

IAG NEW ZEALAND LIMITED

AND SUBSIDIARIES

**ANNUAL REPORT
FOR THE YEAR ENDED 30 JUNE 2016**

IAG NEW ZEALAND LIMITED AND SUBSIDIARIES
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IGAG NEW ZEALAND LIMITED AND SUBSIDIARIES

DIRECTORS' REPORT

The Directors present their report together with the financial report of IAG New Zealand Limited (Company) and the consolidated financial report of IAG New Zealand Limited and its subsidiaries (Consolidated entity) for the financial year ended 30 June 2016 and the auditor's report thereon.

DIRECTORS

The Company's Directors in office at any time during or since the end of the financial year are as follows:

H.A. Fletcher - Chairman, C.J.Olsen, J.S. Johnson, M.J.Wilkins, N.B.Hawkins, S.C. Allen, M.M. Devine, D.A.McKay and R.J.Wagstaffe.

On 13 July 2015, the IAG New Zealand Limited Board of Directors resolved to appoint Mr Simon Christopher Allen as a Director of IAG New Zealand Limited. Mr Allen successfully completed the Company's relevant fit and proper process and his appointment was notified to the RBNZ. Mr Allen's appointment took effect on 1 September 2015.

On 31 August 2015, Mr. Robert John Wagstaffe resigned as a Director of IAG New Zealand Limited.

On 16 November 2015, Mr. Michael John Wilkins resigned as a Director of IAG New Zealand Limited.

On 21 December 2015, the IAG New Zealand Limited Board of Directors resolved to appoint Mr. Craig John Olsen as Chief Executive of IAG New Zealand Limited. Mr Olsen successfully completed the Company's relevant fit and proper process and his appointment was notified to the RBNZ. Mr Olsen's appointment took effect on 1 January 2016.

Directors were in office for the entire period unless otherwise stated.

PRINCIPAL ACTIVITY

The principal continuing activity of the Consolidated entity during the year was the underwriting of general insurance through IAG New Zealand Limited (Company) and related corporate services and investing activities.

FINANCIAL RESULTS OF THE CONSOLIDATED ENTITY

	30 June 2016
	\$000
Profit Before Income Tax	61,011
Income Tax Expense	(26,836)
Profit After Income Tax	34,175
Other Comprehensive Expense	(2,833)
Retained earnings as at 30 June 2015	(1,154,530)
Dividends paid	(31,600)
Retained earnings as at 30 June 2016	(1,154,788)
The state of the Consolidated entity's affairs as at 30 June 2016 was:	
Equity	1,970,898
Represented by:	
Assets	5,643,603
Liabilities	(3,672,705)
	1,970,898

REVIEW OF OPERATIONS

The net result of the Consolidated entity after applicable income tax for the financial year ended 30 June 2016 was a profit of \$34.2 million. (2015 - loss of \$592.4 million).

DIVIDENDS

Dividends of \$31.6 million were paid during the year (2015 - \$11.6 million).

SIGNIFICANT CHANGES IN STATE OF AFFAIRS

The Company continues to be impacted by the Canterbury earthquakes that occurred in 2011, as well as the aftershocks experienced in 2012 and to a lesser extent in 2013. The Company's reinsurance arrangements have significantly mitigated the gross costs attributable to the earthquakes. To further mitigate the uncertainty of the gross costs attributable to the earthquakes, effective 1 January 2016, IAG NZ has purchased adverse development cover (ADC) which provides \$900 million of additional protection. The Canterbury earthquakes have adversely impacted the reported underwriting profit by \$123.8 million (2015 - \$1,153.5 million). Excluding the impact of these events the underwriting profit for the year is \$133.5 million (2015 - \$194.5 million).

On 14 December 2015 the businesses of AMI Insurance Limited (AMI) and Lumley General Insurance (N.Z.) Limited were acquired as part of a reorganisation of the New Zealand Group. Accordingly, the Statement of Comprehensive Income includes the revenue and expenditure of the former AMI and Lumley businesses for the period 14 December 2015 to 30 June 2016.

On 31 December 2015, the Company sold its broker business, Runacres and Associates Limited, to AUB Group NZ Limited for \$36.0 million resulting in a net gain on disposal of \$25.6 million for the Company and \$20.0 million Consolidated entity.

With effect from 1 July 2015 the Company has entered into a whole of account 20% quota share agreement. The Company ceded 20% of Gross Written Premium and has recovered 20% of all claims during the year. The Company was also reimbursed for its share of operating costs and received a percentage based fee of the premium ceded.

EVENTS SUBSEQUENT TO REPORTING DATE

On the 10th of August 2016, the Board resolved to buy back and cancel 500 million \$1 ordinary shares issued by the Company from IAG Holdings (NZ) Limited.

DIRECTORS' USE OF COMPANY INFORMATION

During the reporting period the Board received no notices from Directors of the Company requesting to use Company information received in their capacity as Directors, which would not otherwise have been available to them.

DIRECTORS' REMUNERATION, INTERESTS AND EMPLOYEE REMUNERATION

The Company, with its shareholder's approval, has applied the exemption available under section 211(3) of the Companies Act 1993 in not disclosing the information required under section 211(1) paragraphs (a) and (e) to (j) of the Companies Act 1993.

AUDITOR

It is proposed that the auditor, KPMG, continue in office in accordance with section 207T of the Companies Act 1993.

Signed at Auckland this 10th day of August 2016 in accordance with a resolution of the Directors.



Director



Director

IAG NEW ZEALAND LIMITED AND SUBSIDIARIES CORPORATE GOVERNANCE STATEMENT

THE BOARD

The Board is accountable to the shareholder for the performance, operations and affairs of the Company. The role of the Board is to govern IAG NZ by ensuring that there is an effective governance framework in place to promote and protect IAG NZ's interests for the benefit of stakeholders, including compliance with New Zealand law and regulations. The Directors represent and serve the interests of the shareholder and collectively oversee and appraise the strategies, policies and performance of the Company.

The Board is responsible for oversight, including:

- driving the strategic direction of the Company and approving corporate strategies;
- approving significant corporate initiatives including major acquisitions and divestments, projects, and capital management transactions;
- approving IAG NZ's risk management programme, including risk appetite and tolerance;
- evaluating Board processes and performance of the Board as a whole, as well as contributions by individual Directors;
- monitoring management's performance and the exercise of the Board's delegated authority;
- evaluating regularly and, if necessary, replacing the Chief Executive Officer (CEO);
- reviewing CEO, Chief Financial Officer (CFO) and senior management succession planning; and
- setting standards for and ensuring that proper governance practices (including appropriate standards of ethical behaviour, corporate governance, and social and environmental responsibility) are adhered to at all times.

The Board currently comprises four independent Non-Executive Directors, and three Executive Directors. The Board considers its size and composition annually. The Board's policy is to ensure that the Board comprises Directors who collectively have the relevant experience, knowledge, diversity and skills required taking into account the Company's current size, market position, complexity and strategic focus.

The Directors in office at the date of this report are as follows:

H. A. FLETCHER - Chair / Independent Non-Executive Director

BSc/BCom, MCom (Hons), MBA

Mr Hugh Fletcher was appointed Chair of IAG New Zealand Limited in July 2003 and as a Director of Insurance Australia Group Limited in September 2007. He is a member of the IAG NZ Audit Committee, IAG NZ Risk Committee and Chair of the IAG NZ Nomination and Remuneration Committee. Mr Fletcher was formerly Chairman (and Independent Director since December 1998) of New Zealand Insurance Limited and CGNU Australia.

Mr Fletcher is a Non-Executive Director of AMI Insurance Limited, Fletcher Brothers Limited, Insurance Australia Group Limited, IAG Finance (New Zealand) Limited, IAG (NZ) Holdings Limited, Lumley General Insurance (N.Z.) Limited, NZI Staff Superannuation Fund Nominees Limited, Rubicon Limited and Vector Limited (and subsidiaries). Mr Fletcher is a Trustee of The University of Auckland Foundation, The Dilworth Trust and the New Zealand Portrait Gallery Trust. Mr Fletcher was formerly Chief Executive Officer of Fletcher Challenge Limited, a New Zealand headquartered corporation with assets in the global building, energy, forestry and paper industries. He retired from an executive position in December 1997 after 28 years as an Executive, 11 of which he served as Chief Executive.

Mr Fletcher is a former Deputy Chairman of the Reserve Bank of New Zealand, former member of the Asia Pacific Advisory Committee of the New York Stock Exchange, former Non-Executive Director of Fletcher Building Limited, and has been involved as an Executive and Non-Executive Director in many countries in Asia, including China, India, Singapore, Indonesia, Malaysia and Thailand.

C.J. OLSEN

CEO, New Zealand

BAAcc

Mr Craig Olsen became Chief Executive New Zealand on 1 January 2016.

