

MAPFRE MSV Life p.l.c.

Annual Report  
31 December 2018

Company Registration Number: C15722

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## **Directors' report**

### **For the year ended 31 December 2018**

The directors present their annual report for the year ended 31 December 2018.

### **Board of Directors**

The directors of MAPFRE MSV Life p.l.c. (the "Company" or "MAPFRE MSV Life") who held office during the period under review were:

John Cassar White (Chairman)  
Felipe Navarro López de Chicheri  
Mario Mallia  
Martin Galea  
Nikolaos Antimisaris  
Nicholas Dexter (appointed on 23 March 2018)  
Simon Azzopardi (appointed on 19 July 2018)  
Jose Luis Jimenez Guajardo-Fajardo (appointed on 2 March 2018 – subject to regulatory approval)  
Pedro López Solanes (resigned on 2 March 2018)  
Joseph Brincat (resigned on 4 May 2018)

According to the Company's Articles of Association, every member or group of members holding in aggregate at least 10% of the issued share capital of the Company having voting rights, are entitled to appoint one director. Every member or group of members holding at least an additional 13% of the issued share capital of the Company having voting rights, are entitled to appoint an additional director for every 13% holding.

Unless appointed for a longer or shorter period, or unless they resign or are earlier removed, directors hold office for a period of one year, provided that no appointment may be made for a period exceeding three years.

### **Principal Activities**

The Company is licensed by the Malta Financial Services Authority to carry on long term business of insurance, including life insurance and life re-insurance, as authorised under the Insurance Business Act (Chapter 403 of the Laws of Malta). The Group is also authorised to provide investment services in terms of the Investment Services Act (Chapter 370 of the Laws of Malta).

### **Business review 2018**

MAPFRE MSV Group registered a profit before tax of €13.7 million for the year ended 31 December 2018, up 11.4% on the previous year where a €12.3 million profit before tax was generated. Profit after tax is recorded at €10.9 million, up 9.0% on the €10.0 million in the previous year.

Operating results were supported by strong inflows of premium revenue across the Company's range of insurance and investment products resulting from stronger customer demand.

## **Directors' report – continued**

### **Business review 2018 - continued**

Gross premiums written for financial year 2018 increased by 10.7% from €289.2 million to €320.0 million. This was mainly due to ongoing demand across all core products, particularly single premium savings contracts and life protection business.

Net claims incurred increased to €145.7 million through the year compared to a prior year €137.4 million largely as a result of an increase in maturing medium-term single premium contracts. A large proportion of maturing contracts were subsequently re-invested in new medium-term contracts.

In aggregate, the balance on the long term business technical account increased to €13.4 million from a prior year €11.8 million as a result of a technical result improvement well supported by strong business growth and underwriting performance.

The MAPFRE MSV Group's total assets increased by 4.6% from €2,116.8 million at the end of 2017 to €2,213.4 million at the end of 2018, whilst net technical provisions (including investment contracts without DPF) increased by 5.0% from €1,918.8 million in 2017 to €2,013.9 million in 2018.

The value of in-force business, which projects future transfers to shareholders arising from policies in force at the end of the year, increased by 0.3% from €62.4 million in 2017 to €62.6 million in 2018. This is attributable to the impact of new business inflows and updated mortality assumptions offset by weaker investment conditions brought about by lower yields.

Total shareholders' funds at the close of 2018 amounted to €160.0million (2017: €161.2million), a decrease of 0.7% over the previous year yet well ahead of minimum solvency guidelines.

The shareholders of MAPFRE MSV Life are wholly committed to ensuring that the Company remains adequately capitalised at all times and well positioned for both business growth and effective regulatory capital thresholds in place under the Solvency II framework.

The MAPFRE MSV With-Profits Fund stood at €1.89 billion at 31 December 2018 (2017: €1.79 billion). The total investment return of the Fund amounted to a negative €43.1 million down from a positive €63.9 million in 2017 whilst the net investment return after fees was a negative 2.15% compared with a positive 3.85% in 2017. Although the Fund is invested in a very diverse portfolio of assets and is underpinned by a rigorous and prudent investment management process, 2018 was a very difficult and unusual year for long term investors like MAPFRE MSV Life as all major assets classes registered negative returns. Rarely have real returns been negative across all asset classes in any year and this event happened only twice in the last 25 years. 2018 was also marked by exceptionally volatile equity markets. The S&P 500 plummeted 9.0% in the last month of the year as concerns about recession risk and the future path of interest rate hikes gripped investors – a stark contrast to the growth exuberance that characterized the start of 2018. December's performance dragged the S&P 500 into the red for the year, marking the first negative calendar year for U.S. equities since 2008.

## Directors' report – continued

### Business review 2018 - continued

The weak performance of global markets plagued credit markets as well. Lower credit quality corporate debt underperformed higher quality corporates in a departure from most of the year. By contrast, global government bond yields fell and yield curves flattened as global growth expectations dropped. For the first time in more than a decade, the U.S. yield curve partially inverted as the two-year yield rose above the five-year, although the more widely cited spread between the two-year and 10-year yields remained positive.

The investment strategy of the MAPFRE MSV With-Profits Fund is to hold a diversified range of quality assets and currencies that mitigates against market risk. This asset diversification together with the robust investment management process, the quality of the asset managers engaged and the Company's strong track record of investment management mean that the Fund is well placed to capture an upturn in investment markets.

In March 2019, the Board of Directors of MAPFRE MSV Group approved a resolution whereby differential rates of Regular Bonuses were declared in respect of with-profits plans held with MAPFRE MSV Life for the year ended 31 December 2018. These amounted to 2.25% for the Comprehensive Life Plan (regular and single premium policies), 2.35% in respect of the Comprehensive Flexi Plan (regular and single premium policies), 2.35% under the Single Premium Plan and 2.35% under the with-profits options of the Investment Bond, Retirement Plan and of the Personal Pension Plan. On the 'Old Series' Endowment and Whole Life policies, a Regular Bonus of 1.50% of the basic sum assured plus bonuses was declared. In addition, the Board also approved the declaration of a Final Bonus in respect of the Comprehensive Life Plan (single and regular premium policies), the Comprehensive Flexi Plan (single and regular premium policies) and the Single Premium Plan policies that have been in force for more than 10 years. The Final Bonus will be paid on claims payable as a result of death or maturity between 5 March 2019 and the next bonus declaration, at a rate of 1.00% for every year in force after the 10th year of the policy. This final bonus will be paid on the value of the Policy Account as at the date of death or maturity.

The Board also approved a Regular Bonus of 2.25% on those Secure Growth policies which formed part of the portfolio of business transferred to MAPFRE MSV Life from Assicurazioni Generali S.p.A. during 2000. Finally the Board also approved a Regular Bonus of 0.85% on the ALICO 78 policies and a Regular Bonus of 1.10% on the ALICO 66 policies which formed part of the portfolio of business transferred to MAPFRE MSV Life in 2011 from American Life Insurance Company ("ALICO").

Notwithstanding the prudent investment policy adopted by MAPFRE MSV Life, past performance is no guarantee for the future. Although MAPFRE MSV Life's with-profits investments have generally provided policyholders with stable and satisfactory returns when compared with other similar investment products, in the light of the current uncertainty in the capital markets, investment returns could fluctuate further. Fair value movements and investment returns impinge directly on the rates of bonuses declared by the Company. Regular Bonuses are therefore expected to vary over the lifetime of the policy whilst Final Bonuses are likely to be highly volatile and very dependent on the investment performance of the Company.

## **Directors' report - continued**

### **Business review 2018 – continued**

In 2018, the life insurance market in Malta retained strong demand patterns. We continue to see good momentum in all our product groupings as customers continue to choose MAPFRE MSV Life, reflecting trust in our brand and in the quality of our service proposition.

Going forward we will maintain strong focus on our customers by continuously assessing our business processes and operations in order to provide good value and excellent service. To this end we will continue to invest and innovate in information technology.

In tandem we have a number of initiatives lined up to strengthen further our digital platform and widen our digital marketing strategy. During 2018 we launched SavviSave, an innovative simplified digital savings product that uses mobile technology and which we have developed jointly with Munich RE and MAPFRE Group.

We consider our distribution footprint in Malta to be one of our key strengths. Whilst bancassurance remains our most important distribution channel, to ensure that we provide customers with greater accessibility and a better service, we are continuously seeking to strengthen all other distribution channels.

MAPFRE MSV Life continues to seek growth in its core business lines and believes that its increasing integration with MAPFRE Group strategies will further strengthen and consolidate business prospects.

Whilst we have an important role to provide our customers with prosperity and peace of mind we acknowledge that we have a wider commitment to society by also supporting those who are not our customers. Over the years we have developed a Corporate Social Responsibility (CSR) policy framework which encompasses shareholders, the environment, people, communities and customers. Through our CSR programme we cooperate with and assist a number of public and private institutions, NGOs, museums, foundations and associations who share similar goals and values as us.

Training and development of our people continued to feature high on our agenda during 2018. We value our people and seek to help them achieve their full potential by providing them with internal and external training opportunities in Malta as well as overseas.

In order to ensure the well-being and ongoing development of our people we are continuously reviewing and updating our HR policies and implementing new policies and employment practices.

The Board expresses its gratitude and appreciation to the management and staff for their commitment and contribution to another satisfactory year, to intermediaries for their continued support and to the many loyal customers for placing their trust in MAPFRE MSV Life p.l.c..

## **Directors' report - continued**

### **Market developments**

The Maltese life insurance market has, for a number of years, registered growth that is significantly above the average in Europe but remains an underinsured market. Although life insurance companies are playing an increasingly important role in Maltese household savings, comparative studies with other European life insurance markets show that whilst the Maltese life insurance market has grown significantly between 1996 and 2018, the life insurance density and life insurance penetration still trail well behind the European average. We therefore see attractive potential for an uplift in life protection, long term and retirement savings in the local life insurance market.

We also look forward to developments within the Voluntary Occupational Pension Scheme (VOPS) following Government's introduction of a number of fiscal incentives to encourage employers to set up VOPS for their employees. We believe we are well positioned to lead on the creation and provision of eligible schemes in this area.

### **Outlook**

The outlook of the Board of Directors for 2019 is one of cautious optimism. The growth registered in the local economy and the low levels of unemployment are expected to continue throughout the year. Within this context and Malta's high savings ratio, the demand for protection, savings and investments products is expected to remain strong.

At the global level, our outlook for the global economy over the long run is positive but the economic outlook in the short term is expected to be challenging and this is likely to have significant implications for financial markets. Business and consumer confidence are showing signs of improvement. Many believe, that this could be the beginning of a period of normalization in interest rates. Though a gradual process of interest rate increases, would, generally speaking, be a positive economic development, a sharp increase in interest rates could have serious negative repercussions on the economy and the financial markets. The road to normalization is likely to result in rising volatility and inflation which will in turn lead to a more balanced relationship between returns from equities and bonds. Interest rate increases will mean higher yields but will also lead to a reduction in the value of the fixed income financial assets held in our portfolio, a lower demand for bank borrowing and an increase in the demand for other competing savings and investment products and instruments.

We expect political developments to remain a major theme in markets next year. The uncertainty surrounding Brexit and the other geo-political risks that exist in Europe continue to be crucial for the future of the European Union. Problems in the EU, would have profound implications on an open economy like Malta. The implications of this on our Company are twofold. Firstly, a slowdown in the local economy would have a direct impact on the demand for the Company's products. Secondly, the impact of uncertainty and instability on the financial markets could bring about significant volatility in the equity markets resulting in lower investment returns.

Factors that could potentially help the global economy in 2019 include Chinese stimulus, avoidance of a no-deal Brexit, a potential trade deal between the US and China and lower oil prices boosting growth and slowing the pace of interest rate rises. Lower oil prices, higher US interest rates and slowing growth could also cause trouble in some of the emerging markets.

## **Directors' report - continued**

### **Outlook – continued**

Going forward one can also expect to see greater supervisory scrutiny as more regulations are expected to directly affect the insurance industry. The Insurance Distribution Directive, which was introduced on 1 October 2018, impacts the conduct of business between insurers and consumers and requires insurers to strengthen their product governance. Similarly the General Data Protection Regulation (GDPR) has also had a significant impact on the insurance industry.

The changing customer behaviours, the dramatic technological developments, the product innovation and the disruption that is taking place in the insurance industry will require insurance companies to adapt to these challenges to be in a position to exploit the many opportunities that will certainly arise.

### **Principal Risks and Uncertainties**

The Company's principal risks and uncertainties are further disclosed in Note 3 dealing with management of risk as supplemented by Note 2.20 relating to critical accounting estimates and judgements in applying accounting policies, Note 13 on intangible assets covering details on the Company's value of in-force business and Note 24 discussing the assumptions underlying the technical provisions.

### **Dividends**

The directors recommend the payment of a final net dividend of €10.94 million (2017: €12.30 million). This is being appropriated out of profits generated during financial year 2018. Furthermore, the directors recommend the payment of an interim special net dividend for 2019 of €16.35 million. This is being appropriated out of retained profits generated prior to financial year 2018.

### **Actuaries**

The Company's Approved Actuary is Mr. Michael Green FIA, a director of Willis Towers Watson PLC.

### **Statement of directors' responsibilities**

The directors are required by the Insurance Business Act, 1998 and the Companies Act, 1995 to prepare financial statements which give a true and fair view of the state of affairs of the Group and Company as at the end of each reporting period and of the profit or loss for that period.

In preparing the financial statements, the directors are responsible for:

- ensuring that the financial statements have been drawn up in accordance with International Financial Reporting Standards as adopted by the EU;
- selecting and applying appropriate accounting policies;
- making accounting estimates that are reasonable in the circumstances;
- ensuring that the financial statements are prepared on the going concern basis unless it is inappropriate to presume that the Group and the Company will continue in business as a going concern.



## Directors' report - continued

### Statement of directors' responsibilities - continued


The directors are also responsible for designing, implementing and maintaining 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, and that comply with the Insurance Business Act, 1998 and with the Companies Act, 1995. They are also responsible for safeguarding the assets of the Group and Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The financial statements of MAPFRE MSV Life p.l.c. for the year ended 31 December 2018 are included in the Annual Report 2018, which is published in hard-copy printed form and will be made available on the Company's website. The directors are responsible for the maintenance and integrity of the Annual Report on the website. Access to information published on the Company's website is available in other countries and jurisdictions, where legislation governing the preparation and dissemination of financial statements may differ from requirements or practice in Malta.


### Auditors

KPMG have indicated their willingness to continue in office and a resolution for their re-appointment will be proposed at the Annual General Meeting.

Approved by the Board of Directors on 5 March 2019 and signed on its behalf by:



J. Cassar White  
Chairman



F. Navarro López de Chicheri  
Director



D. G. Curmi  
Chief Executive Officer

**Registered Office**  
MAPFRE MSV Life p.l.c.  
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## Independent Auditors' Report

To the Shareholders of MAPFRE MSV Life p.l.c.

### 1 Report on the Audit of the Financial Statements

#### *Opinion*

We have audited the financial statements of MAPFRE MSV Life p.l.c. (the "Company") and of the Group of which the Company is the parent, which comprise the statements of financial position as at 31 December 2018, the statements of profit or loss – technical account – long term business, profit or loss – non-technical account, comprehensive income, changes in equity and cash flows for the year then ended, and notes, comprising significant accounting policies and other explanatory information.

In our opinion, the accompanying financial statements:

- (a) give a true and fair view of the financial position of the Company and of the Group as at 31 December 2018, and of their financial performance and their cash flows for the year then ended in accordance with International Financial Reporting Standards ("IFRS") as adopted by the EU; and
- (b) have been properly prepared in accordance with the provisions of the Companies Act, 1995 (Chapter 386, Laws of Malta) (the "Act") and the Insurance Business Act, 1998 (Chapter 403, Laws of Malta) (the "Insurance Business Act").

#### *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 *Auditors' responsibilities for the audit of the financial statements* section of our report. During the course of our audit, we maintained our independence from the Company and the Group in accordance with the International Ethics Standards Board for Accountants' *Code of Ethics for Professional Accountants*, together with the ethical requirements that are relevant to our audit of the financial statements in accordance with the *Accountancy Profession (Code of Ethics for Warrant Holders) Directive* issued in terms of the Accountancy Profession Act (Chapter 281, Laws of Malta) ("APA"), and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.



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## Independent Auditors' Report (continued)

To the Shareholders of MAPFRE MSV Life p.l.c.

### **Key audit matters**

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the financial statements of the current period (selected from those communicated to the audit committee), and include a description of the most significant assessed risks of material misstatement (whether or not due to fraud) identified by us, including those which had the greatest effect on: the overall audit strategy; the allocation of resources in the audit; and directing the efforts of the engagement team. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

We summarise below the key audit matter, together with our response by way of the audit procedures we performed to address that matter in our audit, and key observations arising with respect to such risks of material misstatement.

### **Actuarial assumptions underlying the calculations of the (a) 'long term business provision' ("LTBP") relating to term business; and (b) 'value of in force business' ("VIF")**

*Accounting policy note 2.4 and 2.8(a) to the financial statements and notes 13 and 24 for further disclosures*

LTBP relating to the term business within 'Insurance contracts' (€503,841 thousand for all business, inclusive of the term business) included in 'Technical provisions'; and VIF (€62,623 thousand) included in 'Intangible assets'.

