\$ (3,596)	\$ (172)	\$ (3,768)	141
Equity securities					
Stock mutual fund	3,823	-	(9)	(9)	1
Total equity securities	\$ 3,823	\$ -	\$ (9)	\$ (9)	1

The Company does not have the intent to sell, nor is it more likely than not that the Company will be required to sell, securities in unrealized loss positions that are not other-than-temporarily impaired, before recovery.

Other-Than-Temporary Impairment Evaluations

The Company reviews its investment securities regularly and determines whether other-than-temporary impairments have occurred. For fixed maturities, if a decline in fair value is judged by management to be other-than-temporary, and the Company does not intend to sell the security and it is not more likely than not that it will be required to sell the security prior to recovery of the security's amortized cost, the impairment is bifurcated into (a) the amount of the total impairment related to the credit loss, and (b) the amount of the total impairment related to interest and all other factors. The amount of the other-than-temporary impairment related to the credit loss is recognized by a charge to total other-than-temporary impairment losses in the Consolidated Statements of Operations, establishing a new cost basis for the security. The amount of the other-than-temporary impairment related to all other factors is recognized in other comprehensive income in the Statement of Operations. The factors considered by management in its regular review include, but are not limited

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Notes to Consolidated Financial Statements (in 000's)

to: the length of time and extent to which the fair value has been less than amortized cost; the financial condition and near-term prospects of the issuer; adverse changes in ratings announced by one or more rating agencies; subordinated credit support; whether the issuer of a debt security has remained current on principal and interest payments; current expected cash flows; whether the decline in fair value appears to be issuer specific or, alternatively, a reflection of general market or industry conditions (including, in the case of fixed maturities, the effect of changes in market interest rates); and the Company's intent to sell, or requirement to sell, the debt security before the anticipated recovery of its remaining amortized cost basis.

In assessing corporate debt securities for other-than-temporary impairment, the Company evaluates the ability of the issuer to meet its debt obligations and the value of the company or specific collateral securing the debt position. When evaluating whether a mortgage-backed security is other-than-temporarily impaired, the Company examines characteristics of the underlying collateral, such as delinquency and default rates, the quality of the underlying borrower, the type of collateral in the pool, the vintage year of the collateral, subordination levels within the structure of the collateral pool, the Company's intent to sell the security and whether it more likely than not will be required to sell the security before the recovery of its amortized cost basis. For all debt securities evaluated for other-than-temporary impairment (for which the Company does not have the intent to sell and it is not more likely than not that it will be required to sell the security before the recovery of its amortized cost basis), the Company considers the timing and amount of the cash flows.

The Company evaluates its mortgage-backed securities for other-than-temporary impairment using multiple inputs. Loan level defaults are estimated using appropriate modeling techniques. All bonds are modeled individually and each bond is assigned a custom default assumption based on projections for the mortgage pool, historical underlying collateral performance, and borrower characteristics.

Basic inputs to the model include data on:

- voluntary prepayments,
- defaults and,
- expected severity of losses in a liquidation scenario, taking into account loan size, geographic concentration, and loan to value percentages.

Additional variables are applied to each mortgage pool specific to structural elements such as triggers and financial guarantees to the extent that they exist. The cash flows generated by the collateral securing these securities are then determined with these default, loss severity and prepayment assumptions. These collateral cash flows are then utilized, along with consideration for the issuer's position in the overall structure, to determine the cash flows associated with the mortgage-backed security held by the Company.

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Notes to Consolidated Financial Statements (in 000's)

To the extent that the present value of the cash flows generated by a debt security is less than the amortized cost, a credit loss exists, and an other-than-temporary impairment is recognized through earnings. It is reasonably possible that further declines in estimated fair values of such investments, or changes in assumptions or estimates of anticipated recoveries and/or cash flows, may cause further other-than-temporary impairments in the near term, which could be significant.

In addition, the Company evaluates other asset-backed securities for other-than-temporary impairment (OTTI) by examining similar characteristics referenced above for mortgage-backed securities. The Company evaluates U.S. Treasury securities and obligations of U.S. Government corporations, U.S. Government agencies, and obligations of states and political subdivisions for other-than-temporary impairment by examining similar characteristics referenced above for corporate debt securities.

The Company also evaluates equity securities for OTTI when fair value is less than cost. Equity securities may experience other-than-temporary impairment based on the prospects for full recovery in value in a reasonable period of time and the Company's ability and intent to hold the security to recovery. If a decline in fair value is judged by management to be other-than-temporary, a loss is recognized by a charge to total other-than-temporary impairment losses in the consolidated statements of operations. For the purpose of other-than-temporary impairment evaluations, preferred stocks are treated in a manner similar to debt securities.

Other-than-temporary impairments included in net realized losses on securities in the Consolidated Statements of Operations were \$0 in both 2017 and 2016.