Mr Olsen was previously Executive General Manager – Consumer New Zealand. Prior to that, he was Executive General Manager – Transformation, responsible for the successful integration of AMI into IAG in New Zealand.

Mr Olsen joined IAG in 2000 and has held a number of senior roles in Australia and New Zealand, including Head of Workers' Compensation – Victoria; and national General Manager of CGU Workers' Compensation division.

Mr Olsen is a director of IAG (NZ) Holdings Limited, Loyalty New Zealand Limited, First Rescue and Emergency (NZ) Limited and Sureplan New Zealand Limited.

Mr Olsen has a Bachelor of Accountancy from the University of South Australia and has completed programs at the Australian Graduate School of Management and the Australian Institute of Company Directors.

J. S. JOHNSON – Executive Director

Group Executive, People, Performance & Reputation

BAppSc (OT), GradDip Safety Science, EMBA, FAICD

Ms Jackie Johnson was appointed to the role of Group Executive, People, Performance & Reputation in January 2016, responsible for the functions that come together to drive performance through organisational agility. These functions include: people and culture, corporate and government affairs, shared value and the IAG Foundation.

Ms Johnson was previously Chief Executive for IAG's New Zealand business, a role she held since November 2010. As well as leading her team in the disaster recovery following several disasters, including the Christchurch Earthquakes, she also doubled the size of the company during her five years in the role. She is a Non-Executive Director of Community First Credit Union, a member of the Community First Corporate Governance Committee, a former president and board member of the Insurance Council of New Zealand, former chair of the Christchurch Recovery Chief Executives' meeting. Ms Johnson continues her role as Executive Director of IAG NZ.

Since joining IAG in 2001, Ms Johnson has held several senior positions in both direct and intermediated insurance, including as Chief Executive Officer of IAG's business partnerships division, now part of CGU; and managing IAG's risk management and safety services, New South Wales and Victoria workers' compensation fee based businesses, affinity groups, motor dealers and motor manufacturers insurance distribution businesses. She has also led organisational effectiveness and group strategy functions, and managed the integration of IAG and CGU's workers' compensation business. Jacki also established IAG's online start up business, The Buzz. In 2010, this business received the Australian Business Award for outstanding achievement in Innovation. The online insurance business learnings generated in The Buzz were later migrated to IAG's broader businesses.

Ms Johnson was recognised by the NZ herald in December 2015 as NZ Executive of the Year. She is a former Non-Executive Director of the New South Wales WorkCover Authority and the Personal Injury Education Foundation.

N. B. HAWKINS – Executive Director

Chief Financial Officer, Australia

BCom, CA

Mr Nick Hawkins is IAG's Chief Financial Officer, responsible for providing Group-wide financial insight; actively managing and optimising the balance sheet; and managing the company's reinsurance program. He has additional responsibility for IAG's International businesses in New Zealand and Asia and the challenger consumer segment in Australia.

Mr Hawkins joined IAG in 2001 and was appointed Chief Financial Officer in 2008. He previously held a number of senior roles with the Group, including as Chief Executive Officer of IAG's New Zealand business; head of Asset Management & Group Strategy; and General Manager, Group Finance.

Before joining IAG, Mr Hawkins was a partner with the international accounting firm KPMG, where he specialised in working with financial services clients.

Mr Hawkins is a Director of AMI Insurance Limited, IAG Finance (New Zealand) Limited, IAG (NZ) Holdings Limited Lumley General Insurance (N.Z.) Limited and a number of Insurance Australia Group Limited subsidiary companies.

S.C. ALLEN - Independent Non-Executive Director

BSc, BCom, INSEAD AMP (Fontainebleau), MBA Programme Leadership Course (Mt Eliza)

Mr. Simon Allen was appointed as a Non-Executive Director on 1 September 2015.

Mr Allen has over 30 years commercial experience in the New Zealand and Australian Capital Markets

He was Chief Executive of investment bank BZW and ABN AMRO in New Zealand for 21 years and has been actively involved in advising companies, Government and investors on matters relating to their strategies and capital markets participation.

Mr Allen is Chair of Crown Fibre Holdings Limited, Refining New Zealand Limited and St Cuthbert's College.

He is a Director of AMI Insurance Limited, IAG (NZ) Holdings Limited, Lumley General Insurance (N.Z.) Limited and a trustee of the Antarctic Heritage Trust.

Past governance roles include Auckland Council Investments, Auckland Healthcare Services Limited (Director), Financial Markets Authority (Chair), NZSE (Director) and NZX Limited (Chair) along with a number of other unlisted companies.

M. M. DEVINE - Independent Non-Executive Director

ONZM, BCom, MBA

Ms Mary Devine was appointed as a Non-Executive Director on 27 April 2012 and is Chair of the IAG NZ Risk Committee.

Ms Devine is a former Managing Director of department store J.Ballantyne & Co and former Chief Executive of Australasia multichannel retailer Ezibuy. She has particular experience in corporate strategy, brand marketing and omni-channel retailing. Ms Devine was awarded an ONZM for services to business.

Ms Devine is currently a Director of AMI Insurance Limited, Briscoe Group Limited, Crossing CBD Limited, IAG (NZ) Holdings Limited, Lumley General Insurance (N.Z.) Limited, Meridian Energy Limited, Meridian LTI Trustee Limited and Top Retail Limited. Ms Devine was previously a Director of the Advisory Board for the transition of CERA.

D. A. McKAY - Independent Non-Executive Director

ONZM, BA, AMO (Harvard)

Mr Doug McKay was appointed as a Non-Executive Director on 10 February 2014 and is Chair of the IAG NZ Audit Committee.

Mr McKay's previous roles include executive positions with Lion Nathan Limited, Carter Holt Harvey Limited, Goodman Fielder Pty Limited, Sealord Group Limited, Independent Liquor (NZ) Limited and Procter and Gamble.

Mr McKay is a Director of AMI Insurance Limited, Bank of New Zealand Limited, Chartered Accountants Australia and New Zealand, Genesis Energy Limited, IAG (NZ) Holdings Limited, Lumley General Insurance (N.Z.) Limited, National Australia Bank Limited, Ryman Healthcare Limited, Tourism Transport Limited and W. H. Hargreaves Trust. Mr McKay is Chair of Bank of New Zealand Limited, Eden Park Trust Board and is a member of the Institute of Directors in NZ. Mr McKay was awarded an ONZM for services to business and local government.

Mr McKay was the inaugural Chief Executive of Auckland Council from May 2010 to December 2013.

BOARD LEVEL COMMITTEES

AUDIT COMMITTEE

The members of the Audit Committee are currently Hugh Fletcher, Mary Devine, Doug McKay and Simon Allen.

The main role of the Audit Committee is to assist the Board in fulfilling its statutory and fiduciary responsibilities by monitoring:

- the integrity of external and internal financial reporting, including compliance with applicable laws, regulations, and other requirements in relation to external financial reporting;
- that Directors and management are provided with high quality financial and non-financial information that reflects a true and fair view of the Company performance and can be relied on by them to make informed judgements;
- tax and financial risks;
- that the independence of the external auditor, the internal auditor, and the Appointed Actuary is safeguarded.

RISK COMMITTEE

The members of the Risk Committee are currently Hugh Fletcher, Mary Devine, Doug McKay and Simon Allen.

The main role of the Risk Committee is to assist the Board with discharging its responsibility to exercise due care, skill and diligence regarding:

- effective management of material risks and oversight of risk management and control systems for adequacy and effective function;
- monitoring compliance with the Company's Risk Management Programme, Group Risk Management Strategy and Group Reinsurance Management Strategy;
- effective operation and management of compliance systems and to ensure compliance with the requirements of applicable laws, regulations, industry codes and organisational policies and standards;
- oversight of the Company's risk management and governance frameworks; and
- safeguarding the independence of the Appointed Actuary.

NOMINATION, PEOPLE AND REMUNERATION COMMITTEE

The members of the Nomination, People and Remuneration Committee are currently Hugh Fletcher, Mary Devine, Doug McKay and Simon Allen.

The key roles of the Nomination, People and Remuneration Committee are to:

- review and determine Director and Executive remuneration; and
- review Board capabilities, composition and succession planning.

MANAGEMENT COMMITTEES

ASSET AND LIABILITY COMMITTEE (ALCO)

The members of the ALCO are currently Craig Olsen, Alistair Smith, Christian Barrington and Karl Armstrong.

The purpose of the ALCO is to allow senior management of the Company to provide input into the formulation of recommendations for the Board concerning issues related to:

- reinsurance including endorsement of major reinsurance renewal strategies;
- capital management including processes, risk appetite, economic capital targets and minimum capital requirements as prescribed by the Reserve Bank of New Zealand;
- asset and liability management including overseeing market risk and making recommendations to the Board regarding balance sheet and capital mix; and
- risk management.