The Company enters into insurance contracts which comprise term, unit-linked and participating (with-profits) business. For term business, the obligation of the Company is the payment of a death benefit, where such an event occurs during the period the policy is in force. We have considered the LTBP relating to the term business as a key audit matter in view of the judgement involved in estimating the ultimate total settlement value. Due to inherent estimation uncertainty, the ultimate outflows related to such business may be different from the amounts provided by the Company, and those difference may be material.

Also, as part of its intangible assets, the Company recognises the discounted value of projected future transfers to shareholders from those insurance contracts and the investment contracts in force at the end of the reporting period, net of deferred tax. The determination of this VIF also involves judgement.



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## Independent Auditors' Report (continued)

To the Shareholders of MAPFRE MSV Life p.l.c.

### *Key audit matters (continued)*

The judgement involved relates, in the main, to actuarial assumptions which impact the LTBP relating to the term business and the VIF. Those assumptions comprise both economic assumptions (namely, valuation rate of interest ("VIR"), inflation, risk discount rate, the investment return and future tax), and non-economic (operating) assumptions (namely, mortality, lapse rates and expenses).

#### *Our response*

We involved our actuarial specialist to assess the appropriateness of the following key assumptions underlying the calculations of the actuarial elements:

#### **Economic assumptions**

- We assessed the VIR against the regulatory valuation rules as used for accounting purposes. We have also assessed whether the VIR derivation: (i) took into account the critical factors impacting the portfolio yield; and (ii) contains prudence consistent with the relevant regulations.
- We evaluated the application of the tax legislative enactments in force at the reporting date, as these relate to the LTBP and VIF.
- Specifically in relation to the LTBP calculations, we assessed the appropriateness of the inflation assumption, as to whether the expense inflation was set in accordance with the applicable valuation rules, by considering the movements in Malta's Consumer Price Index, published by the National Office of Statistics, and the economic forecasts prepared by the Central Bank of Malta.
- Specifically in relation to the VIF calculation, we assessed whether: (i) the assumptions underlying the risk discount rate, the investment return and inflation are set in line with the Company's long-term expectations; and (ii) the Company's approach in determining the assumptions in line with the Company's long-term expectations, for the purpose of the VIF calculation, reflects industry practice.

#### **Non-economic assumptions**

- We assessed the Company's best estimate mortality assumptions against observed data in light of its experience in recent years, and compared such assumptions to those used in the Company's computation of the actuarial results for accounting purposes.
- We assessed the appropriateness of the allocation of the maintenance expenses to the insurance and investment contracts.
- Specifically in relation to the VIF calculation, we assessed the appropriateness of the Company's best estimate lapse assumptions, through the evaluation of observed data over recent years.



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## **Independent Auditors' Report (continued)**

**To the Shareholders of MAPFRE MSV Life p.l.c.**

### ***Key audit matters (continued)***

#### ***Key observation***

In the run-up to the full implementation of the revised financial reporting standard for insurance contracts yet to be effective, and a new solvency regime now in place, operators in the insurance sector are required to align their reserving methodology, based on a certain level of prudence, to a more balanced approach based on best estimates. As part of our procedures, we observed that the Company started a process of aligning its current reserving approach.

#### ***Other information***

The directors are responsible for the other information. The other information comprises the 'Directors' report', but does not include the financial statements and our auditors' report thereon.

Our opinion on the financial statements does not cover the directors' report on which we report separately below in our 'Opinion on the Directors' Report'.

The directors are responsible for the preparation of financial statements that (a) give a true and fair view in accordance with IFRS as adopted by the EU, and (b) are properly prepared in accordance with the provisions of the Act and the Insurance Business Act, 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 and the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Company and/or the Group or to cease operations, or have no realistic alternative but to do so.

The directors are also responsible for overseeing the financial reporting process.



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## **Independent Auditors' Report (continued)**

### **To the Shareholders of MAPFRE MSV Life p.l.c.**

#### ***Auditors' 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 auditors' 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 the 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 judgement 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.
- Consider the extent of compliance with those laws and regulations that directly affect the financial statements, as part of our procedures on the related financial statement items. For the remaining laws and regulations, we make enquiries of directors and other management, and inspect correspondence with the regulatory authority, as well as legal correspondence. As with fraud, there remains a higher risk of non-detection of other irregularities (whether or not these relate to an area of law directly related to the financial statements), as these may likewise involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal controls.
- 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 and the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.



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## **Independent Auditors' Report (continued)**

**To the Shareholders of MAPFRE MSV Life p.l.c.**

### ***Auditors' responsibilities for the audit of the financial statements (continued)***

- 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 and the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' 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 auditors' report. However, future events or conditions may cause the Company and/or the Group 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.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the financial statements of the Group. We are responsible for the direction, supervision and performance of the Group audit. We remain solely responsible for our audit opinion.

We communicate with the audit committee 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.

We also provide the audit committee with a statement that we have complied with relevant ethical requirements regarding independence, and communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with the audit committee, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditors' report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.



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## **Independent Auditors' Report (continued)**

**To the Shareholders of MAPFRE MSV Life p.l.c.**

### **2 Report on Other Legal and Regulatory Requirements**

#### ***Opinion on the directors' report***

The directors are responsible for preparing a directors' report in accordance with the provisions of article 177 of the Act.

We are required to consider whether the information given in the directors' report for the accounting period for which the financial statements are prepared is consistent with those financial statements; and, if we are of the opinion that it is not, we shall state that fact in our report. We have nothing to report in this regard.

Pursuant to article 179(3) of the Act, we are also required to:

- express an opinion on whether the directors' report has been prepared in accordance with the applicable legal requirements; and
- state whether, in the light of the knowledge and understanding of the entity and its environment obtained in the course of our audit of the financial statements, we have identified material misstatements in the directors' report, giving an indication of the nature of any such misstatements.

In such regards:

- in our opinion, the directors' report has been prepared in accordance with the applicable legal requirements; and
- we have not identified material misstatements in the directors' report.





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## Independent Auditors' Report (continued)

To the Shareholders of MAPFRE MSV Life p.l.c.

### 3 Report on Other Legal and Regulatory Requirements

#### *Matters on which we are required to report by the Act, specific to public-interest entities*

Pursuant to article 179B(1) of the Act, we report as under matters not already reported upon in our 'Report on the Audit of the Financial Statements':

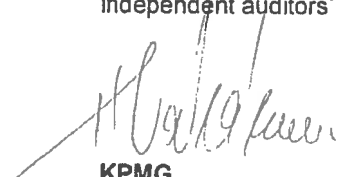
- we were first appointed as auditors by the shareholders on 15 July 2015, and subsequently reappointed at the Company's general meetings for each financial year thereafter. The period of total uninterrupted engagement is four years;
- our opinion on our audit of the financial statements is consistent with the additional report to the audit committee required to be issued by the Audit Regulation (as referred to in the Act); and
- we have not provided any of the prohibited services as set out in the APA.

#### *Matters on which we are required to report by exception by the Act*

Pursuant to articles 179(10) and 179(11) of the Act, we have nothing to report to you with respect to the following matters:

- proper accounting records have not been kept; or
- the financial statements are not in agreement with the accounting records; or
- we have not obtained all the information and explanations which, to the best of our knowledge and belief, we require for the purpose of our audit.

The Principal authorised to sign on behalf of KPMG on the audit resulting in this independent auditors' report is Hilary Galea-Lauri.



**KPMG**  
Registered Auditors

5 March 2019

The notes on pages 22 to 90 are an integral part of these financial statements.

## Statements of profit or loss Non-technical accounts

		Year ended 31 December			
	Notes	Group		Company	
		2018 €'000	2017 €'000	2018 €'000	2017 €'000
Balance on the technical account - long term business		13,393	11,825	13,393	11,825
Investment income	5	334	399	511	821
Investment expenses and charges	5	(4)	(4)	(4)	(4)
Other income – commission receivable		558	567	-	-
Other charges – administrative expenses	4	(583)	(477)	(119)	(43)
Profit before tax		13,698	12,310	13,781	12,599
Tax expense	9	(2,816)	(2,287)	(2,845)	(2,388)
Profit for the year		10,882	10,023	10,936	10,211
Earnings per share (cents)	11	49c7	45c8		

## Statements of comprehensive income

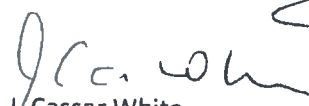
		Year ended 31 December			
	Note	Group		Company	
		2018 €'000	2017 €'000	2018 €'000	2017 €'000
Profit for the year		10,882	10,023	10,936	10,211
Other comprehensive income:					
Movement in value of in-force business, net of deferred tax	13	251	2,417	251	2,417
Total comprehensive income		11,133	12,440	11,187	12,628

The notes on pages 22 to 90 are an integral part of these financial statements.

## Statements of financial position

		As at 31 December			
		Group		Company	
Notes		2018 €'000	2017 €'000	2018 €'000	2017 €'000
<b>ASSETS</b>					
Intangible assets	13	66,132	66,475	66,130	66,471
Property, plant and equipment	14	11,538	9,034	11,538	9,034
Investments:					
Land and buildings - investment property	15	90,235	87,855	90,235	87,855
Investment in subsidiary undertaking	16	-	-	466	466
Investments in associated undertakings	17	28,766	31,777	28,766	31,777
Other investments	18	1,949,782	1,855,226	1,949,761	1,855,215
Reinsurers' share of technical provisions	24	470	609	470	609
Income tax receivable		2,285	2,789	2,273	2,783
Insurance and other receivables	20	12,698	13,980	12,752	13,878
Cash at bank and in hand	21	51,543	49,046	50,970	48,512
<b>Total assets</b>		<b>2,213,449</b>	<b>2,116,791</b>	<b>2,213,361</b>	<b>2,116,600</b>
<b>EQUITY AND LIABILITIES</b>					
<b>Capital and reserves attributable to shareholders of the Company</b>					
Share capital	22	54,750	54,750	54,750	54,750
Other reserves	23	56,450	56,199	56,450	56,199
Retained earnings		48,843	50,261	48,781	50,145
<b>Total equity</b>		<b>160,043</b>	<b>161,210</b>	<b>159,981</b>	<b>161,094</b>
Technical provisions:					
Insurance contracts	24	507,454	535,915	507,454	535,915
Investment contracts with DPF	24	1,461,879	1,334,385	1,461,879	1,334,385
Investment contracts without DPF	25	45,032	49,067	45,032	49,067
Deferred tax liability	19	28,665	26,485	28,666	26,483
Income tax payable		600	666	600	666
Derivative financial instruments	18	64	-	64	-
Insurance and other payables	26	9,712	9,063	9,685	8,990
<b>Total liabilities</b>		<b>2,053,406</b>	<b>1,955,581</b>	<b>2,053,380</b>	<b>1,955,506</b>
<b>Total equity and liabilities</b>		<b>2,213,449</b>	<b>2,116,791</b>	<b>2,213,361</b>	<b>2,116,600</b>

The notes on pages 22 to 90 are an integral part of these financial statements. The financial statements on pages 16 to 90 were authorised for issue by the Board on 5 March 2019 and were signed on its behalf by:

  
J. Cassar White  
Chairman

  
F. Navarro López de Chicheri  
Director

  
D.G. Curmi  
Chief Executive Officer

## Statements of changes in equity

Group	Notes	Share capital €'000	Other reserves €'000	Retained earnings €'000	Total €'000
Balance at 1 January 2017		54,750	53,782	51,788	160,320
<b>Comprehensive income</b>					
Profit for the financial year		-	-	10,023	10,023
Other comprehensive income - item that will not be reclassified to profit or loss:					
Increase in value of in-force business	23	-	2,417	-	2,417
Total comprehensive income for the year		-	2,417	10,023	12,440
<b>Transactions with owners</b>					
Dividends	12	-	-	(11,550)	(11,550)
<b>Balance at 31 December 2017</b>		<b>54,750</b>	<b>56,199</b>	<b>50,261</b>	<b>161,210</b>
Balance at 1 January 2018		54,750	56,199	50,261	161,210
<b>Comprehensive income</b>					
Profit for the financial year		-	-	10,882	10,882
Other comprehensive income - item that will not be reclassified to profit or loss:					
Increase in value of in-force business	23	-	251	-	251
Total comprehensive income for the year		-	251	10,882	11,133
<b>Transactions with owners</b>					
Dividends	12	-	-	(12,300)	(12,300)
<b>Balance at 31 December 2018</b>		<b>54,750</b>	<b>56,450</b>	<b>48,843</b>	<b>160,043</b>

The notes on pages 22 to 90 are an integral part of these financial statements.

## Statements of changes in equity - continued

Company	Notes	Share capital €'000	Other reserves €'000	Retained earnings €'000	Total €'000
Balance at 1 January 2017		54,750	53,782	51,484	160,016
<b>Comprehensive income</b>					
Profit for the financial year		-	-	10,211	10,211
Other comprehensive income - item that will not be reclassified to profit or loss:					
Increase in value of in-force business	23	-	2,417	-	2,417
Total comprehensive income for the year		-	2,417	10,211	12,628
Transactions with owners					
<b>Dividends</b>	12	-	-	(11,550)	(11,550)
<b>Balance at 31 December 2017</b>		<b>54,750</b>	<b>56,199</b>	<b>50,145</b>	<b>161,094</b>
Balance at 1 January 2018		54,750	56,199	50,145	161,094
<b>Comprehensive income</b>					
Profit for the financial year		-	-	10,936	10,936
Other comprehensive income - item that will not be reclassified to profit or loss:					
Increase in value of in-force business	23	-	251	-	251
Total comprehensive income for the year		-	251	10,936	11,187
Transactions with owners					
<b>Dividends</b>	12	-	-	(12,300)	(12,300)
<b>Balance at 31 December 2018</b>		<b>54,750</b>	<b>56,450</b>	<b>48,781</b>	<b>159,981</b>

The notes on pages 22 to 90 are an integral part of these financial statements.

The notes on pages 22 to 90 are an integral part of these financial statements.

## Notes to the financial statements

### 1. Basis of preparation

MAPFRE MSV Life p.l.c. ("the Company"), and its subsidiary, (together forming "the Group") are licensed under the Insurance Business Act, 1998 to transact long term insurance business and under the Investment Services Act, 1994 to provide investment services.

The Group offers a range of individual life insurance and investment contracts that can be broadly classified into long term contracts and linked long term contracts. Long term contracts consist mainly of life protection and/or savings contracts. Linked long term contracts are essentially investment contracts that are intended to provide customers with asset management solutions for their savings and retirement needs. Linked long term contracts are more commonly referred to as unit linked contracts.

The following is the current product portfolio of the Group:

- Term contracts – these products are pure insurance contracts where the only obligation of the Group towards the insured is the payment of a death benefit, if the death occurs whilst the policy is in force.
- With profits life contracts – these insurance contracts combine a discretionary participation feature (DPF) where the obligation of the Group towards the insured also includes an annual discretionary investment return (bonus declaration).
- Investment contracts with DPF – these are substantially savings products where the annual investment return is also discretionary (declared bonus rate).
- Unit linked capital guaranteed contracts – these are unit linked products where the obligation of the Group towards the insured includes a guaranteed element of return and capital.
- Other unit linked investment contracts – these are unit linked products where the obligation of the Group towards the insured is represented by the value of the underlying units.



**1. Basis of preparation - continued**

These financial statements are prepared in accordance with International Financial Reporting Standards as adopted by the EU, the Insurance Business Act, 1998 and the Companies Act, 1995.

The financial statements are prepared under the historical cost convention as modified by the revaluation of property, investment property and financial assets and financial liabilities (including derivatives) at fair value through profit or loss.

As permitted by IFRS 4, the Group continues to apply existing accounting practices for value of in-force business, insurance and participating investment contracts, modified as appropriate to comply with the IFRS framework and applicable standards. Further details are given in the respective accounting policies.

The preparation of financial statements in conformity with the above reporting framework requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Group's accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the consolidated financial statements, are disclosed in Note 2.20.

The statement of financial position is organised in increasing order of liquidity, with additional disclosures on the current or non-current nature of the Group's assets and liabilities provided within the notes to the financial statements.

*Standards, interpretations and amendments to published standards effective in 2018*

In 2018, the Group adopted new standards, amendments and interpretations to existing standards that are mandatory for the Group's accounting period beginning on 1 January 2018. The adoption of these revisions to the requirements of IFRSs as adopted by the EU did not result in substantial changes to the Group's accounting policies. The effects of applying IFRS 15 and IFRS 9 are discussed below.

**IFRS 15 - 'Revenue from Contracts with Customers'**

The Group has initially applied IFRS 15, 'Revenue from Contracts with Customers' from 1 January 2018. IFRS 15, deals with revenue recognition and establishes principles for reporting useful information to users of financial statements about the nature, amount, timing and uncertainty of revenue and cash flows arising from an entity's contracts with customers. Revenue is recognised when a customer obtains control of a good or service and thus has the ability to direct the use and obtain the benefits from the good or service. The standard replaces IAS 18 'Revenue' and IAS 11 'Construction contracts' and related interpretations. The adoption of IFRS 15 did not have an impact on the Group.

