| UTMOST WORLDWIDE LIMITED<br>(Formerly Generali Worldwide Insurance Company Limited) |
|---|
| ANNUAL REPORT AND FINANCIAL STATEMENTS  |
| 31 DECEMBER 2019  |
|   |

Registered Number: 27151

Registered Address:

Utmost House Hirzel Street St Peter Port Guernsey GY1 4PA

# UTMOST WORLDWIDE LIMITED (FORMERLY GENERALI WORLDWIDE INSURANCE COMPANY LIMITED) REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 DECEMBER 2019

The Directors present their annual report and financial statements for the year ended 31 December 2019.

### PRINCIPAL ACTIVITY

The principal activity of Utmost Worldwide Limited ("the Company") is the sale of insurance and investment linked insurance products.

Utmost Worldwide Limited was incorporated in Guernsey as a limited liability company on 17 August 1993, as Generali Worldwide Insurance Company Limited. The name changed to Utmost Worldwide Limited subsequently due to the acquisition of the Company by the Utmost Group on 28 February 2019. The Company has been operating as a licensed insurer for over 25 years. The Company is composed of two distinct business units, Wealth Solutions and Corporate Solutions.

The Utmost Wealth Solutions unit ("Wealth Solutions") specialises in providing insurance-based unit linked savings and investment products targeted towards the internationally mobile expatriate market. Through its Utmost Corporate Solutions unit ("Corporate Solutions"), the Company provides insurance products and services to employers of all sizes; this includes corporate and personal medical insurance plans, business travel assurance, life and disability cover and retirement and savings products.

From a geographic perspective, the Company has operations in Guernsey (Head Office), Hong Kong, the Republic of Ireland, Singapore, Switzerland, Cayman and The Bahamas and through a subsidiary in the UAE.

It operates in accordance with the provision of The Companies (Guernsey) Law, 2008 and the Insurance Business (Bailiwick of Guernsey) Law, 2002. The Company is licensed under the Insurance Business (Bailiwick of Guernsey) Law, 2002 as amended, by a Category A permit, under Article 6 of the Insurance Business (Jersey) Law, 1996, under Insurance Act (Chapter 142) in Singapore, Insurance Ordinance (Cap 41) in Hong Kong, Insurance Law 2010 in Cayman, Insurance Act 2008 in BVI, Insurance Act Chapter 347 in The Bahamas and the Insurance Act in Switzerland.

### **DIRECTORS' RESPONSIBILITIES**

The Directors are responsible for preparing financial statements for each financial year, which give a true and fair view, in accordance with applicable Guernsey law and International Financial Reporting Standards as adopted in the European Union, of the state of affairs of the Company and of the profit or loss of the Company for that period. In preparing those financial statements, the Directors are required to:

- Select suitable accounting policies and then apply them consistently;
- Make judgements and estimates that are reasonable and prudent;
- State whether applicable accounting standards have been followed subject to any material departures disclosed and explained in the financial statements; and
- Prepare the financial statements on the going concern basis, unless it is inappropriate to presume that the Company will continue in business.

The Directors confirm that they have complied with the above requirements in preparing the financial statements.

The Directors are responsible for keeping proper accounting records, which disclose with reasonable accuracy at any time the financial position of the Company and enable them to ensure that the financial statements comply with the Companies (Guernsey) Law, 2008 and the Insurance Business (Bailiwick of Guernsey) Law, 2002. They are also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

# UTMOST WORLDWIDE LIMITED (FORMERLY GENERALI WORLDWIDE INSURANCE COMPANY LIMITED) REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 DECEMBER 2019

So far as the Directors are aware, there is no relevant audit information of which the Company's auditor is unaware, and each director has taken all the steps that he ought to have taken as a director in order to make himself aware of any relevant audit information and to establish that the Company's auditor is aware of that information.

### **RESULTS**

The state of affairs of the Company as at 31 December 2019 is set out on pages 7 and 8. The results for the year are set out in detail on page 9 and the cash flows are set out on page 12.

#### **DIVIDEND AND SHARE REPURCHASE**

The Company entered into a share repurchase agreement with UIG Holdings (No 6) Limited (as sole shareholder) on 28 February 2019. 230,000,000 €1 ordinary shares were repurchased by the Company, with the shares cancelled upon acquisition and a consideration of €230,000,000 distributed to UIG Holdings (No 6) Limited out of capital. In 2019 there have been no dividends paid. On 29 March 2018 the Board resolved to approve a dividend of €371,368M to Participatie Maatschappij Graafschap Holland NV (PMGH).

### **SIGNIFICANT EVENTS**

An agreement for the proposed acquisition of the Company by the Utmost Group of Companies (formerly the Life Company Consolidation Group) from the Assicurazioni Generali Group (the "Generali Group") was announced on 19 July 2018. Following regulatory approvals, the acquisition process completed on 28 February 2019 at which point control of the Company passed to the Utmost Group of Companies (the "Utmost Group") and the name of the Company changed from Generali Worldwide Insurance Company Limited to Utmost Worldwide Limited.

Following the acquisition of the Company by the Utmost Group, Utmost Worldwide Limited is no longer part of a Euro denominated Group with a Euro Capital structure but now forms part of a British Sterling denominated Group and has changed to a Sterling Capital structure.

The Utmost Worldwide Board resolved on the 28 February 2019 that the Company's functional and presentation currency for stating its financial affairs be changed from Euro to Sterling.

Refer to Note 33 for full detail.

#### SIGNIFICANT SUBSEQUENT EVENT

Since the reporting date, the emergence and subsequent escalation of the outbreak of the Covid-19 strain of coronavirus has had a significant negative impact on global markets, which will have implications for the Company. As of the date of approval of these financial statements, the assessment of this situation continues to evolve and it will be some time before there is clarity around the full economic impact of the virus. However, please refer to Note 35.1 for details of management's response to and current observations and assessment of the impact of the virus on the Company's business.

# UTMOST WORLDWIDE LIMITED (FORMERLY GENERALI WORLDWIDE INSURANCE COMPANY LIMITED) REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 DECEMBER 2019

### **DIRECTORS AND COMPANY SECRETARY**

The Directors of the Company are:

Giorgio Daboni Vic Holmes

Ian Maidens appointed 28 February 2019 Leon Steyn appointed 28 February 2019 appointed 28 February 2019 Mark Thompson Paul Thompson appointed 28 February 2019 Ludovic Bayard resigned 28 February 2019 resigned 28 February 2019 Francesco Bosatra Alessandro Corsi resigned 28 February 2019 resigned 28 February 2019 Andy Smart

Paul Thompson and Ian Maidens, two non-executive Group Directors, in position from 28 February each hold a beneficial interest in the share capital of the Company. No other Directors held any beneficial interest in the Company during the year.

The Secretary of the Company is:

Garth Norman appointed 27 August 2019 Tom Martel resigned 31 May 2019

### **INDEPENDENT AUDITOR**

In order to align auditors across the Utmost Worldwide Group, the independent auditors were considered at the Board Meeting held on 10 September 2019, where the resignation of Ernst & Young LLP was noted and the engagement of PricewaterhouseCoopers CI LLP was confirmed as their replacement. Ongoing the appointment of the auditor will be considered annually at the Annual General Meeting.

### By order of the Board

Director

Director

Date 22 April 2020

# INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF UTMOST WORLDWIDE LIMITED (FORMERLY GENERALI WORLDWIDE **INSURANCE COMPANY LIMITED)**

### Report on the audit of the financial statements

### Our opinion

In our opinion, the financial statements give a true and fair view of the financial position of Utmost Worldwide Limited (formerly Generali Worldwide Insurance Company Limited) (the "Company") as at 31 December 2019, and of its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union and have been properly prepared in accordance with the requirements of The Companies (Guernsey) Law, 2008 and The Insurance Business (Bailiwick of Guernsey) Law, 2002.

### What we have audited

The Company's financial statements comprise:

- the statement of financial position as at 31 December 2019;
- the statement of comprehensive income for the year then ended;
- the statement of changes in equity for the year then ended;
- the statement of cash flows for the year then ended; and
- the notes to the financial statements, which include a summary of significant accounting policies.

### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing ("ISAs"). Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Independence

We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants ("IESBA Code"). We have fulfilled our other ethical responsibilities in accordance with the IESBA Code.

# Other information

The directors are responsible for the other information. The other information comprises all the information included in the Annual Report and Financial Statements but does not include the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information identified above and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the gudit, or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

# INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF UTMOST WORLDWIDE LIMITED (FORMERLY GENERALI WORLDWIDE INSURANCE COMPANY LIMITED)

### Responsibilities of the directors for the financial statements

The directors are responsible for the preparation of the financial statements that give a true and fair view in accordance with International Financial Reporting Standards as adopted by the European Union, the requirements of Guernsey law and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters relating to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

### Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud
  or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that
  is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material
  misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve
  collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit 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.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

# INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF UTMOST WORLDWIDE LIMITED (FORMERLY GENERALI WORLDWIDE INSURANCE COMPANY LIMITED)

### Use of this report

This report, including the opinion, has been prepared for and only for the members as a body in accordance with Section 262 of The Companies (Guernsey) Law, 2008 and for no other purpose. We do not, in giving this opinion, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.

### Report on other legal and regulatory requirements

Under The Companies (Guernsey) Law, 2008 we are required to report to you if, in our opinion:

- we have not received all the information and explanations we require for our audit;
- proper accounting records have not been kept; or
- the financial statements are not in agreement with the accounting records.

We have no exceptions to report arising from this responsibility.

Pricewaterhause Coopers CI LLP

PricewaterhouseCoopers CI LLP Chartered Accountants Guernsey, Channel Islands 23 April 2020

a. The maintenance and integrity of the Company's website is the responsibility of the directors; the work carried out by the auditor does not involve consideration of these matters and, accordingly, the auditor accepts no responsibility for any changes that may have occurred to the financial statements since they were initially presented on the website.

b. Legislation in Guernsey governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2019

|  | Note | 2019      | 2018<br>*restated | 2017<br>*restated |
|--|------|-----------|-------------------|-------------------|
| Assets   |      |           |                   |                   |
| Intangible assets                                    | 5    | -         | 2,527             | 3,874             |
| Property and equipment                               | 6    | 835       | 1,234             | 1,348             |
| Right of use asset - property                        | 7    | 4,913     | -                 | -                 |
| Investments in subsidiaries and associates           | 8    | 459       | 267               | 267               |
| Investments  |      |           |                   |                   |
| Held for sale financial asset                        |      | -         | -                 | 17,737            |
| Financial assets at fair value through profit & loss | 9.1  | 3,694,407 | 3,667,685         | 3,886,755         |
| Financial assets at fair value through OCI           | 9.2  | 277,862   | 254,973           | 252,867           |
| Amount ceded to reinsurers from insurance provisions | 15   | 85,963    | 82,693            | 86,575            |
| Receivables including insurance receivables          | 10   | 27,376    | 25,989            | 434,377           |
| Retirement benefit asset                             | 19   | 3,620     | 3,410             | 2,167             |
| Cash and cash equivalents                            | 11   | 53,322    | 51,735            | 42,897            |
| Accrued income and prepayments                       | 12   | 232,455   | 257,771           | 277,002           |
| Total assets   |      | 4,381,212 | 4,348,284         | 5,005,866         |

STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

|   | Note | 2019      | 2018<br>*restated | 2017<br>*restated |
|---|------|-----------|-------------------|-------------------|
| Equity and liabilities                                    |      |           |                   |                   |
| Issued share capital                                      | 13   | 100,231   | 308,362           | 308,362           |
| Revenue reserves  | 14   | 35,265    | (842)             | 246,266           |
| Other reserves  | 14   | 12,140    | 18,132            | 33,737            |
| Total Equity  |      | 147,636   | 325,652           | 588,365           |
|   |      |           |                   |                   |
| Insurance provisions                                      | 15   | 650,106   | 661,683           | 655,705           |
| Financial liabilities                                     |      |           |                   |                   |
| Financial liabilities at fair value through profit & loss | 16   | 3,106,813 | 2,865,020         | 3,138,973         |
| Lease liabilities   | 7    | 5,010     | -                 | -                 |
| Payables including insurance payables                     | 17   | 141,933   | 140,953           | 231,598           |
| Accruals and deferred income                              | 18   | 329,714   | 354,976           | 391,225           |
| Total liabilities   |      | 4,233,576 | 4,022,632         | 4,417,501         |
| Total shareholders' equity and liabilities                |      | 4,381,212 | 4,348,284         | 5,005,866         |

<sup>\*\*</sup> Restated refer to Note 33 for full detail

The financial statements were approved and authorised for issue by the Board of Directors on 21 April 2020 and signed on its behalf by

Director

Director

# STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2019

|  | Note | 2019      | 2018<br>*restated |
|--|------|-----------|-------------------|
| Earned premiums  | 20   | 147,861   | 134,580           |
| Premiums ceded to reinsurers   | 20   | (87,067)  | (74,794)          |
| Net insurance premium revenue  |      | 60,794    | 59,786            |
| Interest and other investment income   | 11   | 2,506     | 1,674             |
| Gains on disposal from subsidiaries and associates   | 21   | 827       | 32,956            |
| Net income from investments at fair value  | 22   | 41,633    | 24,005            |
| Net fair value (loss) / gain on de-recognition of financial assets at fair value through OCI | 22   | -         | (989)             |
| Fee and commission income related to investment contracts                                    |      | 85,447    | 83,228            |
| Exchange gains – net   |      | 3,183     | -                 |
| Other income   | 32   | 4,301     | 1,850             |
| Total income   |      | 198,691   | 202,510           |
| Gross benefits and claims paid   | 23   | (139,037) | (110,804)         |
| Claims ceded to reinsurers   | 23   | 65,006    | 44,517            |
| Gross change in contract liabilities   | 23   | (14,995)  | 14,495            |
| Change in contract liabilities ceded to reinsurers   | 23   | 7,553     | (10,240)          |
| Interest expense   | 24   | (382)     | (38)              |
| Expenses for the acquisition of insurance and investment contracts                           |      | (46,033)  | (42,261)          |
| Administration costs   | 25   | (33,436)  | (32,592)          |
| Exchange losses - net  |      | -         | (94)              |
| Other expenses   |      | (145)     | (1,241)           |
| Profit before tax  |      | 37,222    | 64,252            |
| Income taxes   | 27   | (870)     | 1                 |
| Profit for the year  |      | 36,352    | 64,253            |
| Other comprehensive income   |      |           |                   |
| Change in fair value of financial assets at fair value through OCI                           |      | 1,528     | (3,981)           |
| Amount reclassified to profit or loss  |      | 1,577     | 989               |
| Increase in reserve for share based payments   |      | -         | 334               |
| Re-measurements on retirement benefit asset  | 19   | 114       | 1,186             |
| Currency translation movement  |      | (9,456)   | 3,055             |
| Total comprehensive income for the year  |      | 30,115    | 65,836            |
| ** Restated refer to Note 33 for full detail   |      |           | 23,000            |

# UTMOST WORLDWIDE LIMITED (FORMERLY GENERALI WORLDWIDE INSURANCE COMPANY LIMITED) STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2019

| GBP  | Issued<br>Share<br>Capital | Financial<br>Assets at<br>FVOCI | Currency<br>Translation<br>Reserve | Defined<br>Benefit Plan<br>Reserve | Non-<br>Distributable<br>Reserve | Revenue<br>Reserve | Total Equity |
|--|----------------------------|---------------------------------|------------------------------------|------------------------------------|----------------------------------|--------------------|--------------|
| As at 1 January 2019                                   | 308,362                    | (4,852)                         | 17,091                             | (604)                              | 6,497                            | (842)              | 325,652      |
| Solvency reserve                                       | -                          | -                               | -                                  | -                                  | 52                               | (52)               | -            |
| Amount reclassified to profit or loss                  | -                          | 1,577                           | -                                  | -                                  | -                                | -                  | 1,577        |
| Change in fair value of financial assets at FVOCI      | -                          | 1,528                           | -                                  | -                                  | -                                | -                  | 1,528        |
| Re-measurement on retirement benefit asset             | -                          | -                               | -                                  | 114                                | -                                | -                  | 114          |
| Change in liabilities for insurance contracts with DPF | -                          | -                               | -                                  | -                                  | 193                              | (193)              | -            |
| Conversion of 85.738 pence shares to £1 shares         | (10,791)                   | -                               | 10,791                             | -                                  | -                                | -                  | -            |
| Exchange difference on presentational currency change  | -                          | -                               | (20,247)                           | -                                  | -                                | -                  | (20,247)     |
| Profit for the year 2019                               | -                          | -                               | -                                  | -                                  | -                                | 36,352             | 36,352       |
| Total comprehensive income                             | (10,791)                   | 3,105                           | (9,456)                            | 114                                | 245                              | 36,107             | 19,324       |
| Repurchase of 230,000,000 1 Euro shares                | (197,340)                  | -                               | -                                  | -                                  | -                                | -                  | (197,340)    |
| Dividend   | -                          | -                               | -                                  | -                                  | -                                | -                  | -            |
| Total transactions with owners                         | (197,340)                  | -                               | -                                  | -                                  | -                                | -                  | (197,340)    |
| At 31 December 2019                                    | 100,231                    | (1,747)                         | 7,635                              | (490)                              | 6,742                            | 35,265             | 147,636      |

|  | Issued<br>Share<br>Capital | Financial<br>Assets at<br>FVOCI | Currency<br>Translation<br>Reserve | Defined<br>Benefit<br>Plan<br>Reserve | Non-<br>Distributable<br>Reserve | Revenue<br>Reserve | Total Equity |
|--|----------------------------|---------------------------------|------------------------------------|---------------------------------------|----------------------------------|--------------------|--------------|
| As at 1 January 2018 as previously reported in EUR                                   | 346,903                    | (2,092)                         | (631)                              | (2,325)                               | 26,270                           | 389,386            | 757,511      |
| Change in functional & presentational currency GBP                                   | 308,362                    | (1,860)                         | (561)                              | (2,066)                               | 23,351                           | 346,125            | 673,351      |
| CTA reserve adjustment to reflect the change in functional & presentational currency | -                          | -                               | 14,597                             | 276                                   | -                                | (14,873)           | -            |
| Adjustment to reflect the change in accounting estimate reference IFRS 15            | -                          | -                               | -                                  | -                                     | -                                | (84,986)           | (84,986)     |
| As at 1 January 2018 restated in GBP   | 308,362                    | (1,860)                         | 14,036                             | (1,790)                               | 23,351                           | 246,266            | 588,365      |
| Solvency reserve   | -                          | -                               | -                                  | -                                     | (16,978)                         | 16,978             | -            |
| Net unrealised loss on financial assets at FVOCI                                     | -                          | (3,981)                         | -                                  | -                                     | -                                | -                  | (3,981)      |
| Net realised gain on financial assets at FVOCI                                       | -                          | 989                             | -                                  | -                                     | -                                | -                  | 989          |
| Re-measurement reserve arising from defined benefit plan                             | -                          | -                               | -                                  | 1,186                                 | -                                | -                  | 1,186        |
| Change in liabilities for insurance contracts with DPF                               | -                          | -                               | -                                  | -                                     | 124                              | (124)              | -            |
| Increase of reserve for share based payments   | -                          | -                               | -                                  | -                                     | -                                | 334                | 334          |
| Exchange difference on presentational currency change                                | -                          | -                               | 3,055                              | -                                     | -                                | -                  | 3,055        |
| Profit for the year 2018   | -                          | -                               | -                                  | -                                     | -                                | 64,253             | 64,253       |
| Total comprehensive income   | -                          | (2,992)                         | 3,055                              | 1,186                                 | (16,854)                         | 81,441             | 65,836       |
| Dividend   | -                          | -                               | -                                  | -                                     | -                                | (328,549)          | (328,549)    |
| Total transactions with owners   | -                          | -                               | -                                  | -                                     | -                                | (328,549)          | (328,549)    |
| At 31 December 2018  | 308,362                    | (4,852)                         | 17,091                             | (604)                                 | 6,497                            | (842)              | 325,652      |

STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 DECEMBER 2019

|   | Note          | 2019  | 2019<br>*restated  |
|---|---------------|---|--|
| Operating activities Cash generated from/(used in) operations before foreign currency exchange, interest and taxes Foreign exchange (losses) / gains Interest paid Taxes paid Net cash generated from / (used in) operating activities                                    | 28<br>24<br>_ | 235,584<br>(2,383)<br>(65)<br>(630)<br><b>232,506</b>   | (66,940)<br>2,007<br>(38)<br>(533)<br>(65,504)                       |
| Investing activities Disposal of shares in Group Companies Acquisition of financial assets Disposal of financial assets Acquisition of tangible and intangible fixed assets Repayments by / (to) related parties Net cash (used in) / generated from investing activities | 5 & 6         | 827<br>(518,870)<br>485,808<br>(250)<br>259<br>(32,226) | 50,167<br>(76,726)<br>112,245<br>(2,294)<br>(3,167)<br><b>80,225</b> |
| Financing activities Payments lease liabilities Share repurchase Dividends paid to Company's Shareholders Net cash (used in) financing activities   | _             | (1,353)<br>(197,340)<br>-<br>(198,693)                  | -<br>-<br>1(5,651)<br>(5,651)  |
| Adjustment for exchange differences on cash balances Increase in cash and cash equivalents  Net increase in cash and cash equivalents   | _             | 1,587<br>1, <b>587</b>                                  | (232)<br>9,070<br><b>8,838</b>                                       |
| Cash and cash equivalents at the beginning of the year  | 11            | 51,735  | 42,897   |
| Cash and cash equivalents at the end of the year  | <u>-</u>      | 53,322  | 51,735   |

<sup>&#</sup>x27;\* Restated refer to Note 33 for full detail

<sup>&</sup>lt;sup>1</sup>Payment to PMGH, dividend declared net of interest and receivable

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

#### 1. General Information

Utmost Worldwide Limited's ('the Company') principal activity is the sale of insurance and investment products. The Company's registered office and principal place of business is Utmost House, Hirzel Street, St Peter Port, Guernsey and the Company has operations in Hong Kong, the Republic of Ireland, Singapore, Switzerland, Cayman and The Bahamas.

More details about the Company's principal activities, operations and the Laws that govern such activities are set out in the Directors' report on page 1.

The Company's immediate parent for the beginning of the current financial year was Generali Participations Netherlands NV (formerly Participatie Maatschappij Graafschap Holland N.V.), a limited company incorporated in the Netherlands, and its ultimate parent is Assicurazioni Generali Società per Azioni, a company incorporated in Italy. Assicurazioni Generali SpA has a primary listing on the Milan Stock Exchange.

As of 28 February 2019, the immediate parent is UIG Holdings (No 6) Ltd (formerly LCCG Holdings (No 6) Limited) and the ultimate parent company which maintains a majority controlling interest in the group is recognised by the directors as OCM LCCG2 Holdings Limited, a Cayman incorporated entity. OCM LCCG2 Holdings Limited is an investment vehicle owned by funds which, are managed and advised by Oaktree Capital Management, L.P., a subsidiary of the ultimate controlling party Oaktree Capital Group LLC.

### 2. Summary of significant accounting policies

The principal accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

### 2.1 Basis of presentation

The financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") issued by the International Accounting Standards Board, interpretations issued by the International Financial Reporting Interpretations Committee to the extent they have been endorsed by the European Union ("IFRS EU") and with applicable requirements of The Companies (Guernsey) Law, 2008. The financial statements have been prepared on a going concern basis under the historical cost convention, as modified by the revaluation of certain assets and liabilities to the extent required or permitted under IFRS EU as set out in the relevant accounting policies.

The Company presents a third statement of financial position as at the beginning of the preceding period when it applies an accounting policy retrospectively, or makes a retrospective restatement or reclassification of items that has a material effect on the information in the statement of financial position at the beginning of the preceding period. The related notes to the third statement of financial position are not required to be disclosed. Full detail of the changes can be found in Note 33.

The preparation of financial statements in conformity with IFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Company's accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements are disclosed in note 3. All amounts in the notes are shown in thousands of Sterling Pounds, rounded to the nearest thousand, unless otherwise stated.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

### 2.1.1 New and amended standards and interpretations

The Company applied IFRS 16 Leases for the first time as well as other standards and amendments which have been listed below. These are effective for annual periods beginning on or after 1 January 2019. The Company has not early adopted any other standard, interpretation or amendments that have been issued but are not yet effective.

Although these new standards and amendments were applied for the first time in 2019, it was only IFRS 16 that had any material effect on the annual financial statements of the Company.

| Standard /<br>Interpretation | Content  | Applicable for financial years beginning on/after |
|------------------------------|--|---|
| IFRS 16                      | Leases   | 1 January 2019                                    |
| IAS 19                       | Employee Benefit – Plan Amendment,<br>Curtailment or Settlement                  | 1 January 2019                                    |
| Amendments to IFRS 9         | Financial instruments – prepayment features with negative compensation           | 1 January 2019                                    |
| Amendments to IAS 28         | Investments in associates – long term interests in associates and joint ventures | 1 January 2019                                    |
| IFRIC 23                     | Uncertainty over income tax treatments   | 1 January 2019                                    |

**IFRS 16** The objective of IFRS 16 is to set out the principles for the recognition, measurement, presentation and disclosure of a lease. A lease is defined as a contract or part of a contract that conveys the right to use an asset for a period of time in exchange for consideration.

The major change in IFRS 16 from IAS 17 is that is removes the operating lease classification.

The Company has adopted IFRS 16 and applied the modified retrospective approach from 1 January 2019 but has not restated comparatives for the 2018 reporting period as permitted under the specific transition provisions for the standard. The reclassifications and the adjustments arising from the new leasing rules are therefore recognised in the opening statement of financial position on 1 January 2019. The new accounting policies are disclosed in Note 2.5.

All the rental lease contracts previously recognised by the Company as operating leases will be on "balance sheet" by recognising a Right of Use Asset and Lease Liability from a contract that is or contains, a lease under the new standard. These liabilities were measured at the present value of the remaining lease payments, discounted using the Company's incremental borrowing rate in the currency of the relevant lease payments over the term of the lease.

The Company has applied the practical expedient of excluding initial direct costs for the measurement of the right of use asset at the date of initial application but has separated the lease components from the non-lease component portions and excluded local Goods and Services Tax ("GST") or Value Added Tax ("VAT") where appropriate.

The associated right of use assets for property leases were measured at the amount equal to the lease liability adjusted by the amount of any prepaid or accrued lease payments relating to that lease that existed as at 1 January 2019.

The Company used the interest rate equivalent to the incremental borrowing rate on adoption equal to the value of the right of use asset over the length of time equivalent to the length of the lease in the relevant currencies.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

This means that where possible interest rate curves for a relevant financial per currency were plotted. This was not available for HKD or SGD so the Company used the sovereign bond interest rate curves and added 50bps. There is not much issuance to be able to price a typical issue, so it is management's judgement that this was the best estimate for a proper incremental borrowing rate.

A reconciliation of the opening lease liabilities recognized at 1 January 2019 and the total operating lease commitments determined under IAS 17 at 31 December 2018 is shown below.

| Operating lease commitments, December 31, 2018 | 13,568,892  |
|--|-------------|
| Novation of Navan lease                        | (6,458,978) |
| Discount using incremental borrowing rate      | (1,011,827) |
| Lease liabilities, 1 January 2019              | 6,098,087   |

The change in accounting policy affects the following items in the statement of financial position on 1

January 2019

Right of Use Asset increased by 6,098,087 Lease Liability increased by 6,098,087

There is a net nil impact on the retained earnings on 1 January 2019.

**IFRIC 23** The Company operates as stated in multiple jurisdictions in multiple currencies. For each jurisdiction in which the Company operates there is a different tax regime, which requires a different local calculation of the Company's taxable profits. Therefore, management deem it necessary to consider each jurisdiction independently for the purposes of tax. The Company chooses to use specialist tax advisors to ensure that all calculations of tax are prepared in accordance with local requirements.

The taxable profit is provided to the relevant tax authorities on the basis of the local accounting standards and audited financial statements and adjusted as required in each jurisdiction in which the Company operates.

The changes to IFRIC 23 have not materially changed the basis of preparation of these financial statements.