LEADERSHIP TEAM RISK COMMITTEE (LTRC)

The members of the LTRC are currently Craig Olsen, Karl Armstrong, Melissa Cantell, Kevin Hughes, Anna Cleland, Alistair Smith, Travis Atkinson and Martin Hunter.

The LTRC oversees the operation and governance of the Asset and Liability Committee and the Insurance Risk Committee and directly oversees operational and strategic risk.

The role of the LTRC is to promote a proactive risk management culture; to ensure adequate awareness and debate; and provide adequate management oversight of all significant risks in relation to the following risk areas:

- Strategic Risk;
- Insurance Risk;
- Reinsurance Risk;
- Financial Risk; and
- Operational Risk.

INSURANCE RISK COMMITTEE

The members of the Insurance Risk Committee are currently Karl Armstrong, Kevin Hughes, Alistair Smith, Travis Atkinson, Darren Maher, Christian Barrington and other senior management members of the Company.

The role of the Insurance Risk Committee is to implement and oversee compliance with the NZ Business Division Licence (the IAG Group-granted licence governing pricing, underwriting and claims).

PROJECT PORTFOLIO GOVERNANCE BOARD (PPGB)

The PPGB is made up of Alistair Smith, Karl Armstrong, Martin Hunter, Travis Atkinson, Kevin Hughes, Melissa Cantell, Anna Cleland and other senior management members of the Company.

The PPGB provides executive review and oversight of IAG's portfolio of projects.

PORTFOLIO PERFORMANCE COMMITTEE (PPC)

The members of PPC are Craig Olsen, Alistair Smith, Kevin Hughes, Travis Atkinson, Karl Armstrong, Melissa Cantell, Anna Cleland and Martin Hunter.

The role of the PPC is to oversee the enterprise view of portfolios to strategically consider portfolio performance.

RESERVING COMMITTEE

The members of the Reserving Committee are Alistair Smith, Kevin Hughes, Travis Atkinson, Karl Armstrong, Christian Barrington and Heathcliff Neels.

The role of the Reserving Committee is to review the adequacy of the technical reserves of the insurance business including reviewing the recommendations of the Actuarial team.

CHIEF EXECUTIVE OFFICER

The Board has delegated responsibility for the overall management and profit performance of the Company, including all day-to-day operations and administration, to the CEO, who is responsible for:

- the efficient and effective operation of the Company;
- fostering a culture of performance, integrity, respect and a considered sense of urgency;
- ensuring the ongoing development, implementation and monitoring of IAG's risk management and internal controls framework;
- ensuring the Board is provided with accurate and clear information in a timely manner to promote effective decision making; and
- ensuring all material matters affecting the Company are brought to the Board's attention.

The CEO, together with the New Zealand Leadership team, manages the Company in accordance with the policies, budget, corporate plan and strategies approved by the Board, and has the power to manage the Company, subject to the limits set out in the Charter of CEO Delegated Authority Limits.

CORPORATE GOVERNANCE POLICIES, PRACTICES AND PROCESSES

The Company is a member of Insurance Australia Group Limited ("IAG Group") and is committed to operate and comply with all the IAG Group operating policies and procedures, except where they are inconsistent with the requirements of New Zealand law or regulations or where the Board considers they are not in the best interests of the Company. Where further refinement of IAG Group policies and procedures is required to better reflect the New Zealand regulatory, legislative or operating environment, the Company has specific policies in place to address the New Zealand situation.

The Company's corporate governance policies, practices and processes are contained in the Company's Risk Management Programme which has been approved by the Reserve Bank of New Zealand.

IAG NEW ZEALAND LIMITED AND SUBSIDIARIES **FINANCIAL REPORT**

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IAG NEW ZEALAND LIMITED AND SUBSIDIARIES
STATEMENTS OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 30 JUNE 2016

	NOTE	2016*	PARENT 2015	2016*	CONSOLIDATED 2015
		\$000	\$000	\$000	\$000
Premium revenue	4	1,991,255	1,558,714	1,991,255	1,558,714
Outwards reinsurance premium expense		(1,029,602)	(342,342)	(1,029,602)	(342,342)
Net premium revenue (i)		961,653	1,216,372	961,653	1,216,372
Claims expense	9	(1,021,053)	(1,987,836)	(1,021,053)	(1,987,836)
Reinsurance and other recoveries revenue	4	445,212	226,485	445,212	226,485
Net claims expense (ii)	9	(575,841)	(1,761,351)	(575,841)	(1,761,351)
Acquisition costs	5	(393,767)	(313,533)	(393,767)	(313,533)
Reinsurance commission revenue	4	145,419	25,786	145,419	25,786
Net acquisition costs		(248,348)	(287,747)	(248,348)	(287,747)
Other underwriting expenses	5	(127,731)	(126,263)	(127,731)	(126,263)
Underwriting expenses (iii)		(376,079)	(414,010)	(376,079)	(414,010)
Underwriting profit/(loss) (i) + (ii) + (iii)		9,733	(958,989)	9,733	(958,989)
Investment income on assets backing insurance liabilities	4	57,285	70,444	57,285	70,444
Investment expenses on assets backing insurance liabilities		(3,237)	(4,010)	(3,237)	(4,010)
Insurance profit/(loss) before capitalised software accelerated amortisation and impairment		63,781	(892,555)	63,781	(892,555)
Capitalised software accelerated amortisation and impairment expense		(34,989)	-	(34,989)	-
Insurance profit/(loss)		28,792	(892,555)	28,792	(892,555)
Investment income on shareholder's funds	4	11,673	59,001	11,483	59,222
Fee and other income	4	25,636	-	24,514	9,053
Fee based, corporate and other expenses	5	(149)	(760)	(3,778)	(6,357)
Profit/(loss) before income tax		65,952	(834,314)	61,011	(830,637)
Income tax (expense)/credit	8	(26,682)	239,499	(26,836)	238,206
Profit/(loss) for the year		39,270	(594,815)	34,175	(592,431)
OTHER COMPREHENSIVE INCOME AND (EXPENSE), NET OF TAX					
Items that will not be reclassified to profit or loss:					
Remeasurements of defined benefit plans		(2,833)	(96)	(2,833)	(96)
Other comprehensive income and (expense), net of tax		(2,833)	(96)	(2,833)	(96)
Total comprehensive income and (expense) for the year, net of tax		36,437	(594,911)	31,342	(592,527)

The above statements of comprehensive income should be read in conjunction with the notes to the financial statements.

*The 2016 amounts include revenue and expenditure of the former businesses of AMI and Lumley for the period 14 December 2015 to 30 June 2016 - refer Note 6A.

IGAG NEW ZEALAND LIMITED AND SUBSIDIARIES
BALANCE SHEETS AS AT 30 JUNE 2016

	NOTE	2016 \$000	PARENT 2015* \$000	2016 \$000	CONSOLIDATED 2015* \$000
ASSETS					
Cash held for operational purposes	24	65,840	36,020	65,844	45,097
Investments	13	1,967,677	2,170,549	1,969,308	2,172,277
Premium receivable	14	669,589	431,410	669,589	431,410
Trade and other receivables	14	456,039	91,293	456,039	103,113
Receivables from related bodies corporate	22	517,247	573,366	517,234	572,617
Current tax assets		24	27	24	27
Deferred outwards reinsurance expense	11	526,510	394,206	526,510	394,206
Deferred acquisition costs	11	199,337	147,729	199,337	147,729
Reinsurance and other recoveries on outstanding claims	10	491,006	880,114	491,006	880,114
Deferred tax assets	8	444,109	509,803	444,109	508,288
Plant and equipment		41,754	35,924	41,754	36,576
Intangible assets	15	48,945	13,482	48,945	15,648
Investment in subsidiaries	17	1,302	10,679	-	-
Goodwill	16	206,813	204,813	207,473	212,416
Other assets		6,616	3,712	6,431	3,571
Total assets		<u>5,642,808</u>	<u>5,503,127</u>	<u>5,643,603</u>	<u>5,523,089</u>
LIABILITIES					
Trade and other payables	18	173,411	141,011	175,037	156,451
Reinsurance premium payable		712,343	339,006	712,343	339,006
Payables to related bodies corporate	22	4,127	85,741	4,127	85,741
Unearned premium liability	12	1,067,044	692,028	1,067,044	692,028
Employee benefits provision	19	48,020	37,290	48,020	37,522
Outstanding claims liability	9	1,595,189	2,515,133	1,595,189	2,515,133
Other liabilities		70,945	48,192	70,945	48,194
Total liabilities		<u>3,671,079</u>	<u>3,858,401</u>	<u>3,672,705</u>	<u>3,874,075</u>
Net assets		<u>1,971,729</u>	<u>1,644,726</u>	<u>1,970,898</u>	<u>1,649,014</u>
EQUITY					
Ordinary share capital	23	3,598,433	2,799,830	3,598,433	2,799,830
General reserve	23	(478,445)	-	(478,445)	-
Equity reserve	23	5,772	3,764	5,698	3,714
Retained earnings		(1,154,031)	(1,158,868)	(1,154,788)	(1,154,530)
Total equity		<u>1,971,729</u>	<u>1,644,726</u>	<u>1,970,898</u>	<u>1,649,014</u>

Signed in Auckland this 10th day of August 2016 in accordance with a resolution of the Directors.