**1. Basis of preparation - continued**

*Standards, interpretations and amendments to published standards effective in 2018 - continued*

**IFRS 9 - 'Financial instruments'**

IFRS 9, 'Financial instruments', addresses the classification, measurement and recognition of financial assets and financial liabilities. It replaces the guidance in IAS 39 that relates to the classification and measurement of financial instruments. IFRS 9 retains but simplifies the mixed measurement model and establishes three primary measurement categories for financial assets: amortised cost, fair value through other comprehensive income and fair value through profit or loss. The basis of classification depends on the entity's business model and the contractual cash flow characteristics of the financial asset. Investments in equity instruments are required to be measured at fair value through profit or loss with the irrevocable option at inception to present changes in fair value in OCI not recycling.

The new expected credit losses model replaces the incurred loss impairment model used in IAS 39. For financial liabilities there were no changes to classification and measurement except for the recognition of changes in own credit risk in other comprehensive income, for liabilities designated at fair value through profit or loss.

IFRS 9 is generally effective for years beginning on or after 1 January 2018. However in September 2016, the IASB issued amendments to IFRS 4 which provide optional relief to eligible insurers in respect of IFRS 9. The options permit entities whose predominant activity is issuing insurance contracts within the scope of IFRS 4, a temporary exemption to defer the implementation of IFRS 9.

Entities that apply the optional temporary relief were initially required to adopt IFRS 9 on annual periods beginning on or after 1 January 2021. However on 14 November 2018, the IASB deferred both the effective date of IFRS 17 Insurance Contracts and the expiry date for the optional relief in respect of IFRS 9 by one year. Therefore, entities that apply the optional temporary relief will be required to adopt IFRS 9 on 1 January 2022 which aligns with the new effective date of IFRS 17.

The Group evaluated its liabilities at 31 December 2015, the prescribed date of assessment under the optional temporary relief provisions and concluded that all of the liabilities are predominantly connected with insurance. More than 90% of the Group's liabilities at 31 December 2015 are liabilities arising from contracts within the scope of IFRS 4.

Further to the above, the Group has not previously applied any version of IFRS 9. Therefore the Group is an eligible insurer that qualifies for optional relief from the application of IFRS 9. As at 1 January 2018, the Group has elected to apply the optional temporary relief under IFRS 4 that permits the deferral of the adoption of IFRS 9 for eligible insurers. The Group will continue to apply IAS 39 until 1 January 2022.

**1. Basis of preparation - continued**

*Standards, interpretations and amendments to published standards effective in 2018 - continued*

IFRS 9 - 'Financial instruments' - continued

However, the subsidiary of the Company, not having its activities predominantly in insurance, has initially applied IFRS 9 from 1 January 2018. The subsidiary discloses references to any IFRS 9 information that is not provided in the consolidated financial statements, but is publicly available for the relevant period in the individual financial statements of the subsidiary.

*Standards, interpretations and amendments to published standards that are not yet effective*

Certain new standards, amendments and interpretations to existing standards have been published by the date of authorisation for issue of these financial statements but are mandatory for the Group's accounting periods beginning after 1 January 2018. The Group has not early adopted these revisions to the requirements of IFRSs as adopted by the EU and the Group's directors are of the opinion that, with the exception of the standards discussed below, there are no requirements that will have a possible significant impact on the Group's financial statements in the period of initial application.

IFRS 16 - 'Leases'

The Group is required to adopt IFRS 16, 'Leases' as from 1 January 2019 which replaces existing lease guidance IAS 17 'Leases'. IFRS 16 introduces a single, on-balance sheet lease accounting model for lessees. A lessee recognises a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. There are recognition exemptions for short-term leases and leases of low value. Lessors continue to classify leases as operating or finance leases, with IFRS 16's approach to lessor accounting substantially unchanged from its predecessor, IAS 17.

The Group will recognise new assets and liabilities for its operating leases of motor vehicles. The nature of expenses related to those leases will now change because the Group will recognise a depreciation charge for right-of-use assets and interest expense on lease liabilities. Previously, the Group recognised operating lease expense on a straight-line basis over the term of the lease, and recognised assets and liabilities only to the extent that there was a timing difference between actual lease payments and the expense recognised. An impact assessment has been carried out on the financial statements of the first year of implementation, based on the current conditions of the market and of the lease contracts in force. The resulting figures indicate that the impact on the Group's statements of financial position and profit or loss is not significant. Also, no significant impact is expected for leases in which the Group is a lessor.

**1. Basis of preparation - continued**

*Standards, interpretations and amendments to published standards that are not yet effective - continued*

**IFRS 16 - 'Leases' - continued**

The Group plans to apply IFRS 16 initially on 1 January 2019, using the modified retrospective approach. Therefore, the cumulative effect of adopting IFRS 16 will be recognised as an adjustment to the opening balance of retained earnings at 1 January 2019, with no restatement of comparative information. The Group shall measure the right-of-use asset being equal to the lease liability, and therefore has no impact on its retained earnings on 1 January 2019 as a result of transitioning to IFRS 16.

The Group plans to apply the practical expedient to grandfather the definition of a lease on transition. This means that it will apply IFRS 16 to all contracts entered into before 1 January 2019 and identified as leases in accordance with IAS 17 and IFRIC 4.

**IFRS 17 - 'Insurance Contracts'**

IFRS 17, 'Insurance Contracts', establishes principles for the recognition, measurement, presentation and disclosure of insurance contracts, reinsurance contracts and investment contracts with discretionary participation features. It introduces a model that measures groups of contracts based on the Group's estimates of the present value of future cash flows that are expected to arise as the Group fulfils the contracts, an explicit risk adjustment for non-financial risk and a Contractual Service Margin. In addition, a simplified measurement approach is permitted for short-duration contracts in which the coverage period is approximately one year or less. The standard is effective for annual periods beginning on or after January 1, 2021. In November 2018 the International Accounting Standards Board proposed to delay the effective date by one year to 1 January 2022. This Standard has not yet been endorsed by the EU at the date of authorisation of these financial statements.

The Group is considering the implications of the standard and its impact on the Group's financial results and position.

**2. Summary of significant accounting policies**

**2.1 Accounting policies**

The principal accounting policies adopted 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. Summary of significant accounting policies - continued

### 2.2 Consolidation

#### *(a) Subsidiary undertakings*

The consolidated financial statements incorporate the assets, liabilities and results of the Company and its subsidiary (or group) undertaking drawn up to 31 December each year. Subsidiaries are entities controlled by the Group. The Group controls an entity when it is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity.

Subsidiaries are consolidated from the date on which effective control is transferred to the Group and are no longer consolidated from the date of disposal.

On acquisition of a subsidiary undertaking, all of its assets and liabilities that exist at the date of acquisition are recorded at their fair values reflecting their condition at that date. All intercompany transactions between group companies are eliminated.

Where necessary, accounting policies for subsidiaries are changed to ensure consistency with the policies adopted by the Group. The Group's undertaking is noted in Note 16.

When the Group loses control over a subsidiary, it derecognises the assets and liabilities of the subsidiary and other components of equity. Any resulting gain or loss is recognised in profit or loss. Any interest retained in the former subsidiary is measured at fair value when control is lost.

#### *(b) Associated undertakings*

Interests in associated undertakings that are allocated to the insurance and investment contract liabilities are designated as financial assets at fair value through profit or loss. They are accounted for in accordance with the recognition and measurement principles described in Note 2.12. Associates are all entities over which the Group has significant influence but not control, over the financial and operating policies, generally accompanying a shareholding of between 20% and 50% of the voting rights. A list of the Group's associated undertakings is set out in Note 17.

### 2.3 Foreign currency translation

#### *Functional and presentation currency*

Items included in the financial statements of each of the Group's entities are measured using the currency of the primary economic environment in which the entity operates (the 'functional currency'). The financial statements are presented in euro, which is the Company's and the Group's functional and presentation currency.

## 2. Summary of significant accounting policies - continued

### 2.3 Foreign currency translation - continued

#### *Transactions and balances*

Transactions in foreign currencies have been converted into the functional currency at the rates of exchange ruling on the date of the transaction or valuation where items are re-measured. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in profit or loss. Translation differences on non-monetary items, mainly arising on equities held at fair value through profit or loss, are reported as part of the fair value gain or loss.

### 2.4 Insurance and investment contracts

The Group issues contracts that transfer insurance risk or financial risk or both.

#### *(a) Classification*

Insurance contracts are those contracts that transfer significant insurance risk. Such contracts may also transfer financial risk. As a general guideline, the Group defines as significant insurance risk the possibility of having to pay benefits on the occurrence of an insured event that are at least 10% more than the benefits payable if the insured event did not occur.

Investment contracts are those contracts that transfer financial risk with no significant insurance risk.

A number of insurance and investment contracts contain a discretionary participation feature (DPF). This feature entitles the holder to receive, as a supplement to guaranteed benefits, additional benefits or bonuses:

- that are likely to be a significant portion of the total contractual benefits;
- whose amount or timing is contractually at the discretion of the Group; and
- that are based on realised and/or unrealised investment returns on underlying assets held by the Group.

Local statutory regulations and the terms and conditions of these contracts set out the bases for the determination of the amounts on which the additional discretionary benefits are based (the DPF eligible surplus), and within which the Group may exercise its discretion as to the quantum and timing of their payment to contract holders, also considering the advice of the Approved Actuary.

#### *(b) Recognition and measurement*

Insurance contracts and investment contracts with DPF are classified into three main categories depending on the duration of risk and whether or not the terms and conditions are fixed.

## 2. Summary of significant accounting policies - continued

### 2.4 Insurance and investment contracts - continued

#### *(b) Recognition and measurement - continued*

##### *(i) Long term insurance contracts*

These contracts insure events associated with human life (for example death or survival) over a long and fixed duration. The guaranteed and fixed element for these contracts relates to the sum assured, i.e. the benefit payable on death or maturity.

Premiums are recognised as revenue when they become payable by the contract holder. Premiums are shown before deduction of commission, and are inclusive of policy fees receivable. A liability for contractual benefits that are expected to be incurred in the future is recorded when the premiums are recognised.

Maturity claims are charged to income as incurred when due for payment, at which date they cease to be included within the calculation of the liability. Surrenders are accounted for as incurred when paid or, if earlier, on the date when the policy ceases to be included within the calculation of the liability. Death claims are accounted for when notified. Claims payable include related claims handling costs.

##### *(ii) Long term insurance contracts with DPF*

For traditional life insurance contracts, the liability is calculated on the basis of a prudent prospective actuarial method, using assumptions regarding mortality, maintenance expenses and investment income, and includes a margin for adverse deviations. Additionally, liabilities under unit-linked life insurance contracts reflect the value of assets held within unitised investment pools. The liability is recalculated at each reporting date. It is determined by the Group's Approved Actuary following his annual investigation of the financial condition of the Group's long term business as required under the Insurance Business Act, 1998. The above method of calculation satisfies the minimum liability adequacy test required by IFRS 4.

These contracts further combine a DPF that entitles the holder to receive a bonus as declared by the Group from the DPF eligible surplus.

Premiums are recognised as revenue when they become payable by the contract holder. Premiums are shown before deduction of commission, and are inclusive of policy fees receivable.

Maturity claims are charged to income as incurred when due for payment, at which date they cease to be included within the calculation of the liability. Surrenders are accounted for as incurred when paid or, if earlier, on the date when the policy ceases to be included within the calculation of the liability. Death claims are accounted for when notified. Claims payable include related claims handling costs.

## 2. Summary of significant accounting policies - continued

### 2.4 Insurance and investment contracts – continued

#### *(b) Recognition and measurement - continued*

##### *(ii) Long term insurance contracts with DPF - continued*

Bonuses charged to the long term business technical account in a given year comprise:

- (i) new reversionary bonuses declared in respect of that year, which are provided within the calculation of the respective liability;
- (ii) terminal bonuses paid out to policyholders on maturity and included within claims paid; and
- (iii) terminal bonuses declared at the Group's discretion and included within the respective liability.

A liability for contractual benefits that are expected to be incurred in the future is recorded when the premiums are recognised. The liability is determined as the sum of the expected discounted value of the future cash flows based on bonuses consistent with the bonus policy and prudent rates of future investment return, expenses and mortality, and includes margins for adverse deviations. The liability is recalculated at each reporting date. The liability is determined by the Group's Approved Actuary following his annual investigation of the financial condition of the Group's long term business as required under the Insurance Business Act, 1998. The above method of calculation satisfies the liability adequacy test required by IFRS 4.

##### *(iii) Investment contracts with DPF*

These contracts do not expose the Group to significant insurance risk. They contain a DPF that entitles the holder to receive a bonus as declared by the Group from the DPF eligible surplus.

Recognition and measurement principles are the same as for insurance contracts with DPF as described above. Additionally, liabilities under unit-linked investment contracts reflect the value of assets held within unitised investment pools.

#### *(c) Reinsurance contracts held*

Contracts entered into by the Group with reinsurers, under which the Group is compensated for losses on one or more contracts issued by the Group and that meet the classification requirements for insurance contracts, as described above, are classified as reinsurance contracts held.

The benefits to which the Group is entitled under its reinsurance contracts held, are recognised as reinsurers' share of technical provisions or receivables from reinsurers (unless netted off against amounts payable to reinsurers).



## 2. Summary of significant accounting policies - continued

### 2.4 Insurance and investment contracts - continued

#### *(c) Reinsurance contracts held - continued*

These assets consist of short term balances due from reinsurers (classified within receivables), as well as longer term receivables (classified as reinsurers' share of technical provisions) 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 Group assesses its reinsurance assets for impairment on a regular basis. If there is objective evidence that the reinsurance asset is impaired, the Group reduces the carrying amount of the reinsurance asset to its recoverable amount and recognises that impairment loss in profit or loss.

The Group gathers objective evidence that a reinsurance asset is impaired using the process described for financial assets held at amortised cost. The impairment loss is also calculated following the same method described for these financial assets. These processes are described in Note 2.13.

#### *(d) Investment contracts without DPF*

The Group issues investment contracts without DPF.

Premium arising on these contracts is classified as a financial liability – investment contracts without DPF. The fair value of these contracts is dependent on the fair value of underlying financial assets. These are designated at inception as fair value through profit or loss. The fair value of a unit linked financial liability is determined using the current unit values that reflect the fair values of the financial assets linked to the financial liability. This is multiplied by the number of units attributed to the contract holder at the reporting date.

If the investment contract is subject to a surrender option, the fair value of the financial liability is never less than the amount payable on surrender, where applicable. Other benefits payable are also accrued as appropriate.

### 2.5 Revenue

Revenue comprises the fair value of the consideration received or receivable for the sale of services in the ordinary course of the Group's activities. The Group recognises revenue when the amount of revenue can be reliably measured, it is probable that future economic benefits will flow to the entity and when specific criteria have been met.

## 2. Summary of significant accounting policies - continued

### 2.5 Revenue - continued

#### *Rendering of services*

Premium recognition is described in Note 2.4 dealing with insurance contracts and investment contracts with DPF.

Revenue arising from the issue of investment contracts without DPF and other related services offered by the Group, is recognised in the accounting period in which the services are rendered.

Fees include investment management fees arising from services rendered in conjunction with the issue and management of investment contracts where the Group actively manages the consideration received from its customers to fund a return that is based on the investment profile that the customer selected on origination of the instrument. The Group recognises these fees on a straight-line basis over the estimated life of the contract.

The Group charges its customers for management and other related services using the following different approaches:

- Front-end fees are charged to the client on inception. The consideration received is deferred as a liability and recognised over the life of the contract on a straight-line basis.
- Regular fees are charged to the customer periodically (monthly, quarterly, half yearly 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.

Other revenue receivable by the Group mainly comprises commission or trailer fees receivable on account of investment or other services provided in an intermediary capacity which is accounted for on an accruals basis.

### 2.6 Investment return

Investment return includes dividend income, gains on financial assets at fair value through profit or loss (including interest income from financial assets at fair value through profit or loss), other net fair value movements, interest income from financial assets not classified as fair value through profit or loss and rent receivable, and is net of investment expenses, charges and interest payable.

#### *(a) Dividend income*

Dividend income is recognised when the right to receive payment is established.

## 2. Summary of significant accounting policies - continued

### 2.6 Investment return – continued

#### *(b) Other net fair value gains or losses from financial assets at fair value through profit or loss*

Other gains or losses arising from changes in the fair value of the 'Financial assets at fair value through profit or loss' category are presented in profit or loss within unrealised gains or losses on investments in the year in which they arise.

#### *(c) Interest income*

Interest income from financial assets not classified as fair value through profit or loss is recognised using the effective interest method.

#### *(d) Rent receivable*

Rent receivable from investment property is accounted for on an accruals basis in accordance with the substance of the relevant lease agreements.

The investment return is apportioned between the technical and non-technical profit or loss on a basis which takes into account that technical provisions are fully backed by investments and that the intangible assets, property, plant and equipment and working capital are financed in their entirety from shareholders' funds.

### 2.7 Leases

Property leased out under operating leases are included in investment property. Rental income is recognised in profit or loss over the period of the lease to which it relates.

### 2.8 Intangible assets

#### *(a) Value of in-force business*

The value of in-force business is determined by the directors after considering the advice of the Company's Approved Actuary. The valuation represents the discounted value of projected future transfers to shareholders from contracts in force at the year end, after making a provision for taxation. In determining this valuation, assumptions relating to future mortality, persistence and levels of expenses are based on experience of the type of business concerned.

Gross investment returns and asset allocations assumed vary depending upon the mix of investments held by the Company and expected market conditions. Annual movements in the value of the in-force business are credited or debited to other comprehensive income. Note 13 contains further information in relation to this asset.

