## 2020 Compensation Disclosure

In accordance with the Minister's Order for Disclosure of Compensation and Other Payments under the Ontario New Home Warranties Plan Act, we are providing the following breakdown of 2020 compensation for the Tarion Board of Directors and executives.

| Annual Tarion Compensation Disclosure - 2020 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Director Position | Director Number | Annual Retainer (\$) | Per Diem Remuneration (\$) | Total Compensation Earned (\$) | Fraction of the Year as a Director |
| Chair | 1 | \$36,500 | \$38,763 | \$75,263 | 1.0 |
| Vice Chair | 2 | \$20,000 | \$31,088 | \$51,088 | 1.0 |
| Director | 3 | \$14,000 | \$28,263 | \$42,263 | 1.0 |
| Director | 4 | \$11,250 | \$17,763 | \$29,013 | 1.0 |
| Director | 5 | \$12,750 | \$20,713 | \$33,463 | 1.0 |
| Director | 6 | \$8,438 | \$21,100 | \$29,538 | 0.75 |
| Director | 7 | \$8,438 | \$24,400 | \$32,838 | 0.75 |
| Director | 8 | \$8,438 | \$18,763 | \$27,201 | 0.75 |
| Director | 9 | \$8,438 | \$21,100 | \$29,538 | 0.75 |
| Director | 10 | \$7,500 | \$17,963 | \$25,463 | 0.67 |
| Director | 11 | \$8,438 | \$19,063 | \$27,501 | 0.75 |
| Director | 12 | \$2,813 | \$4,050 | \$6,863 | 0.25 |
| Director | 13 | \$3,312 | \$4,875 | \$8,187 | 0.25 |
| Director | 14 | \$3,312 | \$3,300 | \$6,612 | 0.25 |
| Director | 15 | \$2,813 | \$5,888 | \$8,701 | 0.25 |
| Director - OPS | 16 | N/A | OPS Employee | N/A | 1.0 |
| Total |  | 156,440 | 277,088 | 433,528 |  |

## Annual Tarion Compensation Disclosure - 2020

| Executives |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Position | Position Number | Cash Compensation (\$) <br> (a) | Pension and Other Compensation (\$) (b) | Total Compensation Earned (\$) (a+b) | Fraction of the Year in the Position (1) |
| President \& Chief Executive Officer, Registrar | 1 | \$494,439 | \$57,971 | \$552,410 | 1.0 |
| Vice Presidents (2) | 1 | \$379,083 | \$58,054 | \$437,137 | 1.0 |
|  | 2 | \$315,543 | \$38,759 | \$354,302 | 1.0 |
|  | 3 | \$309,227 | \$50,351 | \$359,578 | 1.0 |
|  | 4 | \$293,946 | \$42,131 | \$336,077 | 1.0 |
|  | 5 | \$247,878 | \$33,551 | \$281,429 | 0.8 |
|  | 6 | \$230,100 | \$29,653 | \$259,753 | 0.8 |
| Assistant Vice President (3) | 1 | \$227,192 | \$33,420 | \$260,612 | 1.0 |
| Total |  | \$2,497,408 | \$343,890 | \$2,841,298 |  |
| Past Executives(4) |  |  |  |  |  |
| President \& Chief Executive Officer, Registrar | 1 | - | \$1,961,973 | \$1,961,973 | 0.0 |
| Vice President | 2 | - | \$31,526 | \$31,526 | 0.0 |

Definitions:
(a) Cash compensation consists of base salary and incentive paid in respect of the reported year.
(b) Pension and Other Compensation include pension contributions, separation amounts, and other perquisites paid by Tarion in the reported year.

## Notes:

1) The fraction of the year for the Position represents the portion of the year that the individual held that position. This includes those who were promoted part way through the year and those who were with the organization for a portion of the year. For employees who were terminated, this includes all associated payouts such as pension contributions and any severance payments. For employees promoted to an executive position during the year, the amounts above include compensation for the full year.
2) This Vice president category includes: General Counsel; Vice President of Underwriting; Chief Information Officer; Chief Financial Officer; Chief Administration Officer, VP of Warranty Services.
3) This category includes: Assistant Vice President, Finance.
4) This category includes payments to past executives including the CEO and a Vice President.