Further deterioration in credit quality of the companies backing the securities, deterioration in the condition of the financial services industry, imbalance in liquidity in the marketplace, a worsening of the current economic environment, or additional declines in real estate values could affect the fair value of these securities and increase the potential that certain unrealized losses be designated as other-than-temporary in future periods and the Company may incur additional write-downs.

Proceeds from sales of debt securities and the associated gross realized gains and gross realized losses are as follows:

	Proceeds from Sales	Gross Realized Gains	Gross Realized Losses
For the year ended December 31, 2017	\$ 70,823	\$ 710	\$ (571)
For the year ended December 31, 2016	\$ 79,013	\$ 2,330	\$ (189)

The Company had \$694 in proceeds from sales of equity securities (FHLB stock) and no associated gross realized gains or gross realized losses for the year ended December 31, 2017. There were no proceeds from sales of equity securities and no associated gross realized gains or gross realized losses for the year ended December 31, 2016.

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Net investment income is calculated as follows:

	2017		
	Gross Investment Income	Investment Expenses	Net Investment Income
Debt securities available for sale			
U.S. Government, agencies and authorities securities	\$ 1,302	\$ (68)	\$ 1,234
Mortgage-backed	1,682	(87)	1,595
All other corporate bonds	5,711	(297)	5,414
Equity securities	1,142	(59)	1,083
Total	<u>\$ 9,837</u>	<u>\$ (511)</u>	<u>\$ 9,326</u>

	2016		
	Gross Investment Income	Investment Expenses	Net Investment Income
Debt securities available for sale			
U.S. Government, agencies and authorities securities	\$ 823	\$ (46)	\$ 777
Mortgage-backed	2,519	(142)	2,377
All other corporate bonds	4,750	(268)	4,482
Equity securities	1,053	(59)	994
Total	<u>\$ 9,145</u>	<u>\$ (515)</u>	<u>\$ 8,630</u>

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Notes to Consolidated Financial Statements (in 000's)

3. Fair Value

The valuation techniques required by the authoritative accounting guidance on fair value measurements are based upon observable and unobservable inputs. Observable inputs reflect market data obtained from independent sources, while unobservable inputs reflect our market expectations. These two types of inputs create the following fair value hierarchy:

Level 1 - Quoted prices for identical instruments in active markets.

Level 2 - Quoted prices for similar instruments in active markets; quoted prices for identical or similar instruments in markets that are not active; and model-derived valuations whose inputs are observable or whose significant value drivers are observable.

Level 3 - Instruments where significant value drivers are unobservable.

When available, the Company utilizes quoted market prices to determine fair value and classify such items in Level 1. In some cases, quoted market prices are used for similar instruments in active markets and/or model-derived valuations where inputs are observable in active markets and classify such items in Level 2. When there are limited or inactive trading markets, the Company utilizes industry-standard pricing methodologies, including discounted cash flow models, whose inputs are based on management assumptions and available current market information. These items are classified in Level 3. Further, the Company relies upon independent pricing vendors to assist in valuing certain instruments.

The following section describes the valuation methodologies used by management to measure different financial instruments at fair value.

Investments in fixed maturities and equity securities:

Pricing Level 1: Values are unadjusted quoted prices for identical securities in active markets accessible at the measurement date. Holdings consist of government securities and exchange traded mutual funds.

Pricing Level 2: Valuation is based on quoted prices for similar securities in active markets, quoted prices from those willing to trade in markets that are not active, or other observable inputs. This would include any bonds priced by Securities Evaluations, Inc. ("SE")

Pricing Level 3: Valuation is derived from unobservable inputs using techniques such as broker quotes, pricing matrices and internal calculations. The Company did not hold any Level 3 securities for the twelve months ended December 31, 2017 or December 31, 2016.

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Notes to Consolidated Financial Statements (in 000's)

Priority of market value methodology:

1. Price from an independent pricing service, such as SE
2. Market price from a broker-dealer
3. Matrix pricing

All of the prices are monitored month-over-month to highlight any significant price change. Any security with a significant price change is verified using a secondary pricing source and/or verification from a broker-dealer.

The following is a summary of the inputs used in valuing the Company's assets at fair value:

	December 31, 2017	Quoted Prices (Level 1)	Other Significant Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Investment in debt securities	\$ 271,968	\$ 33,696	\$ 238,272	\$ -
Investment in equity securities	60,362	60,192	170	-
Investment in money market funds	637	637	-	-
Total	\$ 332,967	\$ 94,525	\$ 238,442	\$ -

	December 31, 2016	Quoted Prices (Level 1)	Other Significant Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Investment in debt securities	\$ 274,265	\$ 25,542	\$ 248,723	\$ -
Investment in equity securities	50,456	50,112	344	-
Investment in money market funds	1,575	1,575	-	-
Total	\$ 326,296	\$ 77,229	\$ 249,067	\$ -

It is the Company's policy to recognize transfers of assets between levels of the fair value hierarchy at the end of a reporting period. For the twelve months ending December 31, 2017, there were no transfers of assets between Level 1 and Level 2 of the fair value hierarchy. No securities were transferred out of Level 2 and into the Level 3 category as a result of limited or inactive markets during 2017. The Company does not transfer out of Level 3 and into Level 2 until such time as observable inputs become available and reliable or the range of available independent prices narrow.