## 2. Summary of significant accounting policies - continued

### 2.8 Intangible assets - continued

#### *(b) Computer software*

Acquired computer software licences are capitalised on the basis of the costs incurred to acquire and bring to use the specific software. These costs are amortised using the straight-line method over their useful lives, not exceeding a period of seven years. All costs associated with maintaining computer software programmes are recognised as an expense as incurred.

#### *(c) Deferred policy acquisition costs*

Incremental costs that are incurred in acquiring new investment contracts without DPF are capitalised as deferred acquisition costs (DAC).

The DAC is subsequently amortised over the life of the contracts as follows:

- For long term investment contracts with a fixed maturity date, DAC is amortised over the life of the contract.
- For long term investment contracts with no fixed date of maturity, DAC is amortised over the estimated life of the contract. This basis is reviewed periodically with reference to the historical experience of surrenders for these contracts.

### 2.9 Property, plant and equipment

All property, plant and equipment is initially recorded at historical cost. Freehold land and buildings, are subsequently shown at fair value based on periodic, but at least triennial, valuations by external independent valuers, less subsequent depreciation for buildings. Valuations are carried out on a regular basis such that the carrying amount of property does not differ materially from that which would be determined using fair values at the end of the reporting period. Any accumulated depreciation at the date of revaluation is eliminated against the gross carrying amount of the asset, and the net amount is restated to the revalued amount of the asset. All other property, plant and equipment is stated at historical cost less depreciation and impairment losses. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

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 Group and the cost of the item can be measured reliably. The carrying amount of the replaced part is derecognised. All other repairs and maintenance are charged to profit or loss during the financial year in which they are incurred.

Increases in the carrying amount arising on revaluation of land and buildings are credited to other comprehensive income and shown as a revaluation reserve in shareholders' equity.

## 2. Summary of significant accounting policies - continued

### 2.9 Property, plant and equipment - continued

Decreases that offset previous increases of the same asset are charged in other comprehensive income and debited against the revaluation reserve directly in equity; all other decreases are charged to profit or loss. Each year the difference between depreciation based on the revalued carrying amount of the asset charged to profit or loss and depreciation based on the asset's original cost is transferred from the revaluation reserve to retained earnings.

Freehold land is not depreciated as it is deemed to have an indefinite life. Depreciation on other assets is calculated using the straight-line method to allocate their cost or revalued amounts to their residual values over their estimated useful lives, as follows:

Buildings	100 years
Leasehold improvements	10 - 40 years
Furniture, fittings and equipment	3 - 10 years
Motor vehicles	5 years

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at the end of each reporting year. 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. Gains and losses on disposals are determined by comparing the proceeds with the carrying amount and are recognised in profit or loss. When revalued assets are sold, the amounts included in the revaluation reserve relating to the assets are transferred to retained earnings.

### 2.10 Investment property

Freehold and leasehold properties treated as investment property principally comprise office and other commercial buildings that are held for long term rental yields and that are not occupied by the Group. Investment property is carried at fair value. Fair value is based on active market prices, adjusted, if necessary for any difference in the nature, location or condition of the specific asset. If this information is not available, the Group uses alternative valuation methods such as discounted cash flow projections or recent prices in less active markets. These valuations are reviewed annually by an independent valuation expert. Investment property that is being redeveloped for continuing use as investment property, or for which the market has become less active, continues to be measured at fair value. Changes in fair values are reported in profit or loss.

If an investment property becomes owner-occupied, it is reclassified as property, plant and equipment, and its fair value at the date of reclassification becomes its cost for subsequent accounting purposes.

## 2. Summary of significant accounting policies - continued

### 2.11 Investment in subsidiary undertaking

In the Company's financial statements, investment in subsidiary undertaking is accounted for by the cost method of accounting, less impairment. The dividend income from such investment is included in profit or loss in the accounting year in which the Company's rights to receive payment of any dividend is established. On disposal of an investment, the difference between the net disposal proceeds and the carrying amount is charged or credited to profit or loss and included within investment income.

### 2.12 Financial assets

The Group classifies its financial assets (other than its investment in subsidiary) into the following two categories: a) financial assets at fair value through profit or loss, and b) loans and receivables. The directors determine the appropriate classification of financial assets at the time of purchase and re-evaluate such designation at every reporting date.

- (a) Financial assets that are held to match insurance and investment contract liabilities are designated at inception as fair value through profit or loss to eliminate or significantly reduce the accounting mismatch that would otherwise arise from measuring insurance assets or liabilities, or recognising the gains and losses on them, on different basis. Financial assets that are attributable to shareholders are designated at inception as fair value through profit or loss if they are part of a group of investments that is managed on a portfolio basis, and whose performance is evaluated and reported internally on a fair value basis to the Group's Board in accordance with a documented investment strategy.
- (b) Loans and receivables are financial assets with fixed or determinable payments that are not quoted in an active market, other than those that the Group has designated at fair value through profit or loss. They include, inter alia, receivables and cash and cash equivalents in the statement of financial position as well as other financial investments classified as loans and receivables within Note 18.

All purchases and sales of investments are recognised on the trade date, which is the date that the Group commits to purchase or sell the assets. All investments are initially recognised at fair value plus, in the case of all financial assets not carried at fair value through profit or loss, transaction costs that are directly attributable to their acquisition. Investments are derecognised when the rights to receive cash flows from the investments have expired or where they have been transferred and the Group has also transferred substantially all risks and rewards of ownership.

Financial assets at fair value through profit or loss are subsequently re-measured at fair value. Loans and receivables are carried at amortised cost using the effective interest method. Realised and unrealised gains and losses arising from changes in the fair value of the 'Financial assets at fair value through profit or loss' category are included in profit or loss in the period in which they arise.

## **2. Summary of significant accounting policies - continued**

### **2.12 Financial assets - continued**

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. This includes listed equity securities and quoted debt instruments on major exchanges. The quoted market price used for financial assets held by the group is the current bid price.

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 market for a financial asset is not active, the Group 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 and discounted cash flow analysis.

Derivatives are recognised at fair value on the date on which a derivative contract is entered into and are subsequently re-measured at their fair value. Fair values are obtained from quoted market prices in active markets, and other valuation techniques, as appropriate. Subsequent changes in the fair value of any derivative instruments are recognised immediately in profit or loss. All derivatives are carried as assets when fair value is positive, and as liabilities when fair value is negative.

The Group enters into currency forward contracts to hedge the foreign exchange risk arising on its investments denominated in a foreign currency. These transactions provide effective economic hedges under the Group's risk management policies. However hedge accounting under the specific rules in IAS 39 is not required because the change in the value of the hedged financial instrument is recognised in profit or loss.

### **2.13 Impairment of assets**

#### *(a) Impairment of financial assets not at fair value through profit or loss*

The Group assesses at each reporting date whether there is objective evidence that a financial asset or Group of financial assets is impaired. A financial asset or group of financial assets is impaired and impairment losses are incurred only if there is objective evidence of impairment as a result of one or more events that have occurred after the initial recognition of the asset ("a loss event") and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated.

## 2. Summary of significant accounting policies - continued

### 2.13 Impairment of assets - continued

#### *(a) Impairment of financial assets not at fair value through profit or loss- continued*

Objective evidence that a financial asset or group of assets is impaired includes observable data that comes to the attention of the Group about the following events:

- significant financial difficulty of the issuer or debtors;
- a breach of contract, such as a default or delinquency in payments;
- it becoming probable that the issuer or debtor will enter bankruptcy or other financial reorganisation; and
- observable data indicating that there is a measurable decrease in the estimated future cash flow from a group of financial assets since the initial recognition of those assets, although the decrease cannot yet be identified with the individual financial assets in the Group.

The Group first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant. If the Group determines that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, it includes the asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is or continues to be recognised are not included in a collective assessment of impairment.

If there is objective evidence that an impairment loss has been incurred on loans and receivables carried at amortised cost, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows discounted at the financial asset's original effective interest rate. The carrying amount of the asset is reduced through the use of an allowance account and the amount of the loss is recognised in profit or loss.

If in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised (such as improved credit rating), the previously recognised impairment loss is reversed by adjusting the allowance account. The amount of the reversal is recognised in profit or loss.

#### *(b) Impairment of non-financial assets*

Assets that have an indefinite useful life and are not subject to amortisation are tested annually for impairment. Assets that are subject to amortisation or depreciation 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 and independent cash flows (cash-generating units).



## **2. Summary of significant accounting policies - continued**

### **2.14 Offsetting financial instruments**

Financial assets and liabilities are offset and the net amount reported in the statement of financial position when, and only when the Group currently has a legally enforceable right to set-off the recognised amounts and it intends to settle them on a net basis, or to realise the asset and settle the liability simultaneously.

### **2.15 Financial liabilities**

Financial liabilities are initially recognised on the trade date, which is the date the Company becomes a party to the contractual provisions of the instruments and derecognises a financial liability when its contractual obligations are discharged, cancelled or expire.

Borrowings are recognised initially at their fair value, net of incremental direct transaction costs incurred. Borrowings are subsequently carried at amortised cost; any difference between the proceeds (net of incremental direct transaction costs) and the redemption value is recognised in profit or loss over the period of the borrowings using the effective interest method.

Borrowings are classified as current liabilities unless the Group has an unconditional right to defer settlement of the liability for at least 12 months after the end of the reporting year.

### **2.16 Current and deferred tax**

The tax expense for the period comprises current and deferred tax. Tax is recognised in profit or loss, except to the extent that it relates to items recognised in other comprehensive income or directly in equity. In this case, the tax is also recognised in other comprehensive income or directly in equity respectively. Current tax is measured using tax rates enacted or substantively enacted at the reporting date.

Deferred tax is recognised, in respect of, temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements. However, the deferred tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss. Deferred tax is determined using tax rates that have been enacted or substantively enacted by the end of the reporting period and are expected to apply when the related deferred tax asset is realised or the deferred tax liability is settled.

Deferred tax assets are recognised for unused tax losses, unused tax credits and deductible temporary differences to the extent that it is probable that future taxable profits will be available against which they can be used. Future taxable profits are determined based on the reversal of relevant taxable temporary differences.

## **2. Summary of significant accounting policies - continued**

### **2.16 Current and deferred tax – continued**

If the amount of taxable temporary differences is insufficient to recognise a deferred tax asset in full, then future taxable profits, adjusted for reversals of existing temporary differences are considered. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realised; such reductions are reversed when the probability of future taxable profit improves.

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income tax assets and liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities where there is an intention to settle the balances on a net basis.

### **2.17 Cash and cash equivalents**

Cash and cash equivalents are carried in the statement of financial position at face value. In the cash flow statement, cash and cash equivalents include cash in hand and deposits held at call for operational purposes with banks.

### **2.18 Share capital**

Shares are classified as equity. Incremental costs directly attributable to the issue of new ordinary shares are shown in equity as a deduction from the proceeds, net of tax.

### **2.19 Dividends**

Dividend distribution to the Company's shareholders is recognised as a liability in the period in which an obligation to pay a dividend is established.

### **2.20 Critical accounting estimates and judgments in applying accounting policies**

The Group makes estimates and assumptions concerning the future. Estimates and judgements 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.

Information about assumptions and estimation uncertainties that have a significant risk of resulting in a material adjustment to the carrying amounts of assets and liabilities within the year ending 31 December 2018 is included as follows:

## **2. Summary of significant accounting policies - continued**

### **2.20 Critical accounting estimates and judgments in applying accounting policies - continued**

#### **- Value of in-force business**

The value of in-force business is a projection of future shareholders' cash flows expected from contracts in force at the year end, appropriately adjusted for taxation and discounted by a risk adjusted discount rate. In assessing the projected cash flows, the directors assume a long term view of a maintainable level of investment return and fund size.

This valuation requires the use of a number of assumptions relating to future mortality, persistency levels of expenses, investment returns and asset allocations over the longer term. The valuation is inherently uncertain and assumptions are reviewed on an annual basis as experience and the reliability of the estimation process develop.

Details of key assumptions, and sensitivity of this intangible asset are provided in Note 13. The impact of a change to key assumptions supporting the value of in-force business is disclosed in Note 13 to the financial statements.

#### **- Insurance and participating investment contract liabilities**

The technical provisions in respect of long term contracts and linked long term contracts are subject to an annual statutory valuation overseen by the Approved Actuary based on data and information provided by the Group.

Different principles and valuation methodologies are adopted depending on the type and generation of products. The key assumptions used in determining the technical provisions in respect of insurance contracts and investment contracts with DPF are described in Note 24 to the financial statements.

## **3. Management of risk**

The Group is a party to contracts that transfer insurance risk or financial risk or both. This section summarises these risks and the way the Group manages them.

### **3.1 Insurance risk**

The risk under any one insurance contract is the possibility that the insured event occurs and the uncertainty of the amount of the resulting claim. By the very nature of an insurance contract, this risk is fortuitous.

For a portfolio of insurance contracts where the theory of probability is applied to pricing and provisioning, the principal risk that the Group faces under its insurance contracts is that the actual claims and benefit payments exceed the carrying amount of the insurance liabilities. This could occur because the frequency or severity of claims are greater than estimated.

### 3. Management of risk - continued

#### 3.1 Insurance risk – continued

Insurance events are fortuitous and the actual number and amount of claims and benefits will vary from year to year from the estimate established using statistical techniques. Experience shows that the larger the portfolio of similar insurance contracts, the smaller the relative variability about the expected outcome will be. In addition, a more diversified portfolio is less likely to be affected across the board by a change in any subset of the portfolio.

The Group has developed its insurance underwriting strategy to diversify the type of insurance risk accepted and within each of these categories to achieve a sufficiently large population of risks to reduce the variability of the expected outcome.

Factors that aggravate insurance risk include lack of risk diversification in terms of type and amount of risk, and lack of geographical spread. The Group is largely exposed to insurance risk in one geographical area, Malta.

#### *Frequency and severity of claims*

For contracts where death is the insured risk, the most significant factor that could increase the overall frequency of claims are epidemics or wide spread changes in lifestyle resulting in earlier or more claims than expected.

At present these risks do not vary significantly in relation to the location of the risk insured by the Group. However, undue concentration by amounts could have an impact on the severity of benefit payments on a portfolio basis.

For contracts with fixed and guaranteed benefits and fixed future premiums, there are no mitigating terms and conditions that reduce the insurance risk accepted. For contracts with DPF, the participating nature of the contracts results in a portion of the insurance risk being reduced over the term of policy. Investment contracts with DPF carry negligible insurance risk.

The Group manages these risks through its underwriting strategy and reinsurance arrangements. The underwriting strategy is intended to ensure that the risks underwritten are well diversified in terms of type of risk and level of insured benefits. Medical selection is also included in the Group's underwriting procedures with premiums varied to reflect the health condition and life expectancy of the applicants.

The Group has reinsurance protection in place to cover death claims. The type of reinsurance cover and the level of retention for each risk are based on the Group's internal risk management assessment, which takes account of the nature of the risk covered and the sum assured. The reinsurance program is approved by the Board annually. The reinsurance arrangements in place include a mix of quota share, facultative and catastrophe protection, which limits the liability of the Group to any one individual life or event. The Group's reinsurance is placed with listed multinational reinsurance companies whose rating is not less than BBB+.

### 3. Management of risk - continued

#### 3.1 Insurance risk – continued

##### *Sources of uncertainty in the estimation of future benefit payments and premium receipts*

Uncertainty in the estimation of future benefit payments and premium receipts for long term insurance contracts arises from the unpredictability of long term changes in overall levels of mortality, and the variability in contract holder behaviour. The Group uses appropriate base tables of standard mortality according to the type of contract being written. The Group does not take credit for future lapses in determining the liability for long term contracts.

Further detail on the process for estimation is provided in Note 24 to these financial statements.

#### 3.2 Financial risk

The Group is exposed to financial risks through its financial assets, financial liabilities and insurance and reinsurance assets and liabilities. In particular, the key risk is that in the long term, the proceeds from its financial assets are not sufficient to fund the obligations arising from its insurance and investment contracts. The components of financial risks for the Group are market risk (including cash flow and fair value interest rate risk, equity price risk and currency risk), credit risk and liquidity risk. These risks arise from open positions in interest rate, currency and equity products, all of which are exposed to general and specific market movements. The risks that the Group primarily faces due to the nature of its assets and liabilities are interest rate risk and equity price risk.

The Group has developed its Asset/Liability management framework to support the manner in which these risk positions are managed. It actively manages its assets to achieve a competitive rate of return within risk objectives delineated by asset liquidity measures, duration targets and credit quality parameters. The Investment Committee reviews and approves investment strategies on a periodic basis ensuring that assets are managed efficiently and within approved risk mandates.

##### (a) Market risk

##### *(i) Cash flow and fair value interest rate risk*

Insurance and investment contracts with DPF have benefit payments that are fixed and guaranteed at the inception of the contract (for example, sum assured), or as annual discretionary bonuses are declared. The Group's primary financial risk on these contracts is the risk that interest income and capital redemptions from the financial assets backing the liabilities are insufficient to fund the guaranteed benefits payable.

### 3. Management of risk - continued

#### 3.2 Financial risk - continued

##### (a) Market risk - continued

##### *(i) Cash flow and fair value interest rate risk - continued*

The Group does not guarantee a positive fixed rate of return to its policyholders at the inception of a contract. The declaration of discretionary bonuses is guided by the bonus philosophy of the Board of Directors. Once a reversionary bonus is declared, it is guaranteed to be paid in full at maturity or on the prior death of the life assured. Also policyholders have the option to withdraw their current year's bonus without any charges following the date the bonus is declared.

