

Annual Participation Report 2022

Royal Canadian Mounted Police
Veterans' Association (Prince
Edward Island Division)

Prepared: DECEMBER 2022

Partnership Commitment

Johnson is proud to be dedicated exclusively to our affinity groups and professional associations - including healthcare workers, educators, alumni and more. On behalf of Johnson, I want you to know our commitment to insurance built for group members and affinity partners has never been stronger.

Although our ownership changed in 2021, with Intact – the largest provider of property and casualty insurance in Canada – we will continue to enhance the support and service you know and trust with Johnson Insurance, plus enrich our digital capabilities based on what our customers want. As always, we remain focused on ensuring you and your members receive the best customer experience we can provide.

We are pleased to provide you with this year's Annual Partnership Report. In this report, you will find details on how Johnson supports your members, our community and the environment. As well, you will find a summary of your group's participation.

Our team is enthusiastic to collaborate with you to find ways to support you and your organization, as well as grow the group insurance program together.

What is important to you and your members, is important to us! Thank you for your ongoing support and please don't hesitate to be in touch if you have any questions.



John Thompson

Deputy Senior Vice President, Business Development - Affinity

Affinity Value Proposition

Johnson Affinity Value Proposition



Johnson Scholarship Program

Johnson Insurance is proud to offer 50 scholarships, valued at \$1,000 each, to eligible students completing high school in 2022 and starting post-secondary education in the fall of 2022. To date, we have awarded over 1,500 scholarships valued at more than \$1 million to support young Canadians across Canada in pursuit of their post-secondary education.



Open: April 28, 2022
Deadline: July 28, 2022



To learn more, visit
Johnson.ca/scholarship
scholarshipfund@johnson.ca



Universities Canada Toll Free:
1-844-567-1237

Our Values & Social Impact

Our Core Values

Our values guide our decision making and emphasize a commitment to excel in all aspects of our business.

INTEGRITY



- Be honest, open and fair
- Set high standards
- Stand up for what is right

RESPECT



- Be kind
- See diversity as a strength
- Be inclusive and collaborate

CUSTOMER DRIVEN



- Listen to our customers
- Make it easy, find solutions
- Deliver second-to-none experiences

EXCELLENCE



- Act with discipline and drive to outperform
- Embrace change, improve every day
- Celebrate success, yet remain humble

GENEROSITY



- Help others
- Protect the environment
- Make our communities more resilient

Intact Social Impact

Intact's purpose extends beyond simply getting customers back on track after a crisis. We combine financial strength and deep industry expertise to help build a resilient society.

Climate Change

- **Climate change** is integrated into our strategy.
- We aim to become **carbon neutral** by 2025
- Committed nearly \$10M to establish an applied research centre at the University of Waterloo - the **Intact Centre on Climate Adaptation**.
- **Invested over \$3.6M** in 21 climate resilience projects through the Intact Adaptation Action Grants Program.
- Signed **The Principles for Sustainable Insurance** global sustainability framework for insurers.

Investing in Communities

- Over **\$4M invested** across North America to help people most vulnerable to the impacts of the **COVID-19 pandemic**.
- Over **\$3.3M invested** with United Way partners to **address the root causes of child poverty** in 2020.
- Over **\$3.5M committed to Breakfast Clubs of Canada** to accelerate food security programs for children.
- **\$1M commitment** to The Dallaire Institute on Children, Peace and Security to **help end the recruitment and use of child soldiers**.

Employee Generosity

- Our **Community Impact Program** matches employee donations dollar for dollar, or \$20/hour volunteered, up to \$1,000/year.
- Together with our employees, our Community Impact Program provided **over \$850,000 to nearly 800 organizations** in 2020.
- Our annual **Generosity in Action** campaign enables employees to donate to community. **Employees donated over \$1.9M** last year.

Affinity Product Offering

Affinity Preferred Home & Car Group Insurance Program

The RCMP Veterans' Association (PEI Division) members have access to the Preferred Home and Car Group Insurance Program through Johnson Insurance which gives them access to:

- Preferred rates
- Interest-free monthly payments
- Exclusive Benefits for 50+ policyholders
- Personal Identify Theft Benefit
- Accidental Death & Dismemberment
- 24/7 claims service
- Single deductible for claims involving car, home and/or property.
- Fast track claims service



MEDOC® Travel Insurance Plan

At Johnson, we offer a comprehensive 'exclusive' and flexible travel insurance plan that covers members for unlimited number of trips during the policy year with one annual policy. Our plan includes:

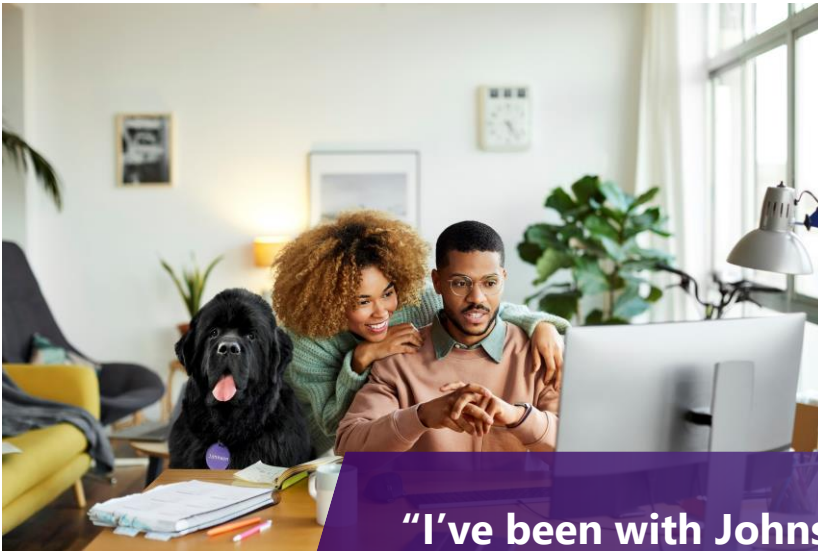
- Up to \$5 million in emergency medical coverage, per insured person, per policy year including coverage for eligible COVID-19 related incidents, even during a COVID-19 travel advisory.
- An unlimited number of 17-day or 35-day (or less) trips outside of Canada (allowed trip duration depends on plan selection).
- Up to \$8,000 trip cancellation, interruption and delay benefits. This does NOT include coverage for COVID-19 related incidents.
- Coverage can be purchased regardless of age or health status.

Affinity Product Offering

Additional Products and Services

We offer a wide range of products and services that could be valuable to your members and support your attraction and retention goals. We welcome the opportunity to tell you more about any of our other programs, such as:

- Employee Benefit and Pension Consulting
- Voluntary Health & Dental
- Claims Administration/Payment Services
- Benefit Communications
- Third Party Administration
- Critical Illness



"I've been with Johnson for over 10 years. They are a company that works with you, values their customers, and are always so friendly and helpful."

Group Customer

Home & Car Group Participation Summary

Johnson Insurance understand the value of great teamwork. We collaborate with you to provide support, sponsorship and customized communication materials to drive awareness and stimulate interest in the Preferred Home and Car Group Insurance Program. The following provides a summary of the RCMP Veterans' Association (PEI Division)'s latest participation:

Participation	January to November 2022	January to December 2021	January to December 2020
Members Insured	18	18	17
Quotes	0	16	15
Policies Sold	0	3	10
Total Policies	34	37	34
ASA	2022	2021	2020
% of Premium	1.25%	1.25%	1.25%
Earned Premium	\$50,754.00	\$47,346.00	\$37,098.00
ASA Amount*	\$634.43	\$591.83	\$463.73

Administrative Support Allowance

Johnson assumes the administration and marketing costs of the Preferred Home and Car Group Insurance Program so there is no out-of-pocket costs and minimal time commitment for you.

Plus, to support your commitment to the Program and your crucial role in the Program's success, we are pleased to provide an Administrative Support Allowance (ASA). As per our Program Agreement, this financial commitment is based on the earned premium generated from the Preferred Home and Car Group Insurance Program we provide to the RCMP Veterans' Association (PEI Division)'s members.

Marketing Activities

What's important to the RCMP Veterans' Association (PEI Division) and your members is important to us!

We want to work with you to communicate the suite of home, car and travel coverages and benefits available to your members. To ensure the RCMP Veterans' Association (PEI Division)'s Preferred Home and Car Group Insurance Program is successful, and your Administrative Service Allowance grows year over year, let's continue to work together to find a variety of channels to reach your members.

Summarized below are the marketing and communication activities you currently participate in, along with other opportunities and ideas you may wish to explore.

Activity		Activity	
Email Communications	✓	Direct Mailing	
Social media		Insert with Client Message	
Website/Intranet	✓	Advertising in Client Publications	
E-Newsletters		Scholarship Program	✓
On-Site Activities		Presentation/Webinars	
Sponsorship		Tradeshow/Conference	
Sharing Blog House Articles	✓	Contest/Prizes/Incentives	
Other Opportunities: What's important to you and your members?			

Account Management Team

Thank you for continuing to choose Johnson as your insurance provider.

We truly value our partnership and are committed to further developing and strengthening our relationship.

Primary Contact

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Leadership

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