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Notes to Consolidated Financial Statements (in 000's)

4. Deferred Policy Acquisition Costs

The deferred policy acquisition costs at December 31, 2017 and 2016 are comprised of the following:

	<u>2017</u>	<u>2016</u>
Beginning balance	\$ 2,639	\$ 2,766
Additional costs capitalized		
Underwriting expenses	1,584	1,570
Royalty fees (Note 7)	803	859
Premium taxes	2,018	2,183
	<u>4,405</u>	<u>4,612</u>
Less current year amortization		
Underwriting expenses	1,577	1,644
Royalty fees (Note 7)	836	875
Premium taxes	2,114	2,220
	<u>4,527</u>	<u>4,739</u>
Ending balance	<u>\$ 2,517</u>	<u>\$ 2,639</u>

5. Contributed Surplus

The Company has two classes of Members: Participating and Non-Participating. Participating Members are required to make a capital contribution ("reserve premium") equal to 100% of initial annual premium on Participating policies.

The reserve premium with respect to a Participating policy is required to be repaid to the Participating Member within 60 days if the Company terminates or fails to renew the policy; in all other cases, the reserve premium generally is not required to be repaid for five years after the insured cancels, terminates, or fails to renew the policy. At December 31, 2017 and 2016, \$146 and \$25, respectively, related to reserve premium for all such terminated policies that was included in contributed surplus. The Company recorded distributions of \$0 and \$1,291 in reserve premium to non-renewing Participating Members as of December 31, 2017 and 2016, respectively.

Non-Participating Members are not required to contribute capital. Participating Members receive dividends, share in the Company's net worth, and receive a higher proportion of votes on corporate governance matters than Non-Participating Members. Of the premiums written, 31.7% and 33.3% were attributable to Non-Participating policies during the years ended December 31, 2017 and 2016, respectively.

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6. Provision for Income Taxes

The provision for income taxes consists of the following:

	<u>2017</u>	<u>2016</u>
Current provision	\$ 2,763	\$ 3,021
Deferred benefit	(1,206)	(537)
Provision for income taxes	<u>\$ 1,557</u>	<u>\$ 2,484</u>

Set forth below is a reconciliation of the expected and actual income tax provision:

	<u>2017</u>	<u>2016</u>
Expected tax provision at 34%	\$ 3,542	\$ 2,977
Tax exempt income from municipal bonds	(296)	(322)
State income taxes, net of federal benefit	27	21
Dividend received deduction	(168)	(155)
Foreign tax credits	(23)	(22)
Deferred tax remeasurement	(1,524)	-
Provision to return adjustments	(19)	(11)
Other (Rate differential 34% vs. 35% on timing)	18	(4)
Actual provision for income taxes	<u>\$ 1,557</u>	<u>\$ 2,484</u>

The Company's expected current income tax rate will decrease from 34% in 2017 to 21% in 2018 as a result of the tax rate required to be applied to taxable income based on the TCJA. Deferred income taxes have been remeasured in 2017 to reflect the 21% rate as per Note 1F.

The Company files a consolidated federal income tax return. Income tax provisions are allocated to the Company's wholly-owned subsidiaries as if they had been calculated on a separate company basis. State income taxes are paid by Mutual, Brokers and Services on a separate company basis. Net payments for federal income taxes were \$3,750 and \$2,600 in 2017 and 2016, respectively.

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Notes to Consolidated Financial Statements (in 000's)

The deferred income tax amounts reflected in the Consolidated Balance Sheets at December 31, 2017 and 2016 are comprised of the following items:

	<u>2017</u>	<u>2016</u>
Net unearned premiums	\$ 532	\$ 936
Discounting of loss reserves	592	1,233
Post-retirement employee benefits	2,220	3,736
Other than temporarily impaired securities	897	1,496
Nondeductible portion of policyholder dividend	1,315	2,118
Other	301	560
Gross deferred tax assets	<u>5,857</u>	<u>10,079</u>
Deferred policy acquisition costs	(528)	(924)
Net unrealized gains on investments	(7,396)	(7,641)
Bond discount accretion	(106)	(225)
Gross deferred tax liabilities	<u>(8,030)</u>	<u>(8,790)</u>
Valuation allowance	<u>-</u>	<u>-</u>
Net deferred tax (liabilities) assets	<u>\$ (2,173)</u>	<u>\$ 1,289</u>

The Company believes that as of December 31, 2017, there were no material uncertain tax positions that would require disclosure under GAAP. As of December 31, 2017, the Company's 2016, 2015, and 2014 tax years were open under current Internal Revenue Service regulations and as such, potentially subject to examination.

7. Related Party Transactions

The Company is party to a royalty agreement and a services and facilities agreement with the ICI. Under the royalty agreement, Mutual is required to pay 1% of gross annual premium as a royalty fee to the ICI, limited to a total maximum of \$1,000 in any calendar year. Royalty fees paid in 2017 and 2016 were \$821 and \$870, respectively.