The bonus philosophy considers historic and current rates of return generated by the Group's investment portfolio as well as the Group's expectations for future investment returns. The impact of interest rate risk is mitigated by the presence of the DPF. These guaranteed benefits increase as discretionary benefits are declared and allocated to contract holders.

All insurance and investment contracts with a DPF feature can be surrendered before maturity for a cash surrender value that is always less than the actual contract liability. Cash surrender values are determined at the discretion of the Group, and can be varied from time to time. The primary factor affecting the level of cash surrender value is the investment return earned on the assets of the Group. In addition, the cash surrender value is affected by the expenses, tax and the cost of risk benefits (such as life cover) borne by the Group, deductions to provide a return to shareholders, as well as profits and losses arising on other contracts. The expenses include payment of commission, medical report expenses, office administration costs and other expenses incurred in the setting up and maintenance of the contract. At most, the cash surrender value will be the amount of the actual liability reduced by the surrender charge (where applicable).

Furthermore, in respect of all contracts with DPF (with the exception of some contracts that have been in force more than a certain number of years), the Group reserves the right to increase the level of the surrender charge and, if necessary, to apply a Market Value Reduction (MVR). A MVR is a deduction which the Group may make on surrender of a contract with DPF. For example, if the underlying investment return, after allowing for expenses, tax, risk benefits, shareholder returns and adjustment for profits or losses on other contracts is less than the return already provided for in the form of reversionary bonuses, the Group may decide to apply a MVR.

### 3. Management of risk - continued

#### 3.2 Financial risk - continued

##### (a) Market risk - continued

##### *(i) Cash flow and fair value interest rate risk – continued*

The MVR serves to protect the interests of remaining investors and the Group, who would otherwise have to subsidise the amount paid on surrendering contracts. The Group does not apply a standard percentage deduction on all contracts but determines the deduction to apply to each individual surrender at the time the surrender is made. The amount depends on a number of factors including the length of time the contract has been in force, and the underlying investment return over the same time period. There will be no MVR at maturity or on death. This means that at maturity or on death the payment of the actual contract liability is guaranteed.

The cash surrender value may also be less than the total amount of premiums paid up to the date of surrender. The Group is not required to, and does not, measure the effect of the above embedded derivative at fair value.

The Group matches its insurance liabilities with a diversified portfolio of assets which includes equity, debt securities and property. The return from debt and cash based securities is subject to interest rate risk.

In general, the Group is exposed to risk associated with the effects of fluctuations in the prevailing levels of market interest rates. Assets/liabilities issued at variable rates generally expose the Group to cash flow interest risk. Assets/liabilities issued at fixed rates generally expose the Group to fair value interest rate risk. Group investment parameters exist to limit exposure to any one particular issuer and any one particular security. Periodic reports are prepared at portfolio, legal entity and asset class level that are circulated to the Group's key management personnel. Note 18 incorporates maturity information with respect to the Group's and Company's investments.

### 3. Management of risk - continued

#### 3.2 Financial risk - continued

##### (a) Market risk - continued

##### (i) Cash flow and fair value interest rate risk - continued

The total assets and liabilities subject to interest rate risk are the following:

##### Assets

	Group		Company	
	2018 €'000	2017 €'000	2018 €'000	2017 €'000
Assets at floating interest rates	87,743	115,152	87,176	114,621
Assets at fixed interest rates	1,055,173	937,685	1,055,173	937,685
	<b>1,142,916</b>	<b>1,052,837</b>	<b>1,142,349</b>	<b>1,052,306</b>

Reconciled to the notes to the financial statements as follows:

Loans and receivables (Note 18)	239,709	197,080	239,709	197,080
Debt securities (Note 18)	854,626	785,359	854,626	785,359
A component of equity securities and units in unit trusts (Note 18)	28,175	26,383	28,175	26,383
Interest bearing cash and cash equivalents (Note 21)	20,406	44,015	19,839	43,484
	<b>1,142,916</b>	<b>1,052,837</b>	<b>1,142,349</b>	<b>1,052,306</b>
<b>Liabilities</b>				
Net long term business provision excluding linked long term contracts	1,903,651	1,805,923	1,903,651	1,805,923
	<b>1,903,651</b>	<b>1,805,923</b>	<b>1,903,651</b>	<b>1,805,923</b>

Interest rate risk in relation to linked liabilities for contracts that also combine a discretionary feature, amounting to €42.50m (2017: €46.31m) has been excluded as the directors consider the exposure to be insignificant.



### 3. Management of risk - continued

#### 3.2 Financial risk - continued

##### (a) Market risk - continued

##### (i) Cash flow and fair value interest rate risk - continued

In managing its portfolio, the Group entered into fixed income security futures contracts. Accordingly, it is exposed to movements in interest rates in the respective markets of the underlying, which comprise short, medium and long-term sovereign debt. The notional amount of futures contracts outstanding is shown below:

	Group and Company	
	2018	2017
	€'000	€'000
<b>Long positions</b>		
- Federal Republic of Germany	50,986	18,818
- United Kingdom Government	274	-
	<b>51,260</b>	<b>18,818</b>
<b>Short positions</b>		
- Federal Republic of Germany	31,786	56,390
- United States Government	5,837	3,236
	<b>37,623</b>	<b>59,626</b>

Up to the reporting date, the Group did not have any hedging policy with respect to interest rate risk other than as described in note 2.12 above.

The sensitivity analysis for interest rate risk illustrates how changes in the fair value of future cash flows of a financial instrument will fluctuate because of changes in market interest rates at the reporting date.

At 31 December 2018, had interest rates been 100 basis points (2017: 100 basis points) lower with all other variables held constant, pre-tax profit for the year would have been €1.24m lower (2017: €1.52m lower). An increase of 100 basis points (2017: 100 basis points), with all other variables held constant, would have resulted in pre-tax profits being €0.29m higher (2017: €0.69m higher). The above sensitivity considers the impact of changes in interest rates on liabilities and fixed income and floating interest rate asset values; although in the case that the reduced interest rate would be negative a floor of 0% is applied and the change in the asset value calculated accordingly.

### 3. Management of risk - continued

#### 3.2 Financial risk - continued

##### (a) Market risk - continued

##### (ii) Equity price risk

The Group's financial assets are susceptible to the risk of decreases in value due to changes in the prices of equities. The directors manage the risk of price volatility by entering into a diverse range of investments including equities and collective investment schemes. In addition the Group's investments are spread geographically in a diverse number of different countries. The Group has an active Investment Committee that has established a set of investment guidelines that is also approved by the Board of Directors. Investments over prescribed limits are directly approved by the Board. These guidelines provide parameters for investment management, including contracts with external portfolio managers. They include, inter alia, reference to an optimal spread of the investment portfolio, assessment of equity issuers and maximum exposures by the Group to any one issuer and its connected parties (with the exception of investments in Government paper). These parameters also consider solvency restrictions imposed by the Regulator.

Management structures are in place to monitor all the Group's overall market positions on a frequent basis. Reports are prepared at portfolio, legal entity and asset class level that are circulated to the Group's key management personnel. These are also reviewed by the Investment Committee and the Board.

The total assets subject to equity price risk are the following:

	Group		Company	
	2018 €'000	2017 €'000	2018 €'000	2017 €'000
Assets subject to equity price risk	769,446	783,472	769,425	783,461
Reconciled to the notes to the financial statements as follows:				
Investment in associated undertakings (Note 17)	28,766	31,777	28,766	31,777
A component of equity securities and units in unit trusts (Note 18)	740,680	751,695	740,659	751,684
	769,446	783,472	769,425	783,461

### 3. Management of risk - continued

#### 3.2 Financial risk - continued

##### (a) Market risk - continued

##### (ii) Equity price risk - continued

In managing its portfolio, the Group also entered into equity index futures contracts and accordingly it is exposed to movements in the price of the underlying equity index. The notional amount of futures contracts outstanding is shown below:

	Group and Company	
	2018 €'000	2017 €'000
<b>Long positions</b>		
- European equity indices	-	2,201

In the case of assets held to cover unit-linked liabilities the exposure is carried by the contract holder. In the case of capital guaranteed products any shortfalls guaranteed upon maturity are mitigated by a back to back guarantee with international financial service providers as further referred in 3.2 (a) (i).

The sensitivity for equity price risk illustrates how changes in the fair value of equity securities will fluctuate because of changes in market prices, whether those changes are caused by factors specific to the individual equity issuer, or factors affecting all similar equity traded in the market.

Given the investment strategy and asset mix of the Group and Company a 10% positive or negative movement in equity prices is considered to be an appropriate benchmark for sensitivity purposes. An increase and a decrease of 10% in equity prices, with all other variables held constant, would result in a positive impact of €0.22m (2017: €0.22m) and a negative impact of €0.22m (2017: €0.22m) respectively, on the pre-tax profit for the year. The above sensitivity includes the impact of changes in equity returns on liabilities and assets.

##### (iii) Currency risk

The Group's liabilities are substantially denominated in euro. The Group's exposure to foreign currency risk arises primarily from equity securities denominated in major foreign currencies. The Group hedges its foreign currency denominated debt securities using foreign exchange forward contracts in order to mitigate the risk that principal cash flows for these investments fluctuate as a result of changes in foreign exchange rates.

3. Management of risk - continued

3.2 Financial risk - continued

(a) Market risk - continued

(iii) Currency risk - continued

The table below summarises the Group's exposure to foreign currencies other than euro.

Group and Company

31 December 2018

Currency of exposure:	Net exposure before hedging €'000	Notional amount of currency derivatives €'000	Net exposure after hedging €'000
USD	119,354	9,863	109,491
CHF	30,440	52	30,388
GBP	28,837	12,325	16,512
SEK	2,544	-	2,544
DKK	11,775	(57)	11,832
Others	42,436	(36)	42,472
	<b>235,386</b>	<b>22,147</b>	<b>213,239</b>

31 December 2017

Currency of exposure:	Net exposure before hedging €'000	Notional amount of currency derivatives €'000	Net exposure after hedging €'000
USD	67,988	8,280	59,708
CHF	27,188	-	27,188
GBP	16,195	4,429	11,766
SEK	7,306	4,629	2,677
DKK	8,967	-	8,967
Others	25,716	452	25,264
	<b>153,360</b>	<b>17,790</b>	<b>135,570</b>

Within the table above, €196.93m of the unhedged exposure relates to equity investments (2017: €128.05m). Due to an increasingly globalised economy, the Group's equity investments are diversified across various currencies. The directors consider that the exposure to currency risk is appropriately captured in the equity price risk sensitivity (Note 3.2 (a) (ii)). Any residual currency exposure relating to non-equity investments is not considered to be significant.

### 3. Management of risk - continued

#### 3.2 Financial risk - continued

##### (b) Credit risk

Credit risk is the risk of decreases in value when counterparties are not capable of fulfilling their obligations or when changes in their credit status take place.

The Group has exposure to credit risk, which is the risk that a counterparty will be unable to pay amounts in full when due. Key areas where the Group is exposed to credit risk are:

- Investments and cash and cash equivalents
- Reinsurers' share of insurance liabilities
- Amounts due from reinsurers in respect of claims already paid
- Counterparty risk with respect to forward foreign exchange contracts.

The Group places limits on the level of credit risk undertaken from the main categories of financial instruments. These limits also take due consideration of the solvency restrictions imposed by the relevant Regulations. The investment strategy of the Group considers the credit standing of the counterparty and control structures are in place to assess and monitor these risk thresholds.

The Group structures the levels of credit risk it accepts by limiting as far as possible its exposure to a single counterparty or groups of counterparty. The Group has in place internal control structures to assess and monitor credit exposures and risk thresholds.

The Group's cash is placed with a number of core domestic credit institutions and investment grade international banks, thereby reducing the concentration of counterparty credit risk to an acceptable level.

Reinsurance is used to manage insurance risk. This does not, however, discharge the Group's liability as primary insurer. If a reinsurer fails to pay a claim for any reason, the Group remains liable for the payment to the policyholder. The creditworthiness of reinsurers is monitored on a quarterly basis by reviewing credit grades provided by rating agencies and other publicly available financial information. At the same time that the Board approves the overall reinsurance protection for the Group, it ensures that the reinsurers' credit rating (either Standard & Poors or equivalent) is within the parameters set by it.

It is not normal for credit to be extended to insurance policyholders due to the nature of the Group's business, unless automatic policy loans are advanced up to the surrender value of the contract (refer to Note 18).

The Group does not trade in derivative contracts, with the exception of forward contracts and exchange traded futures. All derivative contracts are placed with quality financial institutions within the parameters of a hedging policy approved by the Board.

### 3. Management of risk - continued

#### 3.2 Financial risk - continued

##### (b) Credit risk - continued

The total assets bearing credit risk are the following:

	Group		Company	
	2018	2017	2018	2017
	€'000	€'000	€'000	€'000
<b>Fair value through profit or loss</b>				
- Debt securities (Note 18)	854,626	785,359	854,626	785,359
- Forward foreign exchange contracts (Note 18)	140	710	140	710
	<b>854,766</b>	<b>786,069</b>	<b>854,766</b>	<b>786,069</b>
<b>Loans and receivables</b>				
- Deposits with banks or credit institutions (Note 18)	230,850	187,569	230,850	187,569
<b>Reinsurers' share of technical provisions (Note 24)</b>	<b>470</b>	<b>609</b>	<b>470</b>	<b>609</b>
Insurance and other receivables	12,090	12,829	12,295	12,861
Cash at bank and in hand (Note 21)	51,543	49,046	50,970	48,512
<b>Total exposure</b>	<b>1,149,719</b>	<b>1,036,122</b>	<b>1,149,351</b>	<b>1,035,620</b>

The assets above are analysed in the table below using Standard and Poors rating (or equivalent).

	Group		Company	
	2018	2017	2018	2017
	€'000	€'000	€'000	€'000
AAA	129,451	74,870	129,451	74,870
AA	136,330	81,780	136,330	81,780
A	462,440	420,667	462,440	420,667
BBB	264,807	405,255	264,234	404,721
Below BBB or not rated	156,691	53,550	156,896	53,582
	<b>1,149,719</b>	<b>1,036,122</b>	<b>1,149,351</b>	<b>1,035,620</b>

The Group has no receivables that are past due or impaired. Debt securities and loans and receivables that are not rated are primarily held with highly reputable financial institutions holding an investment grade. The carrying amount of these assets represents the maximum credit exposure.

### 3. Management of risk - continued

#### 3.2 Financial risk - continued

##### (c) Liquidity risk

The Group is exposed to daily calls on its available cash resources mainly from claims and benefits arising from long term contracts. Liquidity risk is the risk that cash may not be available to pay obligations when due at a reasonable cost. The Group manages its funds in such a manner as to ensure an adequate portion of available funds to meet such calls, principally through limits set by the Board on the minimum proportion of maturity funds available to meet such calls. Furthermore, the Group invests a majority of its assets in listed investments that can be readily disposed of.

The following table indicates the expected timing of cash flows arising from the maturity of the Group's liabilities. The expected cash flows do not consider the impact of early surrenders.

At 31 December 2018	Expected cash flows (discounted)						Total
	0 – 1 Year	1 – 2 years	2 – 3 years	3 – 4 years	4 – 5 years	>5 years	
	€ million						
Technical provisions - Insurance contracts and investment contracts with DPF	219	229	245	213	193	870	1,969
Insurance and other payables	9	-	-	-	-	-	9
	<b>228</b>	<b>229</b>	<b>245</b>	<b>213</b>	<b>193</b>	<b>870</b>	<b>1,978</b>

At 31 December 2017	Expected cash flows (discounted)						Total
	0 – 1 Year	1 – 2 years	2 – 3 years	3 – 4 years	4 – 5 years	>5 years	
	€ million						
Technical provisions - Insurance contracts and investment contracts with DPF	150	190	225	239	203	863	1,870
Insurance and other payables	9	-	-	-	-	-	9
	<b>159</b>	<b>190</b>	<b>225</b>	<b>239</b>	<b>203</b>	<b>863</b>	<b>1,879</b>

### 3. Management of risk - continued

#### 3.2 Financial risk - continued

##### (c) Liquidity risk - continued

Expected cash flows on unit linked liabilities have not been included as the directors consider that there is limited exposure to liquidity risk given that these are principally backed by unit linked assets.

The table below analyses the Company's derivative financial instruments that will be settled on a gross basis. The amounts disclosed in the table are the contractual undiscounted cash flows. Balances due within 12 months equal their carrying balances, as the impact of discounting is not significant.

	<b>Group and Company</b>	
	<b>2018</b>	<b>2017</b>
	<b>€'000</b>	<b>€'000</b>
<b>At 31 December</b>		
Foreign exchange contracts		
- outflow	(37,135)	(18,989)
- inflow	37,275	19,101

At 31 December 2018 and 2017, the above derivatives were due to be settled within three months after year end.

#### 3.3 Capital management

The Company's policy is to maintain a strong capital base to support its business growth plans and comply with all regulatory requirements on an ongoing basis whilst assessing the impact of shareholder returns on its capital employed. The Company defines capital as shareholders' equity.

