

# RENEWAL REPORT

For \*\*\*\*\*

Presented by:  
Amadeus Nip

Renewal Effective Date: December 1, 2013

**icba** | Benefit Services Ltd.  
L I F E   H E A L T H   D E N T A L

## Renewal Snapshot

Desjardins offered an original 4% decrease for Health and a 6.8% decrease for Dental, reflecting the relatively low claims experience for experience-rated benefit lines. However, upon negotiation a revised renewal offers a decrease of 10% for both Health and Dental. Rates for the pooled benefit line (Life and AD&D) remain the same and will renew next year.

## Recommendations

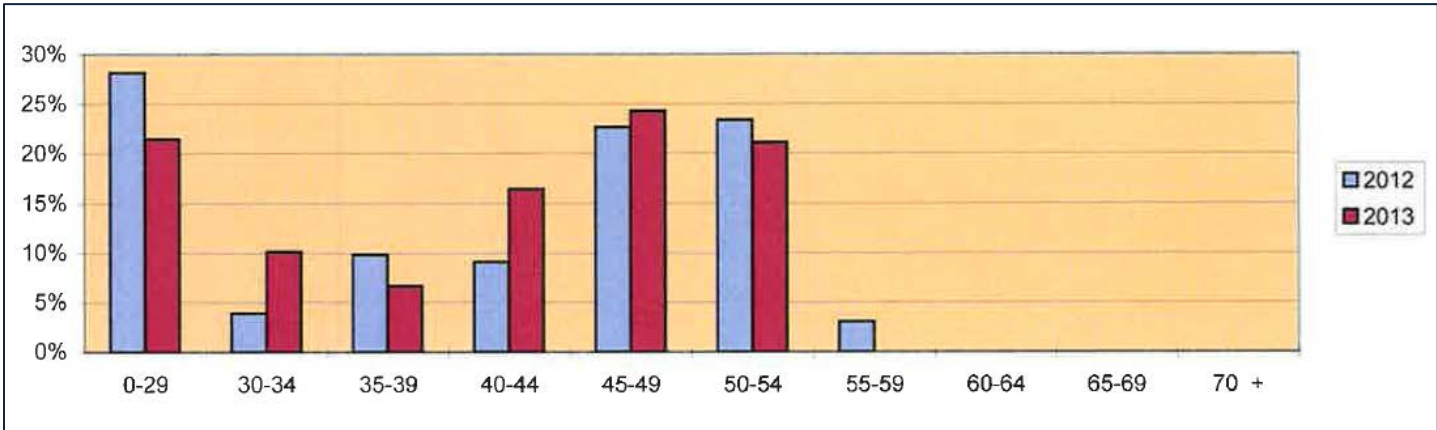
# YOUR RATES AND PREMIUMS

RATES				
Benefit	Volume/Lives	Current Rate	Renewal Rate	% Change
Life	\$3,142,000	0.224	0.224	0%
AD&D	\$3,142,000	0.048	0.048	0%
Critical Illness	\$3,780,000	0.258	0.258	0%
LTD				
Class 1	10,000	n/a	2.556	n/a
Class 2	90,086	n/a	1.252	n/a
EHC Single	8	43.12	38.79	-10%
EHC Family	9	94.43	84.94	-10%
Dental Single	8	43.77	39.41	-10%
Dental Family	10	106.95	96.3	-10%

PREMIUMS		
Benefit	Current Rate	Renewal Rate
Life	\$704	\$704
AD&D	\$151	\$151
Critical Illness	\$975	\$975
LTD		
Class 1	n/a	\$256
Class 2	n/a	\$1,128
EHC Single	\$345	\$310
EHC Family	\$849	\$764
Dental Single	\$350	\$315
Dental Family	\$1,070	\$963
<b>Total Monthly Premium (with LTD)</b>	<b>\$4,444</b>	<b>\$5,566</b>
<b>Total Monthly Premium (w/out LTD)</b>	<b>\$4,444</b>	<b>\$4,182</b>
<b>Total % Change (excluding LTD)</b>		<b>-6%</b>

# DEMOGRAPHICS & EXPERIENCE HISTORY

Demographic Summary			
Category	2012	2013	Change
Male Lives	20	18	-2
Female Lives	5	3	-2
Total Life Volume	\$3,278,000	\$3,142,000	-\$136,000



## Health Experience - August 1, 2012 to July 31, 2013

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Health Experience			
Premiums		Claims	
Billed Premiums	\$19,438	Paid Claims	\$5,040
Pooled Premiums	\$1,716	Adjusted Claims	\$4,996
Experience-rated	\$17,722	IBNR Reserve	\$1,400
<b>Adjusted Premiums</b>	<b>\$17,722</b>	<b>Incurred Claims</b>	<b>\$6,396</b>
Incurred Loss Ratio		36%	
Trended Loss Ratio		42%	
Target Loss Ratio		65%	

## Dental Experience - August 1, 2012 to July 31, 2013

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Dental Experience			
Premiums		Claims	
Billed Premiums	\$22,656	Paid Claims	\$6,735
Experience-rated	\$22,656	Adjusted Claims	\$6,735
Adjusted premiums	\$22,656	IBNR Reserve	\$1,699
<b>Adjusted Premiums</b>	<b>\$22,656</b>	<b>Total Incurred Claims</b>	<b>\$8,434</b>
Incurred Loss Ratio		37%	
Trended Loss Ratio		41%	
Target Loss Ratio		65%	

# ABOUT ICBA BENEFIT SERVICES LTD.

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**i** Our company got its start meeting the unique health and benefits needs of small construction companies across British Columbia. From the beginning we have never accepted what the marketplace offers – either in terms of products or price.

ICBA Benefit Services Ltd has grown with the industry and now deals with clients from small owner-operators up to the biggest companies in British Columbia. We have the expertise and the access to the widest range of health, benefits, and retirement products to meet the needs of any client in any industry at any time.

Our goal with each and every benefits plan is to manage costs over time – delivering your employees the best possible coverage at the best possible price for your company.

We’re based in Burnaby, B.C. and your company and your staff deal with us on any coverage questions or claims.

Our experience builds better futures for companies and the most valuable resource – their employees.