#### 2.1.2 Standards and interpretations effective subsequent to 2019 but not early adopted

The Company has not applied the following new and revised IFRS standards that have been issued but are not yet effective:

| Standard/<br>Interpretation                  | Content   | Applicable for financial years beginning on/after |
|--|---|---|
| Amendments to IFRS 3<br>Amendments to IAS 1  | Business combinations, definition of a business<br>Presentation of financial statements | 1 January 2020<br>1 January 2020                  |
| Amendments to IAS 8                          | Accounting policies, changes in accounting estimates and errors' definition of material | 1 January 2020                                    |
| Conceptual Framework for Financial Reporting | Revised Conceptual Framework for Financial<br>Reporting                                 | 1 January 2020                                    |
| IFRS 17                                      | Insurance contracts   | 1 January 2023                                    |

IFRS 17 Insurance Contracts is effective for annual periods on or after 1 January 2023 and replaces IFRS 4 Insurance Contracts.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

The Company is in the scoping phase of IFRS 17 implementation, participating in a Group led project with the support of external professional advisers to assess the applicability and impact of IFRS17 to its business. Approximately 17% of the technical liabilities relate to insurance classed business at 31 December 2019, which may be indicative of the expected scope for IFRS 17. The project aims to deliver a clear direction by mid-2020, to enable the Company to carry out a full impact analysis by year-end 2020.

The following amended standards and interpretations are not expected to have a significant impact on the Company's financial statements.

Amendments to IFRS 3 Business combinations, definitions of a business, Amendments to IAS 1 Presentation of financial statements and IAS 8 Accounting policies, changes in accounting estimates and errors' definition of material.

#### 2.2 Consolidation

These financial statements are prepared as the Company's separate financial statements. As allowed under existing financial reporting standards, the Company has not presented consolidated financial statements because it is, itself, a wholly owned subsidiary of Utmost International Group Holdings Limited ("UIGH"), a subsidiary of the ultimate parent company, which presents consolidated financial statements available for public use that comply with IFRS. Moreover, the Company's debt or equity securities are not traded in organized financial markets and the Company is not in the process of filling its financial statements with securities commissions or other regulatory organizations for the purpose of issuing any class of instruments in an organized financial market.

### 2.2.1 Subsidiaries

Subsidiaries are all entities (including special purpose entities) over which the Company has control. Control is achieved when the Company is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee.

Specifically, the Company controls an investee if, and only if, the Company has:

- Power over the investee (i.e. existing rights that give it the current ability to direct the relevant activities of the investee);
- Exposure, or rights, to variable returns from its involvement with the investee; and
- The ability to use its power over the investee to affect its returns.

Generally, there is a presumption that a majority of voting rights result in control. To support this presumption and when the Company has less than a majority of the voting or similar rights of an investee, the Company considers all relevant facts and circumstances in assessing whether it has power over an investee, including:

- The contractual arrangement with the other vote holders of the investee;
- Rights arising from other contractual arrangements; and
- The voting rights and potential voting rights.

The power to govern the financial and operating policies generally accompanies a shareholding of more than one-half of the voting rights. The existence and effect of potential voting rights that are currently exercisable or convertible are considered when assessing whether the Company controls another entity.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

The Company's accounting treatment of investments in subsidiaries is to hold at cost less impairment. Gains and losses on disposal of subsidiaries are recorded in the statement of comprehensive income in the year of disposal.

### 2.2.2 Associates

Associates are all entities over which the Company has significant influence but not control, generally accompanying a shareholding of between 20% and 50% of the voting rights. Investments in associates are accounted for at cost less impairment.

### 2.2.3 Assets held for sale

Non-current assets (or disposal groups) are classified as assets held for sale when their carrying value is to be recovered principally through a sale transaction and a sale is considered highly probable. They are stated at the lower of carrying amount and fair value less costs to sell.

### 2.3 Foreign currency

### 2.3.1 Functional and presentation currency

Previously the functional and presentational currency was the euro. The functional currency was changed prospectively from 28 February 2019, but the presentational currency was changed retrospectively and therefore the financial statements have been restated.

Items included in the financial statements are initially measured in the currency of the transaction and subsequently converted to Pound Sterling, as the Pound Sterling is considered the currency of the primary economic environment in which the entity now operates (the 'functional currency') see Note 33.3. The financial statements are presented in thousands of Pounds, the Company's presentational currency.

#### 2.3.2 Transactions and balances

Foreign exchange gains and losses resulting from the settlement of transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the statement of comprehensive income. Translation differences on non-monetary items, such as equities held at fair value through profit and loss, are reported as part of the fair value gain or loss. Monetary assets and liabilities denominated in foreign currencies are translated into the functional currency based on the rates of exchange ruling at the end of the reporting period.

# 2.4 Property and equipment

All property and equipment is stated at historical cost less depreciation. The initial cost of an asset comprises its purchase price and directly attributable costs of bringing the asset to working condition for its intended use. Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Company and the cost of the item can be measured reliably. All other repairs and maintenance are charged to the statement of comprehensive income during the financial year in which they are incurred.

Depreciation is calculated monthly, as follows:

Furniture and fittings - 3 years; Computer equipment - 3 years;

Leasehold improvements - remaining period of the lease.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

The assets' residual values and useful lives are reviewed at each statement of financial position date and adjusted if appropriate. An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount (note 2.8). Gains and losses on disposals are determined by comparing proceeds with carrying amount. These are included in the statement of comprehensive income.

An item of property and equipment, including the related accumulated depreciation and impairment losses, is de-recognized upon disposal or when no future economic benefits are expected to arise from the continued use of the asset.

### 2.5 Right of use (ROU) assets / rental lease liabilities

#### 2.5.1 Measurement

For any new contracts entered into on or after 1 January 2019, the Company considers whether a contract is, or contains, a lease. A lease is defined as a contract, or part of a contract, that conveys the right to use an asset (the underlying asset) for a period of time in exchange for consideration. These liabilities on lease commencement date are initially measured at the present value of the remaining lease payments, discounted using the Company's incremental borrowing rate in the currency of the lease payments over the term of the lease. Lease payments include fixed payments less lease incentives receivable, if any, variable lease payments based on an index or rate, amounts expected to be payable under a residual value guarantee, and payments arising from options (either renewal or termination) reasonably certain to be exercised.

The Company has applied the practical expedient of excluding initial direct costs for the measurement of the right of use asset at the date of initial application but have separated the lease components from the non-lease component portions and excluded local VAT/GST where appropriate.

The associated right of use assets for property leases were measured at the amount equal to the lease liability adjusted by the amount of any prepaid or accrued lease payments relating to that lease recognised in the balance sheet as at 31 December 2018 and an estimate of any costs to dismantle and remove the asset at the end of the lease.

### 2.5.2 Subsequent measurement

Subsequently, the Company depreciates the right-of-use asset on a straight-line basis from the lease commencement date to the earlier of the end of the useful life of the right-of-use asset or the end of the lease term. The Company also assesses the right-of-use asset for impairment when such indicators exist (see Note 2.8).

The lease liability will be subsequently measured by increasing the carrying value to reflect the interest on the lease liability and reduced to reflect the lease payments made. Re-measurement occurs to reflect any reassessment or lease modifications.

The lease liability will be re-measured by discounting the revised lease payments if there are changes in the amounts expected to be payable under any residual value guarantee or if there is a change in the amounts of future payments following a market rent review for example. These adjustments will be made only once the actual change has taken effect.

The Company has elected to account for short-term leases and leases of low-value assets using the practical expedients. Instead of recognising a right-of-use asset and lease liability, the payments in relation to these are recognised as an expense in profit or loss on a straight-line basis over the lease term.

On the statement of financial position, right-of-use assets and lease liabilities have been presented separately from tangible assets and other payables, respectively.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

### 2.6 Intangible assets

### 2.6.1 Computer software

Costs that are directly associated with the production of identifiable and unique software products controlled by the Company, and that will probably generate economic benefits exceeding costs beyond one year, are recognised as intangible assets. Direct costs comprise amounts specifically invoiced by external contractors. All other costs associated with developing or maintaining computer software programmes are recognised as an expense as incurred.

Computer software development costs recognised as assets are amortised monthly, not exceeding a period of 36 months and computer software's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount (note 2.8).

Gains or losses arising from de-recognition of an intangible asset are measured as the difference between the net disposal proceeds and the carrying amount of the asset and are recognised in the profit or loss when the asset is derecognised.

#### 2.7 Financial assets

The Company classifies its investments into the following categories: financial assets at fair value through profit and loss (FA at FVTPL), financial assets at fair value through Other Comprehensive Income (FA at FVOCI), and financial assets measured at amortised cost.

The classification of financial assets at initial recognition depends on the financial asset's contractual cash flow characteristics and the Company's business model for managing them. The business model determines whether cash flows will result from collecting contractual cash flows, selling the financial assets or both. The different classification criteria are discussed in more detail below.

### 2.7.1 Classification of financial assets at fair value through profit and loss

### 2.7.1.1 Business model assessment

The Business Model is determined at a level that reflects how groups of financial assets are managed together to achieve the business objectives of the entity and does not depend on management's intentions for an individual instrument. This review is not at an instrument-by-instrument classification but at a higher level of aggregation.

The Company has evaluated its business models by portfolios or lines of business.

#### 2.7.1.2 SPPI test

As a second step of its classification process the Company assesses the contractual terms to identify whether they meet the solely payments of principal and interests ("SPPI") test.

'Principal' for the purpose of this test is defined as the fair value of the financial asset at initial recognition and may change over the life of the financial asset (for example, if there are repayments of principal or amortisation of the premium/discount).

The most significant elements of interest within a debt arrangement are typically the consideration for the time value of money and credit risk. To make the SPPI assessment, the Company applies judgement and considers relevant factors.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

Financial assets at fair value through profit or loss include financial assets held for trading, financial assets designated upon initial recognition at fair value through profit or loss, or financial assets mandatorily required to be measured at fair value.

A financial asset is classified as held for trading at inception if acquired principally for the purpose of selling in the short term, if it forms part of a portfolio of financial assets in which there is evidence of short-term profit taking, or if so designated by management. Derivatives (including embedded derivatives) are also classified as held for trading unless they are designated as hedges and can be demonstrated to be effective as hedging instruments.

Financial assets with cash flows that are not solely payments of principal and interest are classified and measured at fair value through profit or loss, irrespective of the business model.

Financial assets designated as at fair value through profit and loss at inception are those that are held to match insurance and investment contracts liabilities that are linked to the changes in fair value of these assets. The designation of these assets to be at fair value through profit and loss eliminates or significantly reduces a measurement or recognition inconsistency (sometimes referred to as 'an accounting mismatch') that would otherwise arise from measuring assets or liabilities or recognising the gains and losses on them on different bases.

Gains or losses arising from changes in the fair value of the 'financial assets at fair value through profit and loss' category are presented in the statement of comprehensive income within net income / (expense) from investments in the period in which they arise.

### 2.7.2 Classification of financial assets at fair value through other comprehensive income

The Company accounts for financial assets at FVOCI if the assets meet the following conditions:

- The instrument is held within a business model, the objective of which is both collecting contractual cash flows and selling financial assets; and,
- The contractual terms of the financial asset meet the SPPI test

These instruments largely comprise debt instruments and had previously been classified as available for sale. Debt instruments in this category are those that are intended to be held to collect contractual cash flows and which may be sold in response to needs for liquidity or in a response to changes in market conditions. They are not debt instruments which are backing policyholder liabilities at FVTPL which would create an accounting mismatch.

#### 2.7.3 Financial assets measured at amortised cost

A debt instrument is measured at amortised cost if it is held within a business model whose objective is to hold financial assets in order to collect contractual cash flows and its contractual terms give rise on specific dates to cash flows that are solely payments of principal and interest on the principal amount outstanding. The Company includes in this category loans and receivables and receivables arising from insurance contracts and cash and cash equivalents and accrued income. Financial assets at amortised cost are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market other than those that the Company intends to sell in the short term.

#### 2.7.4 Recognition and measurement

Financial assets at amortised cost are recognised initially at fair value plus transaction costs and subsequently measured at amortised cost using the effective interest rate method, less provision. A provision for impairment of loans and receivables is recognised in line with the Expected Credit Loss ("ECL") method.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

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The financial assets of the Company measured at amortised cost do not contain a significant financing component, hence, the Company applies a simplified approach in calculating ECL's. The Company does not track changes in credit risk, but instead recognises a loss allowance based on lifetime ECL's at each reporting date. The Company has established processes based on historical credit loss experience, adjusted for forward-looking factors specific to the debtors and the economic environment.

Regular way purchases and sales of investments are recognised on trade date, the date on which the Company commits to purchase or sell the asset. Financial assets are initially recognised at fair value plus, in the case of all financial assets not carried at fair value through profit and loss, transaction costs that are directly attributable to their acquisition. Financial assets carried at fair value through profit and loss are initially recognised at fair value, and transaction costs are expensed in the statement of comprehensive income.

Financial assets are de-recognised when the rights to receive cash flows from the investments have expired or where they have been transferred and the Company has also transferred substantially all risks and rewards of ownership.

FA at FVOCI are subsequently measured at fair value with gains and losses arising due to changes in fair value recognised in OCI. Interest income and foreign exchange gains and losses are recognised in profit or loss. On de-recognition cumulative gains or losses previously recognised in OCI are reclassified from OCI to profit or loss.

Financial assets at FVTPL are recorded in the statement of financial position at fair value. Changes in fair value are recorded in profit or loss. Interest earned on assets mandatorily required to be measured at FVTPL is recorded using the contractual interest rate. Dividend income from equity instruments measured at FVTPL is recorded in profit or loss as net income from investments at fair value, when the right to payment has been established.

### 2.7.5 Determination of fair value

For financial instruments traded in active markets, the determination of fair values of financial assets and financial liabilities is based on quoted market prices or dealer price quotations.

A financial instrument is regarded as quoted in an active market if quoted prices are readily and regularly available from an exchange, dealer, broker, industry group, pricing service or regulatory agency, and those prices represent actual and regularly occurring market transactions on an arm's length basis. If the above criteria are not met, the market is regarded as being inactive.

For all other financial instruments, fair value is determined using valuation techniques. In these techniques, fair values are estimated from observable data in respect of similar financial instruments, using models to estimate the present value of expected future cash flows or other valuation techniques, using inputs existing at the dates of the statement of financial position.

The Company uses widely recognised valuation models for determining fair values of non-standardised financial instruments of lower complexity like options or interest rate and currency swaps. For these financial instruments, inputs into models are generally market observable.

For more complex instruments, the Company uses internally developed models, which are usually based on valuation methods and techniques generally recognised as standard within the industry. Valuation models are used primarily to value derivatives transacted in the over-the-counter market. Some of the inputs to these models may not be market observable and are therefore estimated based on assumptions. The impact on net profit of financial instrument valuations reflecting non-market observable inputs is disclosed in note 4.7.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

The output of a model is always an estimate or approximation of a value that cannot be determined with certainty, and valuation techniques employed may not fully reflect all factors relevant to the positions the Company holds. Valuations are therefore adjusted, where appropriate, to allow for additional factors including model risks, liquidity risk and counterparty credit risk. Based on the established fair value and model governance policies and related controls and procedures applied, management believes that these valuation adjustments are necessary and appropriate to fairly state the values of financial instruments carried at fair value in the statement of financial position. Price data and parameters used in the measurement procedures applied are generally reviewed carefully and adjusted, if necessary – particularly in view of the current market developments.

The fair value of over-the-counter (OTC) derivatives is determined using valuation methods that are commonly accepted in the financial markets, such as the present value technique and option pricing models. The fair value of foreign exchange forwards is generally based on current forward exchange rates.

In cases where the fair value of unlisted equity instruments cannot be determined reliably, the instruments are carried at cost less any impairment.

The fair value for loans and advances as well as liabilities to banks and customers are determined using a present value model based on contractually agreed cash flows, taking into account credit quality, liquidity and costs.

The fair value of financial liabilities for disclosure purposes is estimated by discounting the future contractual cash flows at the current market interest rate that is available to the Company for similar financial instruments.

The fair values of quoted investments are based on current market prices. If the market for a financial asset is not active, the Company establishes fair value by using valuation techniques. These include the use of recent arm's length transactions, reference to other instruments that are substantially the same, discounted cash flow analysis and option pricing models making maximum use of market inputs and relying as little as possible on entity-specific inputs.

### 2.7.6 Derecognition of financial assets

The financial assets (or where applicable, a part of a financial asset or part of a group of financial assets) are de-recognized when the contractual rights to receive cash flows from the financial instruments expire, or when the financial assets and all substantial risks and rewards of ownership have been transferred to another party. If the Company neither transfers nor retains substantially all the risks and rewards of ownership and continues to control the transferred asset, the Company recognizes its retained interest in the asset and an associated liability for amounts it may have to pay. If the Company retains substantially all the risks and rewards of ownership of a transferred financial asset, the Company continues to recognize the financial asset and also recognizes a collateralized borrowing for the proceeds received.

### 2.8 Impairment of assets

The Company recognises an allowance for expected credit losses (ECLs) for all debt instruments not held at fair value through profit or loss. ECLs are based on the difference between the contractual cash flows due in accordance with the contract and all the cash flows that the Company expects to receive, discounted at the appropriate effective interest rate.

The key elements used in the calculation of ECLs are as follows:

Probability of default – This is an estimate of likelihood of a counterparty defaulting at its financial obligation over a given time horizon, either over the next 12 months or the remaining lifetime of the obligation.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

Loss given default – This is an estimate of loss arising in case where a default occurs at a given time. It is based on the difference between the contractual cash flows of a financial instrument due from a counterparty and those that the Company would expect to receive, including the realization of any collateral or effect of any credit enhancement.

Exposure at default – This represents the gross carrying amount of the financial instruments in the event of default, which pertains to its amortized cost.

ECLs are recognised in two stages. For credit exposures for which there has not been a significant increase in credit risk since initial recognition, ECLs are provided for credit losses that result from default events that are possible within the next 12-months (12-month ECL). For those credit exposures for which there has been a significant increase in credit risk since initial recognition, a loss allowance is required for credit losses expected over the remaining life of the exposure, irrespective of the timing of the default (a lifetime ECL).

The Company's financial assets at FVOCI comprise solely of quoted bonds that are classed as investment grade and therefore are considered to be low credit risk investments. Where the credit risk of any bond deteriorates, the Company will sell the bond and purchase bonds meeting the required investment grade.

The Company recognizes lifetime ECLs for financial assets that are measured at amortised cost. The ECLs on these assets are estimated by applying the simplified approach using a provision matrix developed based on the Company's historical credit loss experience and credit information that are specific to the debtors, adjusted for general economic conditions and an assessment of both the current as well as the forecast direction of conditions at the reporting date, including time value of money where appropriate. These assets are assessed for impairment on a collective basis based on shared credit risk characteristics.

The Company considers a financial asset to be in default (credit impaired) when contractual payments are 30 days past due. However, in certain cases, the Company may also consider a financial asset to be in default when internal or external information indicates that the Company is unlikely to receive the outstanding contractual amounts.

A financial asset is written off when there is no reasonable expectation of recovering the contractual cash flows.

### Financial assets carried at fair value through other comprehensive income

The expected credit loss (ECL) for debt instruments measured at FVOCI does not reduce the carrying amount of these financial assets in the statement of financial position, which remains at fair value. Instead, an amount equal to the allowance that would arise if the asset were measured at amortised cost is recognised in OCI with a corresponding charge to profit or loss. The accumulated gain recognised in OCI is recycled to the profit or loss upon de-recognition of the assets.

# Impairment of other non-financial assets

Assets that have an indefinite useful life, are not subject to amortisation and are tested annually for impairment. Assets that are subject to amortisation are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell, and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units).

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019 All amounts in £000 unless otherwise stated

### 2.9 Derivative financial instruments

Currently the Company holds no own risk derivatives. Policyholders hold a very small number of derivatives at their own risk.

### 2.10 Cash and cash equivalents

Cash and cash equivalents includes cash in hand, deposits held at call with banks, other short-term highly liquid investments with original maturities of three months or less which are subject to insignificant risk of change in value, and bank overdrafts.

### 2.11 Equity

Shares are classified as equity when there is no obligation to transfer cash or other assets. Incremental costs directly attributable to the issue of equity instruments are shown in equity as a deduction from the proceeds, net of tax.

Revaluation reserves comprise gains and losses due to the financial assets at FVOCI; currency translation adjustments and re-measurements of the post-employment defined benefit plan are separately presented in the statement of changes in equity for better understanding of the components of reserves.

Revenue reserves represent all current and prior period results of operations as reported in the statement of profit or loss, reduced by the amounts of dividends declared.

Dividends to the Company's shareholders are recognised as a liability in the Company's financial statements in the period in which the dividends are approved by the Company's shareholders.

### 2.12 Insurance and investment contracts – classification

The Company issues investment and insurance contracts. Contracts under which the Company accepts significant insurance risk are classified as insurance contracts. Contracts under which the transfer of insurance risk to the Company from the policyholder is not significant are classified as investment contracts. Some insurance contracts contain a discretionary participation feature ("DPF"). This feature entitles the policyholder to additional discretionary benefits as a supplement to guaranteed benefits. Those contracts that invest in the Deposit Administration (Guaranteed Return) fund are classed as insurance contracts with a DPF, as the Company exercises a degree of discretion on the amount and rate at which eligible surplus is released.

Contracts issued by the Company which are unit-linked and do not contain any significant insurance risk are all classified as investment contracts. The majority of the Company's business is unit-linked and classified as investment contracts.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

### 2.13 Liabilities under investments contracts - measurement

The investment contracts written by the Company do not contain any DPF. Unit linked financial liabilities are measured at fair value by reference to the value of the underlying net asset value, of the underlying assets at the Statement of Financial Position date, with the respective assets and liabilities classified as "Financial assets at fair value through profit and loss" and "Financial liabilities at fair value through profit and loss" respectively in the Statement of Financial Position. The decision by the Company to designate its unit linked liabilities at fair value through profit or loss reflects the fact that the liabilities are calculated with reference to the value of the underlying assets.

Premiums received and withdrawals from investment contracts are accounted for directly in the Statement of Financial Position as adjustments to the investment contract liability. Investment income and changes in fair value arising from the investment contract assets are included on a net basis in the Statement of Comprehensive Income. Benefits are deducted from financial liabilities and transferred to amounts due to investment contract holders on the basis of notifications received or, when the benefit falls due for payment, on the earlier of the date when paid or when the contract ceases to be included within those liabilities.

The Company earns revenue on investment management, administration and other services provided to holders of investment contracts, as detailed in note 2.19.1. Revenue is recognised as the services are performed.

The investment contracts may also include embedded derivatives, such as surrender value options, loyalty bonus payments, or the right to cease or reduce premium payments. These derivatives are allowed for in the liability adequacy test in note 2.14.2.

## 2.14 Liabilities under life insurance contracts - measurement

The life insurance contracts arise from four main areas of business: group and individual savings contracts that invest in deposit administration funds, group life and disability insurance, life annuities, and health insurance. These areas of business are classified into three accounting categories, depending on the duration of risk and whether or not the terms and conditions are fixed. The three categories are short-term insurance contracts (group life and disability, health insurance), long-term insurance contracts with fixed and guaranteed terms (annuities), and long-term insurance contracts with DPF (savings funds invested in deposit administration funds).

The insurance liabilities were determined in line with IFRS 4 Insurance Contracts. The liability was computed separately for each insurance contract using surrender, expense and mortality assumptions that reflect the expected experience with appropriate allowance for margins of prudence.

### i) Short-term insurance contracts

For all these contracts, premiums are recognised as insurance premium revenue proportionally over the period of coverage. The portion of premium received on in-force contracts that relates to unexpired risks at the statement of financial position date is reported as the unearned premium liability. Premiums are shown before deduction of commission.

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Claims and loss adjustment expenses are charged to income as incurred based on the estimated liability for compensation owed to contract holders, including their employees or employees' beneficiaries where applicable. They include direct and indirect claims settlement costs and arise from events that have occurred up to the statement of financial position date even if they have not yet been reported to the Company. The Company does not discount its liabilities for unpaid claims other than for disability claims. Liabilities for unpaid claims are estimated using the input of assessments for individual cases reported to the Company and statistical analyses for the claims incurred but not reported, and to estimate the expected ultimate cost of more complex claims that may be affected by external factors (such as court decisions).

- In liability is determined as the sum of the expected discounted value of the benefit payments and the future administration expenses that are directly related to the contract, less the expected discounted value of the theoretical premiums that would be required to meet the benefits and administration expenses based on the valuation assumptions used (the valuation premiums). The liability is initially based on assumptions as to mortality, persistency, maintenance expenses and investment income that are established at the time the contract is issued. The liability is recalculated at the statement of financial position date using assumptions current at the statement of financial position date. A margin for adverse deviations is included in the assumptions.
- *Long-term insurance contracts with DPF deposit administration*Deposit administration contracts contain a guaranteed rate of interest of up to 2.5% that varies by currency and reflects government bond yields, for a duration of maximum 3 years. The contracts also contain a DPF based on discretionary bonus rates declared by the Company, to the extent they may exceed the guaranteed rate. The Company targets a surplus funding level of between 5 and 10% and has an obligation to eventually pay to contract holders at least 85% of this surplus.

The Company has established a liability of approximately 94% of the surplus. Shareholders' interest in the surplus (of approximately 6%) is recognised in the statement of comprehensive income. Revenue consists of fees deducted for investment management and policy administration.

# 2.14.1 Recognition and measurement

Insurance liabilities are recognised when contracts are entered into and premiums are charged.

# 2.14.2 Liability adequacy test

At each statement of financial position date, liability adequacy tests are performed to assess whether the insurance contract liabilities and investment contract liabilities are adequate. Current best estimates of future cash flows are compared to the carrying value of the liabilities. Any deficiency is charged as an expense to the Statement of Comprehensive Income. The Company's accounting policies for insurance contracts meet the minimum specified requirements for liability adequacy testing under IFRS 4 Insurance Contracts, as they allow for current estimates of all contractual cash flows and of related cash flows such as claims handling costs. Cash flows resulting from embedded options and guarantees are also allowed for, with any deficiency being recognised as income or expense in the Statement of Comprehensive Income.

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### 2.14.3 Reinsurance contracts held

Contracts entered into by the Company with reinsurers, under which the Company is compensated for losses on one or more contracts issued by the Company and that meet the classification requirements for insurance contracts in note 2.12, are classified as reinsurance contracts held. Contracts that do not meet these classification requirements are classified as financial assets. Insurance contracts entered into by the Company under which the contract holder is another insurer (accepted reinsurance) are included with insurance contracts.

The benefits to which the Company is entitled under its reinsurance contracts held are recognised as reinsurance assets. These assets consist of short-term balances due from reinsurers (classified within loans and receivables), as well as longer-term receivables (classified as reinsurance assets) that are dependent on the expected claims and benefits arising under the related reinsured insurance contracts. Amounts recoverable from or due to reinsurers are measured consistently with the amounts associated with the reinsured insurance contracts and in accordance with the terms of each reinsurance contract. Reinsurance liabilities are primarily premiums payable for reinsurance contracts and are recognised as an expense when due.

The Company assesses its reinsurance assets for impairment on a quarterly basis. If there is objective evidence that the reinsurance asset is impaired, the Company reduces the carrying amount of the reinsurance asset to its recoverable amount and recognises that impairment loss in the statement of comprehensive income. The Company gathers the objective evidence that a reinsurance asset is impaired using the same process adopted for financial assets held at amortised cost. The impairment loss is also calculated following the same method used for these financial assets. These processes are described in note 2.8.

### 2.14.4 Receivables and payables related to insurance contracts and investment contracts

Receivables and payables are recognised when due. These include amounts due to and from agents, brokers and insurance contract holders. If there is objective evidence that the insurance receivable is impaired, the Company reduces the carrying amount of the insurance receivable accordingly and recognises that impairment loss in the statement of comprehensive income. The Company gathers the objective evidence that an insurance receivable is impaired using the same process adopted for loans and receivables. The impairment loss is also calculated under the same method used for these financial assets. These processes are described in note 2.8.

### 2.14.5 Deferred acquisition costs ("DAC")

Commissions that vary with and are related to the acquisition of new investment and insurance contracts are treated as DAC to the extent that the commission relates to the future provision of services by the parties to whom payments are made, when the degree of completeness of the service can be reliably measured and the Company is confident of future economic benefit from the introduction acquired. The movement in DAC is expensed through profit and loss over the premium payment term (a period determined by policy features chosen by the contract holder introduced in return for the commission payment) for regular premium business. The periods over which it is expensed range from five to thirty years for regular premium business and thirty years for single premium business. Commissions for which liability arises on completion of a significant act without the expectation of the delivery of further services are recognised in expenses when incurred.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

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The DAC also includes the client incentive premium when provided to certain Vision contract holders at the outset of the policy. This was an incentive whereby the contract holder benefited from one to three months free premium at policy inception depending on the premium payment term and premium amount. It is amortised in a straight-line method over the premium payment term. Reviews to assess the recoverability of deferred acquisition costs on investment contracts are carried out at each period end date to determine whether there is any indication of impairment. If there is any indication of unrecoverability or impairment, the asset's recoverable amount is estimated. Impairment losses are reversed through the Statement of Comprehensive Income if there is a change in the estimates used to determine the recoverable amount. Such losses are reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of amortisation where applicable, if no impairment loss had been recognised.