The services and facilities agreement requires the Company to reimburse the ICI for actual direct and indirect expenses incurred on behalf of the Company. Service and facility fees amounted to approximately \$887 and \$964 for 2017 and 2016, respectively. Amounts payable at December 31, 2017 and 2016 under this agreement were approximately \$222 and \$232, respectively.

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Notes to Consolidated Financial Statements (in 000's)

8. Reinsurance Agreements

The Company utilizes reinsurance agreements to provide protection for claims in excess of the Company's normal retention limits. In addition, the Company may utilize reinsurance agreements to provide increased limits of liability on a case-by-case basis.

The Company reports ceded reinsurance balances on a gross basis. Accordingly, the following balance sheet accounts are grossed up by the amounts noted below:

	<u>2017</u>	<u>2016</u>
Reserve for losses and loss adjustment expenses	\$ 89,395	\$ 187,235
Unearned premiums	\$ 34,282	\$ 36,603

Reinsurance recoverable was mostly concentrated with St. Paul Fire & Marine Insurance Company (approximately 22%) and Lloyds of London (approximately 12%) at December 31, 2017, and St. Paul Fire & Marine Insurance Company (approximately 17%), Lloyds of London (approximately 11%), and Endurance Specialty Insurance Ltd (approximately 10%) at December 31, 2016.

Insurance risks ceded to reinsurance companies would become a liability in the event the reinsurers are unable to meet their obligations assumed under reinsurance contracts.

Premiums and losses in 2017 and 2016 have been adjusted as follows as a result of voluntary reinsurance:

Premiums	<u>2017</u>		<u>2016</u>	
	<u>Written</u>	<u>Earned</u>	<u>Written</u>	<u>Earned</u>
Direct and assumed	\$ 80,355	\$ 83,626	\$ 85,932	\$ 87,532
Ceded	<u>(51,733)</u>	<u>(54,054)</u>	<u>(55,283)</u>	<u>(56,100)</u>
Net	<u>\$ 28,622</u>	<u>\$ 29,572</u>	<u>\$ 30,649</u>	<u>\$ 31,432</u>

<u>Losses and loss adjustment expenses</u>		<u>2017</u>	<u>2016</u>
Direct		\$ 24,636	\$ 132,844
Ceded		<u>(13,313)</u>	<u>(117,345)</u>
Net		<u>\$ 11,323</u>	<u>\$ 15,499</u>

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Notes to Consolidated Financial Statements (in 000's)

9. Reserve for Losses and Loss Adjustment Expenses

The following table sets forth a reconciliation of beginning and ending reserve for losses and loss adjustment expenses, as shown, in the Company's consolidated financial statements for the periods indicated:

	2017	2016
Balance at January 1	\$ 252,934	\$ 147,116
Less reinsurance recoverable, unpaid losses	(187,235)	(88,175)
Net balance at January 1	65,699	58,941
Incurred related to:		
Current year	22,995	23,322
Prior years	(11,672)	(7,823)
Total incurred	11,323	15,499
Paid related to:		
Current year	2,328	198
Prior years	16,790	8,543
Total paid	19,118	8,741
Net balance at December 31	57,904	65,699
Plus reinsurance recoverable, unpaid losses	89,395	187,235
Balance at December 31	\$ 147,299	\$ 252,934

As a result of changes in estimates of incurred losses related to insured events of prior years, the reserve for losses and loss adjustment expenses decreased \$11,672 and \$7,823 in 2017 and 2016, respectively. The decrease in 2017 was primarily the result of changes in estimates of incurred losses on D&O/E&O policies of \$5,157, \$1,003, \$3,135, and \$850 related to insured events of 2016, 2015, 2013, and 2010, respectively. The decrease in 2016 was primarily the result of changes in estimates of incurred losses on D&O/E&O policies of \$4,230, \$1,808, \$2,605, and \$1,351 related to insured events of 2014, 2013, 2012, and 2008, respectively, offset by an increase of \$3,215 related to insured events of 2015. No additional premiums or return premiums have been accrued as a result of the effects of insured events of prior years.

In the first quarter of 2017, the Company paid in excess of \$100 million in claims that were included in Reserve for losses and loss adjustment expenses, and collected over \$95 million in associated reinsurance that was included in Reinsurance recoverables, on the Consolidated Balance Sheet as of December 31, 2016.

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Notes to Consolidated Financial Statements (in 000's)

The following is information about incurred and paid claims development as of December 31, 2017, net of reinsurance, as well as cumulative claim frequency, and the total of incurred-but-not-reported plus expected development on reported claims included within the reserve for net losses and loss adjustment expenses. The information about incurred and paid claims development for the years ended December 31, 2008, to 2016, is presented as unaudited supplementary information. The cumulative number of reported claims are reported as the actual individual count, not in thousands.