Director



Director

The above balance sheets should be read in conjunction with the notes to the financial statements.

*The 2015 amounts exclude the assets and liabilities of the former businesses of AMI and Lumley. Please refer to Note 6A.

IAG NEW ZEALAND LIMITED AND SUBSIDIARIES
STATEMENTS OF CHANGES IN EQUITY FOR THE YEAR ENDED 30 JUNE 2016

CONSOLIDATED	SHARE CAPITAL \$000	GENERAL RESERVE \$000	EQUITY RESERVE \$000	RETAINED EARNINGS \$000	TOTAL EQUITY \$000
2016					
Balance at the beginning of the financial year	2,799,830	-	3,714	(1,154,530)	1,649,014
Profit/(loss) for the year	-	-	-	34,175	34,175
Other comprehensive expense that will not be reclassified to profit or loss	-	-	-	(2,833)	(2,833)
Total comprehensive income/(expense) for the year	-	-	-	31,342	31,342
Business transfer - the difference between consideration paid and net assets	-	(478,445)	-	-	(478,445)
Shares issued	798,603	-	-	-	798,603
Share based payment	-	-	1,984	-	1,984
Dividends determined and paid	-	-	-	(31,600)	(31,600)
Balance at the end of the financial year	<u>3,598,433</u>	<u>(478,445)</u>	<u>5,698</u>	<u>(1,154,788)</u>	<u>1,970,898</u>
2015					
Balance at the beginning of the financial year	1,749,830	-	2,279	(550,403)	1,201,706
Profit/(loss) for the year	-	-	-	(592,431)	(592,431)
Other comprehensive expense that will not be reclassified to profit or loss	-	-	-	(96)	(96)
Total comprehensive income/(expense) for the year	-	-	-	(592,527)	(592,527)
Shares issued	1,050,000	-	-	-	1,050,000
Share based payment	-	-	1,435	-	1,435
Dividends determined and paid	-	-	-	(11,600)	(11,600)
Balance at the end of the financial year	<u>2,799,830</u>	<u>-</u>	<u>3,714</u>	<u>(1,154,530)</u>	<u>1,649,014</u>
PARENT	SHARE CAPITAL \$000	GENERAL RESERVE \$000	EQUITY RESERVE \$000	RETAINED EARNINGS \$000	TOTAL EQUITY \$000
2016					
Balance at the beginning of the financial year	2,799,830	-	3,764	(1,158,868)	1,644,726
Profit/(loss) for the year	-	-	-	39,270	39,270
Other comprehensive expense that will not be reclassified to profit or loss	-	-	-	(2,833)	(2,833)
Total comprehensive income/(expense) for the year	-	-	-	36,437	36,437
Business transfer - the difference between consideration paid and net assets	-	(478,445)	-	-	(478,445)
Shares issued	798,603	-	-	-	798,603
Share based payment	-	-	2,008	-	2,008
Dividends determined and paid	-	-	-	(31,600)	(31,600)
Balance at the end of the financial year	<u>3,598,433</u>	<u>(478,445)</u>	<u>5,772</u>	<u>(1,154,031)</u>	<u>1,971,729</u>
2015					
Balance at the beginning of the financial year	1,749,830	-	2,310	(552,357)	1,199,783
Profit/(loss) for the year	-	-	-	(594,815)	(594,815)
Other comprehensive expense that will not be reclassified to profit or loss	-	-	-	(96)	(96)
Total comprehensive income/(expense) for the year	-	-	-	(594,911)	(594,911)
Shares issued	1,050,000	-	-	-	1,050,000
Share based payment	-	-	1,454	-	1,454
Dividends determined and paid	-	-	-	(11,600)	(11,600)
Balance at the end of the financial year	<u>2,799,830</u>	<u>-</u>	<u>3,764</u>	<u>(1,158,868)</u>	<u>1,644,726</u>

The above statements of changes in equity should be read in conjunction with the notes to the financial statements.

IAG NEW ZEALAND LIMITED AND SUBSIDIARIES
CASH FLOW STATEMENTS FOR THE YEAR ENDED 30 JUNE 2016

	NOTE	2016* \$000	PARENT 2015 \$000	2016* \$000	CONSOLIDATED 2015 \$000
CASH FLOWS FROM OPERATING ACTIVITIES					
Premium received		1,957,389	1,573,618	1,957,389	1,573,618
Reinsurance and other recoveries received		584,220	445,971	584,220	445,971
Claims costs paid		(2,318,789)	(1,987,158)	(2,318,789)	(1,987,158)
Outwards reinsurance premium expense paid		(694,361)	(346,366)	(694,361)	(346,366)
Dividends received		661	197	661	197
Interest received		69,356	88,169	70,125	88,411
Trust distributions received		34,390	-	34,390	-
Income taxes refunded		2,347	656	2,347	-
Income taxes paid		-	-	(1,377)	(331)
Other operating receipts		106,321	-	111,130	8,796
Other operating payments		(482,206)	(404,310)	(485,973)	(408,884)
Net cash flows from operating activities	24	<u>(740,672)</u>	<u>(629,223)</u>	<u>(740,238)</u>	<u>(625,746)</u>
CASH FLOWS FROM INVESTING ACTIVITIES					
Net cash flows on acquisition/capital injection to subsidiaries and associates		(778,769)	-	(778,769)	-
Net cash flows on disposal of subsidiaries		35,013	-	26,598	-
Proceeds from disposal of investments and plant and equipment		3,642,756	3,928,023	3,642,756	3,928,023
Outlays for investments and plant and equipment		(2,898,123)	(3,808,468)	(2,899,002)	(3,810,351)
Net cash flows from investing activities		<u>877</u>	<u>119,555</u>	<u>(8,417)</u>	<u>117,672</u>
CASH FLOWS FROM FINANCING ACTIVITIES					
Dividends paid		(31,600)	(11,600)	(31,600)	(11,600)
Proceeds from issue of shares		798,603	1,050,000	798,603	1,050,000
Loans advanced to related bodies corporate		-	(542,205)	-	(542,218)
Proceeds from loans repaid by related bodies corporate		737	-	-	-
Net cash flows from financing activities		<u>767,740</u>	<u>496,195</u>	<u>767,003</u>	<u>496,182</u>
Net movement/(movement) in cash held		27,945	(13,474)	18,348	(11,892)
Effects of exchange rate changes on balances of cash held in foreign currencies		(2,358)	2,059	(1,834)	2,059
Cash and cash equivalents at the beginning of the financial year		<u>107,313</u>	<u>118,728</u>	<u>116,390</u>	<u>126,223</u>
Cash and cash equivalents at the end of the financial year	24	<u><u>132,900</u></u>	<u><u>107,313</u></u>	<u><u>132,904</u></u>	<u><u>116,390</u></u>

The above cash flow statements should be read in conjunction with the notes to the financial statements.

*The 2016 amounts include the cashflows of the former businesses of AMI and Lumley for the period 14 December 2015 to 30 June 2016 - refer Note 6A.

IAG NEW ZEALAND LIMITED AND SUBSIDIARIES

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2016

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

IAG New Zealand Limited (Company) is a company limited by shares, incorporated and domiciled in New Zealand. Its registered office and principal place of business is 1 Fanshawe Street, Auckland, New Zealand. This financial report is for the reporting year ended 30 June 2016 and includes separate financial statements for the Company as an individual entity and consolidated financial statements for the Company and its subsidiaries (referred to as Consolidated entity).

The Company is wholly owned by IAG (NZ) Holdings Limited. The ultimate parent entity is Insurance Australia Group Limited (IAG), an entity incorporated in Australia. As part of the IAG Group (Group), the Company complies with a variety of policies and procedures developed by IAG for application by all entities in the Group where applicable.

With the implementation of the Insurance (Prudential Supervision) Act 2010 all general insurance entities undertaking insurance business in New Zealand are required to be licensed by the Reserve Bank of New Zealand (RBNZ). The Company has been granted a full licence. As a result of being a licensed insurer, the Company is deemed to be a FMC reporting entity under the Financial Markets Conduct Act 2013 (FMCA).