The Company has used historic exchange rates in accordance with IFRIC 22, within the determination of its DAC to meet IFRS 15.

### 2.14.6 Deferred income liability ("DIL")

The DIL represents the charges levied under investment contracts where payment for the services contractually due under such contracts is received in advance of the Company's performance of those services. The full amount of these fees is deferred and is amortised in a straight-line method over the premium payment term for the Vision product and the amortisation period of 30 years for single premium business (Note 18).

The Company has used historic exchange rates in accordance with IFRIC 22, within the determination of its DIL to meet IFRS 15.

#### 2.14.7 Non-Life insurance contracts

Gross recurring premiums are recognised as revenue when payable by the policyholder. For single premium business, revenue is recognised on the date on which the policy is effective.

Gross general insurance written premiums comprise the total premiums receivable for the whole period of cover provided by contracts entered into during the accounting period. They are recognised on the date on which the policy commences. Premiums include any adjustments arising in the accounting period for premiums receivable in respect of business written in prior accounting periods. Rebates that form part of the premium rate, such as no-claim rebates, are deducted from the gross premium; others are recognised as an expense. Premiums collected by intermediaries, but not yet received, are assessed based on estimates from underwriting or past experience and are included in premiums written.

Unearned premiums are those proportions of premiums written in a year that relate to periods of risk after the reporting date. Unearned premiums including minimum and deposit premiums are calculated on a daily pro rata basis. The proportion attributable to subsequent periods is deferred as a provision for unearned premiums.

For non-life insurance contracts, estimates have to be made both for the expected ultimate cost of claims reported at the reporting date and for the expected ultimate cost of claims incurred, but not yet reported, at the reporting date (IBNR). It can take a significant period before the ultimate claims cost can be established with certainty and for some type of policies, IBNR claims form the majority of the liability in the statement of financial position.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

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The ultimate cost of outstanding claims is estimated by using a range of standard actuarial claims projection techniques. The main assumption underlying these techniques is that the Company's past claims development experience can be used to project future claims development and hence ultimate claims costs. As such, these methods extrapolate the development of paid and incurred losses, average costs per claim and claim numbers based on the observed development of earlier years and expected loss ratios. Similar judgements, estimates and assumptions are employed in the assessment of adequacy of provisions for unearned premium. Judgement is also required in determining whether the pattern of insurance service provided by a contract requires amortisation of unearned premium on a basis other than time apportionment.

### 2.15 Borrowings

Borrowings are recognised initially at fair value, net of transaction costs incurred. Borrowings are subsequently stated at amortised cost; any difference between the proceeds (net of transaction costs) and the redemption value is recognised in the statement of comprehensive income over the period of the borrowings using the effective interest method.

### 2.16 Other expenses

Cost and expenses are recognized in profit or loss upon utilization of goods or services or at the date they are incurred.

#### 2.17 Taxation

Tax expense recognised in profit or loss comprises the sum of current tax and deferred tax not recognized in other comprehensive income or directly in equity, if any.

Current tax assets or liabilities comprise those claims from, or obligations to, fiscal authorities relating to the current or prior reporting period, that are uncollected or unpaid at the end of the reporting period. They are calculated using the tax rates and tax laws applicable to the fiscal periods to which they relate, based on the taxable profit for the year. All changes to current tax assets or liabilities are recognized as a component of tax expense in the profit or loss.

Deferred tax is accounted for using the liability method, on temporary differences at the end of each reporting period between the tax base of assets and liabilities and their carrying amounts for financial reporting purposes. Under the liability method, with certain exceptions, deferred tax liabilities are recognized for all taxable temporary differences and deferred tax assets are recognized for all deductible temporary differences and the carry forward of unused tax losses and unused tax credits to the extent that it is probable that taxable profit will be available against which the deductible temporary differences can be utilized. Unrecognised deferred tax assets are reassessed at the end of each reporting period and are recognised to the extent that it has become probable that future taxable profit will be available to allow such deferred tax assets to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the period when the asset is realised or the liability is settled provided such tax rates have been enacted or substantively enacted at the end of the reporting period.

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The carrying amount of deferred tax assets is reviewed at the end of each reporting period and reduced to the extent that it is probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilised.

The measurement of deferred tax liabilities and assets reflects the tax consequences that would follow from the manner in which the Company expects, at the end of the reporting period, to recover or settle the carrying amount of its assets and liabilities.

### 2.18 Employee benefits

### 2.18.1 Pension obligations

The Company operates various pension schemes. The schemes are generally funded through payments to insurance companies or trustee-administered funds, determined by periodic actuarial calculations. The Company has both defined benefit and defined contribution plans. A defined benefit plan is a pension plan that defines an amount of pension benefit that an employee will receive on retirement, usually dependent on one or more factors such as age, years of service and compensation. A defined contribution plan is a pension plan under which the Company pays fixed contributions into a separate entity and where the investment risk associated with the pension benefits ultimately available rests with the employee and not the Company. The liability recognised in the statement of financial position in respect of defined benefit pension plans is the present value of the defined benefit obligation at the statement of financial position date less the fair value of plan assets, together with adjustments for unrecognised actuarial gains or losses and past service costs.

The defined benefit obligation is calculated annually by independent actuaries using the projected unit credit method. The present value of the defined benefit obligation is determined by discounting the estimated future cash outflows using interest rates of high-quality corporate bonds that are denominated in the currency in which the benefits will be paid and that have terms to maturity that approximate the terms of the related pension liability. Past-service costs are recognised immediately in income.

For defined contribution plans, the Company pays contributions to privately administered pension insurance plans on a mandatory, contractual or voluntary basis. The Company has no further payment obligations once the contributions have been paid. The contributions are recognised as an employee benefit expense when they are due. Prepaid contributions are recognised as an asset to the extent that a cash refund or a reduction in future payments is available.

### 2.18.2 Nature of the defined benefit fund

The Company participates in the Utmost Worldwide Limited Defined Benefit Pension Scheme (formerly Assicurazioni Generali SpA Guernsey Resident Pension Fund) ("the Fund"), which is a funded defined benefit arrangement. The Fund is closed to the future accrual of benefits with effect from 31 December 2010. All remaining active members were treated as having left Pensionable Service with effect from that date and their benefits are calculated based on their final pensionable salaries on that date.

The Fund is an approved scheme in Guernsey, under Sections 40(o) and 150, as relevant, of the Income Tax (Guernsey) Law 1975, as amended.

The Fund must comply with the relevant legislation in Guernsey.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

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The Fund is governed by the directors of a corporate trustee ("the Trustee"). The Trustee is responsible for the Fund's investment management and notifies the Company of its investment strategy from time to time. The Trustee is responsible for the exercising of discretionary powers in respect of the Fund's benefits, although the decision on whether to allow members to take early retirement resides with the relevant participating employer. The Company has agreed to contribute to the Fund such sums as may be advised by the Trustee acting on advice of the scheme's Actuary, with the proviso that the payment of contributions will be spread over a period of not more than five years from the valuation date.

### 2.18.3 Exposure to risk of the defined benefit fund

Utmost Worldwide is exposed to the risk that additional contributions will be required in order to fund the Fund as a result of poor experience. Some of the key factors that could lead to shortfalls are:

- Investment performance the return achieved on the Fund's assets may be lower than expected.
- Mortality members could live longer than foreseen. This would mean that benefits are paid for longer than expected, increasing the value of the related liabilities.
- Options for members members may exercise options resulting in unanticipated extra costs.

The Fund currently holds approximately 69% (2018: 64%) of its investments in equities. This exposes the participating employers to the risk of a general downturn in equity markets. In order to assess the sensitivity of the Fund's pension liability to these risks, sensitivity analyses have been carried out. Each sensitivity analysis is based on changing one of the assumptions used in the calculations, with no change in the other assumptions. The same method has been applied as was used to calculate the original pension liability and the results are presented in comparison to that liability. It should be noted that in practice it is unlikely that one assumption will change without a movement in the other assumptions, there may also be some correlation between some of these assumptions. It should also be noted that the value placed on the liabilities does not change on a straight-line basis when one of the assumptions is changed. For example, a 2% change in an assumption will not necessarily produce twice the effect on the liabilities of a 1% change.

### 2.18.4 Restriction of assets of the defined benefit fund

As the Fund is currently in surplus it has not been necessary to adjust the statement of financial position items as a result of the requirements of IFRIC 14, The Limit on a Defined Benefit Asset issued by IASB's International Financial Reporting Interpretations Committee.

### 2.18.5 Fund amendments of the defined benefit fund

There have been no past service costs or settlements in the financial year ending 31 December 2019 nor 31 December 2018, since the Pension Scheme is closed to the future accrual of benefits.

## 2.18.6 Funding policy of the defined benefit fund

The Company is a participating employer in the Fund. Following the cessation of accrual of benefits with effect from 31 December 2010, regular contributions to the Fund are no longer required. However, additional contributions are still made to cover any shortfalls that arise following each valuation. The contributions made to cover any shortfalls are apportioned based on the liabilities pertaining to each participating employer and the notional assets assigned to that employer.

### 2.18.7 Liability to the defined benefit fund

The Company is responsible for meeting the administration expenses incurred in the operation of the Fund. On the withdrawal of the other participating employer from the Fund, the Trustees would be responsible for deciding on the terms on which additional funding would be sought from the relevant employer or surplus funds disposed of. The Company has guaranteed that, in the event of winding up the Fund, deferred members would receive at least standard transfer values after annuitisation of the pensions in payment and allowance for winding up costs.

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### 2.18.8 Profit-sharing and bonus plans

The Company recognises a provision where contractually obliged or where there is a past practice that has created a constructive obligation.

### 2.19 Revenue recognition

Revenue comprises the gross inflow of economic benefits during the period arising in the course of the ordinary activities of the Company when those inflows result in an increase in equity, other than increases relating to contributions from equity participants, and is recognition of the fair value of the services provided by the Company. Income other than that arising on recognition of the changes in the value of financial and insurance assets and liabilities is recognised as follows:

#### 2.19.1 Revenue from contracts with customers

IFRS 15 establishes a five-step model to account for revenue arising from contracts with customers and requires that revenue be recognised at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer.

Besides general insurance activity, the Company provides insurance-based unit linked savings and investment products. Revenue from contracts with customers is recognised when control of goods and services are transferred to the customer at an amount that reflects the consideration to which the Company is entitled in exchange for those good or services.

Revenue arising from investment management, administration and other related services offered by the Company in relation to investment contracts is recognised in the accounting period in which the contractual performance obligations are satisfied. Fees consist primarily of investment management and policy administration fees arising from services rendered in conjunction with the issue and management of investment contracts where the Company actively manages, or subcontracts management to related and third parties, the consideration received from its customers in order to attempt to generate a return commensurate with the investment profile that the customer selected on origination of the instrument or varied subsequently. Investment management services comprise the activity of choosing, and instigating trades in, financial instruments to be acquired by or sold from the Company's pools of assets notionally backing the investment component of its liabilities under investment contracts.

Such activities generate revenue that is recognised by reference to the stage of completion of the contractual services being the receipt of premiums for the rendering of these services. The amount recognised is the amount that best reflects the consideration, which the Company expects to receive for the above services. In the cases of investment management fees and ongoing policy administration fees, these services comprise an indeterminate number of acts over the life of the individual contracts, whereas the performance obligations are satisfied over time. For practical purposes, the Company recognises these fees on a straight-line basis over the time of the contract. The Company charges its customers for investment management, administration and other related services using the following different approaches:

Set-up fees are charged to policyholders on inception. Such fees are recognised as charged, as the set up activity constitutes a significant act, which is assessed as a completed performance obligation;

Initial or front-end fees that relate to the provision of investment services are deferred and recognised over the expected term of the policy on a straight-line basis.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

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Regular fees are charged to policyholders periodically (monthly, quarterly or annually) either directly or by making a deduction from invested funds. Regular charges billed in advance are recognised on a straight-line basis over the billing period, which is deemed equivalent to the period over which the performance obligation is satisfied. Fees charged at the end of the period are accrued as a receivable that is offset against the financial liability when charged to the customer.

The Company also derives income from the services it provides in the establishment of investment contracts and the collection and application of premium thereto. The Company defers the full amount of the establishment fees during the initial period of the Vision policy being the period during which the initial units are allocated or the initial fees received for single premium business. This is subsequently released in a straight line method over the expected period for which Vision policy premiums will be collected or the amortisation period of 30 years for single premium business. The balance of this contract liability is shown in Note 18.

### Costs to obtain

Incremental directly attributable costs incurred in acquiring the contract, for example broker commissions, are amortised in a straight line method over the premium payment term. This recognition treatment is consistent with amortising the full amount of the administration fees during the initial period over the premium payment term, which are the revenues derived from the services to the customer to which these costs to acquire relate. Broker commission on single premium business is also amortised in a straight line method over the amortisation period of 30 years.

The client incentive premium, which is a cost to the company at inception is expensed at inception and thereafter amortised over the premium payment term.

### Costs to fulfil

Costs to fulfil are those periodic specific costs relating directly to the contract only, for example renewal commissions. These are expensed as they are incurred which is consistent with the satisfaction of the performance obligations which these costs are utilised to satisfy, and the recognition of the related Administration fee generated. This is also consistent with the treatment of the related Costs to Acquire and Administration Fee at inception.

#### 2.19.2 Interest income

Interest income for financial assets is recognised using the effective interest method. When a financial asset at amortised cost is impaired, the Company reduces the carrying amount to its recoverable amount, being the estimated future cash flow discounted at the original effective interest rate of the instrument and continues unwinding the discount as interest income.

### 2.19.3 Dividend income

Dividend income is recognised when the right to receive payment is established – this is the ex-dividend date for equity securities.

#### 2.19.4 Other income

Income from the Company's profit share agreement with Assicurazioni Generali Società per Azioni - UAE Branch ("the Generali UAE Branch") is recognised as other income along with the ceded reinsurance / direct insurance income from group life and disability, The Bahamas and Cayman.

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### 2.20 Related party relationships and transactions

Related party transactions are transfers of resources, services or obligations between the Company and its related parties, regardless of whether a price is charged.

Parties are considered to be related if one party has the ability to control the other party or exercise significant influence over the other party in making financial and operating decisions. These parties include:

- (a) individuals owning, directly or indirectly through one or more intermediaries, control or are controlled by, or under common control with the Company;
- (b) associates;
- (c) individuals owning, directly or indirectly, an interest in the voting power of the Company that gives them significant influence over the Company and close members of the family of any such individual; and,
- (d) the Company's funded retirement plan.

In considering each possible related party relationship, attention is directed to the substance of the relationship and not merely to the legal form.

### 3. Critical accounting estimates and judgments in applying accounting policies

The Company makes assumptions that affect the amounts of assets and liabilities reported within the financial statements.

Estimates and judgments are continually evaluated and based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

### 3.1 Critical accounting judgments

### a) Functional currency

As noted in 2.3.1 management consider the Company's functional currency to be Pounds Sterling based on various considerations including the economic environment in which the Company and its Group operates.

Following the acquisition of the Company by the Utmost Group, Utmost Worldwide Limited is no longer part of a Euro denominated Group with a Euro Capital structure but now forms part of a British Sterling denominated Group. Such a change in the underlying events and conditions has led to management using its judgement to determine the functional currency that most faithfully represents the economic effects of the underlying transactions, events and conditions to be Pounds Sterling.

Given the Company has significant operations in jurisdictions not based in Pounds Sterling, the selection of the functional currency is a critical judgement and accordingly management will continue to assess the functional currency in future periods to ensure it continues to reflect events and conditions relevant to the Company.

Analysis to show the sensitivity of the Company's equity to currency movements is shown in note 4.6.3.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

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### b) Product classification

The Company's classification between which products are insurance contracts and which are investment contracts is detailed in notes 2.12 to 2.14. This is a critical judgement for the Company given the classification dictates the relevant presentation and measurement that is applied to each type of contract in the financial statements.

### 3.2 Accounting estimation uncertainties

### a) Insurance and investment contract liabilities

Insurance and investment contract liability accounting is discussed in more detail in accounting policies 2.12, 2.13 and 2.14 with further detail of the key assumptions made in determining insurance contract liabilities included in note 15.

Critical amongst these are the assumptions underpinning the classification of a contract as insurance or investment, in accordance with the definitions given in note 2.12, 2.13 and 2.14 and assumptions relating to longevity, as discussed in note 15.2.4 and assumptions made in the use of valuation techniques in determining the fair value of investment contracts.

### b) Fair value of financial assets and liabilities

The fair values of financial assets and liabilities are classified and accounted for as set out in accounting policies 2.7, 2.8 and 2.9. Where possible, financial assets and liabilities are valued on the basis of listed market prices by reference to quoted market bid prices for assets and offer prices for liabilities (mid for policyholder liabilities), without any deduction for transaction costs. These are categorised as Level 1 financial instruments and do not involve estimates. If prices are not readily determinable, fair values are determined using valuation techniques including pricing models and discounted cash flow techniques. Financial instruments valued where valuation techniques are based on observable market data at the period end are categorised as Level 2 financial instruments. Financial instruments valued where valuation techniques are based on non-observable inputs are categorised as Level 3 financial instruments. Level 2 and Level 3 financial instruments therefore involve the use of estimates and notes 2.7 and 4.7 provides further disclosures on fair value hierarchy and assumptions used to determine fair values.

### c) Fair value of investment contracts

The Company issues a significant number of investment contracts that are designated as financial liabilities at fair value through profit and loss. These contracts are valued by reference to the fair value of the underlying assets held within the associated fund at the statement of financial position date.

### d) Deferred income liability (DIL)

Deferred income liability (DIL) is front-end fees received from investment contract holders as a prepayment for asset management and related services and to cover initial broker commission. These amounts are non-refundable and are released to income as the services are rendered.

The methodology applied to calculate the DIL is based on the initial units allocated on Vision and initial fees received on Single premium business, amortised in a straight-line method over the premium payment term or the amortisation period of 30 years for single premium business.

### e) Deferred acquisition costs (DAC)

Deferred acquisition cost (DAC) is based on initial costs relating to investment contract holders.

The methodology applied to calculate the DAC is based on the initial commission paid for regular and single premium business and the cost of the client incentive premium on Vision, amortised in a straight-line method over the premium payment term for Vision and 30 years for single premium business.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

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#### f) Determination of appropriate discount rate in measuring lease liabilities

The Company measures its lease liabilities at present value of the lease payments that are not paid at the commencement date of the lease contract. The lease payments are discounted using a reasonable rate deemed by management to be equal to the Company's incremental borrowing rate. In determining a reasonable discount rate, management considers the term of the leases, the underlying asset and the economic environment. Actual results, however, may vary due to changes in estimates brought about by changes in such factors.

#### g) Estimation of allowance for ECL

The measurement of the allowance for ECL on financial assets at amortized cost and at FVOCI is an area that requires the use of significant assumptions about the future economic conditions and credit behaviour (e.g., likelihood of customers defaulting and the resulting losses). Explanation regarding the allowance for ECL is discussed further in Note 4.4.

#### h) Estimation of useful lives of property and equipment, right-of-use assets and intangible assets

The Company estimates the useful lives of property, and equipment, right-of-use assets and intangible assets based on the period over which the assets are expected to be available for use. The estimated useful lives of property and equipment, right-of-use assets and intangible assets are reviewed periodically and are updated if expectations differ from previous estimates due to physical wear and tear, technical or commercial obsolescence and legal or other limits on the use of the assets.

The carrying amounts of property and equipment, right-of-use assets and intangible assets are analysed in Notes 6, 7 and 5, respectively. Based on management's assessment as at 31 December 2019 and 2018, the only change in estimated useful lives related to the intangible assets in 2019. No change in estimated lives occurred on those assets in 2018. Actual results, however, may vary due to changes in estimates brought about by changes in factors mentioned above.

### i) Impairment of non-financial assets

In assessing impairment, management estimates the recoverable amount of each asset or a cash-generating unit based on expected future cash flows and uses an interest rate to calculate the present value of those cash flows. Estimation uncertainty relates to assumptions about future operating results and the determination of a suitable discount rate (see Note 15.2.4). Though management believes that the assumptions used in the estimation of fair values reflected in the financial statements are appropriate and reasonable, significant changes in those assumptions may materially affect the assessment of recoverable values and any resulting impairment loss could have a material adverse effect on the results of operations.

Impairment losses recognized on the Investments in Subsidiaries and Associates, Right of Use Assets, Property and Equipment, and Intangible Assets accounts are discussed in Notes 8, 7, 6 and 5, respectively.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

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#### j) Valuation of post-employment defined benefit asset

The determination of the Company's asset and obligation and cost of post-employment defined benefit is dependent on the selection of certain assumptions used by actuaries in calculating such amounts. Those assumptions include, among others, discount rates, expected rate of return on plan assets, salary rate increase, and employee turnover rate. A significant change in any of these actuarial assumptions may generally affect the recognized expense, other comprehensive income or losses and the carrying amount of the post-employment benefit obligation in the next reporting period.

The amounts of post-employment benefit obligation and expense and an analysis of the movements in the estimated present value of post-employment benefit, as well as the significant assumptions used in estimating such obligation are presented in Note 19.

### k) Determination of provision for restoration of leased property

Determining provision for leased property restoration requires estimation of the cost of dismantling and restoring the leased properties to their original condition. The estimated cost was initially determined based on a recent cost to restore the facilities and is being adjusted to consider the estimated incremental annual costs up to the end of the lease term. A significant change in the credit-adjusted risk-free rate used in discounting the estimated cost would result in a significant change in the amount of provision recognized with a corresponding effect on profit or loss.

#### 1) Income tax positions

The Company operates as stated in multiple jurisdictions in multiple currencies. For each jurisdiction in which the Company operates there is a different tax regime which requires a different local calculation of the Company's taxable profits. Therefore, management deem it necessary to consider each jurisdiction independently for the purposes of tax. The Company chooses to use specialist tax advisors to ensure that all calculations of tax are prepared in accordance with local requirements.

The taxable profit is provided to the relevant tax authorities on the basis of the local accounting standards and audited financial statements and adjusted as required in each jurisdiction in which the Company operates.

The Company reviews its deferred tax assets at the end of each reporting period and reduces the carrying amount of any deferred tax assets to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilized. Management assessed that there are no deferred tax assets recognised as at 31 December 2019 and 2018 as there is not sufficient taxable income in the respective jurisdictions, which these arose from.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

#### 4. Management of insurance and financial risk

The Company issues contracts that transfer insurance risk or financial risk or both. This section summarises these risks and the way the Company manages them.

#### 4.1 Insurance risk

Insurance risk is based on uncertainty, which must exist in at least one of the following ways at the inception of an insurance contract:

- i. whether an insured event will (or will not) occur;
- ii. when it will occur; or
- iii. how much the insurer will need to pay if it occurs (or does not occur)

Across a portfolio of insurance risks, the overall outcome generally becomes more certain, and suitable for statistical analysis. The Company has developed its underwriting strategies and other management techniques to mitigate the Company's exposure to insurance risk.

#### 4.1.1 Insurance risk management

The Company's insurance products are designed to ensure that policies are unambiguous, and hence minimise the risk of the insurance cover having greater scope than that originally intended. Included within the design process are a number of technical, legal and compliance reviews with such risk mitigation as one of the specific aims.

Prior to or at inception, insurance contracts under which the Company accepts significant risk are subjected to an underwriting process. This aims not only to ensure that business is correctly priced, but also to ensure that risk concentrations are identified and exposure limits are not breached. Where necessary, risk is transferred using reinsurance. The Company uses reinsurance for several purposes. In some instances, it is used to decrease the deviation from average claim size for a line of business. This reduces volatility of the result, subject to performance by the reinsurer. In other areas, reinsurance is used to limit the Company's exposure to catastrophe, such as multiple deaths under a group life policy. During the financial period, the Company only purchased cover from reinsurers approved by the Utmost Group.

#### Annuity products

The Company has a closed book of annuity business. The main risk in this category is that of longevity. Benchmarking is used to maintain provisions in line with up-to-date developments in life expectancy for the types of lives covered. Assets are closely matched to the estimated liabilities to immunise the Company against interest rate risk for this class of business.

#### Investment contracts with DPF

Such contracts are treated as insurance under the requirements of IFRS 4, Insurance Contracts. There is no insurance risk attached to such contracts. However, the Company is also exposed to other risks of a financial nature, in particular those created by capital and interest rate guarantees. These are mitigated by actuarial review of bonus sustainability, the imposition of performance monitoring against investment risk guidelines and the ability to impose market value adjustments should they be judged necessary.

#### Unit-linked contracts - Investment

For unit-linked contracts, the Company matches all the assets on which the unit prices are based with assets in the portfolio.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

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The Company's exposure to market risk (being interest rate, equity price and currency risks) from these contracts is in the risk of volatility in asset management fees due to the impact of interest rate, equity price and currency movements on the fair value of the assets held in the linked funds, on which investment management fees are based.

#### Short term - Health insurance

The Company provides health insurance, principally in the Caribbean, but also as an additional coverage with other policies. Proactive claims management and limited reinsurance cover are the main management techniques employed. The claims are generally low value, high frequency though there is exposure to high value claims. Claims settlement times are generally short.

#### Short term - Death and disability insurance

The Company provides cover for a wide variety of multi-national organisations. Policies are usually renewable annually, and are subject to underwriting processes. The Company seeks to determine whether risk concentrations exist, for example, looking at the exposure to lives assured at single sites or to concentrations within specific industry sectors. There is generally good geographical diversity. Quota share and catastrophe reinsurance is used to limit the Company's exposure. The Company monitors its asset-liability matching in respect of its provisions for long-term disability payments.

#### 4.2 Financial risk

The Company is exposed to financial risk through its financial assets, financial liabilities (investment contracts and borrowings), reinsurance assets and insurance liabilities. The most significant risks relate to market risk and currency risk. The Company segregates various asset and liability categories so that they can be matched, with the aim of minimising the interest rate risk whilst maintaining an appropriate credit quality within each segregated portfolio. Such matching focuses on the typical duration of each class of liabilities, and seeks to ensure that the associated assets' characteristics are similar in nature.

Equity price risk is naturally hedged in some areas, in particular the exposure to unit linked contract holders, as the liability fluctuates in a near-identical fashion. In other areas, management of the equity investments to which the risk relates is delegated to equity investment management specialists or overseen by the Board Investment Committee. As such, the risk is not hedged. Other risks, namely currency, liquidity and cash flow interest rate risk are either controlled at an operational level by the day-to-day application of risk management policies and procedures or overseen by the Board Investment Committee.

The financial assets, which are most exposed to financial risk, are the investments in subsidiaries and associates, derivative financial instruments, amounts ceded to reinsurers from insurance provisions and receivables arising out of direct insurance operations and due from contract holders.

#### 4.2.1 Financial risk management

The Company maintains its monetary assets other than accrued income in short term, floating rate investments, such as cash and term deposits. It manages exposure to foreign currency by converting its income to the reporting currency.

The Company manages these positions within an asset liability management (ALM) framework that has been developed to achieve both efficient matching of financial liabilities to investment contract holders and of the investment element of insurance liabilities to insurance contract holders, and to achieve long-term investment returns in excess of its obligations under insurance and investment contracts.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019 All amounts in £000 unless otherwise stated

Within the ALM framework, the Company periodically produces reports at portfolio, legal entity and asset and liability class level that are circulated to the Company's key management personnel. The principal technique of the Company's ALM is to match assets to the key characteristics, these being duration and currency for non-linked products. For each distinct class of liabilities, a separate portfolio of assets is maintained. Credit risk is also managed at a portfolio level. The Company has not materially changed the processes used to manage its risks from previous periods.

The Company's ALM is integrated with the management of the financial risks associated with the Company's other classes of financial assets and liabilities not directly associated with insurance and investment liabilities (in particular, borrowings and investments in foreign operations). The notes below explain how financial risks are managed using the categories utilised in the Company's ALM framework. In particular, the ALM Framework requires the management of interest rate risk, equity price risk, credit risk and liquidity risk at the portfolio level. Foreign currency is managed on both a portfolio level and a company wide basis. To reflect the Company risk management approach, the required disclosures for interest rate, equity price and liquidity risks are given separately for each portfolio of the ALM Framework. Credit risk disclosures are provided for the whole Company in note 4.4.

The following tables reconcile the full statement of financial position, including non-monetary assets and liabilities, to the classes and portfolios used in the Company's ALM framework.