This information is provided on a report year basis, consistent with the nature of the policies underwritten by the Company. Specifically, the Company writes claims-made policies that cover claims reported over the policy term rather than the date of the incident giving rise to the claim. Accordingly, the cumulative number of reported claims reflect all claims received by the Company and recorded on the Company's claims bordereau by date reported.

The following development data by report year is not disaggregated by line of business or any other measure as over 90% of the Company's incurred and paid losses over the development period is derived solely from domestic D&O/E&O coverage that shares the same characteristics.

Average annual percentage payout of incurred claims by age, net of reinsurance, is also presented below.

Incurred claims and allocated claim adjustment expenses, net of reinsurance For Years Ended December 31,											As of December 31, 2017	
Prior Years Unaudited											Total IBNR Plus	
Report Year	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	Expected Development of Reported Claims	Cumulative Number of Reported Claims
2008	\$ 30,100	\$ 29,000	\$ 28,000	\$ 26,000	\$ 25,500	\$ 25,500	\$ 28,000	\$ 27,500	\$ 26,150	\$ 25,900	\$ 102	36
2009		30,000	25,400	23,750	19,000	18,350	18,100	17,850	17,500	17,300	94	26
2010			25,000	22,425	21,350	17,100	17,025	16,965	16,450	15,600	251	24
2011				21,200	18,950	17,241	15,641	14,841	14,541	14,541	661	54
2012					23,625	19,325	13,790	10,525	7,925	7,805	757	39
2013						17,250	14,100	11,416	9,614	6,481	1,029	27
2014							15,350	16,501	12,292	11,540	1,929	28
2015								24,715	27,950	26,600	3,198	73
2016									23,300	18,350	11,362	52
2017										22,970	14,852	47
										Total	\$ 167,087	

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Notes to Consolidated Financial Statements (in 000's)

Cumulative paid claims and allocated claims adjustment expenses, net of reinsurance
For Years Ended December 31,

Prior Years Unaudited										
Report Year	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
2008	\$ 6,822	\$ 8,810	\$ 12,042	\$ 19,727	\$ 20,271	\$ 21,752	\$ 21,907	\$ 23,013	\$ 24,957	\$ 24,979
2009		5,078	5,779	15,095	17,884	17,515	17,258	17,176	17,180	17,187
2010			3,356	8,138	10,239	11,247	14,242	14,225	14,225	15,229
2011				244	6,232	10,798	12,692	12,991	13,037	13,085
2012					2,015	2,512	3,558	6,510	6,533	6,565
2013						120	1,331	1,377	1,960	1,978
2014							598	1,298	2,559	5,663
2015								4,921	9,570	18,171
2016									198	4,191
2017										2,328
									Total	\$ 109,376
										All outstanding liabilities before 2008, net of reinsurance 147
										Liabilities for claims and claims adjustment expenses, net of reinsurance \$ 57,858

Average Annual Percentage Payout of Incurred Claims by Age, Net of Reinsurance										
Years	<u>1</u>	<u>2</u>	<u>3</u>	<u>4</u>	<u>5</u>	<u>6</u>	<u>7</u>	<u>8</u>	<u>9</u>	<u>10</u>
Incremental Payout %	4.0%	32.0%	28.5%	18.5%	6.8%	5.1%	1.8%	1.7%	1.4%	0.2%

Reconciliation of the Disclosure of Incurred and Paid Claims Development to the Liability for Unpaid Claims and Claims Adjustment Expense:

	As of December 31, 2017
Net Outstanding Liabilities	
Liabilities for Unpaid Claims and Claims Adjustment Expenses Net of Reinsurance	\$ 57,858
Unallocated Claims Adjustment Expenses	46
Total Net Liability for Unpaid Claims and Claims Adjustment Expenses	57,904
Total Reinsurance Recoverable on Unpaid Claims	89,395
Total Gross Liability for Unpaid Claims and Claims Adjustment Expenses	\$ 147,299

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10. Contingencies

In the normal course of its business activities, the Company may be subject to various asserted and unasserted claims and lawsuits covering a wide range of matters. The Company is not aware of any events that would give rise to a claim at December 31, 2017.

11. Policyholders' Dividend

In determining the level of dividend to declare, the Board of Directors ("Board") reviews the financial results of the Company as well as the anticipated capital levels needed to fund the Company's future operations and to maintain the Company's sound financial condition. After a review of all these factors, the Board declared a dividend of \$6.0 million in both 2017 and 2016. \$5.7 million of the total dividends declared in 2016 were paid in 2017.

The 2017 dividend will be allocated to Participating Members based equally on each Participating Member's share of the Company's net worth determined at December 31, 2017, before payment of the dividend, and the proportion of 2017 eligible gross earned premium of the Company attributable to each Participating Member. In accordance with the by-laws of the Company, dividends will only be paid to those eligible Participating Members that renew a participating policy in the year after the dividend declaration. Dividends are accounted for on the accrual basis and will be paid on or around the policy renewal date or May 15, 2018, whichever is later.

