

Guide to Compensation and Ownership

TD INSURANCE PROGRAM ESSENTIALS

<p>Sales Model</p>	<p>The TD Insurance home and auto insurance products are underwritten by TD Home and Auto Insurance Company (TDHA) (Outside Ontario), Primmum Insurance Company (PIC) and TD General Insurance Company (TDGI) (in Ontario only).</p> <p>TDHA, PIC and TDGI operate like direct response insurers distributing their home and auto insurance products through the following agency: TD Insurance Direct Agency Inc. (TDIDA).</p>
<p>Commissions: TD Home and Auto Insurance Company, Primmum Insurance Company and TD General Insurance Company</p>	<p>TDIDA receives commissions for the work it does for TDHA, PIC and TDGI, such as recruiting and retaining targeted customers in compliance with high quality criteria. The Agency could also receive an additional conditional commission.</p> <p>TDHA, PIC and TDGI will generally pay between 12.5% and 16.5% of written premiums in the form of commissions.</p> <p>With the additional conditional commission, TDHA, PIC and TDGI wish to encourage TDIDA to underwrite risks in compliance with the pricing structure developed for its targeted customers. TDHA, PIC and TDGI believe that this approach will generate financial results in line with their business plan.</p> <p>The additional conditional commissions paid can represents a maximum of 1.5% of earned premiums.</p>
<p>Ownership</p>	<p>TDHA, PIC and TDGI are wholly-owned subsidiaries of Security National Insurance Company which is a wholly-owned subsidiary of Meloche Monnex Inc (MMI).</p> <p>TDIDA is a wholly-owned subsidiary of MMI.</p> <p>MMI is a wholly-owned subsidiary of the Toronto-Dominion Bank.</p>