The Company's objectives when managing capital are to:

- comply with the obligations to hold Eligible Own Funds to cover the Solvency Capital Requirement and Minimum Capital Requirement in terms of the Insurance Business Act, 1998, (Chapter 403, Laws of Malta) and the applicable Insurance Rules issued under the Insurance Business Act ('Insurance Rules') by the Malta Financial Services Authority ('MFSA');
- safeguard the Company's ability to continue as a going concern and provide returns for shareholders and benefits for other stakeholders; and
- provide an adequate return to shareholders by pricing insurance contracts commensurate with the level of risk.



### **3. Management of risk - continued**

#### **3.3 Capital management - continued**

The Company is required to hold regulatory capital for its life assurance business in compliance with the Insurance Rules issued by the MFSA. The minimum capital requirements must be maintained at all times throughout the period. The Company monitors the level of their own funds on a regular basis. Any transactions that may potentially affect the Company's own funds and solvency position are immediately reported to the directors and shareholders for resolution.

The Company's Minimum Capital Requirement Absolute Floor stands at €3,700,000 as per paragraph 5.6.4 of Chapter 5 ('Valuation of assets and liabilities, technical provisions, own funds, Solvency Capital Requirement, Minimum Capital Requirement and investment rules') of Part B of the Insurance Rules.

Based on management calculations to date, the Company is sufficiently capitalised and was compliant at all times with the regulatory capital requirements as stipulated by the MFSA which are in line with the Solvency II requirements.

#### **3.4 Fair value hierarchy – financial instruments**

The table below analyses financial instruments carried at fair value, by valuation method. The fair value measurement hierarchy is defined as follows:

- Quoted prices (unadjusted) in active markets for identical assets or liabilities (Level 1);
- Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices) (Level 2);
- Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs) (Level 3).

### 3. Management of risk - continued

#### 3.4 Fair value hierarchy – financial instruments - continued

The following tables analyse the assets and liabilities carried at fair value by valuation method:

##### Group – 31 December 2018

	Level 1 €'000	Level 2 €'000	Level 3 €'000	Total Balance €'000
<b>Assets</b>				
Financial assets at fair value through profit or loss				
- Equity securities, units in unit trusts and collective investment schemes	855,267	40	-	855,307
- Debt securities	699,478	155,148	-	854,626
Derivative financial instruments	-	140	-	140
Investments in associated undertakings	27,469	-	1,297	28,766
<b>Total assets</b>	<b>1,582,214</b>	<b>155,328</b>	<b>1,297</b>	<b>1,738,839</b>
<b>Liabilities</b>				
Unit linked financial liabilities	-	86,452	-	86,452
Derivative financial instruments	-	64	-	64
<b>Total liabilities</b>	<b>-</b>	<b>86,516</b>	<b>-</b>	<b>86,516</b>

##### Group – 31 December 2017

	Level 1 €'000	Level 2 €'000	Level 3 €'000	Total Balance €'000
<b>Assets</b>				
Financial assets at fair value through profit or loss				
- Equity securities, units in unit trusts and collective investment schemes	872,008	36	33	872,077
- Debt securities	609,153	176,206	-	785,359
Derivative financial instruments	-	710	-	710
Investments in associated undertakings	30,510	-	1,267	31,777
<b>Total assets</b>	<b>1,511,671</b>	<b>176,952</b>	<b>1,300</b>	<b>1,689,923</b>
<b>Liabilities</b>				
Unit linked financial liabilities	-	93,999	-	93,999
<b>Total liabilities</b>	<b>-</b>	<b>93,999</b>	<b>-</b>	<b>93,999</b>

### 3. Management of risk – continued

#### 3.4 Fair value hierarchy – financial instruments - continued

##### Company – 31 December 2018

	Level 1 €'000	Level 2 €'000	Level 3 €'000	Total Balance €'000
<b>Assets</b>				
Financial assets at fair value through profit or loss				
- Equity securities, units in unit trusts and collective investment schemes	855,246	40	-	855,286
- Debt securities	699,478	155,148	-	854,626
Derivative financial instruments	-	140	-	140
Investments in associated undertakings	27,469	-	1,297	28,766
<b>Total assets</b>	<b>1,582,193</b>	<b>155,328</b>	<b>1,297</b>	<b>1,738,818</b>
<b>Liabilities</b>				
Unit linked financial liabilities	-	86,452	-	86,452
Derivative financial instruments	-	64	-	64
<b>Total liabilities</b>	<b>-</b>	<b>86,516</b>	<b>-</b>	<b>86,516</b>

##### Company – 31 December 2017

	Level 1 €'000	Level 2 €'000	Level 3 €'000	Total Balance €'000
<b>Assets</b>				
Financial assets at fair value through profit or loss				
- Equity securities, units in unit trusts and collective investment schemes	871,997	36	33	872,066
- Debt securities	609,153	176,206	-	785,359
Derivative financial instruments	-	710	-	710
Investments in associated undertakings	30,510	-	1,267	31,777
<b>Total assets</b>	<b>1,511,660</b>	<b>176,952</b>	<b>1,300</b>	<b>1,689,912</b>
<b>Liabilities</b>				
Unit linked financial liabilities	-	93,999	-	93,999
<b>Total liabilities</b>	<b>-</b>	<b>93,999</b>	<b>-</b>	<b>93,999</b>

### 3. Management of risk - continued

#### 3.4 Fair value hierarchy – financial instruments - continued

Fair value measurements classified as Level 1 include listed equities, government debt securities, units in unit trusts and collective investments schemes.

Corporate debt securities are classified as Level 2 in view of their trading characteristics. The financial liabilities for unit linked contracts were also classified as Level 2. The fair value of these contracts is determined using the current unit values that reflect the fair values of the financial assets (classified as Level 1) linked to the financial liability. Derivative foreign exchange forward contracts have been classified as Level 2. The fair value of these instruments is determined by reference to market observable forward currency rates and interest rates.

At 31 December 2018, 0.1% (2017: 0.1%) of the financial assets measured at fair value on a recurring basis were classified as Level 3. They constitute investment in unlisted equities and their fair values were determined by using valuation techniques. Determination to classify fair value instruments within Level 3 of the valuation hierarchy is generally based on the significance of the unobservable factors to the overall fair value measurement. The Company has €1.3 million assets classified as Level 3, the valuation of which has been determined by reference to the net assets of the underlying investment.

The analysis of investment property is included within Note 15.

The following table presents the changes in Level 3 instruments for the year ended 31 December:

#### Group and Company 2018

	Financial assets at fair value through profit or loss		
	Equity securities €'000	Investments in associated undertakings €'000	Total Assets €'000
Opening balance	33	1,267	1,300
Total (losses)/gains recognised in profit or loss	(33)	30	(3)
Closing balance	-	1,297	1,297
Total (losses)/gains for the period included in profit or loss for assets held at the end of year	(33)	30	(3)

### 3. Management of risk - continued

#### 3.4 Fair value hierarchy – financial instruments - continued

Group and Company 2017

	Financial assets at fair value through profit or loss		
	Equity securities €'000	Investments in associated undertakings €'000	Total Assets €'000
Opening balance	33	1,374	1,407
Total gains recognised in profit or loss	-	42	42
Disposals	-	(149)	(149)
Closing balance	33	1,267	1,300
Total gains for the period included in profit or loss for assets held at the end of year	-	42	42

At 31 December 2018 and 2017, the carrying amount of the Group's and Company's other financial assets and liabilities approximated their fair values with the exception of financial liabilities emanating from investment contracts with DPF. It is impracticable to determine the fair value of these contracts due to the lack of a reliable basis to measure the future discretionary return that is a material feature of these contracts.

### 4. Other information - technical account

In the opinion of the directors, the Group primarily operates in a single business segment being that of long term and linked long term insurance business.

#### (i) Gross premiums written

Gross premium income is made up of:

	Group and Company	
	2018 €'000	2017 €'000
Direct insurance	320,014	289,167
Gross premiums written	320,014	289,167

4. Other information - technical account – continued

(i) Gross premiums written - continued

Direct insurance is further analysed between:

	Periodic premiums		Single premiums	
	2018	2017	2018	2017
	€'000	€'000	€'000	€'000
Non-participating	13,052	12,398	-	-
Participating	33,971	32,169	269,839	241,015
Linked	2,237	2,352	915	1,233
	49,260	46,919	270,754	242,248

In addition to the above, premium credited to liabilities in Note 25 in relation to linked products classified as investment contracts without DPF was as follows:

	Periodic premiums		Single premiums	
	2018	2017	2018	2017
	€'000	€'000	€'000	€'000
Investment contracts	1,469	1,438	1,238	856

Gross premiums written by way of direct business of insurance principally relates to individual business. All long term contracts of insurance are concluded in or from Malta.

(ii) Reinsurance balance

The reinsurance balance, which represents the aggregate of all items relating to reinsurance outwards mainly attributable to insurance contracts, amounted to a charge of €2.4m to the long term business technical account for the year ended 31 December 2018 (2017: €2.8m).

4. Other information - technical account - continued

(iii) Analysis between insurance and investment contracts

	Group and Company	
	2018	2017
	€'000	€'000
<b>Gross premiums written</b>		
Insurance contracts	33,195	33,439
Investment contracts with DPF	286,819	255,728
	<b>320,014</b>	<b>289,167</b>
<b>Claims incurred, net of reinsurance</b>		
Insurance contracts	33,112	31,327
Investment contracts with DPF	112,566	106,101
	<b>145,678</b>	<b>137,428</b>

(iv) Net operating expenses

	Group		Company	
	2018	2017	2018	2017
	€'000	€'000	€'000	€'000
Acquisition costs	12,439	11,510	12,439	11,510
Administrative expenses	6,538	5,460	6,074	5,026
Reinsurance commissions	(222)	(224)	(222)	(224)
	<b>18,755</b>	<b>16,746</b>	<b>18,291</b>	<b>16,312</b>

Allocated to:

	Group		Company	
	2018	2017	2018	2017
	€'000	€'000	€'000	€'000
Technical	18,172	16,269	18,172	16,269
Non-technical	583	477	119	43
	<b>18,755</b>	<b>16,746</b>	<b>18,291</b>	<b>16,312</b>

Total commission payable for direct business accounted for in the financial year amounted to €8.33m (2017: €8.13m). €7.27m of this charge arose on investment contracts (2017: €7.06m).

## 5. Investment return

	Group		Company	
	2018	2017	2018	2017
	€'000	€'000	€'000	€'000
Dividend income from shares in a group undertaking	-	-	174	423
Rent & maintenance fees receivable from investment property	4,561	5,058	4,561	5,058
Interest receivable from loans and receivables	1,033	1,217	1,032	1,216
Income from financial assets at fair value through profit or loss:				
- dividend income - associates	835	1,097	835	1,097
- dividend income - other	10,707	7,716	10,707	7,716
- net fair value (losses)/gains and interest on bonds	(61,250)	52,739	(61,246)	52,739
Net fair value gains on investment property	3,970	2,429	3,970	2,429
Direct operating expenses arising from investment property that generated rental income	(189)	(456)	(189)	(456)
Other investment income	449	1,008	449	1,008
Other investment expenses	(5,503)	(4,412)	(5,503)	(4,412)
<b>Net investment return</b>	<b>(45,387)</b>	<b>66,396</b>	<b>(45,210)</b>	<b>66,818</b>
Apportioned as follows:				
<i>Technical</i>				
Investment income	30,240	50,154	30,240	50,154
Unrealised (losses)/gains on investments	(70,269)	20,711	(70,269)	20,711
Investment expenses and charges	(5,688)	(4,864)	(5,688)	(4,864)
	<b>(45,717)</b>	<b>66,001</b>	<b>(45,717)</b>	<b>66,001</b>
<i>Non-Technical</i>				
Investment income	334	399	511	821
Investment expenses and charges	(4)	(4)	(4)	(4)
	<b>330</b>	<b>395</b>	<b>507</b>	<b>817</b>
	<b>(45,387)</b>	<b>66,396</b>	<b>(45,210)</b>	<b>66,818</b>

## 6. Other technical income, net of reinsurance

	Group and Company	
	2018	2017
	€'000	€'000
Investment management fees	433	380
Other	88	93
	<b>521</b>	<b>473</b>



## 7. Profit before tax

Profit before tax is stated after charging:

	Group		Company	
	2018	2017	2018	2017
	€'000	€'000	€'000	€'000
Employee benefit expense (Note 8)	4,089	3,516	4,049	3,478
Actuarial valuation fees	447	272	447	272
Depreciation/amortisation:				
- intangible assets (Note 13)	1,007	628	1,005	625
- property, plant and equipment (Note 14)	409	395	409	395
Directors' and officers' insurance	30	30	30	30
Reimbursement of expenses for back office support services (Note 29)	64	-	64	-

The financial statements include fees, exclusive of VAT, charged by the Company's auditors for services rendered for the financial years ended 31 December 2018 and 2017 relating to the following:

	Group		Company	
	2018	2017	2018	2017
	€'000	€'000	€'000	€'000
Annual statutory audit	118	100	113	94
Solvency II audit	57	77	57	77
Paid during the year:				
for financial year 2018	56	-	56	-
for financial year 2017	177	-	171	-
for financial year 2016	-	84	-	79

## 8. Employee benefit expense

	Group		Company	
	2018	2017	2018	2017
	€'000	€'000	€'000	€'000
Salaries	3,902	3,342	3,865	3,307
Social security costs	187	174	184	171
	4,089	3,516	4,049	3,478

The average number of persons employed during the year was:

	Group		Company	
	2018	2017	2018	2017
Key management	10	10	10	10
Managerial	15	11	15	11
Technical	57	60	56	59
Administrative	3	3	3	3
Average number of employees	85	84	84	83

## 9. Tax expense

	Group		Company	
	2018 €'000	2017 €'000	2018 €'000	2017 €'000
Current tax charge	636	1,188	662	1,289
Deferred taxation charge (Note 19)	2,180	1,099	2,183	1,099
<b>Tax expense</b>	<b>2,816</b>	<b>2,287</b>	<b>2,845</b>	<b>2,388</b>

The tax expense for the year and the result of the accounting profit multiplied by the tax rate applicable in Malta, the Group's country of incorporation, are reconciled as follows:

	Group		Company	
	2018 €'000	2017 €'000	2018 €'000	2017 €'000
Profit before tax	13,698	12,310	13,781	12,599
Tax on profit at 35%	4,794	4,309	4,823	4,410
Tax effect of:				
Property withholding tax	(1,667)	(1,443)	(1,667)	(1,443)
Net impact of maintenance allowance attributable to rental income	(18)	(16)	(18)	(16)
Other non-temporary differences	(293)	(26)	(293)	(26)
Prior year effect on property withholding tax	-	(537)	-	(537)
<b>Income tax expense</b>	<b>2,816</b>	<b>2,287</b>	<b>2,845</b>	<b>2,388</b>

## 10. Directors' emoluments

	Group and Company	
	2018 €'000	2017 €'000
Directors' fees	105	47

The Company has paid insurance premiums of €30,000 during the year (2017: €30,000) in respect of insurance cover in favour of its directors.

## 11. Earnings per share

Earnings per share is based on the net profit for the year divided by the weighted average number of shares in issue during the year.

	Group	
	2018	2017
Net profit attributable to shareholders (€'000)	10,882	10,023
Weighted average number of ordinary shares in issue	21,900,000	21,900,000
<b>Earnings per share (€)</b>	<b>49c7</b>	<b>45c8</b>

## 12. Dividends

A dividend in respect of 2018 of 49c9 per share, amounting to a total net dividend of €10.94 million is proposed. The dividend declared during 2018 in respect of 2017 was €12.30m representing 56c2 per share. The dividend declared during 2017 in respect of 2016 was €11.55m representing 52c7 per share.

## 13. Intangible assets

Group	Value of in-force business €'000	Computer software €'000	Deferred policy acquisition costs (i) €'000	Total €'000
<b>At 31 December 2016</b>				
Cost or valuation	59,955	11,178	3,380	74,513
Accumulated amortisation and impairment	-	(7,483)	(2,821)	(10,304)
Net book amount	<b>59,955</b>	<b>3,695</b>	<b>559</b>	<b>64,209</b>
<b>Year ended 31 December 2017</b>				
Opening net book amount	59,955	3,695	559	64,209
Increase in value of in-force business debited to reserves (Note 23)	2,417	-	-	2,417
Additions	-	419	58	477
Amortisation charge (Note 7)	-	(463)	(165)	(628)
Closing net book amount	<b>62,372</b>	<b>3,651</b>	<b>452</b>	<b>66,475</b>
<b>At 31 December 2017</b>				
Cost or valuation	62,372	11,597	3,438	77,407
Accumulated amortisation and impairment	-	(7,946)	(2,986)	(10,932)
Net book amount	<b>62,372</b>	<b>3,651</b>	<b>452</b>	<b>66,475</b>
<b>Year ended 31 December 2018</b>				
Opening net book amount	62,372	3,651	452	66,475
Increase in value of in-force business debited to reserves (Note 23)	251	-	-	251
Additions	-	348	65	413
Amortisation charge (Note 7)	-	(865)	(142)	(1,007)
Closing net book amount	<b>62,623</b>	<b>3,134</b>	<b>375</b>	<b>66,132</b>
<b>At 31 December 2018</b>				
Cost or valuation	62,623	11,945	3,503	78,071
Accumulated amortisation and impairment	-	(8,811)	(3,128)	(11,939)
Net book amount	<b>62,623</b>	<b>3,134</b>	<b>375</b>	<b>66,132</b>

(i) This intangible asset relates to investment contracts without DPF only.