As per Title 8, Chapter 141, Section 6005 of the Vermont Statutes, the Company sought and received the approval of the Commissioner of the VDFR prior to the payment of these dividends.

12. Employee Benefit Plans

A. Retirement Plans

The Company has three retirement plans for its employees: a noncontributory defined benefit plan, a 401(k) defined contribution plan, and a supplemental employee retirement plan.

The noncontributory defined benefit plan ("the Plan") covers substantially all regular full-time employees. The Company uses a December 31st measurement date for the Plan. Plan assets consist of equity and balanced mutual funds.

The Plan uses the Projected Unit Credit Method as the actuarial cost method and the following weighted-average assumptions to determine the benefit obligation and net periodic pension cost for the years ended December 31, 2017 and 2016:

	<u>2017</u>	<u>2016</u>
Discount rate for benefit obligation	3.80%	4.63%
Discount rate for pension cost	4.63%	4.97%

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Expected return on plan assets	6.25%	7.00%
Rate of compensation increase	4.00%	4.00%

Plan amounts recognized in the Consolidated Balance Sheets consist of:

	<u>2017</u>	<u>2016</u>
Liabilities	\$ 2,568	\$ 1,917

Plan amounts recognized in accumulated other comprehensive income, net of tax, consist of:

	<u>2017</u>	<u>2016</u>
Net loss	\$ 1,496	\$ 1,591
Prior service cost	-	-
Total	<u>\$ 1,496</u>	<u>\$ 1,591</u>

Other components of the Plan for the years ended December 31, 2017 and 2016, were as follows:

	<u>2017</u>	<u>2016</u>
Projected benefit obligation	\$ 12,579	\$ 11,235
Fair value of plan assets	10,011	9,318
Funded status of the plan	<u>\$ (2,568)</u>	<u>\$ (1,917)</u>
Employer contributions	\$ -	\$ -
Lump sum payments	\$ 813	\$ 1,588
Benefits paid	\$ 31	\$ 31

The Plan's accumulated benefit obligation is \$9,724 as of December 31, 2017 and was \$8,134 as of December 31, 2016. Pension expense for the Plan equaled \$772 and \$1,002 for the years ended December 31, 2017 and 2016, respectively, and is included in "Underwriting, general and administrative expenses" in the Consolidated Statements of Operations.

A settlement occurred during the fiscal year ending 2016. Settlements are fairly common in defined benefit plans that allow lump sum payments. The settlement resulted in a \$326 loss to the 2016 net periodic benefit cost which was recognized in changes in other comprehensive income.

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The net loss and prior service cost for the Plan that was amortized from accumulated other comprehensive income into net periodic pension expense was \$119 and \$0 in 2017 and \$108 and \$35 in 2016, respectively.

The Company determines the long-term expected rate of return on Plan assets by examining historical returns and the Plan's asset allocation. Factors such as inflation and current interest rates are also evaluated. The result is reviewed against benchmarking data to ensure that the return is a reasonable and appropriate assumption.

The Plan's asset allocation at December 31, by asset category, is as follows:

	<u>2017</u>	<u>2016</u>
Asset Category:		
Equities	62%	60%
Fixed income securities	38%	40%
Total	<u>100%</u>	<u>100%</u>

The Company's expected long-term rate of return and projected asset allocation are as follows:

	<u>Expected Rate of Return</u>	<u>Guideline Asset Allocation</u>	<u>Expected Net Rate of Return</u>
Asset Category:			
Equities	7%	60%	4%
Fixed income securities	5%	40%	2%
Total		<u>100%</u>	<u>6%</u>

The Plan's assets will be invested in a prudent manner for the exclusive purpose of providing benefits to Plan participants. The Company's objective is to maximize the return on assets, over the long term, by investing a majority of assets in equities. The inclusion of additional asset classes with differing rates of return, volatility, and correlation are utilized to reduce the risk by providing diversification relative to equities. The Company's investment policy states that equities will comprise 60% of assets, and fixed income securities 40% of assets. The actual allocation will be compared to the target allocation and the Plan's assets rebalanced as determined by the Company.

The Company made contributions of \$0 to the Plan for both years ended December 31, 2017 and 2016, respectively. The Company's funding policy is to make annual contributions, if required, at least equal to normal costs determined to meet benefit payments, including lump sum distributions, and comply with funding requirements of ERISA. The Company does not expect to make contributions to the Plan in 2018.

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The estimated net loss and prior service cost for the Plan that will be amortized from accumulated other comprehensive income into net periodic benefit cost over the next fiscal year are \$108 and \$0, respectively.