# UTMOST WORLDWIDE LIMITED (FORMERLY GENERALI WORLDWIDE INSURANCE COMPANY LIMITED) NOTES TO THE FINANCIAL STATEMENTS All amounts in £000 unless

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otherwise stated

| 2019  |                     | Fixed & guaranteed investment contracts | Annuities   | Contracts with DPF | Unit Linked Contrac    |                         | Short Term led Contracts Insurance Contracts |   | Corporate                                |
|---|---------------------|---|-------------|--------------------|------------------------|-------------------------|--|---|--|
|   | Total               |   |             |                    | Insurance<br>Contracts | Investment<br>Contracts | Health & Other<br>Insurance<br>A &           | Other<br>Financial<br>Assets &<br>Liabilities | Other Assets,<br>Liabilities &<br>Equity |
| Hong Kong business class  |                     | F                                       | Α           | C & G              | С                      | C & H                   | Supplementary<br>General                     | N/A   | N/A                                      |
| Investment In subsidiaries & associates   | 459                 | -                                       | -           | -                  | -                      | -                       | -  | 459   | -  |
| Financial assets at fair value through OCI:   |                     |   |             |                    |                        |                         |  |   |  |
| Corporate bonds, covered bonds, structured note Government bonds  Financial assets at fair value through profit and loss: | 61,093<br>216,769   | -                                       | -           | -                  | -<br>-                 | 30,044                  | -  | 61,093<br>186,725                             | -  |
| Corporate bonds, covered bonds, structured note   | 272,291             | -                                       | 57,757      | 181,814            | -                      | -                       | 32,720                                       | -   | -  |
| Government bonds<br>Investment funds  | 273,749<br>6,238    | -<br>-                                  | 52,581<br>- | 178,627<br>3,329   | <del>-</del><br>-      | -                       | 42,541<br>2,456                              | 453   | -<br>-                                   |
| Assets backing liabilities - policyholder risk:<br>Equity securities  | 139,670             | -                                       | -           | -                  | -                      | 139,670                 | -  | -   | -  |
| Corporate bonds, covered bonds, structured note   | 135,231             | -                                       | -           | -                  | =                      | 135,231                 | -  | -   | =  |
| Government bonds Investment funds   | 16,257<br>2,660,346 | -                                       | -           | -                  | -<br>15,870            | 16,257<br>2,644,476     | -  | -   | -  |
| Policyholder cash and cash equivalents  | 190,110<br>479      | -                                       | -           | -                  | 108                    | 190,002<br>479          | -  | -   | -  |
| Other policyholder financial assets Derivatives   | 36                  | -                                       | -           | -                  | -                      | 36                      | -  | -   | -  |
| Amount ceded to reinsurers from Insurance provisions  | 85,963              | -                                       | 845         | -                  | 21                     | -                       | 85,097                                       | -   | -  |
| Receivables arising out of direct insurance operations - due from contract holders  | 25,237              | -                                       | -           | -                  | -                      | 729                     | 24,508                                       | -   | -  |
| Other receivables   | 1,918               | -                                       | -           | -                  | -                      | -                       | 33   | 1,885   | -  |
| Receivables due from other related parties  | 221                 | -                                       | -           | -                  | -                      | -                       | -  | 221   | -  |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

| Other assets<br>Cash & cash equivalents<br>Cash – Hong Kong solvency margin held   | 241,823<br>47,895<br>5,427 | 3,847<br>2                                       | 1,831<br>-<br>709 | 1,762<br>1,408<br>224 | -<br>-<br>32           | -<br>4,559<br>217       | 749<br>14,925<br>4,243               | 231,792<br>23,156                             | 5,689<br>-<br>-                          |
|--|----------------------------|--|-------------------|-----------------------|------------------------|-------------------------|--------------------------------------|---|--|
| Total assets   | 4,381,212                  | 3,849  | 113,723           | 367,164               | 16,031                 | 3,161,700               | 207,272                              | 505,784                                       | 5,689                                    |
| 2019   |                            | Fixed &<br>guaranteed<br>investment<br>contracts | Annuities         | Contracts with DPF    | Unit Linked            | Contracts               | Short Term<br>Insurance<br>Contracts | Cor   | porate                                   |
|  | Total                      |  |                   |                       | Insurance<br>Contracts | Investment<br>Contracts | Health & Other<br>Insurance          | Other<br>Financial<br>Assets &<br>Liabilities | Other Assets,<br>Liabilities &<br>Equity |
| Hong Kong business class   |                            | F  | A                 | C & G                 | С                      | C & H                   | A & Supplementary General            | N/A   | N/A                                      |
| Insurance provisions direct insurance Insurance provisions accepted insurance Financial liabilities at fair value through profit & loss: | 614,045<br>36,061          | -  | 84,772<br>22,577  | 365,384<br>-          | 15,975<br>-            | -                       | 144,702<br>13,484                    | 3,212   | -  |
| Investment contracts - policyholder risk Investment contracts with fixed terms & guaranteed minimum returns                              | 3,106,813                  | -  | -                 | -                     | -                      | 3,106,813               | -                                    | -   | -  |
| Trade & other payables Payables - arising out of direct insurance Payables - arising out of reinsurance operations                       | 55,845<br>6,212<br>79,280  | 3,613<br>-<br>-                                  | -<br>614<br>226   | (10)<br>335           | -<br>-<br>-            | 49,648<br>4,327         | 322<br>466<br>76,798                 | 2,272<br>470<br>2,256                         | -<br>-<br>-                              |
| Other liabilities Accruals & deferred income, (debtors) and creditors  | 5,606<br>329,714           | 234  | (4,665)           | -<br>(1,184)          | (65)                   | -<br>694                | 814<br>(36,153)                      | (217)<br>370,853                              | 5,009                                    |
| Shareholder equity   | 147,636                    | -  | -                 | -                     | -                      | -                       | -                                    | -   | 147,636                                  |
| Total liabilities and equity   | 4,381,212                  | 3,847  | 103,525           | 364,525               | 15,910                 | 3,161,483               | 200,431                              | 378,846                                       | 152,645                                  |

# UTMOST WORLDWIDE LIMITED (FORMERLY GENERALI WORLDWIDE INSURANCE COMPANY LIMITED) NOTES TO THE FINANCIAL STATEMENTS All amounts in £000 unless

FOR THE YEAR ENDED 31 DECEMBER 2019

| 2018<br>* restated   |                    | Fixed &<br>guaranteed<br>investment<br>contracts | Annuities | Contracts with DPF | Unit Linked            | d Contracts             | Short Term<br>Insurance<br>Contracts | Corp  | porate                                   |
|--|--------------------|--|-----------|--------------------|------------------------|-------------------------|--------------------------------------|---|--|
|  | Total              |  |           |                    | Insurance<br>Contracts | Investment<br>Contracts | Health &<br>Other<br>Insurance       | Other<br>Financial<br>Assets &<br>Liabilities | Other Assets,<br>Liabilities &<br>Equity |
| Hong Kong business class   |                    | F  | А         | C & G              | С                      | C & H                   | A & Supplement-<br>ary General       | N/A   | N/A                                      |
| Investment In subsidiaries & associates  | 267                | -  | -         | -                  | -                      | -                       | -                                    | 267   | -  |
| Financial assets at fair value through OCI:<br>Corporate bonds, covered bonds, structured note<br>Government bonds | 147,984<br>106,989 | -<br>-   | -         | -<br>-             | -                      | -<br>-                  | -<br>-                               | 147,984<br>106,989                            | -  |
| Financial assets at fair value through profit & loss:  |                    |  |           |                    |                        |                         |                                      |   |  |
| Equity securities & collective Investment schemes:   |                    |  |           |                    |                        |                         |                                      |   |  |
| Corporate bonds, covered bonds, structured note  | 322,770            | 855  | 64,967    | 183,416            | -                      | -                       | 73,532                               | -   | -  |
| Government bonds<br>Investment funds   | 294,585<br>158,012 | 7,050<br>-                                       | 46,464    | 185,963<br>9,803   |                        |                         | 55,108<br>2,662                      | -<br>145,547                                  | -<br>-                                   |
| Assets backing liabilities - policyholder risk:<br>Equity securities   | 115,852            | -  | -         | -                  | -                      | 115,852                 | -                                    | -   | -  |
| Corporate bonds, covered bonds, structured note  | 129,601            | -  | -         | -                  | -                      | 129,601                 | -                                    | -   | -  |
| Government bonds   | 14,745             | -  | -         | -                  | -                      | 14,745                  | -                                    | -   | -  |
| Investment funds   | 2,440,466          | -  | -         | -                  | 14,292                 | 2,426,174               | -                                    | -   | -  |
| Policyholder cash and cash equivalents   | 190,955            | -  | -         | -                  | 180                    | 190,775                 | -                                    | -   | -  |
| Other policyholder financial assets  | 691                | -  | -         | -                  | -                      | 691                     | -                                    | -   | -  |
| Derivatives  | 8                  | -  | -         | -                  | -                      | 8                       | -                                    | -   | -  |
| Amount ceded to reinsurers from Insurance provisions   | 82,693             | -  | 836       | -                  | 22                     | -                       | 81,835                               | -   | -  |
| Receivables arising out of direct Insurance operations -<br>Due from contract holders                              | 22,570             | -  | -         | -                  | -                      | 283                     | 22,287                               | -   | -  |
| Other receivables  | 2,946              | -  | -         | -                  | -                      | -                       | -                                    | 2,946   | -  |
| Receivables due from other related parties   | 473                | -  | -         | -                  | -                      | -                       | -                                    | 473   | -  |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

| Other assets<br>Cash & cash equivalents<br>Cash – Hong Kong solvency margin held   | 264,942<br>46,360<br>5,375 | 12<br>1,347<br>29                                | 2,227<br>-<br>721 | 2,019<br>-<br>243  | -<br>431<br>30         | -<br>32,671<br>226      | 1,316<br>11,911<br>4,126             | 255,779                                       | 9 3,589<br>                              |
|--|----------------------------|--|-------------------|--------------------|------------------------|-------------------------|--------------------------------------|---|--|
| Total assets   | 4,348,284                  | 9,293  | 115,215           | 381,444            | 14,955                 | 2,911,026               | 252,777                              | 659,985                                       | 5 3,589                                  |
| 2018<br>*restated  |                            | Fixed &<br>guaranteed<br>investment<br>contracts | Annuities         | Contracts with DPF | Unit Linked            | I Contracts             | Short Term<br>Insurance<br>Contracts | Cor   | porate                                   |
|  | Total                      |  |                   |                    | Insurance<br>Contracts | Investment<br>Contracts | Health & Other<br>Insurance          | Other<br>Financial<br>Assets &<br>Liabilities | Other Assets,<br>Liabilities &<br>Equity |
| Hong Kong business class   |                            | F  | А                 | C & G              | С                      | C & H                   | A & Supplementary General            | N/A   | N/A                                      |
| Insurance provisions direct insurance Insurance provisions accepted insurance Financial liabilities at fair value through profit & loss: | 623,523<br>38,160          | -  | 83,397<br>24,637  | 379,843<br>-       | 14,397<br>-            | -                       | 140,008<br>13,523                    | 5,878<br>-                                    | -  |
| Investment contracts - policyholder risk Investment contracts with fixed terms & guaranteed  | 2,861,032<br>3,988         | 3,988  | -                 | -                  | -                      | 2,861,032               | -                                    | -   | -  |
| Minimum returns Trade & other payables Payables - arising out of direct insurance Payables - arising out of reinsurance operations       | 58,142<br>6,525<br>76,275  | 4,311  | -<br>367<br>239   | 349                | 82                     | 40,203<br>4,003         | 305<br>1,306<br>73,656               | 13,241<br>500<br>2,380                        | -<br>-<br>-                              |
| Other liabilities Accruals & deferred income, (debtors) and creditors Shareholder equity   | 11<br>354,976<br>325,652   | 965<br>-   | 1,541             | 583                | (37)                   | (764)<br>-              | 19,120                               | 11<br>333,568                                 | 325,652                                  |
| Total liabilities and equity   | 4,348,284                  | 9,264  | 110,181           | 380,775            | 14,442                 | 2.904,474               | 247,918                              | 355,578                                       | 325,652                                  |

<sup>&#</sup>x27;\* Restated refer to Note 33 for full detail

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

Fixed and guaranteed investment contracts

Investment contracts with guaranteed and fixed terms have benefit payments that are fixed and guaranteed at the inception of the contract. The financial component of these benefits is usually a guaranteed fixed interest rate (for the insurance contracts, this rate may apply to maturity and/or death benefits) and hence the Company's primary financial risk on these contracts is the risk that interest income and capital redemptions from the financial assets backing the liabilities is insufficient to fund the guaranteed benefits payable.

#### 4.2.2 Unit-linked contracts

For unit-linked contracts, the Company matches all the assets on which the unit prices are based with assets in the portfolio. There is therefore no price, currency, credit or interest risk for the matched elements of these contracts. As stated above, the reduction in the fair value of value of accrued income is exposed to interest rate, foreign exchange and, to a limited extent, equity price risks.

### 4.3 Capital Management

The Company's objectives when managing capital are to comply with regulatory solvency requirements and during the financial period was required to ensure that it met it's risk-based capital requirements determined internally by the Utmost Group as part of its overall enterprise risk management programme. The regulatory solvency requirements are determined, principally, in accordance with the Insurance Business (Bailiwick of Guernsey) Law, 2002, as amended, and The Insurance Business (Solvency) Rules 2015 as well as with regard to similar requirements relating to the specific activities effected in other jurisdictions in which the Company is licensed.

The Company adopts the Solvency II Standard Formula framework for local regulatory solvency reporting, as approved by letter, from the Guernsey Financial Services Commission dated 10 December 2015.

The provisional solvency ratio is summarised below, and is not subject to the audit:

|   | 2019 (Provisional) | 2018<br>*restated |
|---|--------------------|-------------------|
| Eligible own funds (available capital) <sup>2</sup> | 314,872            | 327,8421          |
| Solvency capital requirement                        | 143,959            | 174,6241          |
| Solvency II ratio                                   | 219%               | 188%              |

<sup>&</sup>lt;sup>1</sup> Converted to GBP at a rate of 0.8984

The Company's Capital Management Policy sets out the framework in which the Company must periodically review the capital position, produce a medium-term capital management plan and regulate the issuance and distribution of capital. The items constituting the Company's capital are shown in the ALM table in note 4.2.1 (valued on an IFRS basis), and include investments of a strategic nature made following due consideration of the Group's objectives.

<sup>&</sup>lt;sup>2</sup> Allows for a £12,500K foreseeable dividend at 2019 and a £206,636K (€230,000) foreseeable share repurchased by the Company at 2018.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

#### 4.4 Credit risk

Credit risk is the risk that one party to a financial instrument, insurance contract issued in an asset position or reinsurance contract held will cause a financial loss for the other party by failing to discharge an obligation.

The following policies and procedures are in place to mitigate the Company's exposure to credit risk.

Key areas where the Company is exposed to credit risk are:

- debt security holdings;
- loans and advances;
- financial guarantees;
- amounts due under insurance contracts;
- reinsurers' share of insurance liabilities;
- prepaid commission;
- other monetary financial assets, including cash balances at bank.

The Company structures the levels of credit risk it accepts by placing limits on its exposure to a single counterparty, or groups of counterparties, and to differently rated debt securities. Limits on the levels of credit risk for the financial period were based on guidelines issued by the Group Risk Management department of the Utmost Group, with modification where appropriate to the circumstances of the Company, and were ratified by the Board of Directors. The Investment Committee, under powers delegated by the Board, carries out monitoring of adherence to the guidelines. The Board Investment Committee undertakes credit assessment in respect of the credit exposures.

Credit risk relating to financial instruments is monitored by the Company's investment team. It is their responsibility to review and manage credit risk, including environmental risk for all counterparties. The Company manages and controls credit risk by setting limits on the amount of risk it is willing to accept for individual counterparties and for geographical and industry concentrations, and by monitoring exposures in relation to such limits. It is the Company's policy to invest in high quality financial instruments with a low risk of default. If there is a significant increase in credit risk, the policy dictates that the instrument should be sold and amounts recovered reinvested in high quality instruments.

The strength of reinsurers is considered annually in conjunction with advice from the Group. Individual contracts are considered on a case by case where necessary.

The nature of the Company's exposure to credit risks and its objectives, policies and processes used to manage and measure the risks have not changed from the previous period.

The Company's financial assets exposed to credit risk are set out below along with the credit rating category of the issuer or counterparty.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

| 2019  | AAA     | AA      | Α       | ВВВ     | ВВ | В | Non-<br>Rated | Total   |
|---|---------|---------|---------|---------|----|---|---------------|---------|
| Term deposits  Financial assets at fair  value through OCI:  Corporate bonds, | -       | 5,105   | 1,121   | -       | -  | - | 2,521         | 8,747   |
| covered bonds,<br>structured notes  | 13,488  | 14,392  | 27,125  | 6,088   | -  | - | -             | 61,093  |
| Government bonds Financial assets at fair value through profit & loss:        | 102,988 | 111,791 | 1,990   | -       | -  | - | -             | 216,769 |
| Corporate bonds,<br>covered bonds,<br>structured notes                        | 36,092  | 125,386 | 90,687  | 19,290  | -  | - | 836           | 272,291 |
| Government bonds  | 95,370  | 175,414 | 762     | 2,203   | -  | - | -             | 273,749 |
| Amount ceded to reinsurers  | -       | -       | -       | 85,942  | -  | - | 21            | 85,963  |
| Receivables including insurance receivables                                   | -       | -       | -       | -       | -  | - | 27,376        | 27,376  |
| Subsidiaries and associates   | -       | -       | -       | -       | -  | - | 459           | 459     |
| Cash and cash equivalents   |         | 27,019  | 12,972  | -       | -  | - | 4,583         | 44,574  |
| Total   | 247,938 | 459,107 | 134,657 | 113,523 | -  | - | 35,796        | 991,021 |

There are no overdue items.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

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| 2018  |         |         | _       |         |       | _ | Non-   |           |
|---|---------|---------|---------|---------|-------|---|--------|-----------|
| *restated   | AAA     | AA      | Α       | BBB     | ВВ    | В | Rated  | Total     |
| Term deposits  Financial assets at fair  value through OCI:  Corporate bonds,           | -       | -       | 4,993   | -       | -     | - | 2,604  | 7,597     |
| covered bonds,<br>structured notes  | 10,286  | 27,994  | 52,285  | 56,540  | 879   | - | -      | 147,984   |
| Government bonds Financial assets at fair value through profit & loss: Corporate bonds, | 41,060  | 65,929  | -       | -       | -     | - | -      | 106,989   |
| covered bonds,<br>structured notes  | 65,460  | 138,263 | 80,386  | 32,762  | 1,265 | - | 4,634  | 322,770   |
| Government bonds  | 158,522 | 119,849 | -       | 1,912   | -     | - | 14,302 | 294,585   |
| Amount ceded to reinsurers  | -       | -       | -       | 82,671  | -     | - | 22     | 82,693    |
| Receivables including insurance receivables   | -       | -       | -       | -       | -     | - | 25,989 | 25,989    |
| Subsidiaries and associates   | -       | -       | -       | -       | -     | - | 267    | 267       |
| Cash and cash equivalents   |         | 2,899   | 34,840  | 48      | -     | - | 6,351  | 44,138    |
| Total   | 275,328 | 354,934 | 172,504 | 173,933 | 2,144 | - | 54,169 | 1,033,012 |

<sup>\*\*</sup> Restated refer to Note 33 for full detail

Ratings as per the Bloomberg Composite, which is a blend of ratings from S&P, Fitch and DBRS.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019 All amounts in £000 unless otherwise stated

| Industry Analysis 2019                                | Financial<br>Services | Government | Consumers | Construction &<br>Materials | Manufacturing | Services | Total   |
|---|-----------------------|------------|-----------|-----------------------------|---------------|----------|---------|
| Term deposits   | 8,748                 | -          | -         | -                           | -             | -        | 8,748   |
| Financial assets at fair value through OCI:           |                       |            |           |                             |               |          |         |
| Debt securities                                       | 72,868                | 186,778    | 866       | -                           | 17,350        | -        | 277,862 |
| Financial assets at fair value through profit & loss: |                       |            |           |                             |               |          |         |
| Debt securities                                       | 169,157               | 246,980    | 33,662    | 479                         | 92,753        | 3,009    | 546,040 |
| Amount ceded to reinsurers                            | 85,963                | -          | -         | -                           | -             | -        | 85,963  |
| Receivables including Insurance receivables           | 27,376                | -          | -         | -                           | -             | -        | 27,376  |
| Subsidiaries and associates                           | 459                   | -          | -         | -                           | -             | -        | 459     |
| Cash and cash equivalents                             | 44,573                | -          | -         | -                           | -             | -        | 44,573  |
| Total   | 409,144               | 433,758    | 34,528    | 479                         | 110,103       | 3,009    | 991,021 |
| 2018<br>*restated                                     | Financial<br>Services | Government | Consumers | Construction &<br>Materials | Manufacturing | Services | Total   |

| *restated   | Services | Government | Consumers | Materials | Mandiaciding | Services | ioidi     |
|---|----------|------------|-----------|-----------|--------------|----------|-----------|
| Term deposits   | 7,597    | -          | -         | -         | -            | -        | 7,597     |
| Financial assets at fair value through OCI:           |          |            |           |           |              |          |           |
| Debt securities                                       | 65,120   | 90,579     | 19,985    | -         | 77,934       | 1,355    | 254,973   |
| Financial assets at fair value through profit & loss: |          |            |           |           |              |          |           |
| Debt securities                                       | 197,149  | 264,410    | 39,174    | 482       | 116,140      | -        | 617,355   |
| Amount ceded to reinsurers                            | 82,693   | -          | -         | -         | -            | -        | 82,693    |
| Receivables including Insurance receivables           | 25,989   | -          | -         | -         | -            | -        | 25,989    |
| Subsidiaries and associates                           | 267      | -          | -         | -         | -            | -        | 267       |
| Cash and cash equivalents                             | 44,138   | -          | -         | -         | -            | -        | 44,138    |
| <u> </u>  |          |            |           |           |              |          |           |
| Total   | 422,953  | 354,989    | 59,159    | 482       | 194,074      | 1,355    | 1,033,012 |

<sup>\*\*</sup> Restated refer to Note 33 for full detail

Industry analysis is derived with reference to the NACE codes (an industry standard classification used throughout Europe). 2018 industry analysis previously derived using MSCI (Morgan Stanley Capital International Index) as the primary source and NACE code as a secondary source has been restated to reflect NACE code classifications.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

The Company did not use credit derivative or similar instruments to mitigate the maximum exposure to credit risk.

The change in fair value of financial liabilities, both in the period and cumulatively, is considered attributable solely to changes in conditions giving rise to market risk.

The strength of reinsurers is considered annually in conjunction with advice from the Utmost Group.

A master netting agreement, under which multiple individual transactions are subsumed, usually constitutes netting arrangements. For derivative contracts, statement of financial position offsetting is generally only permitted where a market settlement mechanism exists which accomplishes net settlement through a daily cash margining process. The Company has the legal right to offset the reinsurance deposits included in the table in note 17 against the receivables due from contract holders, which have arisen from reinsurance contracts, included in note 10.

#### 4.5 Liquidity risk

Maturity analysis of financial liabilities and assets

The following tables summarises the maturity profile of the financial assets, financial liabilities and insurance contract liabilities of the Company based on the remaining undiscounted contractual obligations including interest payable and receivable.

For insurance contract liabilities and reinsurance assets, maturity profiles are determined based on an estimated timing of net cash outflows from the recognised insurance liabilities. Unearned premiums have been excluded from the analysis as they are not contractual obligations. Unit-linked liabilities are repayable or transferable on demand and are included in the up to a year column. Repayments which are subject to notice are treated as if notice were to be given immediately.

The Company maintains a portfolio of highly marketable and diverse assets which can be easily liquidated in the event of an unforeseeable interruption of cash flow. The Company also has committed lines of credit that it can access to meet liquidity needs.

Cash flows, which have no maturity, are shown in the period in which they could first be called by the policyholder or counterparty. This includes all protection policies for which the cash flows have been assumed to be equal to the liability and payable in the first 0-5 years. Cash flows payable in years 5 and beyond relate to outstanding long-term disability claims and annuity payments. The valuation of such liabilities excludes any surrender penalties that the Company has the option of imposing in such circumstances.

Notwithstanding the above, any policy can be surrendered at any time, and all financial and insurance liabilities to contract holders are therefore shown with a minimum maturity of 0-1 years. In practice, this is extremely unlikely to happen. The Company has the general right to delay any surrender or surrenders to protect the interest of other policyholders and more specifically, may reflect the settlement terms achieved on the disposal of assets in the terms it offers on the settlement of liabilities backed by those assets.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

| 2019   |           | Cash Flows Due |               |                |           |                   |  |  |
|--|-----------|----------------|---------------|----------------|-----------|-------------------|--|--|
|  | < 1 Year  | 1-5 Years      | 5-10<br>Years | 10-20<br>Years | >20 Years | Carrying<br>Value |  |  |
| Investment in subsidiaries and associates          | -         | -              | -             | -              | 459       | 459               |  |  |
| Financial assets at fair value through OCI         | 99,528    | 178,334        | -             | -              | -         | 277,862           |  |  |
| Financial assets at fair value through income      | 85,390    | 300,073        | 103,312       | 43,818         | 19,685    | 552,278           |  |  |
| Assets backing liabilities -<br>Policyholder risk: | 3,016,735 | 83,579         | 31,749        | 2,593          | 7,473     | 3,142,129         |  |  |
| Receivables including insurance receivables        | 27,376    | -              | -             | -              | -         | 27,376            |  |  |
| Amounts ceded to reinsurers                        | 42,905    | 3,310          | 19,474        | 18,131         | 2,143     | 85,963            |  |  |
| Cash and cash equivalents                          | 53,322    | -              | -             | -              | -         | 53,322            |  |  |
| Total financial assets                             | 3,325,256 | 565,296        | 154,535       | 64,542         | 29,760    | 4,139,389         |  |  |
| Insurance provisions Investment contracts where    | 61,345    | 403,438        | 20,878        | 18,450         | 145,995   | 650,106           |  |  |
| the risk Is borne by the contract / policyholder   | 2,968,728 | 111,778        | 81            | 183            | 26,043    | 3,106,813         |  |  |
| Payables Including Insurance payables              | 141,933   | -              | -             | -              | -         | 141,933           |  |  |
| Total financial liabilities                        | 3,172,006 | 515,216        | 20,959        | 18,633         | 172,038   | 3,898,852         |  |  |

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

| 2018  |           | Cash Flows Due |               |                |           |                   |  |  |
|---|-----------|----------------|---------------|----------------|-----------|-------------------|--|--|
| *restated   | < 1 Year  | 1-5 Years      | 5-10<br>Years | 10-20<br>Years | >20 Years | Carrying<br>Value |  |  |
| Investment in subsidiaries and associates                         | -         | -              | -             | -              | 267       | 267               |  |  |
| Financial assets at fair value through OCI                        | 41,429    | 143,260        | 70,142        | 142            | -         | 254,973           |  |  |
| Financial assets at fair value through income                     | 235,676   | 345,316        | 132,213       | 43,189         | 18,973    | 775,367           |  |  |
| Assets backing liabilities - policyholder risk:                   | 2,765,393 | 84,589         | 35,610        | 2,412          | 4,314     | 2,892,318         |  |  |
| Receivables including insurance receivables                       | 25,989    | -              | -             | -              | -         | 25,989            |  |  |
| Amounts ceded to reinsurers                                       | 82,693    | -              | -             | -              | _         | 82,693            |  |  |
| Cash and cash equivalents   | 51,735    | -              | -             | -              | -         | 51,735            |  |  |
| Total financial assets  | 3,202,915 | 573,165        | 237,965       | 45,743         | 23,554    | 4,083,342         |  |  |
| Insurance provisions Investment contracts where                   | 57,988    | 372,983        | 64,898        | 15,888         | 149,926   | 661,683           |  |  |
| the risk is borne by the contract / policyholder                  | 2,740,735 | 101,306        | 118           | 175            | 18,698    | 2,861,032         |  |  |
| Investment contract with fixed terms & guaranteed minimum returns | 3,988     | -              | -             | -              | -         | 3,988             |  |  |
| Payables including insurance payables                             | 140,953   | -              | -             | -              | -         | 140,953           |  |  |
| Total financial liabilities                                       | 2,943,664 | 474,289        | 65,016        | 16,063         | 168,624   | 3,667,656         |  |  |

<sup>&#</sup>x27;\* Restated refer to Note 33 for full detail

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019 All amounts in £000 unless otherwise stated

#### 4.6 Market risks

The Company's primary exposure to market risk is the impact of equity price and currency movements on the fair value of the assets held in the linked funds, on which the fees are based.