A. STATEMENT OF COMPLIANCE

This general purpose financial report has been prepared in accordance with New Zealand Generally Accepted Accounting Practice (NZ GAAP). The Company has applied New Zealand Equivalents to International Financial Reporting Standards (NZ IFRS) as applicable for Tier 1 for-profit entities and complies with NZ IFRS and other applicable Financial Reporting Standards, and Interpretations as appropriate to profit-oriented entities. The financial statements also comply with International Financial Reporting Standards (IFRS). The Company is a reporting entity for the purposes of the Financial Reporting Act 2013 and the FMCA and its financial statements comply with these Acts.

The financial statements also comply, where relevant, with the Insurance (Prudential Supervision) Act 2010 and associated Regulations.

B. BASIS OF PREPARATION OF THE FINANCIAL REPORT

The significant accounting policies adopted in the preparation of this financial report are set out below. The accounting policies adopted in the preparation of this financial report have been applied consistently by all entities in the Consolidated entity and are the same as those applied for the previous reporting year unless otherwise noted. The financial statements have been prepared on the basis of historical cost principles, as modified by certain exceptions noted in the financial report, with the principal exceptions being the measurement of all investments and derivatives at fair value and the measurement of the outstanding claims liability and related reinsurance and other recoveries at present value.

The presentation currency used for the preparation of this financial report is New Zealand dollars.

The balance sheet is prepared using the liquidity format in which the assets and liabilities are presented broadly in order of liquidity.

I. New Zealand accounting standards issued but not yet effective

As at the date of this financial report, there have been a number of new standards, amendments to standards and interpretations for which the mandatory application dates fall after the end of this current reporting year.

None of these standards have been early adopted and applied in the current reporting period or are expected to have a significant effect on the financial statements of the Consolidated entity, except for NZ IFRS 16 Leases (effective 1 January 2019). NZ IFRS 16 will require the recognition of a lease liability reflecting the obligation of future lease payments and a corresponding 'right-of-use' asset. The Consolidated entity does not plan to adopt this standard early and the extent of the impact has not been determined. This standard will be adopted for the financial year ending 30 June 2020.

II. Changes in accounting policies

There have been no changes in accounting policies which have resulted in a material financial impact during the current financial reporting period.

III. Changes to comparatives

Reinsurance commission revenue has been reclassified from acquisition costs in the statement of comprehensive income to conform to the current year's presentation.

C. PRINCIPLES OF CONSOLIDATION

Subsidiaries

Consolidation is the inclusion of the assets and liabilities of the Parent and all subsidiaries as at the reporting date and the results of the Parent and all subsidiaries for the year then ended as if they had operated as a single entity. The balances and effects of intragroup transactions are eliminated from the consolidation. Subsidiaries are those entities controlled by the Parent. An investor controls an investee if and only if the investor has power over the investee; exposure, or rights, to variable returns from its involvement with the investee; and the ability to use its power over the investee to affect the amount of the investor's returns. Where an entity either began or ceased to be controlled during a financial reporting period, the results are included only from the date control commenced or up to the date control ceased.

The financial information of all subsidiaries are prepared for consolidation for the same reporting period as the Parent, using consistent accounting policies.

In the Company's financial statements investments in subsidiaries are recognised at cost, unless there has been an impairment.

SIGNIFICANT ACCOUNTING POLICIES RELATED TO GENERAL INSURANCE CONTRACTS

All of the general insurance products and reinsurance products on offer, or utilised, meet the definition of an insurance contract (a contract under which one party, the insurer, accepts significant insurance risk from another party, the policyholder, by agreeing to compensate the policyholder if a specified uncertain future event, the insured event, adversely affects the policyholder) and none of the contracts contain embedded derivatives or are required to be unbundled. Insurance contracts that meet the definition of a financial guarantee contract are accounted for as insurance contracts. This means that all of the general insurance products are accounted for in the same manner.

D. PREMIUM REVENUE

Premium revenue comprises amounts charged to policyholders (direct premium) and excludes fire service and earthquake levies collected on behalf of statutory bodies. Premium is recognised as earned from the date of attachment of risk (generally the date a contract is agreed to but may be earlier if persuasive evidence of an arrangement exists) over the period of the related insurance contracts in accordance with the pattern of the incidence of risk expected under the contracts. The pattern of the risks underwritten is generally matched by the passing of time. The unearned portion of premium is recognised as an unearned premium liability on the balance sheet.

Premium receivable is recognised as the amount due and is normally settled between 30 days and 12 months. The recoverability of premium receivable is assessed and provision is made for impairment based on objective evidence and having regard to past default experience. Premium receivable is presented on the balance sheet net of any provision for impairment.

E. OUTWARDS REINSURANCE

Premium ceded to reinsurers is recognised as an expense in accordance with the pattern of reinsurance service received. Accordingly, a portion of outwards reinsurance premium expense is treated as a prepayment and presented as deferred outwards reinsurance expense on the balance sheet at the reporting date. The reinsurance premium payable is carried at cost, which is the fair value of the consideration to be paid in the future for reinsurance received.

F. CLAIMS

The outstanding claims liability is measured as the central estimate of the present value of expected future payments relating to claims incurred at the reporting date with an additional risk margin to allow for the inherent uncertainty in the central estimate. The expected future payments include those in relation to claims reported but not yet paid or not yet paid in full, claims incurred but not enough reported (IBNER), claims incurred but not reported (IBNR) and the anticipated direct and indirect claims handling costs. The liability is discounted to present value using a risk free rate.

Claims expense represents claim payments adjusted for the movement in the outstanding claims liability.

The estimation of the outstanding claims liability involves a number of key assumptions and is the most critical accounting estimate. All reasonable steps are taken to ensure that the information used regarding claims exposures is appropriate. However, given the uncertainty in establishing the liability, it is likely that the final outcome will be different from the original liability established. Changes in claims estimates are recognised in profit or loss in the reporting year in which the estimates are changed.

G. REINSURANCE AND OTHER RECOVERIES

Reinsurance and other recoveries received or receivable on paid claims and on outstanding claims (notified and not yet notified) are recognised as income. Reinsurance recoveries on paid claims are presented as part of trade and other receivables net of any provision for impairment based on objective evidence for individual receivables. Reinsurance and other recoveries receivable on outstanding claims are measured as the present value of the expected future receipts calculated on the same basis as the outstanding claims liability. Reinsurance does not relieve the originating insurer of its liabilities to policyholders and is presented separately on the balance sheet.

H. ACQUISITION COSTS

Costs associated with obtaining and recording general insurance contracts are referred to as acquisition costs. These costs include advertising expenses, commissions or brokerage paid to agents or brokers, premium collection costs, risk assessment costs and other administrative costs. Such costs are capitalised where they relate to the acquisition of new business or the renewal of existing business, are presented as deferred acquisition costs, and are amortised on the same basis as the earning pattern of the premium over the period of the related insurance contracts. The balance of the deferred acquisition costs at the reporting date represents the capitalised deferred acquisition costs relating to unearned premium.

I. REINSURANCE COMMISSION REVENUE

Reinsurance commission revenue includes reimbursements by reinsurers to cover a share of IAG NZ's operating costs and, where applicable, fee income which reinsurers pay for accessing IAG's franchise. These income items are recognised broadly in line with the reference premium over the term of the reinsurance agreements. Where applicable, the reinsurance commission revenue also includes income which is based on the expected profitability of the covered business ceded to the reinsurer. This income is recognised over the term of the reinsurance contract on a systematic basis.

J. LIABILITY ADEQUACY TEST

The liability adequacy test is an assessment of the carrying amount of the unearned premium liability and is conducted at each reporting date. If current estimates of the present value of the expected future cash flows relating to future claims arising from the rights and obligations under current general insurance contracts, plus an additional risk margin to reflect the inherent uncertainty in the central estimate, exceed the unearned premium liability (net of reinsurance) less related deferred acquisition costs, then the unearned premium liability is deemed to be deficient. Any deficiency arising from the test is recognised in profit or loss with the corresponding impact on the balance sheet recognised first through the write down of deferred acquisition costs for the relevant portfolio of contracts, with any remaining balance being recognised on the balance sheet as an unexpired risk liability. The test is performed at the level of a portfolio of contracts that are subject to broadly similar risks and that are managed together as a single portfolio.

SIGNIFICANT ACCOUNTING POLICIES APPLICABLE TO OTHER ACTIVITIES

K. FEE AND OTHER INCOME

Fee based revenue is brought to account on an accruals basis being recognised as revenue on a straight line basis in accordance with the passage of time as the services are provided. Other income is recognised on an accruals basis.

L. LEASES

All leases entered into are operating leases, where the lessor retains substantially all the risks and benefits of ownership of the leased items. The majority of the lease arrangements are entered into as lessee for which the lease payments are recognised as an expense on a straight line basis over the term of the lease. Certain sublease arrangements are entered into as the lessor for which the lease payments are recognised as revenue on a straight line basis over the term of the lease.