Benefit payments expected to be paid from the Plan over the next five years and accumulated over the five years thereafter are as follows as of December 31:

<u>Year</u>	<u>Benefits</u>
2018	\$ 1,030
2019	\$ 620
2020	\$ 1,220
2021	\$ 290
2022	\$ 360
2023-2027	\$ 5,190

The 401(k) defined contribution plan covers substantially all employees. Effective January 1, 2007, the Company contributes amounts to the plan sufficient to credit each participant's account with an amount equal to 3% of the participant's eligible compensation, subject to IRS limitations, during the plan year. In addition, the Company matches 100% of the first 1% and 50% of the next 1% of employee voluntary contributions of the participant's eligible compensation. Participants are not required to contribute to the plan. Participants may voluntarily contribute up to 50% of eligible compensation paid to the participant during the plan year up to a maximum of \$18.5. The Company contributed approximately \$133 and \$170 to this plan in 2017 and 2016, respectively.

The Company maintains a supplemental employee retirement plan ("SERP") which was established for certain key employees. The SERP provides benefits equal to what would be available under both the qualified non-contributory defined benefit plan and the 401(k) defined contribution plan, if there were no statutory limitations on the amount of compensation that could be covered by the qualified plans.

Defined Benefit Component:

The SERP uses the Projected Unit Credit Method as the actuarial cost method and the following weighted-average assumptions to determine the benefit obligation and net periodic pension cost for the years ended December 31, 2017 and 2016:

	<u>2017</u>	<u>2016</u>
Discount rate for benefit obligation	3.72%	4.23%
Discount rate for pension cost	4.23%	4.51%
Rate of compensation increase	4.00%	4.00%

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SERP amounts recognized in the Consolidated Balance Sheets consist of:

	<u>2017</u>	<u>2016</u>
Liabilities	\$ 1,811	\$ 2,430

SERP amounts recognized in accumulated other comprehensive income, net of tax, consist of:

	<u>2017</u>	<u>2016</u>
Net loss	\$ 223	\$ 368
Prior service cost	-	-
Total	<u>\$ 223</u>	<u>\$ 368</u>

Other components of the SERP for the years ended December 31, 2017 and 2016 were as follows:

	<u>2017</u>	<u>2016</u>
Projected benefit obligation	\$ 1,811	\$ 2,430
Fair value of plan assets	-	-
Funded status of the plan	<u>\$ (1,811)</u>	<u>\$ (2,430)</u>
Employer contributions	\$ -	\$ -
Lump sum payments	\$ 755	\$ -
Benefits paid	\$ -	\$ -

The SERP's accumulated benefit obligation is \$1,641 as of December 31, 2017 and was \$2,097 as of December 31, 2016. Included in "Underwriting, general and administrative expenses" in the accompanying Consolidated Statements of Operations at December 31, 2017 and 2016, are net periodic benefit costs attributable to this plan of approximately \$358 and \$318, respectively.

A settlement occurred during the fiscal year ending 2017. Settlements are fairly common in SERP plans that allow lump sum payments. The settlement resulted in a \$144 loss to the 2017 net periodic benefit cost which was recognized in changes in other comprehensive income.

The net loss and prior service cost for this plan that was amortized from accumulated other comprehensive income into net periodic benefit cost was \$91 and \$0 in 2017 and \$119 and \$0 in 2016, respectively.

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Notes to Consolidated Financial Statements (in 000's)

The Company anticipates contributing amounts equal to the benefits payable in future plan years.

The estimated net loss and prior service cost for the SERP that will be amortized from accumulated other comprehensive income into net periodic benefit cost over the next fiscal year are \$72 and \$0, respectively.

Benefit payments expected to be paid from the SERP over the next five years and accumulated over the five years thereafter are as follows as of December 31:

<u>Year</u>	<u>Benefits</u>
2018	\$ 216
2019	\$ 201
2020	\$ 1,169
2021	\$ -
2022	\$ -
2023-2027	\$ -

The accrued liability included in the Consolidated Balance Sheet for the defined contribution component of the SERP was \$141 at December 31, 2017 and \$170 at December 31, 2016. Amounts recognized in the Consolidated Statement of Operations for the defined contribution component of the SERP were \$15 at December 31, 2017 and \$21 at December 31, 2016.

B. Postretirement Benefit Plan

The Company provides health benefits to qualifying employees and retirees. The Company recognizes the expected cost of these benefits during the years in which employees render service. No assets are set aside for postretirement health benefits. The Company has not applied for benefits under the Medicare Prescription Drug, Improvement, and Modernization Act of 2003 (the "2003 Act") and any measures of the accumulated postretirement benefit obligation or net periodic postretirement benefit cost in the financial statements or accompanying notes do not reflect the effects of the 2003 Act on the Company's postretirement benefit plan.

As of December 31, 2010, the Company has included a 1% load in the plan's amounts to account for the anticipated impact of the excise tax on high cost plans as a result of the Patient Protection and Affordable Care Act of 2010 (the "2010 Act"). The other provisions of the 2010 Act are not expected to have a material impact on the Company's postretirement benefit plan obligation.