The sensitivity analyses below are based on a change in an assumption while holding all other assumptions constant. In practice, this is unlikely to occur, and changes in some of the assumptions may be correlated – for example, change in interest rate and change in market values.

#### 4.6.1 Interest-rate risk

Interest-rate risk is one of the principal risks the Company faces. It is relevant not only to insurance and investment contracts but also to the Company's management of its own assets not specifically or notionally backing particular liabilities.

The major product categories affected by interest-rate risk are annuities, guaranteed-return contracts and investment with DPF contracts. Annuities, because of their long-term nature, are particularly sensitive to interest-rate risk. Accordingly, the Company imposes tight control over the matching of key criteria to minimise the risk taken. In respect of contracts with DPF, the Company has limited exposure provided that the attributable assets are greater than the liabilities. However, should the position reverse, the full shortfall would become the Company's liability. The Company also has contractual rights to impose market value adjustments in order to treat all contract holders fairly.

The Company has entered into a number of investment contracts that guarantee a minimum return, whereby a proportion of any surplus becomes due to the Company, but all of any deficit would be met by the Company. The process for the management of assets backing such liabilities takes due regard for such asymmetries. For short-term insurance contracts, the Company has matched the insurance liabilities with cash and short-term debt.

The EU Solvency II requires an interest rate up-stress calibrated at approximately 1% (in low interest rate environments) to be considered. Based on this analysis, the Company's own assets would fall by £4,579 in the event of interest rates increasing by approximately 1% (2018: £8,576).

#### 4.6.2 Price risk

A 10% fall in world indices would result in a loss of £1,649 (2018: £4,637) based on the Company's own equity holdings.

A decrease of 10% in the value of the assets would reduce the asset management fees by £4,843 per annum (2018: £4,664).

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

#### 4.6.3 Foreign currency risk

The Company's ALM framework focuses on matching of currency exposures at a portfolio level.

The Company operates in international markets. Its non-GBP currency exposures are principally to USD and EUR. The assets and liabilities related to insurance and investment contracts are matched by currency as part of the Company's asset liability matching strategy. Exposures from operating activities, therefore, are limited to the emerging profit or loss.

In assessing the Company's net currency exposure reference has been made to the analysis of the Company's Solvency II balance sheet used to establish the Solvency II currency risk capital charge. Based on this analysis, the net exposure to currencies other than GBP amount to £99,319 at 2019 (compared to £165,433 of non-EUR currencies at 2018).

A strengthening of the Company's reporting currency (GBP at 2019 and EUR at 2018) by 25% would result in a loss to the Company of:

| Total  | Reporting<br>currency<br>to other | Reporting<br>currency to<br>GBP | Reporting<br>currency<br>to EUR | Reporting<br>currency<br>to USD |                            |
|--------|-----------------------------------|---------------------------------|---------------------------------|---------------------------------|----------------------------|
| 24,830 | 8,134                             | -                               | (316)                           | 17,012                          | *As at 31<br>December 2019 |
| 41,358 | 7,351                             | 1,290                           | -                               | 32,717                          | *As at 31<br>December 2018 |

No forward foreign exchange rate contracts were entered into during the year.

### 4.7 Fair value hierarchy

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value measurement is based on the presumption that the transaction to sell the asset or transfer the liability takes places either:

In the principal market for the asset or liability; or

In the absence of a principal market, in the most advantageous market for the asset or liability.

The principal or the most advantageous market must be accessible by the Company.

The fair value of an asset or a liability is measured using the assumptions that the market participants would use when pricing the asset or liabilities, assuming the market participants act in their economic best interests.

A fair measurement of non-financial asset takes into account a market participants ability to generate economic benefits by using the asset in its highest and best use or by selling it to another market participant that would use the asset in its highest and best use.

<sup>\*\*</sup> Restated refer to Note 33 for full detail

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

The Company uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximising the use of relevant observable inputs and minimising the use of unobservable inputs.

All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorised within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

- Level 1 Quoted (unadjusted) market prices in active markets for identical assets or liabilities;
- Level 2 Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable;
- Level 3 Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable.

For assets and liabilities that are recognised in the financial statements at fair value on a recurring basis, the Company determines whether transfers have occurred between levels in the hierarchy by reassessing categorisation (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

For the purpose of fair value disclosures, the Company has determined classes of assets and liabilities based on the nature, characteristics and risks of the asset or liability and the level of the fair value hierarchy, as explained above.

The carrying values, cost less any impairment, of trade receivables and payables are assumed to approximate their fair values.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

The following table shows the fair value measurement hierarchy of the Company's assets and liabilities as at 31 December 2019:

|   | F<br>Quoted                                 |  |  |           |
|---|---|--|--|-----------|
| 2019  | Prices in<br>Active<br>Markets<br>(Level 1) | Significant<br>Observable<br>Inputs<br>(Level 2) | Significant<br>Unobservable<br>Inputs<br>(Level 3) | Total     |
| Assets  |   |  |  |           |
| Financial assets at fair value through OCI                                    |   |  |  |           |
| Debt security   | 277,862                                     | -  | -  | 277,862   |
| Total financial assets at fair value though OCI                               | 277,862                                     | -  | -  | 277,862   |
| Financial assets at fair value through profit & loss                          |   |  |  |           |
| Debt security   | 545,047                                     | -  | 993  | 546,040   |
| Investment funds  | 6,124                                       | -  | 114  | 6,238     |
| Investment back to policies where the risk is borne by the policyholder       | 3,138,155                                   | -  | 3,974  | 3,142,129 |
| Total financial assets at fair value through profit & loss                    | 3,689,326                                   | -  | 5,081  | 3,694,407 |
| Total financial assets  | 3,967,188                                   | -  | 5,081  | 3,972,269 |
| Equity & liabilities Investment contracts at fair value through profit & loss | -   | 3,102,839  | 3,974  | 3,106,813 |
| Total financial liabilities   | -   | 3,102,839  | 3,974  | 3,106,813 |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

|   |                                    | Fair Value Measurement Using Quoted              |  |                    |  |  |
|---|------------------------------------|--|--|--------------------|--|--|
| 2018<br>*restated   | Prices in Active Markets (Level 1) | Significant<br>Observable<br>Inputs<br>(Level 2) | Significant<br>Unobservable<br>Inputs<br>(Level 3) | Total              |  |  |
| Assets  |                                    |  |  |                    |  |  |
| Financial assets at fair value through OCI: Debt security  Total financial assets at fair value through | <u>254,973</u><br>254,973          | -  | -  | 254,973<br>254,973 |  |  |
| OCI  Financial assets at fair value through profit  | 234,773                            |  |  | 234,773            |  |  |
| & loss: Debt security Investment funds  | 616,227<br>157,898                 | -  | 1,128<br>114                                       | 617,355<br>158,012 |  |  |
| Investment back to policies where the risk is borne by the policyholder                                 | 2,695,594                          | 190,955  | 5,769  | 2,892,318          |  |  |
| Total financial assets at fair value through profit & loss  | 3,469,719                          | 190,955  | 7,011  | 3,667,685          |  |  |
| Total financial assets  | 3,724,692                          | 190,955  | 7,011  | 3,922,658          |  |  |
| Equity & liabilities Investment contracts at fair value through profit & loss                           | -                                  | 2,859,251  | 5,769  | 2,865,020          |  |  |
| Total financial liabilities   |                                    | 2,859,251  | 5,769  | 2,865,020          |  |  |

<sup>\*\*</sup> Restated refer to Note 33 for full detail

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

The following table presents the changes in Level 3 instruments for the year ended 31 December 2019 and 2018.

| FA at FVTPL   |                    |                     |  |                                   |
|---|--------------------|---------------------|--|-----------------------------------|
| 2019  | Debt<br>securities | Investment<br>funds | Investment<br>back to<br>policies –<br>policy holder<br>risk | Total                             |
| Opening balance   | 1,128              | 114                 | 5,769  | 7,011                             |
| Purchases / (sales) Unrealised gains / (losses) Transfer from level 1 to level 3 Transfer from level 3 to level 1 | (135)              | -<br>-<br>-         | (1,545)<br>(1,053)<br>821<br>(18)                            | (1,545)<br>(1,188)<br>821<br>(18) |
| Closing balance   | 993                | 114                 | 3,974  | 5,081                             |

| FA at FVTPL  |                    |                     |  |                           |  |
|--|--------------------|---------------------|--|---------------------------|--|
| 2018<br>*restated  | Debt<br>securities | Investment<br>funds | Investment<br>back to<br>policies –<br>policy holder<br>risk | Total                     |  |
| Opening balance  | 820                | 72                  | 15,981   | 16,873                    |  |
| Purchases / (sales)<br>Unrealised gains / (losses)<br>Transfer from level 1 to level 3 | -<br>43<br>265     | -<br>42<br>-        | (58)<br>(11,102)<br>948                                      | (58)<br>(11,017)<br>1,213 |  |
| Closing balance  | 1,128              | 114                 | 5,769  | 7,011                     |  |

<sup>&#</sup>x27;\* Restated refer to Note 33 for full detail

The investment back to policies –policyholder risk, level 3 instruments, as at 31 December 2019, are made up of the investments where the asset has been placed into liquidation / administration / suspension or any such non-tradable status valued at the last available quoted price, reduced in line with the company's price write down policy. The policy is applied when no new prices are made available and where the updates received do not allow the Company to reasonably establish a revised value.

The price is reduced by 50% effective 3 months after last quoted price and to 0.01 effective 6 months after last quoted price or where there is a liquidation appointment. Where the administration issue is resolved, the asset price is reset to that provided by the responsible party.

All movements throughout the year are recognised in unrealised gains and losses.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

The own risk Level 3 instruments at 31 December 2019 made up of financial assets at fair value through profit or loss comprise:

|  | Holding   | Issuer                              | Name                               | Value<br>£ 000's |
|--|-----------|-------------------------------------|------------------------------------|------------------|
| Financial asset at fair value through income: Debt security    | 1,000,000 | Eirles Three 182                    | Var 01/05/2032                     | 836              |
| ,  | 148,534   | Road Management<br>Consolidated Plc | 9.18% bds 10/6/21 GBP<br>(10/6,12) | 157              |
| Financial asset at fair value through income: Investment funds | 793,502   | Tapestry Investment<br>Co PCC       | Red Ptg Pref NPV Post<br>Red Nov   | 114              |

Eirles Three 182 is valued monthly from valuations reveived from Deutsche Bank.

Road Management Consolidated plc is calculated by the Company on the assumption of full repayment of the bond at maturity. No account has been taken of issuer or interest rate risk, as the outstanding amount represents 14% of the original amount issued which is mitigated by the Capital amounts held by the issuer against a bond.

Tapestry Investments Co PCC is in the process of liquidation and the value is based on the last available net asset value received from the liquidator less distributions received subsequently.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

### 5 Intangible assets

| *restated  | Goodwill                              | Computer<br>Software                               | Total   |
|--|---------------------------------------|--|---|
| Year-end 31 December 2018  |                                       |  |   |
| Opening net book amount Additions Disposals Impairment – Bahamas Amortisation charge Exchange difference Closing net book amount | 917<br>-<br>(819)<br>(94)<br>-<br>(4) | 2,957<br>2,444<br>-<br>-<br>(2,897)<br>23<br>2,527 | 3,874<br>2,444<br>(819)<br>(94)<br>(2,897)<br>19<br>2,527 |
| At 31 December 2018  |                                       |  |   |
| Cost Accumulated amortisation and impairment Net book amount   | 301<br>(301)                          | 10,278<br>(7,751)<br>2,527                         | 10,579<br>(8,052)<br>2,527                                |
| Year-end 31 December 2019  |                                       |  |   |
| Opening net book amount Amortisation Closing net book amount   | -<br>-<br>-                           | 2,527<br>(2,527)<br>-                              | 2,527<br>(2,527)<br>-                                     |
| At 31 December 2019  |                                       |  |   |
| Cost Accumulated amortisation and impairment Net book amount   | 301<br>(301)                          | 10,278<br>(10,278)<br>-                            | 10,579<br>(10,579)  |

<sup>\*\*</sup> Restated refer to Note 33 for full detail

Amortisation and impairment of £2,527 (2018: £2,897) is included in administrative expenses. All constituents of intangible assets are non-current assets.

As a result of the shortening of the useful life of the computer software, an amortisation expense was recognised for the full amount of the net book value of these assets.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

### 6 Property and equipment

| *restated   | Furniture and<br>Fittings                     | Leasehold<br>Improvements           | Total  |
|---|---|-------------------------------------|--|
| Year End 31 December<br>2018  |   |                                     |  |
| Opening net book amount Additions Depreciation charge Exchange difference Closing net book amount         | 1,128<br>669<br>(767)<br>10<br>1,040          | 220<br>-<br>(28)<br>2<br>194        | 1,348<br>669<br>(795)<br>12<br>1,234         |
| At 31 December 2018   |   |                                     |  |
| Cost Accumulated depreciation Net book amount   | 6,240<br>(5,200)<br>1,040                     | 320<br>(126)<br>194                 | 6,560<br>(5,326)<br>1,234                    |
| Year End 31 December<br>2019  |   |                                     |  |
| Opening net book amount Disposal Additions Adjustment to cost Depreciation charge Closing net book amount | 1,040<br>(414)<br>250<br>(12)<br>(615)<br>249 | 194<br>-<br>-<br>420<br>(28)<br>586 | 1,234<br>(414)<br>250<br>408<br>(643)<br>835 |
| At 31 December 2019   |   |                                     |  |
| Cost Accumulated depreciation Adjustment to cost Net book amount  | 6,240<br>(5,979)<br>(12)<br>249               | 320<br>(154)<br>420<br>586          | 6,560<br>(6,133)<br>408<br>835               |

<sup>\*\*</sup> Restated refer to Note 33 for full detail

Depreciation expense of £643 (2018: £795) has been charged in administrative expenses. All tangible assets are non-current assets.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

### 7 Right of use asset / lease liability

| Right of use asset - property<br>Year End 31 December 2019 | Total   |
|--|---------|
| Opening amount   | 6,098   |
| Depreciation charge  | (1,185) |
| Closing amount   | 4,913   |
| Lease liability At 31 December 2019                        |         |
| Opening amount   | 6,098   |
| Interest charge  | 317     |
| Lease payment  | (1,353) |
| Exchange difference  | (52)    |
| Closing amount   | 5,010   |
|  |         |
| Current portion  | 1,057   |
| Non-current portion  | 3,953   |
| Closing amount   | 5,010   |

The service charges relating to these lease contracts is included within administration charges (Note 25) and amounts to £1,385.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

### 8 Investments in subsidiaries and associates

|  | 2019 | 2018<br>*restated |
|--|------|-------------------|
| As at 1 January                          | 267  | 267               |
| Acquisition of subsidiaries              | 192  | -                 |
| As at 31 December – cost                 | 459  | 267               |
| Impairment As at 31 December – cost less |      |                   |
| impairment                               | 459  | 267               |

<sup>\*\*</sup> Restated refer to Note 33 for full detail

|   | Country of<br>Incorporation | % of Ordinary Sha<br>Held | % of Ordinary Shares<br>Held |                     | Principal place of business  |
|---|-----------------------------|---------------------------|------------------------------|---------------------|--|
|   |                             | 2019                      | 2018                         |                     |  |
| Subsidiaries                              |                             |                           |                              |                     |  |
| Utmost Portfolio<br>Management<br>Limited | Guernsey                    | 100                       | 100                          | 9 August 2007       | Utmost House,<br>Hirzel Street, St<br>Peter Port,<br>Guernsey  |
| Utmost Worldwide<br>(DIFC) Limited        | DIFC                        | 100                       | -                            | 8 April 2019        | Unit OT 17-31,<br>Level 17, Central<br>Park Offices,<br>Dubai<br>International<br>Financial Centre,<br>UAE |
| Winged Lion<br>Pensions Limited           | Guernsey                    | 100                       | -                            | 5 September<br>2019 | Albert House<br>South Esplanade<br>St Peter Port,<br>Guernsey  |

Utmost Worldwide (DIFC) Limited ('DIFC') was incorporated on 8 April 2019 for the purpose of advising on financial products and arranging deals in investments in the United Arab Emirates region.

Winged Lion Pensions Limited ('Winged Lion') was acquired by share transfer on 5 September 2019.

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

### 9 Financial assets

The Company's financial assets are summarised by measurement category in the table below.

|   | Note | 2019      | 2018<br>*restated |
|---|------|-----------|-------------------|
| Financial assets at fair value through profit & loss                          | 9.1  | 3,694,407 | 3,667,685         |
| Financial assets at fair value through OCI Financial assets at amortised cost | 9.2  | 277,862   | 254,973           |
| Amounts ceded to reinsurers from insurance                                    |      |           |                   |
| provisions  | 15   | 85,963    | 82,693            |
| Receivables including insurance receivables                                   | 10   | 27,376    | 25,989            |
| Cash & cash equivalents   | 11   | 53,322    | 51,735            |
| Total financial assets  |      | 4,138,930 | 4,083,075         |

<sup>&#</sup>x27;\* Restated refer to Note 33 for full detail

There are no amounts due after 12 months.

### 9.1 Financial assets at fair value through profit and loss

|   | 2019      | 2018<br>*restated |
|---|-----------|-------------------|
| Financial assets at fair value through profit & loss: |           |                   |
| Debt Securities:                                      |           |                   |
| Corporate bonds, covered bonds, structured notes      | 272,291   | 322,770           |
| Government bonds                                      | 273,749   | 294,585           |
| Investment funds                                      | 6,238     | 158,012           |
| Assets backing liabilities - policyholder risk:       |           |                   |
| Equity securities                                     | 139,670   | 115,852           |
| Debt securities - fixed interest rate:                |           |                   |
| Corporate bonds, covered bonds, structured notes      | 135,231   | 129,601           |
| Government bonds                                      | 16,257    | 14,745            |
| Investment funds                                      | 2,660,346 | 2,440,466         |
| Derivatives   | 36        | 8                 |
| Cash  | 190,110   | 190,955           |
| Other short term investments                          | 479       | 691               |
| Financial assets at fair value through profit & loss  | 3,694,407 | 3,667,685         |

<sup>&#</sup>x27;\* Restated refer to Note 33 for full detail

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

|   | Financial Assets at fair value through profit & loss         |
|---|--|
| *restated<br>As at 1 January 2018   | 3,886,755  |
| FV net loss recognised (excluding net realised gains or losses) in profit and loss Additions Disposals (sales and redemptions) Foreign exchange movement                  | (374,847)<br>1,545,670<br>(1,505,265)<br>115,372             |
| As at 31 December 2018  | 3,667,685  |
| FV net gain recognised (excluding net realised gains or losses) in profit and loss Additions Disposals (sales and redemptions) Reclassification Foreign exchange movement | 398,094<br>1,030,187<br>(1,251,614)<br>(34,581)<br>(115,364) |
| As at 31 December 2019  | 3,694,407  |

<sup>&#</sup>x27;\* Restated refer to Note 33 for full detail

In some instances, policyholder risk assets may be subject to a charge in favour of a third party. Under the terms of the charge any liability arising will be settled from the relevant policyholder risk assets.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

### 9.2 Financial assets at fair value through OCI

|  | 2019    | 2018<br>*restated |
|--|---------|-------------------|
| Financial assets at fair value through OCI:      |         |                   |
| Debt Securities:                                 |         |                   |
| Corporate bonds, covered bonds, structured notes | 61,093  | 147,984           |
| Government bonds                                 | 216,769 | 106,989           |
|  |         |                   |
| Financial assets at fair value through OCI       | 277,862 | 254,973           |

<sup>\*\*</sup> Restated refer to Note 33 for full detail

|   | Financial Assets at<br>fair value through<br>OCI |
|---|--|
| *restated<br>As at 1 January 2018   | 252,867  |
| Unrealised net loss recognised (excluding net realised gains or losses) through OCI Additions Disposals (sales and redemptions) Foreign exchange movement | (3,981)<br>99,738<br>(96,427)<br>2,776           |
| As at 31 December 2018  | 254,973  |
| Unrealised net gain recognised (excluding net realised gains or losses) through OCI Additions Disposals (sales and redemptions) Foreign exchange movement | 1,528<br>527,459<br>(496,835)<br>(9,263)         |
| As at 31 December 2019  | 277,862  |

<sup>&#</sup>x27;\* Restated refer to Note 33 for full detail

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

### 10 Receivables including insurance receivables

|  | 2019   | 2018<br>*restated |
|--|--------|-------------------|
| Receivables arising out of direct insurance contracts: |        |                   |
| Due from contract holders                              | 23,641 | 20,834            |
| Receivables arising from reinsurance contracts:        |        |                   |
| Due from contract holders                              | 1,596  | 1,736             |
| Other receivables:                                     |        |                   |
| Receivables due from other related parties             | 221    | 473               |
| Incomes tax receivables                                | 76     | 145               |
| Investment trade settlements due                       | 1,366  | 265               |
| Other  | 476    | 2,536             |
|  | 27,376 | 25,989            |

<sup>&#</sup>x27;\* Restated refer to Note 33 for full detail

All the outstanding receivables fall due within one year and are therefore classified as current.

Investment trade settlements are effected against delivery or payment, eliminating the counterparty risk.

#### 11 Cash and cash equivalents

Cash and cash equivalents include the following for the purposes of the statement of cash flows:

|                           | 2019   | 2018<br>*restated |
|---------------------------|--------|-------------------|
| Cash at bank              | 38,046 | 39,365            |
| Cash at policyholder risk | 6,529  | 4,773             |
| Short term deposits       | 8,747  | 7,597             |
| Cash and Cash Equivalents | 53,322 | 51,735            |

<sup>&#</sup>x27;\* Restated refer to Note 33 for full detail

The effective GBP interest rate on short-term bank deposits was zero percent. With no interest rates being offered currently no GBP deposits are being placed.

Income earned from the above amounts to £2,506 (2018: £1,674).

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

#### 12 Accrued income and prepayments

|  | 2019                      | 2018<br>*restated         |
|--|---------------------------|---------------------------|
| DAC Bond interest Other accrued income | 224,644<br>4,300<br>3,511 | 248,330<br>5,839<br>3,602 |
| Total accrued income and prepayments   | 232,455                   | 257,771                   |
| Current portion                        | 232,455                   | 257,771                   |
|  | 232,455                   | 257,771                   |

<sup>\*\*</sup> Restated refer to Note 33 for full detail

#### 13 Share Capital

| EUR   | Authorised<br>Shares | Issued<br>Shares           | Total<br>Share Capital |
|---|----------------------|----------------------------|------------------------|
| As at 31 December 2018 EUR  | 460,170,000          | 346,903,472                | 346,903,472            |
| Repurchase of 230,000,000 €1<br>Ordinary Shares by Owners   | (230,000,000)        | (230,000,000)              | (230,000,000)          |
| ,   | 230,170,000          | 116,903,472                | 116,903,472            |
| Redenomination of the authorised share capital from EUR to GBP with each EUR ordinary share redenominated to a 85.738 pence ordinary Share Reduction of Authorised Shares to GBP 150,000,000 composed of 174,951,596.72 @ 85.738 pence ordinary shares Conversion of 174,951,896.72 shares @ 85.738 pence ordinary shares into 150,000,000 £1 ordinary shares | 230,170,000          | 116,903,472<br>116,903,472 | 100,230,699            |
|   | 150,000,000          | 100,230,699                | 100,230,699            |

As at 31 December 2018, the Company had issued 346,903,472 ordinary shares at nil premium (2018: £nil), resulting in total share capital of €346,903,472. The total authorised number of ordinary shares was 460 million, with a par value of €1 per share. All issued shares were fully paid.

Changes that took place on 28 February 2019 included a redenomination of the Company's share capital from Euro to Sterling. The Company's authorised share capital now consists of 150,000,000 £1 Ordinary shares of which 100,230,698.82 are in issue as per the table above.

All amounts shown represent actual figures and not rounded or '000's of amounts.

<sup>\*\*</sup> Restated refer to Note 33 for full detail

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

#### 14 Reserves

|  | 2019    | 2018<br>*restated |
|--|---------|-------------------|
| Hong Kong required solvency margin         | 5,427   | 5,375             |
| Equity component reserve                   | 1,315   | 1,122             |
| Non-distributable reserve                  | 6,742   | 6,497             |
| Unrealised gains / (losses) on FA at FVOCI | (1,747) | (4,852)           |
| Currency translation reserve               | 7,635   | 17,091            |
| Retirement benefit plan reserve            | (490)   | (604)             |
| Revenue reserve                            | 35,265  | (842)             |
| Total reserves excluding share capital     | 47,405  | 17,290            |

<sup>&#</sup>x27;\* Restated refer to Note 33 for full detail

#### Hong Kong required solvency margin

The Company has designated certain retained earnings as non-distributable in the normal course of business, in order to comply with Hong Kong regulatory solvency requirements.

#### Equity component of discretionary participation feature (DPF)

The Company has implemented the advice of its Appointed Actuary in designating the equity component of DPF as non-distributable in the normal course of business.

The equity component of DPF originates from insurance contracts with DPF. The holders of these contracts can receive, as a supplement to guaranteed benefits, additional benefits each year arising from discretionary bonuses declared by the Company. There are participation rules defined in each contract, which determine the proportion of bonuses declared that are allocated to contract holders. The residual unallocated part of the bonuses declared are allocated to the Company's shareholders.

The assets backing the DPF are segregated. The expected allocation of future bonuses to contract holders from the current surplus is recognised as a liability; the remainder of the surplus is recognised as the equity component of the DPF. Contract holders do not have an automatic right to receive such surplus and shareholders are not fully entitled to consider any portion of such surplus as distributable retained earnings until the allocation between contract holders and shareholders takes place. The surplus will reduce should the underlying investments fall in value without a corresponding fall in the liability to policyholders.

### Currency translation reserve

The original currency translation reserve arose on the redenomination in 1999 of the Company's share capital.

During 2019 as detailed in Note 33.3 there were additional amounts noted in this reserve to reflect the changes made to the presentational currency on the sale of the Company to the Utmost Group.