Lease incentives relating to the agreement of a new or renewed operating lease are recognised as an integral part of the net consideration agreed for the use of the leased asset. Operating lease incentives received are initially recognised as a liability, are presented as trade and other payables, and are subsequently reduced through recognition in profit or loss as an integral part of the total lease expense (lease payments are allocated between rental expense and reduction of the liability) on a straight line basis over the period of the lease.

M. TAXATION

I. Income tax

Income tax expense for a reporting period comprises current and deferred tax. Income tax is recognised in profit or loss except to the extent that it relates to items recognised directly in equity, in which case it is recognised in equity.

Current tax expense is the expected tax payable on the taxable income for the year and any adjustment to tax payable in respect of previous financial periods. Deferred tax expense/credit is the change in deferred tax assets and liabilities between the reporting periods.

Deferred tax assets and liabilities are recognised using the balance sheet method for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes, except in the following circumstances when no deferred tax asset or liability is recognised:

- temporary differences if they arose in a transaction, other than a business combination, that at the time of the transaction did not affect either accounting profit or taxable profit or loss;
- temporary differences between the carrying amount and tax bases of investments in subsidiaries where it is probable that the differences will not reverse in the foreseeable future; and
- temporary differences relating to the initial recognition of goodwill and indefinite life intangible assets.

The amount of deferred tax provided is based on the expected manner of realisation or settlement of the carrying amount of assets and liabilities, using tax rates enacted or substantively enacted at reporting date. Deferred tax assets are recognised only to the extent that it is probable that future taxable profits will be available against which the asset can be utilised.

II. Goods and services tax

Revenue, expenses and assets are recognised net of the amount of goods and services tax (GST), except where the amount of GST incurred is not recoverable. In these circumstances GST is recognised as part of the cost of acquisition of the asset or as part of an item of expense.

Receivables and payables are stated inclusive of GST. The net amount of the GST recoverable from, or payable to, the Inland Revenue Department is included as part of other receivables and payables on the balance sheet.

N. INVESTMENTS

Investments comprise assets held to back insurance liabilities (also referred to as technical reserves) and assets that represent shareholder's funds. All investments are managed and performance evaluated on a fair value basis for both external and internal reporting purposes in accordance with a documented risk management strategy.

All investments are designated as fair value through profit or loss upon initial recognition. They are initially recorded at fair value (being the cost of acquisition excluding transaction costs) and are subsequently remeasured to fair value at each reporting date. Changes in the fair value are recognised as realised or unrealised investment gains or losses in profit or loss. Purchases and sales of investments are recognised on a trade date basis, being the date on which a commitment is made to purchase or sell the asset. Transaction costs for purchases of investments are expensed as incurred. Investments are derecognised when the rights to receive future cash flows from the assets have expired, or have been transferred, and substantially all the risks and rewards of ownership have transferred.

For securities traded in an active market, fair value is determined by reference to quoted mid market prices at the current reporting date. For securities traded in a market that is not active, valuation techniques are used based on market observable inputs. In a limited number of instances, valuation techniques are based on non market observable inputs.

Investment revenue is brought to account on an accruals basis. Revenue on investment in equity securities is deemed to accrue on the date the dividends/distributions are declared, which for listed equity securities is deemed to be the ex-dividend date.

O. INVESTMENT IN SUBSIDIARIES

Investment in subsidiaries is initially recognised at cost (fair value of consideration provided plus directly attributable costs) and is subsequently carried at the lower of cost and recoverable amount by the Company. Costs incurred in investigating and evaluating an acquisition up to the point of formal commitment to an acquisition are expensed as incurred. Where the carrying value exceeds the recoverable amount, an impairment charge is recognised in profit or loss which can subsequently be reversed in certain conditions.

Where an additional interest is purchased in an existing subsidiary, the acquisition is treated as a transaction between owners and has no impact on the statement of comprehensive income.

Dividend income from these investments is brought to account on an accruals basis. Dividend revenue is accrued on the date the dividends are declared.

P. DERIVATIVES

The Consolidated entity uses a variety of derivatives to manage various risks. Derivatives are used solely to manage risk exposure and are not used for trading or speculation.

Derivatives are initially recognised at fair value (generally the transaction price; the fair value of the consideration given or received) on the date a derivative contract is entered into and are subsequently remeasured to fair value at each reporting date. The fair value is determined by reference to current market quotes (current bid price for derivatives presented as assets and the current ask price for derivatives presented as liabilities) or generally accepted valuation principles. The derivatives become favourable (assets) or unfavourable (liabilities) as a result of fluctuations in market rates relative to their terms. Transaction costs for purchases of derivatives are expensed as incurred and presented in the statement of comprehensive income as investment expenses on assets backing insurance liabilities and fee based, corporate and other expenses for assets representing shareholder's funds.

I. Investment operations

All of the derivatives managed in conjunction with the investment operations are recognised on the balance sheet (presented together with the underlying investments) at fair value with movements in fair value being recognised as part of investment income in profit or loss. None of the derivatives are designated for hedge accounting. This matches the accounting for the derivatives with the accounting for the underlying investments.

II. Corporate treasury operations

Derivatives are used to hedge exposure to foreign currency and interest rate movements in relation to corporate treasury transactions, including interest bearing liabilities with the derivative being recognised on the balance sheet at fair value and movements in fair value being recognised in profit or loss. The derivatives are classified as assets when the fair value is positive, or as liabilities when the fair value is negative.

Q. TRADE AND OTHER RECEIVABLES

Trade and other receivables are stated at the amounts to be received in the future and are presented net of any provision for impairment. Due to their short tail nature trade and other receivables have not been stated at a discounted value. The recoverability of debts is assessed on an ongoing basis and provision for impairment is made based on objective evidence and having regard to past default experience. The impairment charge is recognised in profit or loss. Debts which are known to be uncollectible are written off.

R. PLANT AND EQUIPMENT

Plant and equipment is initially recorded at cost which is the fair value of consideration provided plus incidental costs directly attributable to the acquisition.

All items of plant and equipment are carried at cost less accumulated depreciation and accumulated impairment charges. Depreciation is calculated using the straight line method to allocate the cost of assets less any residual value over the estimated useful economic life. The useful economic lives for each class of property and equipment are as follows: 3 to 5 years for motor vehicles; and 3 to 15 years for office and other equipment.

The carrying amount of each class of plant and equipment is reviewed each reporting date by determining whether there is an indication that the carrying value of a class may be impaired. If any impairment is indicated or exists, the item is tested for impairment

by comparing the recoverable amount of the asset or its cash generating unit to the carrying value. An impairment charge is recognised whenever the carrying value exceeds the recoverable amount. Impairment charges are recognised in profit or loss and may be reversed where there has been an indication that the loss may no longer exist and/or there is a change in the estimates used to determine the recoverable amount.

The net gain or loss on disposal of plant and equipment is recognised in profit or loss and is calculated as the difference between the carrying amount of the asset at the time of disposal and the net proceeds.

S. BUSINESS COMBINATIONS

Business combinations are accounted for using the acquisition method. The consideration transferred for the acquisition is the fair value of the assets transferred, the equity instruments issued and the liabilities incurred or assumed at the date of exchange. The consideration includes the fair value of any asset or liability resulting from a contingent consideration arrangement.

Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured at fair value on the acquisition date. Any non-controlling interest is measured, on a transaction-by-transaction basis, either at fair value or at the non-controlling interest's proportionate share of the fair value of the identifiable assets and liabilities.

Acquisition related costs are expensed as incurred.

If the business combination is achieved in stages, the acquisition fair value of the acquirer's previously held equity interest in the acquiree is remeasured to fair value at the acquisition date through profit or loss.

Where settlement of any part of cash consideration is contingent upon some future event or circumstance, the estimated amounts payable in the future are discounted to their present value at the date of exchange. When the contingent consideration is classified as a liability, the impact on any subsequent changes in fair value is recognised as profit or loss in the statement of comprehensive income.

Where the initial accounting for a business combination is determined only provisionally by the first reporting date after acquisition date, the business combination is accounted for using those provisional values. Any subsequent adjustments to those provisional values are recognised within 12 months of the acquisition date and are applied effective from the acquisition date.

Acquisitions and disposals of non-controlling interests, where the Company retains control, are treated as transactions between equity holders. Therefore, any difference between the acquisition cost of the non-controlling interests and the carrying amount of the non-controlling interests is recognised as an increase or decrease in equity.

T. INTANGIBLE ASSETS

I. Acquired intangible assets

Acquired intangible assets are initially recorded at their cost at the date of acquisition being the fair value of the consideration provided and, for assets acquired separately, incidental costs directly attributable to the acquisition. Intangible assets with finite useful lives are amortised on a straight line basis (unless the pattern of usage of the benefits is significantly different) over the estimated useful lives of the assets being the period in which the related benefits are expected to be realised (shorter of legal duration and expected economic life). Amortisation rates and residual values are reviewed annually and any changes are accounted for prospectively.