### 13. Intangible assets – continued

Amortisation of €0.40m (2017: €0.35m) is included in acquisition costs and €0.61m (2017: €0.28m) is included in administration expenses.

Company	Value of in-force business €'000	Computer software €'000	Deferred policy acquisition costs (i) €'000	Total €'000
<b>At 31 December 2016</b>				
Cost or valuation	59,955	10,898	3,380	74,233
Accumulated amortisation and impairment	-	(7,210)	(2,821)	(10,031)
Net book amount	<b>59,955</b>	<b>3,688</b>	<b>559</b>	<b>64,202</b>
<b>Year ended 31 December 2017</b>				
Opening net book amount	59,955	3,688	559	64,202
Increase in value of in-force business debited to reserves (Note 23)	2,417	-	-	2,417
Additions	-	419	58	477
Amortisation charge (Note 7)	-	(460)	(165)	(625)
Closing net book amount	<b>62,372</b>	<b>3,647</b>	<b>452</b>	<b>66,471</b>
<b>At 31 December 2017</b>				
Cost or valuation	62,372	11,317	3,438	77,127
Accumulated amortisation and impairment	-	(7,670)	(2,986)	(10,656)
Net book amount	<b>62,372</b>	<b>3,647</b>	<b>452</b>	<b>66,471</b>
<b>Year ended 31 December 2018</b>				
Opening net book amount	62,372	3,647	452	66,471
Increase in value of in-force business debited to reserves (Note 23)	251	-	-	251
Additions	-	348	65	413
Amortisation charge (Note 7)	-	(863)	(142)	(1,005)
Closing net book amount	<b>62,623</b>	<b>3,132</b>	<b>375</b>	<b>66,130</b>
<b>At 31 December 2018</b>				
Cost or valuation	62,623	11,665	3,503	77,791
Accumulated amortisation and impairment	-	(8,533)	(3,128)	(11,661)
Net book amount	<b>62,623</b>	<b>3,132</b>	<b>375</b>	<b>66,130</b>

(i) This intangible asset relates to investment contracts without DPF only.

Amortisation of €0.40m (2017: €0.35m) is included in acquisition costs and €0.60m (2017: €0.28m) is included in administration expenses.

#### *Value of in-force business - assumptions, changes in assumptions and sensitivity*

The after tax value of in-force business is determined by the directors on an annual basis. The embedded value and expected future profits of each line of business is assessed. The value of in-force business is calculated using a large number of assumptions about future experience.

### 13. Intangible assets - continued

#### *Value of in-force business - assumptions, changes in assumptions and sensitivity - continued*

These assumptions concern both future economic and demographic experience. Forecasting future experience is inherently difficult.

The company seeks to set assumptions that are at least consistent with the actual experience of the business. As a result, the assumptions used in the assessment are revised at least annually, to be up to date. The process by which assumptions are changed is described in more detail below.

The value of with-profits business is most sensitive to the size of the with-profits fund. A 1% increase in the size of the fund value will increase the embedded value reported by €0.47 million. A 1% fall in the size of the fund value will reduce the embedded value reported by €0.47 million.

Similarly, the value of unit-linked business is most sensitive to the size of the unit-linked fund. A 1% increase in the size of the fund value will increase the embedded value by €0.03 million. A 1% fall in the size of the fund value will reduce the embedded value by €0.03 million.

Term assurance business is particularly sensitive to the rates assumed for future mortality. A 1 percentage point increase in the rates will reduce the embedded value by €0.20 million, while a 1 percentage point decrease in the rate will increase the embedded value by €0.20 million.

The economic assumptions used in the calculation have been set to be internally consistent as well as reflecting the directors' view of economic conditions in the longer term. The valuation assumed a real return of 1% pa (2017: 1% pa) for with-profits business with a risk discount rate of 6.5% pa (2017: 6.5% pa). For term assurance and unit-linked business these assumptions are unchanged. Expense are assumed to inflate at 3.5% pa (2017: 3.5% pa).

As noted, economic assumptions are set to be internally consistent and reflect the real long-term returns anticipated and the risk appetite of the Directors. To maintain this internal consistency, any changes to the economic assumptions are considered as a whole. We consider that any changes to the assumptions that do not change the internal consistency will not significantly change the value of the in force business.

Demographic assumptions are reviewed on an annual basis to reflect the development of experience and to improve on the reliability of the estimation process. This year the prudent rates of expected future mortality have been revised across all product lines. Future mortality assumptions continue to be set with reference to standard mortality tables and vary with the age of the policyholder.

Future lapse / surrender assumptions continue to be set as a function of the product type, the premium frequency, and the duration a policy has been in force. Assumptions about the servicing costs of in force policies are also made in line with the current, aggregate renewal costs as reflected in the profit and loss.

#### 14. Property, plant and equipment

Group	Freehold land and buildings €'000	Leasehold improvements €'000	Furniture, fittings & equipment €'000	Total €'000
<b>At 31 December 2016</b>				
Cost	4,385	550	3,152	8,087
Accumulated depreciation	-	(294)	(2,058)	(2,352)
Net book amount	<b>4,385</b>	<b>256</b>	<b>1,094</b>	<b>5,735</b>
<b>Year ended 31 December 2017</b>				
Opening net book amount	4,385	256	1,094	5,735
Additions	242	-	291	533
Transfer from land and buildings – investment property (Note 15)	3,161	-	-	3,161
Depreciation charge (Note 7)	-	(55)	(340)	(395)
Closing net book amount	<b>7,788</b>	<b>201</b>	<b>1,045</b>	<b>9,034</b>
<b>At 31 December 2017</b>				
Cost	7,788	550	3,443	11,781
Accumulated depreciation	-	(349)	(2,398)	(2,747)
Net book amount	<b>7,788</b>	<b>201</b>	<b>1,045</b>	<b>9,034</b>
<b>Year ended 31 December 2018</b>				
Opening net book amount	7,788	201	1,045	9,034
Additions	1,024	-	93	1,117
Transfer from land and buildings – investment property (Note 15)	1,796	-	-	1,796
Depreciation charge (Note 7)	-	(55)	(354)	(409)
Closing net book amount	<b>10,608</b>	<b>146</b>	<b>784</b>	<b>11,538</b>
<b>At 31 December 2018</b>				
Cost	10,608	550	3,536	14,694
Accumulated depreciation	-	(404)	(2,752)	(3,156)
Net book amount	<b>10,608</b>	<b>146</b>	<b>784</b>	<b>11,538</b>

Land and buildings are shown at fair value (level 3).

No revaluation of land and buildings was carried out during the current and comparative year.

**14. Property, plant and equipment - continued**

Company	Freehold land and buildings €'000	Leasehold improvements €'000	Furniture, fittings & equipment €'000	Total €'000
<b>At 31 December 2016</b>				
Cost	4,385	550	3,083	8,018
Accumulated depreciation	-	(294)	(1,989)	(2,283)
Net book amount	<b>4,385</b>	<b>256</b>	<b>1,094</b>	<b>5,735</b>
<b>Year ended 31 December 2017</b>				
Opening net book amount	4,385	256	1,094	5,735
Additions	242	-	291	533
Transfer from land and buildings – investment property (Note 15)	3,161	-	-	3,161
Depreciation charge (Note 7)	-	(55)	(340)	(395)
Closing net book amount	<b>7,788</b>	<b>201</b>	<b>1,045</b>	<b>9,034</b>
<b>At 31 December 2017</b>				
Cost	7,788	550	3,374	11,712
Accumulated depreciation	-	(349)	(2,329)	(2,678)
Net book amount	<b>7,788</b>	<b>201</b>	<b>1,045</b>	<b>9,034</b>
<b>Year ended 31 December 2018</b>				
Opening net book amount	7,788	201	1,045	9,034
Additions	1,024	-	93	1,117
Transfer from land and buildings – investment property (Note 15)	1,796	-	-	1,796
Depreciation charge (Note 7)	-	(55)	(354)	(409)
Closing net book amount	<b>10,608</b>	<b>146</b>	<b>784</b>	<b>11,538</b>
<b>At 31 December 2018</b>				
Cost	10,608	550	3,467	14,625
Accumulated depreciation	-	(404)	(2,683)	(3,087)
Net book amount	<b>10,608</b>	<b>146</b>	<b>784</b>	<b>11,538</b>

Land and buildings are shown at fair value (level 3).

No revaluation of land and buildings was carried out during the current and comparative year.

## 15. Investment property

	Group and Company Level 3 €'000
<b>At 31 December 2016</b>	
Cost	58,652
Accumulated fair value gains	29,341
Net book amount	<b>87,993</b>
<b>Year ended 31 December 2017</b>	
Opening net book amount	87,993
Additions	594
Transfer to tangible assets – property, plant and equipment (Note 14)	(3,161)
Net fair value gains	2,429
Closing net book amount	<b>87,855</b>
<b>At 31 December 2017</b>	
Cost	56,085
Accumulated fair value gains	31,770
Net book amount	<b>87,855</b>
<b>Year ended 31 December 2018</b>	
Opening net book amount	87,855
Additions	808
Transfer to tangible assets – property, plant and equipment (Note 14)	(1,796)
Disposals	(640)
Net fair value gains	4,008
Closing net book amount	<b>90,235</b>
<b>At 31 December 2018</b>	
Cost	54,707
Accumulated fair value gains	35,528
Net book amount	<b>90,235</b>

### *Fair value of land and buildings*

An independent valuation of the Group's land and buildings was performed by valuers to determine the fair value of the land and buildings as at 31 December 2018 and 2017. The fair value movements were credited to profit or loss and are presented within 'investment return' (Note 5).

The Group's and the Company's investment property, comprising mainly office buildings, have been determined to fall within level 3 of the fair valuation hierarchy. The different levels in the fair value hierarchy have been defined in Note 3.4.



## 15. Investment property - continued

### *Fair value of land and buildings - continued*

The Group's and the Company's policy is to recognise transfers into and out of fair value hierarchy levels as of the date of the event or change in circumstances that caused the transfer. There were no transfers between levels during the year.

### *Valuation processes*

On an annual basis, the Group engages independent and qualified valuers to determine the fair value of the Group's land and buildings. As at 31 December 2018 and 2017, the fair values of the land and buildings have been determined by DHI Periti.

At each financial year end the investments department:

- verifies all major inputs to the independent valuation report;
- assesses property valuation movements when compared to the prior year valuation report;
- holds discussions with the independent valuer.

### *Valuation techniques*

For level 3 fair value of all office buildings with a total carrying amount of €90.2 million (2017: €87.9 million), the valuation was determined by capitalising future net income streams based on significant unobservable inputs. These inputs include:

Future rental cash inflows based on the actual location, type and quality of the properties and supported by the terms of any existing lease, other contracts or external evidence such as current market rents for similar properties;

Capitalisation rates based on actual location, size and quality of the properties and taking into account market data at the valuation date.

### *Information about fair value measurements using significant unobservable inputs (level 3)*

Description	Fair value at 31 December €	Valuation technique	Significant unobservable inputs	
			Rental value €	Capitalisation rate %
Office buildings	90.2m	Capitalisation of future net income streams	4.25m	Varying between 4.0 & 6.5

**15. Investment property - continued**

*Information about fair value measurements using significant unobservable inputs (level 3) - continued*

At 31 December 2017		Significant unobservable inputs		
Description	Fair value at 31 December €	Valuation technique	Rental	Capitalisation
			value €	rate %
Office buildings	87.9m	Capitalisation of future net income streams	4.67m	Varying between 3.5 & 6.5

For each valuation for which rental value and capitalisation rate have been determined to be the significant unobservable inputs, the higher the rental value and the lower the capitalisation rate, the higher the fair value. Conversely, the lower the rental value and the higher the capitalisation rate, the lower the fair value.

**16. Investment in group undertaking**

	Company €'000
<b>Year ended 31 December 2018 and 2017</b>	
Opening and closing net book amount	<b>466</b>

The group undertaking at 31 December is shown below:

Group undertaking	Registered office	Nature of Business	Class of shares held	Percentage of shares held 2018 & 2017
Growth Investments Limited	Development House Pjazza Papa Giovanni XXIII Floriana, FRN 1420	Investment services	Ordinary shares	100%

## 17. Investments in associated undertakings

	Group and Company €'000
<b>At 31 December 2016</b>	
Cost	15,130
Accumulated net fair value gains	18,773
Net book amount	<b>33,903</b>
<b>Year ended 31 December 2017</b>	
Opening net book amount	33,903
Disposals	(149)
Net fair value losses	(1,977)
Closing net book amount	<b>31,777</b>
<b>At 31 December 2017</b>	
Cost	14,960
Accumulated net fair value gains	16,817
Net book amount	<b>31,777</b>
<b>Year ended 31 December 2018</b>	
Opening net book amount	31,777
Disposals	-
Net fair value losses	(3,011)
Closing net book amount	<b>28,766</b>
<b>At 31 December 2018</b>	
Cost	14,960
Accumulated net fair value gains	13,806
Net book amount	<b>28,766</b>

The associates at 31 December are shown below:

Associated undertakings	Registered office	Class of shares held	Percentage of shares held	
			2018	2017
Church Wharf Properties Limited	Middle Sea House Floriana, FRN 1442	Ordinary shares	50%	50%
Plaza Centres p.l.c.	The Plaza Commercial Centre Bisazza Street Sliema	Ordinary shares	28.36%	28.36%
Tigne Mall p.l.c.	The Point Shopping Mall Tigne Point Sliema	Ordinary shares	35.46%	35.46%

## 18. Other investments

The investments are summarised by measurement category in the table below:

	Group		Company	
	2018	2017	2018	2017
	€'000	€'000	€'000	€'000
Fair value through profit or loss	1,710,073	1,658,146	1,710,052	1,658,135
Loans and receivables	239,709	197,080	239,709	197,080
	<b>1,949,782</b>	<b>1,855,226</b>	<b>1,949,761</b>	<b>1,855,215</b>

### (a) Investments at fair value through profit or loss

Analysed by type of investment as follows:

	Group		Company	
	2018	2017	2018	2017
	€'000	€'000	€'000	€'000
Equity securities and units in unit trusts	768,855	778,078	768,834	778,067
Debt securities	854,626	785,359	854,626	785,359
Assets held to cover linked liabilities				
- collective investment schemes	86,452	93,999	86,452	93,999
Forward foreign exchange contracts and futures	140	710	140	710
Total investments at fair value through profit or loss	<b>1,710,073</b>	<b>1,658,146</b>	<b>1,710,052</b>	<b>1,658,135</b>

Technical provisions for linked liabilities amounted to €86.8m as at 31 December 2018 (2017: €94.2m). Linked liabilities are included in technical provisions for insurance contracts, investment contracts with DPF and investment contracts without DPF.

At 31 December 2018 and 2017, the Group and Company had no financial commitments in respect of uncalled capital.

Equity securities and collective investments schemes are considered to be substantially non-current assets in nature. The maturity of fixed income debt securities is detailed below:

	Group		Company	
	2018	2017	2018	2017
	€'000	€'000	€'000	€'000
Within one year	34,393	42,722	34,393	42,722
Between 1 and 2 years	60,911	41,095	60,911	41,095
Between 2 and 5 years	296,415	256,100	296,415	256,100
Over 5 years	462,907	445,442	462,907	445,442
	<b>854,626</b>	<b>785,359</b>	<b>854,626</b>	<b>785,359</b>

**18. Other investments - continued**

*(a) Investments at fair value through profit or loss - continued*

The movements for the year are summarised as follows:

	Group €'000	Company €'000
<b>At 31 December 2016</b>		
Cost	1,237,507	1,237,500
Accumulated net fair value gains	214,694	214,694
Net book amount	<b>1,452,201</b>	<b>1,452,194</b>
<b>Year ended 31 December 2017</b>		
Opening net book amount	1,452,201	1,452,194
Additions	1,298,938	1,298,933
Disposals	(1,116,104)	(1,116,103)
Net fair value gains	23,111	23,111
Closing net book amount	<b>1,658,146</b>	<b>1,658,135</b>
<b>At 31 December 2017</b>		
Cost	1,468,527	1,468,516
Accumulated net fair value gains	189,619	189,619
Net book amount	<b>1,658,146</b>	<b>1,658,135</b>
<b>Year ended 31 December 2018</b>		
Opening net book amount	1,658,146	1,658,135
Additions	1,167,470	1,167,437
Disposals	(1,040,958)	(1,040,935)
Net fair value losses	(74,649)	(74,649)
Closing net book amount	<b>1,710,009</b>	<b>1,709,988</b>
<b>At 31 December 2018</b>		
Cost	1,611,743	1,611,722
Accumulated net fair value gains	98,266	98,266
Net book amount	<b>1,710,009</b>	<b>1,709,988</b>

Derivative financial liabilities amounting to €0.06m (2017: nil), included in the table above, are classified within liabilities in the statement of financial position.