#### Revenue reserve

The revenue reserve forms the balance of the shareholders' equity. It is fully distributable, subject to the constraints imposed by the requirements of the Company (Guernsey) Law, 2008 and the Insurance Business (Bailiwick of Guernsey) Law, 2002.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

### 15 Insurance liabilities and reinsurance assets

| Non-life insurance contracts   |  | 2019     | 2018<br>*restated |
|--|--|----------|-------------------|
| Claims incurned but not reported - direct business   13,508   13,808   15,308   15 |  | 1/0/5    | 17740             |
| Decemed premiums   13,508   15,383   Short term insurance contracts   Claims reported & loss adjustment expenses - direct business   56,992   56,204   Claims incurred but not reported - direct business   4,375   4,009   Decemed premiums   6,622   6,589   Provision for profit sharing   333   1,347   Long term insurance confracts   450,196   463,282   Provision for profit sharing   333   1,347   Long term insurance confracts   450,196   463,282   Provision for policies where the investment risk is borne by the policyholder   14,486   14,398   Provision for policies where the investment risk is borne by the policyholder   14,486   14,398   Provision for liability adequacy   4,702   5,876   Provision for policies where the investment adecepted   13,333   12,523   Provision for policies where the investment adecepted   22,577   24,637   Provision for policies where the investment risk is borne   4,600   1,600    |  |          | •                 |
| Short term insurance contracts   |  | •        |                   |
| Claims reported & loss adjustment expenses - direct business         56,992         56,204           Claims incurred but not reported - direct business         4,375         4,009           Provision for profit sharing         333         1,347           Long term insurance contracts         450,196         463,282           Mathematical provision - direct business         450,196         463,282           Provision for policies where the investment risk is borne by the policyholder         14,486         14,398           Provision for liability adequacy         4,702         5,876           Insurance liabilities - direct business         614,045         623,523           Non-life insurance contracts         131         136           Claims reported & loss adjustment expenses - reinsurance accepted         13,353         12,523           Unearmed premiums - reinsurance accepted         22,577         24,637           Insurance liabilities - reinsurance accepted         36,061         38,160           Total Insurance liabilities - gross         650,106         661,683           Recoverable from reinsurers         2019         2018           Recoverable from reinsurers         [10,345]         (4,960)           Claims incurred but not reported - direct business         [10,345]         (4,960)   |  | 10,000   | 13,303            |
| Claims incurred but not reported - direct business   |  | 54 992   | 56 204            |
| Unexamed premiums  |  |          | -                 |
| Provision for profit sharing   333   1.347     Long term insurance contracts   Mothermatical provision - direct business   450,196   463,282     Provision for policies where the investment risk is borne by the policyholder   14,486   14,398     Provision for policies where the investment risk is borne by the policyholder   4,702   5,876     Insurance liabilities - direct business   614,045   623,523     Non-life insurance contracts   Claims reported & loss adjustment expenses - reinsurance accepted   131   136     Cloims incurred but not reported - reinsurance accepted   13,353   12,523     Uncerned premiums - reinsurance accepted   13,353   12,523     Uncerned premiums - reinsurance accepted   22,577   24,637     Insurance liabilities - reinsurance accepted   36,061   38,160     Total insurance liabilities - reinsurance accepted   36,061   38,160     Total insurance liabilities - reinsurance accepted   2019   2018     Recoverable from reinsures   Claims reported & loss adjustment expenses - direct business   (10,345   (4,960 )     Uncarned premiums   (13,508   (14,921)     Short term insurance contracts   (13,694   (3,473 )     Uncarned premiums   (13,694   (3,473 )     Uncarned premiums   (13,694   (3,473 )     Uncarned premiums   (14,600   (5,277 )     Provision for polit sharing   (10,61   (13)   (1,277 )     Provision for polit sharing   (10,61   (13)   (1,277 )     Provision for polit sharing   (10,61   (13)   (1,277 )     Provision for politicies where the investment risk is borne by the policyholder   (21)   (22)   |  | ·        | -                 |
| Mathematical provision - direct business 450,196 463,282 Provision for policies where the investment risk is borne by the policyholder Provision for judicity adequacy 4,702 5,876 Insurance liabilities - direct business 614,045 623,523 Provision for judicity adequacy 4,702 5,876 Insurance liabilities - direct business 614,045 623,523 Provision for judicity adequacy 4,702 5,876 Insurance liabilities - direct business 614,045 623,523 Provision for judicity and provision development of the policyholder of provision of policies where the investment risk is borne by the policyholder of lasurance contracts Provision for policies where the investment risk is borne by the policyholder of lasurance liabilities - direct business (52,863) (82,693) Provision for policies where the investment risk is borne by the policyholder of lasurance liabilities - direct business (88,963) (82,693) Provision for policies where the investment risk is borne by the policyholder of lasurance liabilities - direct business (88,963) (82,693) Provision for policies where the investment risk is borne by the policyholder of lasurance liabilities - direct business (88,963) (82,693)   |  |          | •                 |
| Mathematical provision - direct business         450,196         463,282           Provision for policies where the investment risk is borne by the policyholder         114,486         14,398           Provision for liability adequacy         4,702         5.876           Insurance liabilities - direct business         614,045         623,523           Non-life insurance contracts         131         136           Claims reported & loss adjustment expenses - reinsurance accepted         13,353         12,523           Unearmed premiums - reinsurance accepted         2,357         24,637           Long term insurance contracts         22,577         24,637           Insurance liabilities - reinsurance accepted         36,061         38,160           Total insurance liabilities - gross         650,106         661,683           Recoverable from reinsures         2019         2018           Recoverable from reinsures         10,045         14,960           Non-life insurance contracts         10,045         14,960           Claims reported & loss adjustment expenses - direct business         10,0345         14,960           Unearmed premiums         (10,345)         14,960           Shott term insurance contracts         (52,867)         52,962           Claims reported & loss adjustment expenses - dir  |  | 330      | 1,047             |
| Provision for policies where the investment risk is borne by the policyholder policyholder provision for ilability adequacy  |  | 450 196  | 463 282           |
| Provision for liability adequacy   14.486   14.398   Provision for liability adequacy   4.702   5.876   18.000   14.702   5.876   18.000   14.702   5.876   18.000  |  | 100,170  | 100,202           |
| Provision for liability adequacy   |  | 14.486   | 14.398            |
| Insurance   Idabilities - direct business   614,045   623,523     Non-life insurance contracts   Claims reported & loss adjustment expenses – reinsurance accepted   131   136   1353   12,523   19,523 |  | •        |                   |
| Non-life insurance contracts Claims reported & loss adjustment expenses – reinsurance accepted 13,353 12,523 Uneamed premiums – reinsurance accepted 13,353 12,523 Uneamed premiums – reinsurance accepted 2,577 24,637  Insurance liabilities - reinsurance accepted 36,061 38,160  Total insurance liabilities - gross 650,106 661,683  Recoverable from reinsurers Non-life insurance contracts Claims reported & loss adjustment expenses – direct business (10,345) (14,960) Uneamed premiums (10,345) (14,960) Uneamed premiums (10,350) (14,921) Short term insurance contracts Claims reported & loss adjustment expenses – direct business (10,345) (14,960) Uneamed premiums (10,369) (14,921) Short term insurance contracts Claims reported & loss adjustment expenses – direct business (10,345) (14,960) Uneamed premiums (13,508) (14,921) Uneamed premiums (13,609) (52,962) Claims incurred but not reported - direct business (52,869) (52,962) Claims incurred but not reported - direct business (36,49) (3,473) Uneamed premiums (4,620) (5,277) Provision for profit sharing (100) (133) Long term Insurance contracts Mathematical provision - direct business (845) (836) Provision for policles where the investment risk is borne by the policyholder (21) (22)  | Trovision for hability adoquacy                          | 4,7 02   | 0,070             |
| Claims reported & loss adjustment expenses – reinsurance accepted         131         136           Claims incurred but not reported – reinsurance accepted         13,353         12,523           Unearned premiums – reinsurance accepted         -         864           Long term insurance contracts         22,577         24,637           Insurance liabilities - reinsurance accepted         36,061         38,160           Total insurance liabilities - gross         650,106         661,683           Recoverable from reinsurers         2019         2018           Non-life insurance contracts         -         (109)           Claims reported & loss adjustment expenses - direct         -         (109)           Claims incurred but not reported - direct business         (10,345)         (4,960)           Unearned premiums         (10,345)         (4,960)           Unearned premiums         (52,869)         (52,962)           Claims incurred but not reported - direct business         (52,869)         (52,962)           Claims incurred but not reported - direct business         (3,649)         (3,473)           Unearned premiums         (4,620)         (52,777)           Provision for poilit sharing         (106)         (1133)           Long term Insurance contracts         (845)   | Insurance liabilities - direct business                  | 614,045  | 623,523           |
| accepted         131         136           Claims incurred but not reported – reinsurance accepted         13,353         12,523           Unearned premiums – reinsurance accepted         2         64           Long term insurance contracts         22,577         24,637           Insurance liabilities - reinsurance accepted         36,061         38,160           Total insurance liabilities - gross         650,106         661,683           Recoverable from reinsurers           Non-life insurance contracts         2019         2018           Claims reported & loss adjustment expenses - direct         5         (10,345)         (4,960)           Unearned premiums         (10,345)         (4,960)         (14,921)           Short term insurance contracts         (10,345)         (4,960)         (14,921)           Short term insurance contracts         (10,345)         (4,960)         (52,962)           Claims reported & loss adjustment expenses - direct         (10,345)         (52,869)         (52,962)           Claims incurred but not reported - direct business         (3,649)         (3,473)           Unearned premiums         (4,620)         (5,277)           Provision for pofit sharing         (106)         (133)           Long term Insurance contracts  | Non-life insurance contracts                             |          |                   |
| accepted         131         136           Claims incurred but not reported – reinsurance accepted         13,353         12,523           Unearned premiums – reinsurance accepted         2         64           Long term insurance contracts         22,577         24,637           Insurance liabilities - reinsurance accepted         36,061         38,160           Total insurance liabilities - gross         650,106         661,683           Recoverable from reinsurers           Non-life insurance contracts         2019         2018           Claims reported & loss adjustment expenses - direct         5         (10,345)         (4,960)           Unearned premiums         (10,345)         (4,960)         (14,921)           Short term insurance contracts         (10,345)         (4,960)         (14,921)           Short term insurance contracts         (10,345)         (4,960)         (52,962)           Claims reported & loss adjustment expenses - direct         (10,345)         (52,869)         (52,962)           Claims incurred but not reported - direct business         (3,649)         (3,473)           Unearned premiums         (4,620)         (5,277)           Provision for pofit sharing         (106)         (133)           Long term Insurance contracts  | Claims reported & loss adjustment expenses – reinsurance |          |                   |
| Unearned premiums – reinsurance accepted  Long term insurance contracts Mathematical provision - reinsurance accepted  Insurance liabilities - reinsurance accepted  Total insurance liabilities - gross  Society (1997)  Recoverable from reinsurers Non-life insurance contracts Claims reported & loss adjustment expenses - direct business Claims incurred but not reported - direct business Claims reported & loss adjustment expenses - direct Unearned premiums  Short term insurance contracts Claims reported & loss adjustment expenses - direct Unearned premiums  Short term insurance contracts Claims reported & loss adjustment expenses - direct Unearned premiums  Claims incurred but not reported - direct business  Claims reported & loss adjustment expenses - direct Dusiness  Claims reported & loss adjustment expenses - direct Claims reported & loss adjustment expenses - direct Dusiness  Claims incurred but not reported - direct business  (52,869) (52,962) Claims incurred but not reported - direct business (4,620) (5,277) Provision for profit sharing (106) (113) Long term Insurance contracts Mathematical provision - direct business Provision for policies where the investment risk is borne by the policyholder  (21) (22)  |  | 131      | 136               |
| Long term insurance contracts Mathematical provision - reinsurance accepted  Insurance liabilities - reinsurance accepted  Total insurance liabilities - gross  650,106  661,683  Recoverable from reinsurers Non-life insurance contracts Claims reported & loss adjustment expenses - direct business Claims incurred but not reported - direct business Claims reported & loss adjustment expenses - direct Unearned premiums Short term insurance contracts Claims reported & loss adjustment expenses - direct Claims reported & loss adjustment expenses - direct Unearned premiums Short term insurance contracts Claims reported & loss adjustment expenses - direct business Claims reported & loss adjustment expenses - direct Claims incurred but not reported - direct business (52,869) (52,962) Claims incurred but not reported - direct business (3,649) Unearned premiums (4,620) (5,277) Provision for profit sharing (106) (1133) Long term Insurance contracts Mathematical provision - direct business Provision for policies where the investment risk is borne by the policyholder (21) (22)   | Claims incurred but not reported – reinsurance accepted  | 13,353   | 12,523            |
| Mathematical provision - reinsurance accepted22,57724,637Insurance liabilities - reinsurance accepted36,06138,160Total insurance liabilities - gross650,106661,683Recoverable from reinsurers20192018Non-life insurance contracts20192018Claims reported & loss adjustment expenses - direct<br>business1(109)Claims incurred but not reported - direct business(10,345)(4,960)Uncarned premiums(13,508)(14,921)Short term insurance contracts(52,869)(52,962)Claims reported & loss adjustment expenses - direct<br>business(52,869)(52,962)Claims incurred but not reported - direct business(3,649)(3,473)Uncarned premiums(4,620)(5,277)Provision for profit sharing(106)(133)Long term insurance contracts(845)(836)Provision for policies where the investment risk is borne<br>by the policyholder(21)(22)Total reinsurers share of insurance liabilities(85,963)(82,693)   | Unearned premiums – reinsurance accepted                 | -        | 864               |
| Insurance liabilities - reinsurance accepted         36,061         38,160           Total insurance liabilities - gross         650,106         661,683           Recoverable from reinsurers         2019         2018           Non-life insurance contracts         -         (109)           Claims reported & loss adjustment expenses - direct business         -         (109)           Claims incurred but not reported - direct business         (10,345)         (4,960)           Uncarned premiums         (13,508)         (14,921)           Short term insurance contracts         -         (52,869)         (52,962)           Claims reported & loss adjustment expenses - direct business         (36,49)         (3,473)           Uncarned premiums         (4,620)         (5,277)           Provision for profit sharing         (106)         (133)           Long term Insurance contracts         (845)         (836)           Provision for policies where the investment risk is borne by the policyholder         (21)         (22)           Total reinsurers share of insurance liabilities         (85,963)         (82,693)  | Long term insurance contracts                            |          |                   |
| Total insurance liabilities - gross  8   | Mathematical provision - reinsurance accepted            | 22,577   | 24,637            |
| Recoverable from reinsurers Non-life insurance contracts Claims reported & loss adjustment expenses - direct business Claims incurred but not reported - direct business Claims incurred but not reported - direct business Unearned premiums (13,508) (14,960) Unearned premiums (13,508) (14,921) Short term insurance contracts Claims reported & loss adjustment expenses - direct business Claims incurred but not reported - direct business (52,869) (52,962) Claims incurred but not reported - direct business (3,649) Unearned premiums (4,620) Unearned premiums (106) (1133) Long term Insurance contracts Mathematical provision - direct business Provision for policies where the investment risk is borne by the policyholder (21) (22) Total reinsurers share of insurance liabilities  | Insurance liabilities - reinsurance accepted             | 36,061   | 38,160            |
| Recoverable from reinsurers  Non-life insurance contracts  Claims reported & loss adjustment expenses - direct business Claims incurred but not reported - direct business Unearned premiums  Short term insurance contracts Claims reported & loss adjustment expenses - direct business Claims reported & loss adjustment expenses - direct business Claims incurred but not reported - direct business (52,869) Claims incurred but not reported - direct business (3,649) Unearned premiums (4,620) Frovision for profit sharing (106) (133)  Long term Insurance contracts Mathematical provision - direct business Mathematical provision - direct business Provision for policies where the investment risk is borne by the policyholder (21) (22)  | Total insurance liabilities - gross                      | 650,106  | 661,683           |
| Non-life insurance contracts Claims reported & loss adjustment expenses - direct business Claims incurred but not reported - direct business Unearned premiums Short term insurance contracts Claims reported & loss adjustment expenses - direct business Claims incurred but not reported - direct business (52,869) Claims incurred but not reported - direct business (3,649) Unearned premiums (4,620) Frovision for profit sharing Long term Insurance contracts Mathematical provision - direct business Mathematical provision - direct business by the policyholder  Total reinsurers share of insurance liabilities  (85,963) (82,693)   |  | 2019     | 2018              |
| Claims reported & loss adjustment expenses - direct business   |  |          |                   |
| business Claims incurred but not reported - direct business Unearned premiums Unearned premiums Unearned contracts Claims reported & loss adjustment expenses - direct business Claims incurred but not reported - direct business Claims incurred but not reported - direct business Unearned premiums Frovision for profit sharing Unearned contracts Mathematical provision - direct business Mathematical provision - direct business by the policyholder  Total reinsurers share of insurance liabilities  [100] (100,345) (10,345) (13,508) (14,921) (52,869) (52,869) (52,869) (52,962) (52,869) (52,869) (52,962) (3,473) (4,620) (5,277) (106) (1133) (106) (133) (845) (836) (836) (82,693)  |  |          |                   |
| Unearned premiums  Short term insurance contracts  Claims reported & loss adjustment expenses - direct business  Claims incurred but not reported - direct business  Unearned premiums  Unearned premiums  (4,620)  Provision for profit sharing  Long term Insurance contracts  Mathematical provision - direct business  Provision for policies where the investment risk is borne by the policyholder  (21)  Total reinsurers share of insurance liabilities  |  | -        | (109)             |
| Short term insurance contracts Claims reported & loss adjustment expenses - direct business (52,869) (52,962) Claims incurred but not reported - direct business (3,649) (3,473) Unearned premiums (4,620) (5,277) Provision for profit sharing (106) (133) Long term Insurance contracts Mathematical provision - direct business (845) (836) Provision for policies where the investment risk is borne by the policyholder (21) (22)  Total reinsurers share of insurance liabilities (85,963) (82,693)  | Claims incurred but not reported - direct business       |          |                   |
| Claims reported & loss adjustment expenses - direct business (52,869) (52,962) Claims incurred but not reported - direct business (3,649) (3,473) Unearned premiums (4,620) (5,277) Provision for profit sharing (106) (133) Long term Insurance contracts Mathematical provision - direct business (845) (836) Provision for policies where the investment risk is borne by the policyholder (21) (22)  Total reinsurers share of insurance liabilities (85,963) (82,693)   |  | (13,508) | (14,921)          |
| business (52,869) (52,962) Claims incurred but not reported - direct business (3,649) (3,473) Unearned premiums (4,620) (5,277) Provision for profit sharing (106) (133) Long term Insurance contracts Mathematical provision - direct business (845) (836) Provision for policies where the investment risk is borne by the policyholder (21) (22)  Total reinsurers share of insurance liabilities (85,963) (82,693)   |  |          |                   |
| Claims incurred but not reported - direct business (3,649) (3,473) Unearned premiums (4,620) (5,277) Provision for profit sharing (106) (133)  Long term Insurance contracts Mathematical provision - direct business (845) (836) Provision for policies where the investment risk is borne by the policyholder (21) (22)  Total reinsurers share of insurance liabilities (85,963) (82,693)   |  | (52.869) | (52 962)          |
| Unearned premiums (4,620) (5,277) Provision for profit sharing (106) (133)  Long term Insurance contracts Mathematical provision - direct business (845) (836) Provision for policies where the investment risk is borne by the policyholder (21) (22)  Total reinsurers share of insurance liabilities (85,963) (82,693)  |  |          |                   |
| Long term Insurance contracts Mathematical provision - direct business Provision for policies where the investment risk is borne by the policyholder  Total reinsurers share of insurance liabilities  (845) (845) (21) (22)   |  | \ · · /  |                   |
| Mathematical provision - direct business Provision for policies where the investment risk is borne by the policyholder  Total reinsurers share of insurance liabilities  (845) (836) (21) (22)   | Provision for profit sharing                             |          |                   |
| Provision for policies where the investment risk is borne by the policyholder (21) (22)  Total reinsurers share of insurance liabilities (85,963) (82,693)   |  |          |                   |
| by the policyholder (21) (22)  Total reinsurers share of insurance liabilities (85,963) (82,693)   | ·  | (845)    | (836)             |
|  |  | (21)     | (22)              |
| Net position 564 143 578 990   | Total reinsurers share of insurance liabilities          | (85,963) | (82,693)          |
|  | Net position   | 564,143  | 578,990           |

<sup>\*\*</sup> Restated refer to Note 33 for full detail

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

| Not position le mado un as follows                               | 2019    | 2018<br>*restated |
|--|---------|-------------------|
| Net position Is made up as follows  Non-life insurance contracts |         |                   |
|  |         |                   |
| Claims reported & loss adjustment expenses - direct business     | 17.095  | 177/7             |
|  |         | 17,767            |
| Claims incurred but not reported - direct business               | 48,874  | 46,258            |
| Unearned premiums  | -       | 1,326             |
| Short term Insurance contracts                                   |         |                   |
| Claims reported & loss adjustment expenses - direct              |         |                   |
| business   | 4,124   | 3,242             |
| Claims incurred but not reported - direct business               | 726     | 536               |
| Unearned premiums  | 2,002   | 1,312             |
| Provision for profit sharing                                     | 227     | 1,214             |
| Long term Insurance contracts                                    |         |                   |
| Mathematical provision   | 471,928 | 487,083           |
| Provision for policies where the investment risk is borne by     |         |                   |
| the policyholder   | 14,465  | 14.376            |
| Provision for liability adequacy                                 | 4,702   | 5,876             |
| Total insurance liabilities - net                                | 564,143 | 578,990           |

<sup>&#</sup>x27;\* Restated refer to Note 33 for full detail

### 15.1 Non-life insurance contracts (excluding those covering life risks) – assumptions, change in assumptions and sensitivity

Process used to decide on assumptions for reserving

Medical claims reserves are developed using accepted actuarial reserving techniques in compliance with Actuarial Standard of Practice 5, "Incurred Health and Disability Claims", a methodology which is commonly used in the healthcare industry. The Development (or Lag) Method is used where historical claims data is collected by paid and incurred date. This data is used to estimate the percentage or amount of completion needed to project all future claims incurred prior to the valuation date. "Completion factors" are estimated for each incurred month based on historical claim payment patterns. If large claims data is available with paid and incurred dates, the historical patterns may be modified to exclude the effect of these claims. Completion factors for the most recent months are often too volatile to use. Therefore, for the most recent months, completion patterns are reviewed and significant judgement is applied because of the substantial fluctuations in historical completion percentages for these immature months.

Commercial claims reserves consist of gross claims received but as yet un-validated (as assessed by the third party claims managers) and Claims Incurred But Not Reported (IBNR). The IBNR reserve is an assessment of future claims incurred prior to the valuation date and is based on historic triangulated claims data.

These methodologies were used for prior year comparisons.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

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#### 15.2 Long-term and short-term life insurance contracts – key assumptions

#### 15.2.1 Longevity assumptions

Longevity assumptions are used in the assessment of the liability for the annuity product. The assumptions reflect both the Company's longevity experience as well as standard published tables. Future mortality improvements are allowed for, based on trends identified in the Continuous Mortality Investigations of the Institute and Faculty of Actuaries. These assumptions are needed due to the long-term nature of the annuity product. The assumptions were reviewed in 2019.

#### 15.2.2 Other assumptions

Other assumptions have less impact on liabilities, reflecting the nature of the products, asset-liability matching, and risk reinsurance. These assumptions include surrender rates, and expected claim durations.

#### 15.2.3 Economic reference data

The economic assumptions are based on the following reference data:

|   |         | 2019<br>% | 2018<br>% |
|---|---------|-----------|-----------|
| UK Government Bond Yields                       | 5 Year  | 0.80      | 0.89      |
|   | 10 Year | 0.83      | 1.21      |
|   | 20 Year | 1.31      | 1.75      |
| Index Linked Real Yields                        | 10 Year | (2.38)    | (2.03)    |
| European Government Bond Yields                 | 5 Year  | (0.40)    | (0.17)    |
|   | 10 Year | 0.00      | 0.43      |
|   | 20 Year | 0.32      | 0.79      |
| US Agency Bond Yields                           | 5 Year  | 1.71      | 2.75      |
|   | 10 Year | 1.93      | 2.91      |
|   | 20 Year | 2.26      | 3.04      |
| Swiss Government Bond Yields                    | 5 Year  | (0.65)    | (0.51)    |
|   | 10 Year | (0.43)    | (0.10)    |
|   | 20 Year | (0.16)    | 0.37      |
| Cash Rates                                      | GBP     | 0.00      | 0.00      |
|   | USD     | 0.72      | 1.35      |
|   | EUR     | 0.00      | 0.00      |
| Corporate Credit Spreads Over A Rated Corporate |         |           |           |
| Bonds   | GBP     | 0.68      | 1.16      |
|   | USD     | 0.43      | 0.84      |
|   | EUR     | 0.54      | 0.87      |

#### 15.2.4 Discount rate assumptions

The liability discount rates are generally risk-free discount rates based on government bond yields. For the annuity product and long-term disability claims, the liability discount rates reflect the yields obtained on these segregated asset portfolios. The portfolios have individually defined investment guidelines including asset allocation strategies that reflect the Company's approach to ALM. Reinvestment risk is largely overcome through the ALM strategy. The discount rates were no greater than 97.5% of the risk-adjusted yields achieved on the assets and their reinvestment and investment of future premiums. The discount rates were further reduced by a default margin to make allowance for credit risk. It is noted that some

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

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liability discount rates are negative reflecting the negative market yields experienced in certain European countries. The discount rates for annuity products are set below.

|                  |     | <b>2019</b><br>% | <b>2018</b><br>% |
|------------------|-----|------------------|------------------|
| Annuity Products | GBP | 1.40             | 2.15             |
|                  | USD | 2.26             | 3.02             |
|                  | EUR | 0.44             | 1.16             |
|                  | CHF | (0.49)           | (0.32)           |

The discount rates used to determine the outstanding claim reserves for Long Term Disability claims are determined based on government bond yields of approximately 5-year duration, and are as follows:

|                                     |     | 2019<br>% | <b>2018</b><br>% |
|-------------------------------------|-----|-----------|------------------|
| Long Term Disability Claim Reserves | GBP | 0.58      | 0.83             |
|                                     | USD | 1.67      | 2.68             |
|                                     | EUR | (0.39)    | (0.27)           |
|                                     | CHF | (0.63)    | (0.57)           |

#### 15.2.5 Maintenance expense and inflation assumptions

The expense assumptions used in determining liabilities for insurance contracts reflect the Company's expectations based on analysis. The expense inflation rate assumptions reflect market expectations.

#### 15.3 Sensitivity analysis

The sensitivity to change in operational assumptions was considered. The key sensitivity is to longevity assumptions. A decrease in future mortality improvements by 10% has been estimated to increase the provisions by £4.9 million.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

### 16 Financial liabilities at fair value through profit and loss

|   | 2019      | *2018              |
|---|-----------|--------------------|
| Investment contracts where the investment risk is borne by the contract holder Investment contracts with fixed terms & guaranteed minimum returns | 3,106,813 | 2,861,032<br>3,988 |
| Total Financial Liabilities at fair value through profit & loss   | 3,106,813 | 2,865,020          |

<sup>\*\*</sup> Restated refer to Note 33 for full detail

### 17 Payable Including Insurance Payables

|  | 2019                                    | *2018                                   |
|--|---|---|
| Payables arising out of direct insurance operations Payables relating to investment contracts Investment trade settlements due     | 6,212<br>53,188                         | 6,525<br>44,428<br>944                  |
| Payables arising out of reinsurance operations Reinsurance deposits Income Tax Social Security & other tax payables Other payables | 26,627<br>52,653<br>596<br>338<br>2.319 | 24,357<br>51,918<br>11<br>359<br>12,411 |
| Total payables including insurance payables  | 141,933                                 | 140,953                                 |
| Current Portion  | 141,933                                 | 140,953                                 |

<sup>&#</sup>x27;\* Restated refer to Note 33 for full detail

The Company has the legal right to offset the reinsurance deposits included in the above table against the receivables due from contract holders, which have arisen from reinsurance contracts. (Note 10).

#### 18 Accruals and deferred income

|                            | 2019    | 2018<br>*restated |
|----------------------------|---------|-------------------|
| Deferred Income Liability  | 308,823 | 349,116           |
| Unearned premiums received | 1,847   | 1,292             |
| Accruals                   | 15,562  | 4,568             |
| Other accruals             | 3,482   | -                 |
|                            | 329,714 | 354,976           |

<sup>\*\*</sup> Restated refer to Note 33 for full detail

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

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### 19 Retirement benefit obligations

The amounts recognised in the statement of financial position for pension benefits are determined as follows:

| Retirement benefit obligation   | 2019                                  | 2018<br>*restated                           |
|---|---------------------------------------|---|
| Present value of funded obligations Fair value of plan assets   | (20,175)<br>23,795                    | (19,794)<br>23,204                          |
| Net asset recognised in the statement of financial position   | 3,620                                 | 3,410                                       |
| The amounts recognised in the profit or loss are as follows   |                                       |   |
| Net interest on defined benefit obligation  | (95)                                  | (56)  |
|   | (95)                                  | (56)  |
| The amounts recognised in the statement of comprehensive income   | e are as follows                      |   |
| Re-measurement on defined benefit plan  | 114                                   | 1,186                                       |
|   | 114                                   | 1,186                                       |
| Change in retirement benefit obligation   | 2019                                  | 2018<br>*restated                           |
| Retirement benefit obligation at 1 January  | 19,794                                | 24,825                                      |
| Benefits paid Interest on obligation Experience gains Gains from changes in financial assumptions Gains from changes in demographic assumptions | (2,714)<br>516<br>86<br>2,564<br>(71) | (2,525)<br>613<br>(777)<br>(2,223)<br>(119) |
| Retirement benefit obligation at 31 December  | 20,175                                | 19,794                                      |
| Change of fair value of plan assets   | 2019                                  | 2018<br>*restated                           |
| Opening fair value of plan assets   | 23,204                                | 26,992                                      |
| Interest on assets<br>Return on assets (not including interest)<br>Benefits paid  | 612<br>2,693<br>(2,714)               | 669<br>(1,932)<br>(2,525)                   |
| Closing fair value of plan assets   | 23,795                                | 23,204                                      |

<sup>\*\*</sup> Restated refer to Note 33 for full detail

The weighted average duration of the liabilities of the scheme was 26 years as at 31 December 2019 (2018: 27 years).

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

| Plan asset disaggregation by asset class  | <b>2019</b><br>% | 2018<br>% |
|---|------------------|-----------|
| Equities  | 68.7             | 64.4      |
| Gilts   | 8.2              | 7.4       |
| Corporate Bonds   | 15.9             | 20.6      |
| Property  | 1.6              | 3.3       |
| Cash  | 5.6              | 4.3       |
|   | 100              | 100       |
| Plan assumptions  | 2019<br>%        | 2018<br>% |
| Discount rate at end of year  | 2.0              | 2.8       |
| Discount rate at start of year  | 2.8              | 2.6       |
| Inflation   | 3.0              | 3.3       |
| Rate of increase in deferred pensions   | 2.9              | 3.2       |
| Rate of increase in pension payments Rate of increase in pensions in payment for former Sun | 2.9              | 3.2       |
| Alliance members  | 3.5              | 3.5       |

## Mortality assumptions

The mortality assumptions are based on standard mortality tables, which allow for future mortality improvements.