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Plan amounts recognized in the Consolidated Balance Sheets consist of:

	<u>2017</u>	<u>2016</u>
Liabilities	\$ 3,367	\$ 3,390

Plan amounts recognized in accumulated other comprehensive income, net of tax, consist of:

	<u>2017</u>	<u>2016</u>
Net loss	\$ 777	\$ 946

Other components of the plan for the years ended December 31, 2017 and 2016, were as follows:

	<u>2017</u>	<u>2016</u>
Benefit obligation	\$ 3,367	\$ 3,390
Fair value of plan assets	-	-
Funded status of the plan	<u>\$ (3,367)</u>	<u>\$ (3,390)</u>
Employer contributions	\$ 83	\$ 62
Benefits paid	\$ 98	\$ 63

The following table shows the plan's obligation by participant as well as assumed discount rates:

	<u>2017</u>	<u>2016</u>
Retirees	\$ (1,239)	\$ (1,298)
Other active participants	(2,128)	(2,092)
Accumulated postretirement benefit obligation	<u>\$ (3,367)</u>	<u>\$ (3,390)</u>

Weighted average assumed discount rate to determine:

The benefit obligation	3.86%	4.59%
The net benefit cost	4.59%	4.92%

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Included in "Underwriting, general and administrative expenses" in the accompanying Consolidated Statements of Operations at December 31, 2017 and 2016, are net periodic benefit costs attributable to this plan of approximately \$274 and \$310, respectively. The net loss and prior service cost for this plan that was amortized from accumulated other comprehensive income into net periodic benefit cost was \$45 and \$0 in 2017 and \$54 and \$0 in 2016, respectively.

The Company's policy is to contribute the amount required to fund postretirement benefits as they become due to retirees. The amount expected to be required in contributions to the plan during 2018 is \$65.

The estimated net loss and prior service cost for the plan that will be amortized from accumulated other comprehensive income into net periodic benefit cost over the next fiscal year are \$70 and \$0, respectively.

Benefit payments expected to be paid from the plan over the next five years and accumulated over the five years thereafter are as follows as of December 31:

<u>Year</u>	<u>Benefits</u>
2018	\$ 65
2019	\$ 71
2020	\$ 80
2021	\$ 85
2022	\$ 91
2023-2027	\$ 631

For measurement purposes, a 7.5% increase in healthcare costs was assumed for fiscal year 2017, trending down to 5% in 2027 and thereafter. A 1% increase in this rate would increase the postretirement benefit obligation by \$731 and the service and interest cost by \$60. A 1% decrease in this rate would decrease the postretirement benefit obligation by \$570 and the service cost and interest cost by \$46.

C. Deferred Compensation Plan

During 2010, the Company adopted a deferred compensation plan for certain key employees. The amount and timing of awards to participants is at the sole discretion of the Company and amounts remain unfunded and unvested until the employee meets all of the criteria established by the Company for payment of the awarded amounts. Included in "Underwriting, general and administrative expenses" in the accompanying Consolidated Statements of Operations at December 31, 2017 and 2016 are amounts attributable to this plan of approximately \$163 and \$243, respectively.

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13. Accumulated Other Comprehensive Income

Changes in the Company's accumulated other comprehensive income by component, net of tax, are as follows:

	Unrealized Gains and (Losses) on Investments	Actuarial Unrealized Gains and (Losses) on Benefit Plans	Total
Balance at December 31, 2015	\$ 12,800	\$ (2,446)	\$ 10,364
Net unrealized gains (losses) arising during the period	2,782	(876)	1,906
Reclassification adjustment for (gains) losses realized in net income	(1,392)	418	(974)
Other comprehensive income (loss)	\$ 1,390	\$ (458)	\$ 932
Balance at December 31, 2016	\$ 14,190	\$ (2,904)	\$ 11,286
Net unrealized gains arising during the period	8,960	115	9,075
Reclassification adjustment for (gains) losses realized in net income	(92)	293	201
Other comprehensive income	\$ 8,868	\$ 408	\$ 9,276
Balance at December 31, 2017	\$ 23,058	\$ (2,496)	\$ 20,562

The Company's other comprehensive income is calculated as follows:

	Pretax Amount	Tax Expense or Benefit	Net of Tax Amount
For the Year Ended December 31, 2017			
Net unrealized gains on investments			
Net unrealized gains arising during the period	\$ 13,527	\$ 4,567	\$ 8,960
Reclassification adjustment for gains realized in net income	(139)	(47)	(92)
Net actuarial unrealized gains on employee benefit plans			
Net unrealized gains arising during the period	157	42	115
Reclassification adjustment for losses realized in net income	399	106	293
Other comprehensive income	\$ 13,944	\$ 4,668	\$ 9,276
For the Year Ended December 31, 2016			
Net unrealized gains on investments			
Net unrealized gains arising during the period	\$ 4,280	\$ 1,498	\$ 2,782
Reclassification adjustment for gains realized in net income	(2,141)	(749)	(1,392)
Net actuarial unrealized losses on employee benefit plans			
Net unrealized losses arising during the period	(1,348)	(472)	(876)
Reclassification adjustment for losses realized in net income	643	225	418
Other comprehensive income	\$ 1,434	\$ 502	\$ 932



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