**18. Other investments - continued**

*(b) Loans and receivables*

Analysed by type of investment as follows:

	<b>Group and Company</b>	
	<b>2018</b>	<b>2017</b>
	<b>€'000</b>	<b>€'000</b>
Deposits with banks or credit institutions	<b>230,850</b>	187,569
Loans secured on policies	<b>8,859</b>	9,511
	<b>239,709</b>	197,080

Maturity of deposits with bank or credit institutions:

	<b>Group and Company</b>	
	<b>2018</b>	<b>2017</b>
	<b>€'000</b>	<b>€'000</b>
Within 3 months	<b>32,366</b>	46,425
Within 1 year but exceeding 3 months	<b>109,230</b>	141,144
Between 1 and 5 years	<b>89,254</b>	-
	<b>230,850</b>	187,569

The above deposits earn interest as follows:

	<b>Group and Company</b>	
	<b>2018</b>	<b>2017</b>
	<b>€'000</b>	<b>€'000</b>
At fixed rates	<b>230,850</b>	187,569
	<b>230,850</b>	187,569

As at 31 December 2018, an amount of €0.80m (2017: €0.67m) included within deposits with banks or credit institutions was held in a margin account as collateral against exchange traded futures.

## 18. Other investments - continued

### (b) Loans and receivables - continued

The movements for the year (excluding deposits) are summarised as follows:

#### Group and Company

	Loans secured on policies €'000
<b>Year ended 31 December 2017</b>	
Opening net book amount	9,243
Additions	2,973
Disposals (sales and redemptions)	(2,705)
Closing net book amount	<u>9,511</u>

#### Group and Company

	Loans secured on policies €'000
<b>Year ended 31 December 2018</b>	
Opening net book amount	9,511
Additions	2,086
Disposals (sales and redemptions)	(2,738)
Closing net book amount	<u>8,859</u>

The above loans earn interest at fixed rates.

## 19. Deferred tax

	Group		Company	
	2018 €'000	2017 €'000	2018 €'000	2017 €'000
Balance at 1 January	(26,485)	(25,386)	(26,483)	(25,384)
Movement during the year:				
Profit or loss (Note 9)	(2,180)	(1,099)	(2,183)	(1,099)
<b>Balance at 31 December (net)</b>	<u>(28,665)</u>	<u>(26,485)</u>	<u>(28,666)</u>	<u>(26,483)</u>

Deferred income taxes are calculated on all temporary differences using a principal tax rate of 35% (2017: 35%) with the exception of investment property and freehold and other property, for which deferred income taxes are calculated using a principal tax rate of 8% or 10% of the carrying amount (2017: 8% or 10%).

**19. Deferred tax - continued**

The analysis of deferred tax assets/(liabilities) is as follows:

	<b>Group</b>		<b>Company</b>	
	<b>2018</b>	<b>2017</b>	<b>2018</b>	<b>2017</b>
	<b>€'000</b>	<b>€'000</b>	<b>€'000</b>	<b>€'000</b>
Tax effect of temporary differences attributable to:				
Investment property	(8,675)	(8,213)	(8,675)	(8,213)
Fair value adjustments on financial investments	(22,434)	(51,399)	(22,434)	(51,399)
Property, plant and equipment	(831)	(890)	(831)	(888)
Unabsorbed tax losses and capital allowances	3,275	34,017	3,274	34,017
<b>Balance at 31 December (net)</b>	<b>(28,665)</b>	<b>(26,485)</b>	<b>(28,666)</b>	<b>(26,483)</b>

Movements in the amounts disclosed in the table above are recognised in profit or loss.

The tax effect of temporary differences attributable to the value of in-force business amounts to €0.14m (2017: €1.30m).

Deferred tax assets and liabilities are offset when there is a legally enforceable right to set off a current tax asset against a tax liability. The above amounts, determined after appropriate offsetting, are shown in the statement of financial position.

The directors consider that the above temporary differences are substantially non-current in nature.

The Group's deferred tax liability was established on the basis of tax rates that were substantively enacted as at the financial year end.



## 20. Insurance and other receivables

	Group		Company	
	2018 €'000	2017 €'000	2018 €'000	2017 €'000
Amount due from subsidiary undertaking (Note 29)	-	-	205	32
Accrued interest and rent	10,244	11,677	10,244	11,677
Other prepayments and accrued income	2,454	2,303	2,303	2,169
	<b>12,698</b>	<b>13,980</b>	<b>12,752</b>	<b>13,878</b>

All of the above receivables are considered to be current in nature.

## 21. Cash and cash equivalents

For the purposes of the cash flow statements, the year-end cash and cash equivalents comprise the following:

	Group		Company	
	2018 €'000	2017 €'000	2018 €'000	2017 €'000
Cash at bank and in hand	51,543	49,046	50,970	48,512

Deposits held with banks included in cash at bank and in hand, earn interest as follows:

	Group		Company	
	2018 €'000	2017 €'000	2018 €'000	2017 €'000
At floating rates (Note 3)	20,406	44,015	19,839	43,484

## 22. Share capital

	Group and Company	
	2018 €'000	2017 €'000
<b>Authorised</b>		
24,000,000 Ordinary shares of €2.50 each	60,000	60,000
<b>Issued and fully paid</b>		
21,900,000 Ordinary shares of €2.50 each	54,750	54,750

## 23. Other reserves

	Group and Company	
	2018 €'000	2017 €'000
<b>Value of in-force business</b>		
Balance at 1 January	56,199	53,782
Increase in value of in-force business (Note 13)	251	2,417
Balance at 31 December	56,450	56,199

The above reserve is non-distributable.

**24. Technical provisions – insurance contracts and investment contracts with DPF, including reinsurers' share of technical provisions**

**(i) Insurance contracts**

	<b>Group and Company</b>	
	<b>2018</b>	<b>2017</b>
	<b>€'000</b>	<b>€'000</b>
Gross technical provisions		
- claims outstanding	<b>3,613</b>	4,004
- long term business provision	<b>503,841</b>	531,911
	<b>507,454</b>	535,915
Reinsurers' share of technical provisions		
- claims outstanding	<b>470</b>	609
- long term business provision	-	-
	<b>470</b>	609
Net technical provisions		
- claims outstanding	<b>3,143</b>	3,395
- long term business provision	<b>503,841</b>	531,911
	<b>506,984</b>	535,306

Movements are as follows:

	<b>Group and Company</b>	
	<b>2018</b>	<b>2018</b>
	<b>€'000</b>	<b>€'000</b>
	<b>Gross</b>	<b>Reinsurance</b>
<b>Year ended 31 December</b>		
At beginning of year	<b>535,915</b>	609
Charge to profit or loss	<b>(28,461)</b>	(139)
At end of year	<b>507,454</b>	470

	<b>Group and Company</b>	
	<b>2017</b>	<b>2017</b>
	<b>€'000</b>	<b>€'000</b>
	<b>Gross</b>	<b>Reinsurance</b>
<b>Year ended 31 December</b>		
At beginning of year	539,528	1,589
Charge to profit or loss	(3,613)	(980)
At end of year	535,915	609

The above liabilities are substantially non-current in nature.

**24. Technical provisions – insurance contracts and investment contracts with DPF, including reinsurers' share of technical provisions - continued**

(ii) Investment contracts with DPF

	Group and Company	
	2018	2017
	€'000	€'000
Investment contracts with DPF (gross and net)		
- claims outstanding	19,573	14,063
- long term business provision	1,442,306	1,320,322
	<b>1,461,879</b>	<b>1,334,385</b>

Movements are as follows:

	Group and Company	
	2018	2017
	€'000	€'000
<b>Year ended 31 December</b>		
At beginning of year	1,334,385	1,141,334
Charge to profit or loss	127,494	193,051
At end of year	<b>1,461,879</b>	<b>1,334,385</b>

The above liabilities are substantially non-current in nature.

*Long term contracts – assumptions, changes in assumptions and sensitivity*

(a) *Assumptions*

*Rate of future investment return*

The rate of future investment return (valuation interest rate) is calculated in accordance with the Regulations. In accordance with these rules the calculation of the rate of future investment return is based on a prudent assessment of the yields generated by the long term business assets. This assessment does not include any allowance for capital growth on assets other than bonds. On bonds the allowance must be consistent with the yield to maturity of the instrument in the market. This could be interpreted as setting the rate of future investment return in line with the weighted average portfolio yield taking into account certain risk adjustments.

**24. Technical provisions – insurance contracts and investment contracts with DPF, including reinsurers' share of technical provisions - continued**

*Long term contracts – assumptions, changes in assumptions and sensitivity – continued*

*(a) Assumptions - continued*

*Bonus rates*

The current rates of reversionary and terminal bonuses are determined by the Board in consultation with the Approved Actuary. Different bonus rates are declared on different generations of contracts depending on the type of product, cost structure, past investment performance and premium rates. Different bonuses are declared to maintain equity between different generations of contract holders and products with different characteristics. Future bonus rates are not guaranteed and the assumptions are set to allow for a fair and orderly run-off of the fund.

The levels of reversionary bonus rates are affected by measures taken to provide resilience to market conditions, and to provide for future payments of terminal bonuses. These measures are not intended, over the long term, to be a source of profit or loss.

*Policy maintenance expenses*

The per policy maintenance expense has been determined by reference to the Company's cost base.

*Minimum reserve*

With profits policy reserves are equal to the underlying asset share as aggregated at the homogeneous product cohort level.

The minimum reserve for unit-linked contracts is determined on a policy by policy basis where appropriate and is set to equal the current surrender value or zero whichever is greater.

The minimum reserve for protection contracts is also determined on a policy by policy basis and is set equal to the policy reserve or zero, whichever is higher.

*Mortality*

The Company makes reference to AMC00 (2017: AMC00) mortality tables.

*(b) Changes in assumptions*

In accordance with normal practice, investment return assumptions were reviewed to reflect market movements over the year. Similarly our mortality and policy expense expectations were also updated. The combined impact of these changes in assumptions was charged against the technical result for the year. Lapse and surrender rates were reviewed during the year but remain unchanged from the previous valuation.

**24. Technical provisions – insurance contracts and investment contracts with DPF, including reinsurers' share of technical provisions - continued**

*Long term contracts – assumptions, changes in assumptions and sensitivity – continued*

*(c) Sensitivity analysis*

The directors have considered the sensitivity of the key variables underlying the liability for long term contracts. The most sensitive assumption is the rate of future investment return that will be driven by market forces. Sensitivity analysis for interest rate risk and equity price risk has been disclosed in Note 3. The Insurance Regulations ensure a consistent and prudent derivation of this key estimate as described above. The Company's bonus policy is also influenced by market conditions. The Company's reserving policy considers market conditions over the longer term through prudent assumptions of future investment returns combined with a consistent view of future bonuses. This acts to mitigate the impact of market movements and profit or loss is not affected by changes in the rate of regular bonus.

**25. Technical provisions – investment contracts without DPF**

	Group and Company	
	2018	2017
	€'000	€'000
Long term business provision	44,305	47,892
Claims outstanding	727	1,175
	<b>45,032</b>	<b>49,067</b>

The above liability is considered to be substantially non-current in nature.

## 26. Insurance and other payables

	Group		Company	
	2018	2017	2018	2017
	€'000	€'000	€'000	€'000
Creditors arising out of direct insurance operations	4,828	5,447	4,828	5,447
Amount owed to immediate parent company (Note 29)	74	55	74	55
Indirect taxation	806	1,085	806	1,085
Other creditors	8	6	-	-
Accruals	3,281	1,801	3,262	1,734
Deferred income	715	669	715	669
	<b>9,712</b>	<b>9,063</b>	<b>9,685</b>	<b>8,990</b>
Current	<b>9,570</b>	<b>8,917</b>	<b>9,543</b>	<b>8,844</b>
Non-current	<b>142</b>	<b>146</b>	<b>142</b>	<b>146</b>
	<b>9,712</b>	<b>9,063</b>	<b>9,685</b>	<b>8,990</b>

Deferred income includes front-end fees received from holders of investment contracts without DPF as a prepayment for asset management and related services and rental income received in advance. These amounts are non-refundable and are released to income as the services are rendered.

## 27. Note to the cash flow statements

Reconciliation of profit before tax to cash generated from operations:

	Group		Company	
	2018	2017	2018	2017
	€'000	€'000	€'000	€'000
Profit before tax	13,698	12,310	13,781	12,599
Adjusted for:				
Amortisation (Note 13)	1,007	628	1,005	625
Depreciation (Note 14)	409	395	409	395
Investment return	47,603	(69,463)	47,600	(69,461)
Movement in:				
Technical provisions	95,137	185,344	95,137	185,344
Insurance and other receivables	841	(211)	685	(91)
Insurance and other payables	649	(301)	695	(299)
<b>Cash generated from operations</b>	<b>159,344</b>	<b>128,702</b>	<b>159,312</b>	<b>129,112</b>

## 28. Commitments

### *Capital commitments*

Commitments for capital expenditure not provided for in these financial statements are as follows:

	Group		Company	
	2018	2017	2018	2017
	€'000	€'000	€'000	€'000
Authorised and contracted:				
- property, plant and equipment	1,325	337	1,325	337
- investment property	953	638	953	638
- intangible assets	368	74	368	74
	<b>2,646</b>	<b>1,049</b>	<b>2,646</b>	<b>1,049</b>
Authorised but not yet contracted:				
- property, plant and equipment	254	-	254	-



## 28. Commitments - continued

### *Operating lease commitments - where the Company is the lessor*

The future minimum lease payments receivable under non-cancellable operating leases are as follows:

	Group and Company	
	2018	2017
	€'000	€'000
Not later than 1 year	4,094	3,835
Later than 1 year and not later than 5 years	6,858	7,370
Later than 5 years	2,197	3,309
	<b>13,149</b>	<b>14,514</b>

## 29. Related party transactions

In the normal course of business, the Group enters into various transactions with related parties.

On 31 July 2011, Mapfre Middlesea p.l.c. obtained *de facto* control over the Company without acquiring a further interest in the acquiree. Control was acquired by virtue of a shareholders' agreement following the change in shareholding in Mapfre Middlesea p.l.c. during the year, which resulted in MAPFRE Internacional S.A. (the "intermediate parent") acquiring a controlling interest in Mapfre Middlesea p.l.c.. From this date, MAPFRE MSV Life p.l.c. was classified as a subsidiary of Mapfre Middlesea p.l.c..

Transactions with related parties during the year include, amongst others, transactions with Mapfre Middlesea p.l.c. (immediate parent) and the Bank of Valletta p.l.c. Group (other related parties). The Bank is a related party in light of its shareholding in the Company.

## 29. Related party transactions - continued

Relevant particulars of related party transactions are as follows:

### (a) Sale of insurance contracts and other services

	Group		Company	
	2018	2017	2018	2017
	€'000	€'000	€'000	€'000
Transactions with a parent undertaking:				
Commission income	214	180	214	180
Transactions with the Company's subsidiary:				
Trailer fee income	-	-	232	193
Management fee income	-	-	73	73
Transactions with other related parties:				
Trailer fee income	21	14	21	14
Rental income on investment property	234	228	234	228
Transactions with the immediate parent undertaking:				
Reimbursement of expenses for back office support services	-	8	-	8

### (b) Purchase of products and services

	Group		Company	
	2018	2017	2018	2017
	€'000	€'000	€'000	€'000
Transactions with the immediate parent undertaking:				
Rent expense	111	108	111	108
Purchase of insurance cover and other services	166	160	166	160
Reimbursement of expenses for back office support services	64	-	64	-
Transactions with a parent undertaking:				
Reinsurance premium ceded	1,702	1,218	1,702	1,218
Staff development training	28	30	28	30
Computer maintenance	240	523	240	523
Capitalisation of software development	56	109	56	109
Transactions with other related parties:				
Acquisition costs	5,468	5,840	5,468	5,840
Bank charges	44	33	37	27
Costs in relation to hosting of IT server	17	17	17	17

## 29. Related party transactions - continued

### (c) Investments

	Group		Company	
	2018	2017	2018	2017
	€'000	€'000	€'000	€'000
Investments in securities issued by other related parties	14,110	19,466	14,110	19,466
Deposits held with other related parties	176,161	200,631	175,587	200,096
	<b>190,271</b>	<b>220,097</b>	<b>189,697</b>	<b>219,562</b>
Investment return, net of expenses and other charges:				
- other related parties	1,241	1,652	1,241	1,651

Further to the above, details of dividend income receivable from the Company's subsidiary are provided in Note 5 to these financial statements.

Year-end receivables/(payables) arising from the above and other transactions are presented below:

	Group		Company	
	2018	2017	2018	2017
	€'000	€'000	€'000	€'000
Amount due from subsidiary (Note 20)	-	-	205	32
Accrued income from other related parties	406	247	406	247
Accruals and deferred income	(46)	(35)	(46)	(35)
Creditors arising out of direct insurance operations – other related parties	(359)	(354)	(359)	(354)
Amounts due to immediate parent company (Note 26)	(74)	(55)	(74)	(55)
Creditors arising out of insurance operations – parent undertaking	(251)	(599)	(251)	(599)

All the amounts receivable or payable are unsecured and interest free.

Total salary remuneration paid by the Group to key management personnel during the year amount to €1.19m (Company: €1.19m). Corresponding figures for 2017 were €1.11m and €1.11m respectively.

### **30. Statutory information**

MAPFRE MSV Life p.l.c. is a public limited liability company and is incorporated in Malta.

MAPFRE Middlesea p.l.c. (the "immediate parent") is a company registered in Malta, the registered office of which is Middle Sea House, Floriana, FRN 1442, Malta.

The group's ultimate parent is Fundación MAPFRE, the registered office of which is situated at Paseo de Recoletos 23, 28004, Madrid, Spain.