The assumptions are that a member aged 63 will live on average until age 88.1 if they are male and until age 89.6 if female.

For a member currently aged 45 the assumptions are that if they attain age 63 they will live on average until age 89.6 if they are male and until age 91.2 if female.

#### Sensitivity analysis

The following table illustrates the sensitivity of the Retirement Benefit Obligation at 31 December 2019 to changes in the significant actuarial assumptions.

|  |                         | 2019   |   |
|--|-------------------------|--|---|
|  | Impo                    | act on Retirement Bene                                     | efit Obligation   |
|  | Change in<br>Assumption | Increase in Assumption                                     | Decrease in Assumption                                    |
| Discount Rate Inflation Pension Increases      | 0.5%<br>0.5%<br>0.5%    | Decrease by 12.5%<br>Increase by 14.3%<br>Increase by 8.4% | Increase by 14.7%<br>Decrease by 9.9%<br>Decrease by 7.5% |
|  |                         | Change to 105%   | Change to 95%   |
| Scaling factor applied to base mortality table |                         | Decrease by 1.4%   | Increase by 1.5%  |

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

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|   | Imp                  | 2018<br>act on Retirement Bene                             | efit Obligation   |
|---|----------------------|--|---|
|   | Change in Assumption | Increase in Assumption                                     | Decrease in Assumption                                    |
| Discount rate<br>Inflation<br>Pension Increases | 0.5%<br>0.5%<br>0.5% | Decrease by 12.2%<br>Increase by 11.0%<br>Increase by 8.2% | Increase by 14.3%<br>Decrease by 9.7%<br>Decrease by 7.4% |
|   |                      | Change to 105%   | Change to 95%   |
| Scaling factor applied to base mortality table  |                      | Decrease by 1.3%   | Increase by 1.4%  |

### Funding policy

Following the cessation of accrual of benefits with effect from 31 December 2010, regular contributions to the Fund are no longer required. However, additional contributions are still made to cover any shortfalls that arise following each valuation. The funding method employed to calculate the value of previously accrued benefits is the Attained Age Method. During the financial period the Trustee agreed the level of contributions payable to the Fund by the Company to meet any shortfall arising following an actuarial valuation, with the proviso that the payment of contributions will be spread over a period of not more than five years from the valuation date.

The amounts recognised during the year for payments to the defined benefit schemes amounted to £NIL (2018: £NIL).

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

### 20 Insurance premium revenue

|   | 2019     | 2018<br>*restated |
|---|----------|-------------------|
| Direct insurance contracts                              |          |                   |
| Premium revenue arising from insurance contracts issued | 146,465  | 130,290           |
| Accepted reinsurance contracts                          |          |                   |
| Premium revenue arising from insurance contracts        |          |                   |
| accepted  | 1,396    | 4,290             |
| Reinsurance contracts ceded                             |          |                   |
| Premium revenue ceded to reinsurers on insurance        |          |                   |
| contracts   | (87,067) | (74,794)          |
| Total insurance premium revenue                         | 60,794   | 59,786            |

<sup>\*\*</sup> Restated refer to Note 33 for full detail

#### 21 Income from subsidiaries and associates

|   | 2019     | 2018<br>*restated |
|---|----------|-------------------|
| Profit on disposal of subsidiaries Dividend & income from other related parties | 827<br>- | 32,514<br>442     |
| Total income from subsidiaries & associates                                     | 827      | 32,956            |

<sup>\*\*</sup> Restated refer to Note 33 for full detail

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

## 22 Net income / (expenses) from financial instruments at fair value

|  | 2019     | 2018<br>*restated |
|--|----------|-------------------|
| Dividend income  |          |                   |
| Financial instruments at fair value through profit & loss – own risk   | 110      | 59                |
| Financial instruments at fair value through profit & loss –  |          | 0,                |
| policyholder risk  | 10,861   | 17,448            |
| Total dividend income  | 10,971   | 17,507            |
| Interest   |          |                   |
| Income from financial instruments at FVOCI – own risk Income from financial instruments at fair value through profit | 1,896    | 2,743             |
| & loss – own risk Income from financial instruments at fair value through profit                                     | 11,722   | 13,298            |
| & loss – policyholder risk   | 8,970_   | 1,396             |
| Net interest income  | 22,588   | 17,437            |
| Net realised gains & (losses) on financial assets  Net loss on financial assets at fair value through OCI – own      |          |                   |
| risk   | (1,576)  | (989)             |
| Net gain on financial assets at fair value through profit & loss  – own risk   | 2,765    | 2,493             |
| Net gain on financial assets at fair value through profit & loss   | 2,7 00   | 2,170             |
| – policyholder risk  | 63,754   | 104,119           |
| Net realised gains & (losses) on financial assets  | 64,943   | 105,623           |
| Net unrealised gains & (losses) on financial assets  |          |                   |
| Loss on financial assets at fair value through OCI – own risk  | -        | (7,677)           |
| Net gain/(loss) on financial assets at fair value through profit<br>& loss – own risk                                | 13,838   | (9,464)           |
| Net loss on financial assets at fair value through profit & loss   | 10,000   | (/,101)           |
| – policyholder risk  | (70,707) | (100,410)         |
| Net unrealised gains & (losses) on financial assets  | (56,869) | (117,551)         |
| Net income / (expense) from financial instruments at fair  |          |                   |
| value  | 41,633   | 23,016            |

<sup>&#</sup>x27;\* Restated refer to Note 33 for full detail

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

### 23 Insurance benefits and claims

| 2019  | Gross                          | Reinsurance<br>Recovery    | Net                       |
|---|--------------------------------|----------------------------|---------------------------|
| Payments, direct & accepted insurance   | 139,037                        | (65,006)                   | 74,031                    |
| Movements in provisions Other long term insurance contracts & investment contracts with DPF Other, including short term insurance contracts | 2,765<br>12,230<br>14,995      | (46)<br>(7,507)<br>(7,553) | 2,719<br>4,723<br>7,442   |
| Total net insurance benefits & claims   | 154,032                        | (72,559)                   | 81,473                    |
| 2018<br>*restated   | Gross                          | Reinsurance<br>Recovery    | Net                       |
| Payments, direct & accepted insurance   | 110,804                        | (44,517)                   | // 007                    |
|   |                                | (44,017)                   | 66,287                    |
| Movements in provisions Other long term insurance contracts & investment contracts with DPF Other, including short term insurance contracts | (4,708)<br>(9,787)<br>(14,495) | 76<br>10,164<br>10,240     | (4,632)<br>377<br>(4,255) |

<sup>&#</sup>x27;\* Restated refer to Note 33 for full detail

## 24 Interest expense

|   | 2019      | 2018<br>*restated |
|---|-----------|-------------------|
| Interest expense<br>Interest on lease liability | 65<br>317 | 38                |
| Total interest expense                          | 382       | 38                |

<sup>&#</sup>x27;\* Restated refer to Note 33 for full detail

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

#### 25 Administration costs

|   | Note     | 2019   | 2018<br>*restated |
|---|----------|--------|-------------------|
| Depreciation, amortisation & impairment charges | 5, 6 & 7 | 4,355  | 3,786             |
| Employee benefit expense                        | 26       | 16,469 | 16,537            |
| Service charge                                  | 7        | 1,385  | -                 |
| Operating lease rentals                         |          | -      | 1,315             |
| Software costs                                  |          | 2,758  | 2,147             |
| Audit fees                                      |          | 632    | 316               |
| Non-audit fees                                  |          | 70     | 96                |
| Purchase of other goods and services            |          | 7,767  | 8,395             |
| Total administration costs                      |          | 33,436 | 32,592            |

<sup>\*\*</sup> Restated refer to Note 33 for full detail

## 26 Employee benefit expense

|  | 2019                   | 2018<br>*restated    |
|--|------------------------|----------------------|
| Wages & salaries<br>Social security costs<br>Pension costs – DB and DC plans | 14,745<br>703<br>1,021 | 14,837<br>719<br>981 |
| Total employee benefit expense   | 16,469                 | 16,537               |

<sup>\*\*</sup> Restated refer to Note 33 for full detail

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

#### 27 Income taxes

|   | 2019                 | 2018<br>*restated    |
|---|----------------------|----------------------|
| Profit before tax Guernsey standard tax rate for insurance business                           | <b>37,222</b><br>10% | <b>57,926</b><br>10% |
| Current tax on profits for the year   | 3,722                | 5,793                |
| Effect of the higher tax rates in the other jurisdictions in which the Company operates       | 393                  | 737                  |
| Effect of utilising operating losses in the other jurisdictions in which the Company operates | (345)                | -                    |
| Effect of activities subject to 0% tax rate General provision for taxes                       | (3,499)<br>500       | (5,704)<br>-         |
| Under / (over) provision provided for prior year  | 99                   | (827)                |
| Total current tax expense / (credit)  | 870                  | (1)                  |

<sup>&#</sup>x27;\* Restated refer to Note 33 for full detail

The Company operates in multiple jurisdictions in multiple currencies. For each jurisdiction in which the Company operates there is a different tax regime, which requires a different local calculation of the Company's taxable profits. Therefore, management deem it necessary to consider each jurisdiction independently for the purposes of tax. The Company chooses to use specialist tax advisors to ensure that all calculations of tax are prepared in accordance with local requirements.

The taxable profit is provided to the relevant tax authorities on the basis of local accounting standards and audited financial statements and adjusted as required in each jurisdiction in which the Company operates.

Tax on the Company's profit differs from the theoretical amount that would arise on the taxable profit using the standard rate of Guernsey taxation applicable to the Company as follows:

The applicable tax rate for the year in Guernsey was 10% on local business (2018: 10%). Applicable tax rates in other jurisdictions where the Company suffers taxation were Hong Kong 8.25% on the first HKD 2M and 16.5% thereafter (2018: 8.25% and 16.5%), 12.5% in Ireland (2018: 12.5%), Switzerland average 20.3% (2018: 20.3%) and 17% in Singapore (2018: 17%).

Management recognises that there are carried forward losses in the Singapore Branch of £8,393K but has chosen at this stage not to recognise a deferred tax asset until future profits are more probable.

An income tax payable of £596K is recognised in the payables in note 17 with an income tax receivable of £75K recognised in note 10. There were no deferred taxes recognised during the year.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

#### 28 Cash generated from/(used in) operations before foreign currency exchange, interest and taxes

|   | 2019      | 2018<br>*restated |
|---|-----------|-------------------|
| Insurance premium received                        | 167,005   | 162,016           |
| Reinsurance premium paid                          | (99,786)  | (79,347)          |
| Insurance benefits & claims paid                  | (163,028) | (136,337)         |
| Reinsurance claims received                       | 66,945    | 47,278            |
| Investment contracts receipts                     | 97,159    | 45,398            |
| Investment contracts benefits paid                | (379,189) | (419,433)         |
| Commission and fee income                         | 49,711    | 58,814            |
| Payments to intermediaries to acquire insurance & |           |                   |
| investment contracts                              | (31,586)  | (34,945)          |
| Cash paid to employees, intermediaries & other    |           |                   |
| suppliers for services & goods                    | (20,630)  | (39,300)          |
| Dividend received                                 | 18,429    | 18,339            |
| Interest received                                 | 17,749    | 18,432            |
| Net realised (loss) / gain                        | (60,690)  | 1,930             |
| Other operating cash flows                        | 10,349    | 29,107            |
| Net sale / (purchase) of operating assets         |           |                   |
| Equity securities                                 | 424,158   | 243,026           |
| Debt securities                                   | 138,988   | 18,082            |
| Cash generated from/(used in) operations before   |           |                   |
| foreign currency exchange, interest and taxes     | 235,584   | (66,940)          |

<sup>&#</sup>x27;\* Restated refer to Note 33 for full detail

The Group classifies the cash flows for the purchase and disposal of financial assets in its operating cash flows, as the purchases are funded from the cash flows associated with the origination of insurance and investment contracts, net of the cash flows for payments of insurance benefits and claims and investment contracts benefits.

#### 29 Contingencies, commitments and guarantees

In the normal course of business, the Company is subject to matters of litigation or arbitration. While there can be no assurances, at this time the directors believe, based on the information currently available to them, that it is not probable that the ultimate outcome of any of these matters will have a material adverse effect on the financial condition of the Company.

The Company is subject to insurance solvency regulations in all the territories in which it issues insurance and investment contracts, and it has complied with all the local solvency regulations. There are no contingencies associated with the Company's compliance or lack of compliance with these regulations.

#### Commitments

Investment commitments

The Company had uncalled capital contributions at the statement of financial position date of £nil (2018: £nil).

## 30 Business sector report of The Bahamas direct business regulated by The Insurance Commission of The Bahamas

|  |        | 2019   |        | 2018<br>*restated |
|--|--------|--------|--------|-------------------|
|  | £      | В\$    | £      | В\$               |
| Assets   |        |        |        |                   |
| Tangible assets  | 163    | 211    | 170    | 209               |
| Investments  |        |        |        |                   |
| Other investments  | -      | -      | 19     | 25                |
| Amount ceded to reinsurers from insurance provisions       | 6,480  | 8,594  | 2,495  | 3,229             |
| UPR amount ceded to reinsurers from insurance provisions   | 5,729  | 7,598  | 6,716  | 8,693             |
| Receivables  |        |        |        |                   |
| Receivables arising out of direct insurance operations     | 587    | 778    | 1,235  | 1,599             |
| UPR receivables arising out of direct insurance operations | 5,929  | 7,863  | 6,988  | 9,046             |
| Other receivables  | 32     | 43     | -      | -                 |
| Cash and cash equivalents                                  | 9,547  | 12,053 | 9,366  | 12,123            |
| Accrued income and prepayments                             | 30     | 40     | 44     | 75                |
|  | 28,497 | 37,180 | 27,033 | 34,999            |
| Liabilities  |        |        |        |                   |
| Revenue reserves   | 959    | 1,504  | 2,476  | 3,208             |
| Insurance provisions, direct insurance                     | 6,935  | 9,198  | 2,792  | 3,614             |
| UPR Insurance provisions, direct insurance                 | 5,929  | 7,863  | 6,988  | 9,046             |
| Payables   |        |        |        |                   |
| Payables arising out of direct insurance operations        | -      | -      | 843    | 1,092             |
| UPR payables arising out of direct insurance operations    | 5,729  | 7,598  | 6,716  | 8,693             |
| Payables arising out of reinsurance operations             | 4,188  | 5,582  | 1,807  | 2,340             |
| Other payables   | 296    | 392    | 287    | 371               |
| Other liabilities  | 4,461  | 5,043  | 5,124  | 6,635             |
|  | 28,497 | 37,180 | 27,033 | 34,999            |

<sup>\*\*</sup> Restated refer to Note 33 for full detail

## B\$ - Bahamian Dollars

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

## Business sector report of The Bahamas direct business regulated by The Insurance Commission of The Bahamas (continued)

|  |          | 2019     |          | 2018<br>*restated |
|--|----------|----------|----------|-------------------|
|  | £        | В\$      | £        | В\$               |
| Gross earned premiums  | 24,476   | 32,169   | 22,087   | 29,422            |
| Earned premium ceded   | (23,395) | (29,868) | (21,121) | (28,111)          |
| Net earned premiums  | 1,081    | 2,301    | 966      | 1,311             |
| Interest and other investment income                               | 4        | 4        | 29       | 39                |
| Other income   | 1,018    | 1,231    | 876      | 1,165             |
| Total income   | 2,103    | 3,536    | 1,871    | 2,515             |
| Net insurance benefits and claims                                  | (655)    | (834)    | (57)     | (100)             |
| Expenses for the acquisition of insurance and investment contracts | (176)    | (1,146)  | 855      | 1,164             |
| Administration costs   | 331      | 416      | 258      | 357               |
| Other expenses   | (331)    | (417)    | (717)    | (980)             |
| Losses on foreign currency   | (40)     | (51)     | (37)     | (49)              |
| Revaluation  | (273)    |          | 303      | 301               |
| Total expenses   | (1,144)  | (2,032)  | 605      | 693               |
| Profit before tax  | 959      | 1,504    | 2,476    | 3,208             |
| Income taxes   |          |          |          | _                 |
| Profit for the year  | 959      | 1,504    | 2,476    | 3,208             |

<sup>&#</sup>x27;\* Restated refer to Note 33 for full detail

B\$ - Bahamian Dollars

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

# 31 Business sector report of the Caymans direct business regulated by the Cayman Island Monetary Authority

|  | 2019   |        | 2018<br>*restated |        |
|--|--------|--------|-------------------|--------|
|  | £      | \$     | £                 | \$     |
| Assets   |        |        |                   |        |
| Investments  |        |        |                   |        |
| Amount ceded to reinsurers from insurance provision        | 3,864  | 5,125  | 2,535             | 2,627  |
| UPR amount ceded to reinsurers from insurance provision    | 7,780  | 10,318 | 8,101             | 10,326 |
| Receivables  |        |        |                   |        |
| Receivables arising out of direct insurance operations     | 248    | 329    | 239               | 304    |
| UPR receivables arising out of direct insurance operations | 8,218  | 10,899 | 8,356             | 10,651 |
| Cash and cash equivalents                                  | 6,090  | 8,077  | 6,251             | 7,968  |
| Accrued income and prepayments                             | 221    | 292    | 260               | 331    |
| _  |        |        |                   |        |
| _  | 26,421 | 35,040 | 25,742            | 32,207 |
| Liabilities  |        | _      |                   |        |
| Revenue reserves   | 1,005  | 1,919  | 1,397             | 995    |
| Insurance provisions                                       |        |        |                   |        |
| Insurance provision, direct insurance                      | 4,022  | 5,335  | 2,666             | 2,789  |
| UPR insurance provision, direct insurance                  | 8,218  | 10,899 | 8,356             | 10,651 |
| Payables   |        |        |                   |        |
| Payables arising out of direct insurance operations        | 3,831  | 5,579  | 2,484             | 3,593  |
| Payables arising out of reinsurance operations             | (405)  | (537)  | (349)             | (445)  |
| UPR payables arising out of direct insurance operations    | 7,780  | 10,318 | 8,101             | 10,326 |
| Other payables   | 26     | 35     | 14                | 18     |
| Other liabilities  |        |        |                   |        |
| Accruals and deferred income                               | 1,944  | 1,492  | 3,073             | 4,280  |
| -<br>-   | 26,421 | 35,040 | 25,742            | 32,207 |

<sup>&#</sup>x27;\* Restated refer to Note 33 for full detail

<sup>\$ -</sup> United States Dollars

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

## Business sector report of the Caymans direct business regulated the Cayman Island Monetary Authority

|  | 2019     |          | 2018<br>*restated |          |
|--|----------|----------|-------------------|----------|
|  | £        | \$       | £                 | \$       |
| Gross earned premiums  | 22,999   | 29,302   | 20,391            | 26,916   |
| Earned premium ceded   | (22,193) | (28,271) | (19,732)          | (26,058) |
| Net earned premiums  | 806      | 1,031    | 659               | 858      |
| Interest and other investment income                               | 1        | -        | 1                 | 1        |
| Other income   | 905      | 1,157    | 802               | 1,069    |
| Total Income   | 1,712    | 2,188    | 1,462             | 1,928    |
| Net insurance benefits and claims                                  | (47)     | (62)     | (550)             | (759)    |
| Interest expense   |          |          |                   |          |
| Expenses for the acquisition of insurance and investment contracts | (84)     | (109)    | 183               | 243      |
| Other expenses   | -        | -        | (1)               | (2)      |
| Losses on foreign currency   | (77)     | (98)     | (65)              | -        |
| Revaluation  | (499)    | -        | 368               | (415)    |
| Total expenses   | (707)    | (269)    | (65)              | (933)    |
| Profit before tax  | 1,005    | 1,919    | 1,397             | 995      |
| Income taxes   |          |          |                   |          |
| Profit for the year  | 1,005    | 1,919    | 1,397             | 995      |

<sup>&#</sup>x27;\* Restated refer to Note 33 for full detail

<sup>\$ -</sup> United States Dollars

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

## 32 Related-party transactions

The following transactions were carried out with related parties.

a)

| u)   | 2019         | 2018<br>*restated |
|--|--------------|-------------------|
| Amounts (payable to) / owed by other related parties   |              |                   |
| reference insurance contracts  |              |                   |
| Reinsurance assets relating to business ceded to other related parties                               | -            | 69,953            |
| Provision for reinsurance accepted from other related  |              |                   |
| parties  | -            | (13,524)          |
| Reinsurance deposits received from related parties   | -            | (51,880)          |
| Insurance & reinsurance payables to other related parties  | =            | (21,737)          |
| Insurance & reinsurance receivables due from other related parties                                   | -            | 1,698             |
| Sales and purchases of insurance contracts with other  |              |                   |
| related parties Reinsurance premium accepted from other related parties                              | -            | (4,290)           |
| Change in provisions for insurance accepted from other   | -            | 2,398             |
| related parties Reinsurance premium ceded to other related parties                                   | _            | 76,082            |
| Claims recovered from other related parties  | -            | (42,701)          |
| Claims paid to other related parties on accepted   |              | 395               |
| reinsurance,   | -            |                   |
| Commission received from other related parties   | -            | (13,629)          |
| Commission paid to other related parties  Change in reinsurance assets relating to business ceded to | -            | 40                |
| other related parties  | -            | 2,821             |
| b)   |              |                   |
|  | 2019         | 2018<br>*restated |
| (Income) / expenses from Group entities  |              | residied          |
| Dividend income received Utmost Portfolio Management (UPM)   | -            | (442)             |
| c)   |              |                   |
| -,   |              | 2018              |
|  | 2019         | *restated         |
| Key management compensation  | 0.100        | 1 100             |
| Salaries & other short term employee benefits  Post-employment benefit                               | 2,189<br>181 | 1,120<br>155      |
| гозг-ептроуппети репеш   | 101          | 133               |

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

| d)   |         |                   |
|--|---------|-------------------|
|  | 2019    | 2018<br>*restated |
| Transaction with parent                                |         | 000.540           |
| Dividend paid to Generali Group parent                 | -       | 328,549           |
| Repurchase of shares paid to UIG Holdings No. 6 Ltd.   | 197,340 | -                 |
| e)   |         |                   |
|  | 2019    | 2018<br>*restated |
| Balances with subsidiaries                             | 2017    | restatea          |
| UPM receivable   | 92      | 260               |
| DIFC receivable  | 14      | -                 |
| 511 6 100011 42.10                                     |         |                   |
| Transactions with subsidiaries                         |         |                   |
| UPM recharges  | 503     | 472               |
| DIFC   | 442     | -                 |
| - · ·  |         |                   |
| f)   |         |                   |
|  | 2019    | 2018<br>*restated |
| Balances with joint ventures                           |         |                   |
| Receivable from the Generali UAE Branch                | -       | 383               |
| Transactions with joint venture                        |         |                   |
| Income from the Generali UAE Branch                    | -       | (1,893)           |
| g)   |         | 0010              |
|  | 2019    | 2018<br>*restated |
| Balances with other related parties                    | 2017    | residied          |
| Receivable from Utmost Services Ireland Limited (USIL) | 187     | 227               |
| Utmost PanEurope dac (UPE)                             | (271)   | -                 |
| official taribotope due (of b)                         | (271)   |                   |
| Transactions with related parties                      |         |                   |
| Recharged expenses UPE                                 | (432)   | (219)             |
| Sale of UPE  | (827)   | -                 |
| Expenses from USIL                                     | 4,089   | 4,424             |
| Expenses from UIG Holdings No. 4 Ltd.                  | 281     | -                 |

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

h) The Company reinsures certain insurance exposures to related and non-related parties, some have become non-related since the Utmost acquisition. The Company also accepts reinsurance whereby a related party's policyholders invest in funds provided by the Company.

|                                     | 2019    | 2018<br>*restated |
|-------------------------------------|---------|-------------------|
| Balances in relation to reinsurance |         |                   |
| Amounts payable to related parties  | (2,256) | (2,380)           |

#### i) Retirement benefit obligations

Transactions and balances arising from the Company's retirement benefit obligations are disclosed in note

The Company shares its offices with some of its subsidiaries and other related parties. Some services are purchased by one related party on behalf of all and the costs allocated on an equitable basis. These recharges typically cover areas such as office services, shared personnel costs, rent and rates.

#### 33 Changes in accounting policy and restatement of prior year financial statements

#### 33.1 Effect of restatement for revenue and cost recognition

In 2018 the Company adopted IFRS 15 Revenue from Contracts with Customer (the accounting standard for revenue recognition).

For the Vision product, 6% of the front-end fees received at the inception of a contract and anticipated future margins were deferred and presented as a deferred income liability in the statement of financial position. The liability was amortised over the expected term of the contract and was included within "Fee and commission income related to investment contracts" in the statement of comprehensive income. In line with this policy, the Company also deferred related commissions paid, which were recognized as deferred acquisition costs in the statement of financial position and subsequently amortised over the commission earnings period and included within "Expenses for the acquisition of insurance and investment contracts".

Further to the acquisition of the Company by the Utmost Group the Company has restated its Revenue from Contracts with Customers. This will mean the Company is in line with the Group policy whereby 100% of the income liability is deferred over the life of the policy with a corresponding adjustment to the deferred acquisition costs over the same deferral period. This change is significant and the Company has restated the 2018 comparatives to reflect the materiality of those changes.

<sup>&#</sup>x27;\* Restated refer to Note 33 for full detail

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

The specific changes are as follows:

- 100% of the front-end fees are deferred with the associated deferred liability amortised over the expected term of the contract;
- 100% of the commissions paid are deferred (as well as some non-commission costs), with the associated deferred asset amortised over the expected term of the contract, rather than the commission earnings period;
- the above methodology was applied to the Vision, Choice and Professional Portfolio products;

### 33.2 Effect of changes in accounting policy for measurement of investment liabilities

Under the recommendation of the Appointed Actuary, there was a change in the IFRS reserve methodology for Investment contracts. This change followed the change in accounting approach to IFRS 15 whereby there was a significant increase in the deferred income liability. The IFRS reserve quantification was simplified to equal the value of the unit reserves, determined at individual policy level. This change of reserving method alone had the effect to reduce financial liabilities by £6.1m. A liability adequacy test is also performed, see note 2.14.2.

The change is applicable to the investment contracts liability only.

- All investment contracts issued by the Company are designated on initial recognition as financial liabilities at fair value through profit or loss;
- Gains and losses arising from the changes in the fair value of financial liabilities designated at fair value through profit or loss are included in the profit or loss account in the period in which they arise and are recorded in "Investment contract liabilities";
- Unit linked liabilities are recognized as and when the units are created and are valued by reference to the fair value of the underlying assets held within the associated fund at the statement of financial position date.

Prior to 2019, if the investment contract was subject to a put or surrender option, exercisable at the discretion of the investment contract holder rather than the Company, the value of the investment contract liability was never less than the amount payable on surrender for the required notice period, where applicable in accordance with the requirements of IFRS 9. Generally, such options are present and income recognition in the previous years was not advanced through the application of the fair value approach in the measurement of liabilities under unit-linked investment contracts. In 2019, the comparison to the surrender value of the policy was removed and the Company adopted a fair value approach in the measurement of these liabilities as explained above, with the reference to the fair value of the underlying assets held within the associated fund.