The carrying amount of intangible assets with finite useful lives is reviewed each reporting date by determining whether there is an indication that the carrying value may be impaired. If any such indication exists, the item is tested for impairment by comparing the recoverable amount of the asset or its cash generating unit to the carrying value. Where the recoverable amount is determined by the value in use, the projected net cash flows are discounted using a pre tax discount rate. For assets with indefinite useful lives, the recoverability of the carrying value of the assets is reviewed for impairment at each reporting date, or more frequently if events or changes in circumstances indicate that it might be impaired. An impairment charge is recognised when the carrying value exceeds the calculated recoverable amount. Impairment charges are recognised in profit or loss and may be reversed where there has been a change in the estimates used to determine the recoverable amount.

II. Software development expenditure

Software development expenditure that meets the criteria for recognition as an intangible asset is capitalised on the balance sheet and amortised over its expected useful life, subject to impairment testing. Costs incurred in researching and evaluating a project up to the point of formal commitment to a project are treated as research costs and are expensed as incurred.

The capitalised costs are amortised on a straight line basis over the period following completion of a project or implementation of part of a project. The recoverability of the carrying amount of the asset is assessed in the same manner as for acquired intangible assets with finite useful lives.

U. GOODWILL

Goodwill is initially measured as the excess of the purchase consideration over the fair value of the net identifiable assets and contingent liabilities acquired and subsequently presented net of any impairment charges. Goodwill arising on acquisitions prior to 1 July 2004 has been carried forward on the basis of its deemed cost being the net carrying amount as at that date.

For the purpose of impairment testing, goodwill is allocated to Cash Generating Units (CGUs). The carrying value of goodwill is tested for impairment at each reporting date.

Where the carrying value exceeds the recoverable amount, an impairment charge is recognised in profit or loss and cannot subsequently be reversed. The recoverable amount of goodwill is determined by the present value of the estimated future cash flows by using a pre-tax discount rate that reflects current market assessment of the risks specific to the CGUs.

At the date of disposal of a business, attributed goodwill is used to calculate the gain or loss on disposal.

V. TRADE AND OTHER PAYABLES

Trade and other payables are carried at cost, which is the fair value of the consideration to be paid in the future for goods and services received. The amounts are not discounted because the effect of the time value of money is not material.

W. ONEROUS CONTRACTS PROVISION

A provision is recognised for onerous contracts when the expected benefits to be derived from a contract are lower than the unavoidable cost of meeting the obligations under the contract.

X. EMPLOYEE BENEFITS

I. Wages and salaries and annual leave

Liabilities for wages and salaries (including bonuses) and annual leave are recognised at the nominal amounts unpaid at the reporting date using remuneration rates that are expected to be paid when these liabilities are settled.

II. Share based incentive arrangements

Share based remuneration is provided in different forms to eligible employees. All of the arrangements are equity settled share based payments.

The fair value at grant date (the date at which the employer and the employee have a shared understanding of the terms and conditions of the arrangement) is determined for each equity settled share based payment using a valuation model which excludes the impact of any non market vesting conditions. This fair value does not change over the life of the instrument. At each reporting date during the vesting period (the period during which related employment services are provided), and upon the final vesting or expiry of the equity instruments, the total accumulated expense is revised based on the fair value at grant date and the latest estimate of the number of equity instruments that are expected to vest based on non market vesting conditions only, and taking into account the expired portion of the vesting period. Changes in the total accumulated expense from the previous reporting date are recognised in profit or loss with a corresponding movement in an equity reserve. Upon exercise of the relevant instruments, the balance of the share based remuneration reserve relating to those instruments is transferred within equity.

The different treatment of market and non market vesting conditions means that if an equity instrument does not vest because a participant ceases relevant employment then the accumulated expense charged in relation to that participant is reversed, but if an equity instrument does not vest only because a market condition is not met, the expense is not reversed.

To satisfy obligations under the various share based remuneration plans, shares are generally bought on market at or near grant date of the relevant arrangement and held in trust. This cost is initially recognised as a prepayment and then amortised through an equity reserve over the vesting period of the related instruments to match against the recognition of the related expense.

III. Superannuation

For defined contribution superannuation plans, obligations for contributions are recognised in profit or loss as they become payable. For defined benefit superannuation plans, the net financial position of the plans is recognised on the balance sheet and the movement in the net financial position is recognised in profit or loss, except for remeasurements of defined benefit plans (experience adjustments and changes in actuarial assumptions), which are recognised in other comprehensive income and (expense). An appropriate provision is made for the unfunded defined benefit plan. Pensions paid are charged against this provision.

Y. FOREIGN CURRENCY

I. Functional and presentation currency

Items included in the financial records are measured using the currency of the primary economic environment in which the entity operates (functional currency). The financial statements are presented in New Zealand dollars, which is the presentation currency of the Consolidated entity.

II. Translation of foreign currency transactions

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies at reporting date are translated to the functional currency using reporting date exchange rates. Resulting exchange differences are recognised in profit or loss.

NOTE 2. CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS

In the process of applying the significant accounting policies, certain critical accounting estimates and assumptions are used, and certain judgements are made.

The estimates and related assumptions are based on experience and other factors that are considered to be reasonable, the results of which form the basis for judgements about the carrying values of assets and liabilities. Actual results may differ from these estimates. The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimates are revised, and future periods if relevant. The approach to key estimates and judgements for this reporting period are the same as the 2015 financial year, unless otherwise stated.

The areas where the estimates and assumptions involve a high degree of judgement or complexity and are considered significant to the financial statements, listed together with reference to the notes to the financial statements where more information is provided, are:

- insurance contracts related:
 - claims, refer to note 9;
 - reinsurance and other recoveries on outstanding claims, refer to note 10; and
 - liability adequacy test, refer to note 12.B.

There are other amounts relating to insurance contracts that are based on allocation methodologies supported by assumptions (e.g. deferred acquisition costs). The estimates relate to past events, do not incorporate forward looking considerations, and the methodology supporting them generally do not change from year to year.

- other:
 - intangible assets and goodwill impairment testing, refer to notes 15 and 16;
 - acquired intangible assets initial measurement and determination of useful life, refer to note 15; and
 - income tax and related assets and liabilities, refer to note 8;

NOTE 3. RISK MANAGEMENT

RISK MANAGEMENT CATEGORIES AND RISK MITIGATION

I. Strategic risk

Strategic risk is managed by the IAG Group Leadership Team with Board oversight. Key elements in the management of strategy and strategic risk include the strategic planning programme and associated oversight arrangements. Progress against strategic priorities is regularly considered. Strategic risks are included in IAG's enterprise risk profile as appropriate.

II. Insurance risk

A key risk from operating in the general insurance industry is the exposure to insurance risk arising from underwriting general insurance contracts. The insurance contracts transfer risk to the insurer by indemnifying the policyholders against adverse effects arising from the occurrence of specified uncertain future events. There is a risk that the actual amount of claims to be paid in relation to contracts will be different to the amount estimated at the time a product was designed and priced. The Company is exposed to this risk as the price for a contract must be set before the losses relating to the product are known. As such, the insurance business involves inherent uncertainty. The Company also faces other risks relating to the conduct of the general insurance business including financial risks and capital risks.

A fundamental part of the Group's overall risk management approach is the effective governance and management of the risks that impact the amount, timing and certainty of cash flows arising from insurance contracts.

Insurance activities primarily involve the underwriting of risks and the management of claims as well as the product design, product pricing, reserving and concentration risk (refer below). A disciplined approach to risk management is adopted rather than a premium volume or market share orientated approach. It is believed that this approach provides the greatest long term likelihood of being able to meet the objectives of all stakeholders.

a. INSURANCE PROCESSES

The key processes to mitigate insurance risk include the following:

i. Acceptance and pricing of risk

The underwriting of large numbers of less than fully correlated individual risks across a range of classes of insurance business reduces the variability in overall claims experience over time. Maximum limits are set for the acceptance of risk both on an individual contract basis and for classes of business and specific risk groupings. Management information systems are maintained and provide up-to-date, reliable data on the risks to which the business is exposed at any point in time. Efforts are made, including plain language policy terms, to ensure there is no misalignment between what policyholders perceive will be paid when a policy is initially sold and what is actually paid when a claim is made.

Statistical models that combine historical and projected data are used to calculate premiums and monitor claims patterns for each class of business. The data used includes historical pricing and claims analysis for each class of business as well as current developments in the respective markets and classes of business. All data used is subject to rigorous verification and reconciliation processes. The models incorporate consideration of prevailing market conditions.

ii. Claims management and provisioning

Initial claims determination is managed by claims officers with the requisite degree of experience and competence with the assistance, where appropriate, of a loss adjustor or other party with specialist knowledge. It is the Company's policy to respond to and settle all claims quickly whenever possible and to pay claims fairly, based on policyholders' full entitlements.