The restatement relating to revenue and cost recognition and change in accounting policy for the measurement of insurance provisions affected the following financial statements line items for the prior periods:

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

## Statement of financial position (in £ 000's)

|                               | 31 Dec<br>2018                          | Restatem<br>ent in<br>revenue<br>and cost<br>recogniti<br>on | Restate- ment due to change in account- ing policy for measure- ment of invest- ment liabilities | 31 Dec<br>2018<br>(restated) | 1 Jan<br>2018 | Restateme<br>nt in<br>revenue<br>and cost<br>recognitio<br>n | Restate-<br>ment due<br>to change<br>in<br>account-<br>ing policy<br>for<br>measure-<br>ment of<br>invest-<br>ment<br>liabilities | 1 Jan 2018<br>(restated) |
|-------------------------------|---|--|--|------------------------------|---------------|--|---|--------------------------|
| Intangible assets             | 2,527                                   | -  | -  | 2,527                        | 3,874         | -  | -   | 3,874                    |
| Property & equipment          | 1,234                                   | _  | -  | 1,234                        | 1,348         | _  | _   | 1,348                    |
| Right of Use Property         | -                                       | _  | -  | -                            | -             | _  | _   | -                        |
| Investments in                |   |  |  |                              |               |  |   |                          |
| subsidiaries and              | 267                                     | _  | _  | 267                          | 267           | _  | _   | 267                      |
| associates                    | 207                                     |  |  | 207                          | 207           |  |   | 207                      |
| Investments                   | 3,922,658                               | _  | _  | 3,922,658                    | 4,157,359     | _  | _   | 4,157,359                |
| Amount ceded to               | 3,722,030                               |  |  | 3,722,030                    | 4,107,007     |  |   | 4,107,007                |
| reinsurers from insurance     | 82,693                                  |  |  | 82,693                       | 07 575        |  |   | 86,575                   |
|                               | 02,073                                  | -  | -  | 02,693                       | 86,575        | -  | -   | 06,3/3                   |
| provisions                    |   |  |  |                              |               |  |   |                          |
| Receivables including         | 25,989                                  | -  | -  | 25,989                       | 434,377       | _  | -   | 434,377                  |
| insurance receivables         | 0.410                                   |  |  | 0.410                        | 0.1.7         |  |   | 0.1.7                    |
| Retirement Benefit Asset      | 3,410                                   | -  | -  | 3,410                        | 2,167         | -  | -   | 2,167                    |
| Cash and cash                 | 51,735                                  | _  | _  | 51,735                       | 42,897        | -  | _   | 42,897                   |
| equivalents                   | , |  |  | , ,                          | ,             |  |   | •                        |
| Accrued income and            | 12,289                                  | 245,482  | _  | 257,771                      | 12,962        | 264,040  |   | 277,002                  |
| prepayments (Note12)          |   | 2 .07 .02  |  |                              |               | 20 .,0 .0  |   |                          |
| Total assets                  | 4,102,802                               |  |  | 4,348,284                    | 4,741,826     |  |   | 5,005,866                |
| Issued share capital          | 308,362                                 | -  | -  | 308,362                      | 308,362       | -  | -   | 308,362                  |
| Revenue reserves              | 65,077                                  | (71,249)   | 5,330  | (842)                        | 331,252       | (86,537)   | 1,551   | 246,266                  |
| Other reserves                | 18,132                                  | -  | -  | 18,132                       | 33,737        | -  | -   | 33,737                   |
| Total equity                  | 391,571                                 |  |  | 325,652                      | 673,351       |  |   | 588,365                  |
| Insurance provisions          | //0 /07                                 |  | 007  | //1 /02                      | /5/ 017       |  | (1.110)   | / 55 705                 |
| (Note 15)                     | 660,687                                 | -  | 996  | 661,683                      | 656,817       | -  | (1,112)   | 655,705                  |
| Financial liabilities at fair |   |  |  |                              |               |  |   |                          |
| value through profit or       | 2,871,346                               | _  | (6,326)  | 2,865,020                    | 3,139,412     | _  | (439)   | 3,138,973                |
| loss (Note 16)                | _,,                                     |  | (3/3_3/  | _,,,,,,,                     | -,,=          |  | ( /   | 0,100,110                |
| Payables including            |   |  |  |                              |               |  |   |                          |
| insurance payables            | 140,953                                 | -  | -  | 140,953                      | 231,598       | -  | -   | 231,598                  |
| Accruals and deferred         |   |  |  |                              |               |  |   |                          |
| income (Note 18)              | 38,245                                  | 316,731  | -  | 354,976                      | 40,648        | 350,577  | -   | 391,225                  |
| Total liabilities             | 3,711,231                               |  |  | 4,022,632                    | 4,068,475     |  |   | 4,417,501                |
| Total shareholders'           | 3,711,231                               |  |  | 4,022,032                    | 4,000,473     |  |   | 4,417,501                |
| equity and liabilities        | 4,102,802                               |  |  | 4,348,284                    | 4,741,826     |  |   | 5,005,866                |

#### Note 1

The restatement of deferred acquisition costs is included in the "Accrued income and prepayments" financial statement line, and the restatement of deferred income liability is included in the "Accruals and deferred income" financial statements line as follows:

#### All balances are in £ 000's

| Restated balance           | 31 Dec<br>2018 | Restatement in revenue and cost recognition | 31 Dec<br>2018<br>(restated) | 1 Jan 2018 | Restatement in revenue and cost recognition | 1 Jan 2018<br>(restated) |
|----------------------------|----------------|---|------------------------------|------------|---|--------------------------|
| Deferred acquisition costs | 2,848          | 245,482                                     | 248,330                      | 3,500      | 264,040                                     | 267,540                  |
| Deferred income liability  | 33,677         | 316,731                                     | 350,408                      | 36,775     | 350,577                                     | 387,352                  |

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

## Statement of comprehensive income (in £ 000's)

| Earned premiums         134,580         -         -         134,580           Premiums ceded to reinsurers         (74,774)         -         134,580           Net insurance premium revenue         59,786         59,786         59,786           Interest and other investment income         1,674         -         -         1,674           Gains on disposal from subsidicaries and associates         32,956         -         -         32,958           Net income (expense) from investments         18,118         -         5,887         24,005           Net fair value loss on de-recognition of FA at FVOCI         (989)         -         -         (89)           Ee and commission income related to investment contracts         49,705         33,523         -         83,228           Other income         18,510         -         -         (89)           Ee and commission income related to investment contracts         49,705         33,523         -         83,228           Other income         18,310         -         -         -         1,850           Othal Income         18,310         -         -         -         1,10,804           Claims ceded to reinsurers         44,517         -         -         -         -                                      |   | Year ended<br>31 Dec 2018<br>before<br>restatements | Restatement<br>due to<br>change in<br>accounting<br>policy over<br>revenue<br>recognition | Restatement due to change in accounting policy for measurement of investment liabilities | Year<br>ended 31<br>Dec 2018<br>(restated) |
|--|---|---|---|--|--|
| Net insurance premium revenue         59,786         59,786           Interest and other investment income         1,674         -         1,674           Gains on disposal from subsidiaries and associates         32,956         -         -         32,956           Net income/(expense) from investments         18,118         -         5,887         24,005           Net fair value loss on de-recognition of FA at FVOCI         (989)         -         -         (989)           Fee and commission income related to investment contracts         49,705         33,523         -         83,228           Other income         183,100         -         1,850           Other income         183,100         -         202,510           Gross benefits and claims paid         (110,804)         -         -         (110,804)           Claims ceded to reinsurers         44,517         -         -         44,517           Gross change in contract liabilities ceded to reinsurers         (10,240)         -         (2,108)         110,240           Change in contract liabilities ceded to reinsurers         (38)         -         -         (38)           Expenses for the acquisition of insurance and investment         (23,810)         (18,451)         -         (42,261) | Earned premiums   | 134,580   | -   | _  | 134,580                                    |
| Interest and other investment income   | Premiums ceded to reinsurers                              | (74,794)  | -   | -  | (74,794)                                   |
| Gains on disposal from subsidiaries and associates         32,956         -         -         32,956           Net income/(expense) from investments         18,118         -         5,887         24,005           Net fair value loss on de-recognition of FA at FVOCI         (P89)         -         -         (P89)           Fee and commission income related to investment contracts         49,705         33,523         -         83,228           Other income         1,850         -         -         1,850           Other income         1,850         -         -         1,850           Other income         163,100         -         -         (1,850           Other income         163,100         -         -         (10,804)           Claims ceded to reinsurers         (110,804)         -         -         44,517           Gross change in contract liabilities ceded to reinsurers         (10,240)         -         -         (10,240)           Interest expenses         of the acquisition of insurance and investment         (23,810)         (18,451)         -         (42,261)           Expenses for the acquisition of insurance and investment         (32,592)         -         -         (32,592)           Exchange losses         (94)                      | Net insurance premium revenue                             | 59,786  |   |  |  |
| Net income/(expense) from investments         18,118         -         5,887         24,005           Net fair value loss on de-recognition of FA at FVOCI         (989)         -         -         (989)           Fee and commission income related to investment contracts         49,705         33,523         -         82,228           Other income         1,850         -         -         1,850         -         -         1,850           Total Income         163,100         -         -         202,510         -         1,850         -         -         1,850         -         -         1,850         -         -         1,850         -         -         1,850         -         -         1,850         -         -         1,850         -         -         1,850         -         -         1,850         -         -         1,850         -         -         1,850         -         -         1,850         -         -         1,186         -         -         1,186         -         -         1,186         -         -         1,186         -         -         -         1,186         -         -         -         1,186         -         -         -         -  | Interest and other investment income                      | 1,674   | -   | -  | 1,674                                      |
| Net fair value loss on de-recognition of FA at FVOCI         (989)         -         -         (989)           Fee and commission income related to investment contracts         49,705         33,523         -         83,228           Other income         1,850         -         -         1,850           Total Income         163,100         -         -         (110,804)           Gross benefits and claims paid         (110,804)         -         -         (110,804)           Claims ceded to reinsurers         44,517         -         -         44,517           Gross change in contract liabilities         16,603         -         (2,108)         14,495           Change in contract liabilities ceded to reinsurers         (10,240)         -         -         (10,240)           Interest expense         (38)         -         (2,108)         14,495           Expenses for the acquisition of insurance and investment contracts         (38)         -         (42,261)           Administration costs         (32,592)         -         -         (42,261)           Exchange losses         (94)         -         -         (94)           Other expenses         (12,41)         -         -         (1,241)           Profit bef                                       | Gains on disposal from subsidiaries and associates        | 32,956  | -   | -  | 32,956                                     |
| Fee and commission income related to investment contracts         49,705         33,523         -         83,228           Other income         1,850         -         -         1,850           Total Income         13,100         202,510           Gross benefits and claims paid         (110,804)         -         -         (110,804)           Claims ceded to reinsurers         44,517         -         -         44,517           Gross change in contract liabilities         16,603         -         (2,108)         14,495           Change in contract liabilities ceded to reinsurers         (10,240)         -         -         (10,240)           Interest expense         (33)         -         -         (10,240)           Interest expenses for the acquisition of insurance and investment contracts         (33,810)         (18,451)         -         (42,261)           Administration costs         (32,592)         -         -         (32,592)           Exchange losses         (94)         -         -         (94)           Other expenses         (1,241)         -         -         (1,241)           Profit before tax         45,402         -         -         -         42,252           Profit for the year  | Net income/(expense) from investments                     | 18,118  | -   | 5,887  | 24,005                                     |
| Other income         1,850         -         -         1,850           Total Income         163,100         202,510           Gross benefits and claims paid         (110,804)         -         -         (110,804)           Claims ceded to reinsurers         44,517         -         -         44,517           Gross change in contract liabilities         16,603         -         (2,108)         14,495           Change in contract liabilities ceded to reinsurers         (10,240)         -         (2,108)         14,495           Change in contract liabilities ceded to reinsurers         (10,240)         -         (20,240)         -         (10,240)         -         -         (10,240)                                   | Net fair value loss on de-recognition of FA at FVOCI      | (989)   | -   | -  | (989)                                      |
| Total Income         163,100         202,510           Gross benefits and claims paid         (110,804)         -         (110,804)           Claims ceded to reinsurers         44,517         -         44,517           Gross change in contract liabilities         16,603         -         (2,108)         14,495           Change in contract liabilities ceded to reinsurers         (10,240)         -         -         (10,240)           Interest expense         (38)         -         -         (38)           Expenses for the acquisition of insurance and investment contracts         (38)         -         -         (42,261)           Administration costs         (32,592)         -         -         (32,592)           Expenses for the acquisition of insurance and investment contracts         (94)         -         -         (94)           Administration costs         (1,241)         -         -         (1,241)           Profit before tax         45,401         -         -         44,252           Income taxes         1         -         -         1           Profit for the year         45,402         -         -         44,252           Change in fair value of financial assets at FVOCI         (3,981)         -   | Fee and commission income related to investment contracts | 49,705  | 33,523  | -  | 83,228                                     |
| Gross benefits and claims paid         (110,804)         -         -         (110,804)           Claims ceded to reinsurers         44,517         -         -         44,517           Gross change in contract liabilities         16,603         -         (2,108)         14,495           Change in contract liabilities ceded to reinsurers         (10,240)         -         -         (10,240)           Interest expenses         (38)         -         -         (38)           Expenses for the acquisition of insurance and investment contracts         (23,810)         (18,451)         -         (42,261)           Administration costs         (32,592)         -         -         (32,592)           Exchange losses         (94)         -         -         (94)           Other expenses         (1,241)         -         -         (1,241)           Profit before tax         45,401         -         -         1           Income taxes         1         -         -         1           Profit for the year         45,401         -         -         1           Change in fair value of financial assets at FVOCI         (3,981)         -         -         (3,981)           Amount reclassified to profit or loss   | Other income  | 1,850   | -   | -  | 1,850                                      |
| Claims ceded to reinsurers         44,517         -         -         44,517           Gross change in contract liabilities         16,603         -         (2,108)         14,495           Change in contract liabilities ceded to reinsurers         (10,240)         -         -         (10,240)           Interest expense         (38)         -         -         (38)           Expenses for the acquisition of insurance and investment contracts         (23,810)         (18,451)         -         (42,261)           Administration costs         (32,592)         -         -         (32,592)           Exchange losses         (94)         -         -         (94)           Other expenses         (1,241)         -         -         (1,241)           Profit before tax         45,401         -         -         1           Income taxes         1         -         -         1           Profit for the year         45,402         -         -         1           Change in fair value of financial assets at FVOCI         (3,981)         -         -         (3,981)           Amount reclassified to profit or loss         989         -         -         989           Increase in reserve for share based payments  | Total Income  | 163,100   |   |  | 202,510                                    |
| Gross change in contract liabilities         16,603         -         (2,108)         14,495           Change in contract liabilities ceded to reinsurers         (10,240)         -         -         (10,240)           Interest expense         (38)         -         -         (38)           Expenses for the acquisition of insurance and investment contracts         (23,810)         (18,451)         -         (42,261)           Administration costs         (32,592)         -         -         (32,592)           Exchange losses         (94)         -         -         (94)           Other expenses         (1,241)         -         -         (1,241)           Profit before tax         45,401         -         -         1           Income taxes         1         -         -         1           Profit for the year         45,402         -         64,253           Other comprehensive income         -         -         -         -         1           Change in fair value of financial assets at FVOCI         (3,981)         -         -         -         989           Increase in reserve for share based payments         334         -         -         -         334           Re-measurements   | Gross benefits and claims paid                            | (110,804)   | -   | -  | (110,804)                                  |
| Change in contract liabilities ceded to reinsurers         (10,240)         -         -         (10,240)           Interest expense         (38)         -         -         (38)           Expenses for the acquisition of insurance and investment contracts         (23,810)         (18,451)         -         (42,261)           Administration costs         (32,592)         -         -         (32,592)           Exchange losses         (94)         -         -         (94)           Other expenses         (1,241)         -         -         (1,241)           Profit before tax         45,401         -         -         64,252           Income taxes         1         -         -         64,253           Other comprehensive income         -         45,402         -         -         64,253           Other comprehensive income         -         -         -         64,253           Other comprehensive income         -         -         -         -         64,253           Amount reclassified to profit or loss         989         -         -         -         989           Increase in reserve for share based payments         334         -         -         -         1,186  |   | 44,517  | -   | -  | 44,517                                     |
| Interest expense         (38)         -         -         (38)           Expenses for the acquisition of insurance and investment contracts         (23,810)         (18,451)         -         (42,261)           Administration costs         (32,592)         -         -         (32,592)           Exchange losses         (94)         -         -         (94)           Other expenses         (1,241)         -         -         (1,241)           Profit before tax         45,401         -         -         1           Income taxes         1         -         -         1           Profit for the year         45,402         -         64,252           Other comprehensive income         -         -         -         1           Change in fair value of financial assets at FVOCI         (3,981)         -         -         989           Increase in reserve for share based payments         334         -         -         334           Re-measurements on pension liabilities         1,186         -         -         1,186           Translation gains or losses         -         -         3,055         3,055  | Gross change in contract liabilities                      | 16,603  | -   | (2,108)  | 14,495                                     |
| Expenses for the acquisition of insurance and investment contracts         (23,810)         (18,451)         -         (42,261)           Administration costs         (32,592)         -         -         (32,592)           Exchange losses         (94)         -         -         (94)           Other expenses         (1,241)         -         -         (1,241)           Profit before tax         45,401         -         -         1           Income taxes         1         -         -         1           Profit for the year         45,402         -         64,252           Other comprehensive income         -         -         -         1           Change in fair value of financial assets at FVOCI         (3,981)         -         -         989           Increase in reserve for share based payments         334         -         -         989           Increase in reserve for share based payments         334         -         -         334           Re-measurements on pension liabilities         1,186         -         -         1,186           Translation gains or losses         -         -         3,055         3,055  | Change in contract liabilities ceded to reinsurers        | (10,240)  | -   | -  | (10,240)                                   |
| contracts         (23,810)         (18,451)         - (42,261)           Administration costs         (32,592)         (32,592)           Exchange losses         (94)         (94)           Other expenses         (1,241)         (1,241)           Profit before tax         45,401         (1,241)           Income taxes         1 1         1           Profit for the year         45,402         64,252           Other comprehensive income         (3,981)           Change in fair value of financial assets at FVOCI         (3,981)         (3,981)           Amount reclassified to profit or loss         989         989           Increase in reserve for share based payments         334         334           Re-measurements on pension liabilities         1,186         1,186           Translation gains or losses         3,055         3,055  | ·   | (38)  | -   | -  | (38)                                       |
| Exchange losses         (94)         -         -         (94)           Other expenses         (1,241)         -         -         (1,241)           Profit before tax         45,401         -         -         64,252           Income taxes         1         -         -         1           Profit for the year         45,402         -         64,253           Other comprehensive income         -         -         -         (3,981)           Change in fair value of financial assets at FVOCI         (3,981)         -         -         -         (3,981)           Amount reclassified to profit or loss         989         -         -         989           Increase in reserve for share based payments         334         -         -         334           Re-measurements on pension liabilities         1,186         -         -         1,186           Translation gains or losses         -         3,055         3,055   |   | (23,810)  | (18,451)  | -  | (42,261)                                   |
| Other expenses         (1,241)         -         -         (1,241)           Profit before tax         45,401         64,252           Income taxes         1         -         -         1           Profit for the year         45,402         -         64,253           Other comprehensive income         -         -         64,253           Change in fair value of financial assets at FVOCI         (3,981)         -         -         (3,981)           Amount reclassified to profit or loss         989         -         -         989           Increase in reserve for share based payments         334         -         -         334           Re-measurements on pension liabilities         1,186         -         -         1,186           Translation gains or losses         -         3,055         3,055  | Administration costs                                      | (32,592)  | -   | -  | (32,592)                                   |
| Profit before tax         45,401         64,252           Income taxes         1         -         -         1           Profit for the year         45,402         64,253           Other comprehensive income         -         64,253           Change in fair value of financial assets at FVOCI         (3,981)         -         -         (3,981)           Amount reclassified to profit or loss         989         -         -         989           Increase in reserve for share based payments         334         -         -         334           Re-measurements on pension liabilities         1,186         -         -         1,186           Translation gains or losses         -         3,055         3,055   | Exchange losses   | (94)  | -   | -  | (94)                                       |
| Income taxes         1         -         -         1           Profit for the year         45,402         64,253           Other comprehensive income         -         64,253           Change in fair value of financial assets at FVOCI         (3,981)         -         -         (3,981)           Amount reclassified to profit or loss         989         -         -         989           Increase in reserve for share based payments         334         -         -         334           Re-measurements on pension liabilities         1,186         -         -         1,186           Translation gains or losses         -         3,055         3,055   | Other expenses  | (1,241)   | -   | -  | (1,241)                                    |
| Profit for the year 45,402 Other comprehensive income Change in fair value of financial assets at FVOCI (3,981) (3,981) Amount reclassified to profit or loss 989 989 Increase in reserve for share based payments 334 334 Re-measurements on pension liabilities 1,186 Translation gains or losses 3,055 3,055  | Profit before tax   | 45,401  |   |  | 64,252                                     |
| Other comprehensive income Change in fair value of financial assets at FVOCI Amount reclassified to profit or loss 989 989 Increase in reserve for share based payments Re-measurements on pension liabilities 1,186 Translation gains or losses - 3,055   | Income taxes  | 1   | -   | -  | 1  |
| Change in fair value of financial assets at FVOCI (3,981) (3,981)  Amount reclassified to profit or loss 989 - 989  Increase in reserve for share based payments 334 334  Re-measurements on pension liabilities 1,186 1,186  Translation gains or losses 3,055 3,055  | Profit for the year                                       | 45,402  |   |  | 64,253                                     |
| Amount reclassified to profit or loss 989 989 Increase in reserve for share based payments 334 334 Re-measurements on pension liabilities 1,186 1,186 Translation gains or losses - 3,055 3,055  | Other comprehensive income                                |   |   |  |  |
| Increase in reserve for share based payments 334 334 Re-measurements on pension liabilities 1,186 1,186 Translation gains or losses 3,055 3,055  | Change in fair value of financial assets at FVOCI         | (3,981)   | -   | -  | (3,981)                                    |
| Re-measurements on pension liabilities 1,186 - 1,186 Translation gains or losses - 3,055 3,055   | Amount reclassified to profit or loss                     | 989   | -   | -  | 989  |
| Translation gains or losses 3,055 3,055  | Increase in reserve for share based payments              | 334   | -   | -  | 334  |
|  | Re-measurements on pension liabilities                    | 1,186   | -   | -  | 1,186                                      |
| Total comprehensive income for the year 43,930 65,836  | Translation gains or losses                               | -   | -   | 3,055  | 3,055                                      |
|  | Total comprehensive income for the year                   | 43,930  |   |  | 65,836                                     |

The restatement relating to revenue and cost recognition and change in accounting policy for the measurement of insurance provisions did not have an impact on the cash flows of the Company.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

### 33.3 Effect of change of presentation currency

As set out in Note 2, the Company has elected to change its presentation currency to Pound Sterling effective 28 February 2019. The change in presentation currency constitutes a change in accounting policy with retrospective application in accordance with IAS 8 Accounting Policies, Changes in Accounting Estimates and Error and is effected in these financial statements by applying the procedures outlined below, in accordance with the requirements set out in IAS 21 The Effects of Changes in Foreign Exchange Rates.

- year end balances in the statements of financial position have been translated at the foreign exchange rate at the respective reporting dates;
- transactions in the statements of comprehensive income and statements of cash flows were translated at average exchange rates for the respective periods, as a reasonable proxy of the spot rates at the dates of transactions;
- historic equity transactions were translated at the foreign exchange rate on the date of the transactions and were subsequently carried at historical value; and
- foreign exchange differences arising on translation to presentation currency are recognized in other comprehensive income in the statement of comprehensive income and the currency translation reserve in the statement of changes in equity.

The exchange rates used in translation were as follows:

|              | 28 February 2019 | 31 December 2018 | 31 December 2017 |
|--------------|------------------|------------------|------------------|
| Closing rate | 0.85738          | 0.898415         | 0.8889           |
| Average rate | 0.8811           | 0.8847           | 0.8763           |

The affect of the changes can be seen in the SOCIE and in note 14 and alternatively are summarised below:

|   | Authorised<br>Shares<br>Number | lssued<br>Shares<br>Number | Total<br>Share Capital<br>Currency |
|---|--------------------------------|----------------------------|------------------------------------|
| As at 31 December 2018 EUR  | 460,170,000                    | 346,903,472                | 346,903,472                        |
| Purchase / share buyback of 230,000,000<br>1 EUR Ordinary Shares  | (230,000,000)                  | (230,000,000)              | (230,000,000)                      |
| As at 28 February 2019 GBP Redenomination of the authorised share   | 230,170,000                    | 116,903,472                | €116,903,472                       |
| capital from Euro to GBP with each 1 Euro ordinary share redenominated to an 85.738 pence ordinary share Reduction of authorised shares to GBP 150,000,000 and conversion of 85.738 pence ordinary shares to £1 ordinary shares | 230,170,000                    | 116,903,472                | £100,230,699<br>-                  |
| As at 31 December 2019 GBP  | 150,000,000                    | 100,230,699                | £100,230,699                       |

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

#### 34 Significant events

An agreement for the proposed acquisition of the Company by the Utmost Group of Companies (formerly the Life Company Consolidation Group) from the Generali Group of Companies (the "Generali Group") was announced on 19 July 2018. Following regulatory approvals, the acquisition process completed on 28 February 2019 at which point control of the Company passed to the Utmost Group of Companies (the "Utmost Group") and the name of the Company changed from Generali Worldwide Insurance Company Limited to Utmost Worldwide Limited.

The Company entered into a share repurchase agreement with UIG Holdings (No 6) Limited (as sole shareholder) on 28 February 2019. 230,000,000 €1 ordinary shares were repurchased by the Company, with the shares cancelled upon acquisition and a consideration of €230,000,000 distributed to UIG Holdings (No 6) Limited out of capital.

Additional changes that took place on 28 February 2019 include a redenomination of the Company's share capital from Euro to Sterling (as at 31 December 2019, the Company's authorised share capital now consists of 150,000,000 £1 Ordinary shares of which 100,230,698.82 are in issue, alongside certain changes to the Company's Board of Directors, which are detailed below:

Resignations: Ludovic Bayard

Francesco Bosatra Alessandro Corsi Andy Smart

Appointments: Ian Maidens

Andrew Paul Thompson

Mark Thompson Leon Steyn

Furthermore, on 28 February 2019 Utmost Worldwide Limited (formerly Generali Worldwide Insurance Company Limited) became the sponsoring employer of, and assumed responsibility for certain guarantees previously given by Assicurazioni Generali SpA in relation to the Utmost Worldwide Limited Defined Benefit Pension Scheme (formerly the Assicurazioni Generali SpA Guernsey Resident Pension Fund) ("the Fund"), which is a funded defined benefit arrangement.

### 35 Events after the end of the reporting period

#### 35.1 Coronavirus

The Covid-19 outbreak has developed rapidly in 2020, with a significant number of infections in all the jurisdictions in which the Company operates. Measures to prevent transmission of the virus including limiting the movement of people restricting flights and other travel, temporarily closing businesses and schools and cancelling events affects everyone and are necessary as part of a package of measures to prevent the spread of the virus. The Company is following the latest advice from the World health Organisation and national health agencies in our markets.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

All amounts in £000 unless otherwise stated

The Company's activities are classified as essential services which, allows essential staff to work from the office. Considerable work has been completed by the business continuity teams to ensure the smooth running of the business now and for the foreseeable future. The success of the program has allowed the majority of staff to work from home while maintaining service standards to clients. The Company is able to continue to operate with minimal visible impact whilst ensuring the safety of its staff, customers and partners.

Management have also been carefully considering the repercussions on the financial statements and the ongoing financial reporting. The implications considered include the indirect effects of lower economic activity.

Management are monitoring the situation and considering the following:

- Maintaining client service standards. Client service standards are continuously monitored to ensure that remote working by staff does not negatively impact service standards.
- Solvency of the Company. Management continuously monitors the Company's solvency and is modelling stress scenarios as more data relating to Covid-19 becomes available.
- Measures taken to control Covid-19 on ensuring the safety of its staff, customers and partners.
- Business activity indicators including new business, client activity and lost business to ascertain if any assumptions from earlier dates may need to be revised.

The Company is well capitalised and has a strong balance sheet. Under the Insurance Business Solvency regulations, Utmost is subject to ongoing stress testing based on extreme market conditions and holds adequate capital and liquidity to withstand such conditions. Additionally, as a Group, Utmost International's life insurance entities (Utmost PanEurope dac, Utmost Limited and Utmost Worldwide Limited) have been assigned an Insurer Financial Strength ratings of 'A' from Fitch Ratings. Fitch's assessment of Utmost International's strength to pay its insurance obligations is driven by its strong capitalisation, low leverage and business profile.

Furthermore since the beginning of the crisis the potential impact arising from increased death claims due to Covid-19 has been estimated, as well as allowance for market fluctuations following a fall in equity market, bond market credit spread widening and exchange rate movements. The impact analysis concluded that the solvency of the Company was not materially affected and remains in a strong position. Whilst possible changes in policyholder behaviour may occur these are monitored through a range of management information, with a focus on maintaining customer service.

The Company is in close communication with is regulators and there has been an increase in reporting requirements. The requirements received from regulators range from surveys to increased reporting of the Company's solvency position.

Based on the above, the Directors consider the outbreak of coranavirus to be a non-adjusting post year end event and confirm that the Company remains a going concern.

There are no transactions or events subsequent to the reporting period which require adjustment in the financial statements.