Claims provisions are established using actuarial valuation models and include a risk margin for uncertainty (refer to the claims note 9).

iii. Reinsurance

Refer to reinsurance risk section III below for further details.

b. CONCENTRATIONS OF INSURANCE RISK

Concentration risk is particularly relevant in the case of catastrophes, usually natural disasters, which generally result in a concentration of affected policyholders over and above the norm and which constitutes the largest individual potential financial loss. Catastrophe losses are an inherent risk of the general insurance industry that have contributed, and will continue to contribute, to potentially material year-to-year fluctuations in the results of operations and financial position. Catastrophes are caused by various natural events including earthquakes, hailstorms, storms and high winds. The Company is also exposed to certain human-made catastrophic events such as industrial accidents and building collapses. The nature and level of catastrophes in any period cannot be predicted accurately but can be estimated through the utilisation of predictive models. The Company actively limits the aggregate insurance exposure to catastrophe losses in regions that are subject to high levels of natural catastrophes.

Each year, the Company sets its tolerance for concentration risk and purchases reinsurance in excess of these tolerances. Various models are used to estimate the impact of different potential natural disasters and other catastrophes. The tolerance for concentration risk is used to determine the Maximum Event Retention (MER) which is the maximum net exposure to insurance risk determined appropriate for any single event with a given probability. The selected MER is also determined based on the cost of purchasing the reinsurance and capital efficiency.

Specific processes for monitoring identified key concentrations are set out below.

RISK	SOURCE OF CONCENTRATION	RISK MANAGEMENT MEASURES
An accumulation of risks arising from a natural peril	Insured property concentrations	Accumulation risk modelling, reinsurance protection
A large property loss	Fire or collapse affecting one building or a group of adjacent buildings	Maximum acceptance limits, property risk grading, reinsurance protection
Multiple liability retentions being involved in the same event	Response by a large number of policies to the one event	Purchase of reinsurance clash protection

III. Reinsurance Risk

Reinsurance is used to limit exposure to large single claims as well as accumulation of claims that arise from the same or similar events.

Risks underwritten are reinsured in order to limit exposure to losses, stabilise earnings, protect capital resources and ensure efficient control and spread of the risks underwritten.

The use of reinsurance introduces credit risk. The management of reinsurance includes the monitoring of reinsurers' credit risk and controls the exposure to reinsurance counterparty default. Refer to note IV below for further details.

IV. Financial Risk

The Consolidated entity is exposed to a variety of financial risks in the normal course of business; market risk (including foreign exchange risk, interest rate risk and price risk), credit risk, liquidity risk and cash flow interest rate risk. The Board and senior management of the Group have developed, implemented and maintain a Risk Management Strategy (RMS) across the Group. The Consolidated entity complies with the risk management policies of the Group. The policies form the Consolidated entity's procedures, processes and controls that manage material risks, financial and non financial, likely to be faced by the Consolidated entity.

MARKET RISK

Market risk is the risk of adverse financial impact due to changes in fair values or future cash flows of financial instruments from fluctuations in foreign currency exchange rates, interest rates, and equity prices. All non-New Zealand dollar denominated securities are hedged back to NZ dollars, therefore the relevant market risks are interest rate risk and price risk.

a. INTEREST RATE RISK

i. Nature of the risks and how managed

Interest rate risk is the risk of loss arising from an unfavourable movement in market interest rates. Fixed interest rate assets and liabilities are exposed to changes in carrying value derived from mark-to-market revaluations. Financial assets and liabilities with floating interest rates create exposure to cash flow volatility.

The underwriting of general insurance contracts creates exposure to the risk that interest rate movements may materially impact the value of the insurance liabilities. Movements in interest rates should have minimal impact on the insurance profit due to the Consolidated entity's policy of investing in assets backing insurance liabilities principally in fixed interest securities broadly matched to the expected payment pattern of the insurance liabilities. Movements in investment income on assets backing insurance liabilities broadly offset the impact of movements in discount rates on the insurance liabilities other than the changes in credit spreads on the fixed interest securities which are expected to reverse on maturity.

ii. Sensitivity

The sensitivity analysis provided in the following table demonstrates the effect of a change in a key assumption while other assumptions remain unchanged. In reality, there is a correlation between the assumptions and other factors. The sensitivities do not include interdependencies among variables, but rather show isolated interest rate movements.

The investments in interest bearing securities are recognised on the balance sheet at fair value. Movements in market interest rates impact the price of the securities (and hence their fair value measurement) and so would impact profit or loss. The impact from the measurement of the interest bearing securities held at reporting date of a change in interest rates at reporting date by +1% or -1% (e.g. a move from 4% to 5% or to 3%) on profit before tax, net of related derivatives, is shown in the following table:

		PARENT AND CONSOLIDATED	
		2016	2015
		\$000	\$000
		Impact to profit	Impact to profit
Investments - interest bearing securities and related interest rate derivatives	+1%	(21,738)	(24,957)
	-1%	22,700	25,939

The majority of the interest bearing securities are expected to be held to maturity and so movements in the fair value are expected to reverse upon maturity of the instruments.

b. PRICE RISK

i. Nature of the risk and how managed

Price risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate due to changes in market prices (other than those arising from interest rate or foreign exchange risk), whether those changes are caused by factors specific to the individual financial instrument or its issuer, or factors affecting all similar financial instruments traded on the market. The Consolidated entity has exposure to equity price risk through its investment in equities (through certain trusts) and the use of equity related derivative contracts.

Exposure to equity price risk is monitored through several measures that include value-at-risk analysis, position limits, scenario testing, and stress testing.

ii. Sensitivity

The impact from the measurement of the investments held at reporting date of a change in equity values at reporting date by +10% or -10% on profit before tax, net of related derivatives, is shown in the table below:

		PARENT AND CONSOLIDATED	
		2016	2015
		\$000	\$000
Investments - Trust securities and equity derivatives	+10%	17,915	26,199
	- 10%	(16,655)	(24,973)

CREDIT RISK

a. NATURE OF THE RISK AND HOW MANAGED

Credit risk is the risk of loss from a counterparty failing to meet their financial obligations. The Consolidated entity's credit risk arises predominantly from investment activities, reinsurance activities and dealings with intermediaries. The Group's credit risk appetite is approved by the IAG Board and the Group has a Credit Risk Policy which is consistent with the IAG Board's risk appetite and also approved by the IAG Board. The policy outlines the framework and procedures in place to ensure an adequate and appropriate level of monitoring and management of credit quality throughout the Group.

Group Treasury is responsible for ensuring that the policies governing the management of credit quality risk are properly implemented. All new, changed and continuing credit risk exposures must be approved in accordance with the Group's approval authority framework.

Concentrations of credit risk exist if a number of counterparties have similar economic characteristics. At the reporting date, with the exception of the reinsurance recoverable from the Group captive reinsurers, there are no material concentrations of credit risk in the investment portfolios as the Consolidated entity transacts with a large number of counterparties without any individual counterparty having a material outstanding balance except for possible exposure to the major banks in New Zealand. With regard to the Group captive reinsurers, ultimately, the Consolidated entity's exposure is to the external reinsurer with whom the captives have placed the Group's reinsurance programme.

b. CREDIT RISK EXPOSURE

i. Premium and reinsurance recoveries on paid claims receivable

The maximum exposure to credit risk as at reporting date is the carrying amount of the receivables on the balance sheet.

An ageing analysis for premium receivable and reinsurance recoveries receivable is provided here. The amounts are aged according to their original due date.

	NOT OVERDUE			OVERDUE	CONSOLIDATED TOTAL
	\$000	<30 days \$000	30-120 days \$000	>120 days \$000	\$000
2016					
Premium receivable	667,009	7,561	1,053	258	675,881
Provision for lapses	(4,430)	(1,176)	(631)	(55)	(6,292)
Net balance	<u>662,579</u>	<u>6,385</u>	<u>422</u>	<u>203</u>	<u>669,589</u>
Reinsurance recoveries on paid claims	435,754	-	-	-	435,754
Net balance	<u>435,754</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>435,754</u>
Other trade debtors	20,285	-	-	-	20,285
Net balance	<u>20,285</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>20,285</u>
2015					
Premium receivable	434,535	2,948	486	1,921	439,890
Provision for lapses	(5,239)	(1,402)	(371)	(1,468)	(8,480)
Net balance	<u>429,296</u>	<u>1,546</u>	<u>115</u>	<u>453</u>	<u>431,410</u>
Reinsurance recoveries on paid claims	64,088	-	-	-	64,088
Net balance	<u>64,088</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>64,088</u>
Other trade debtors	39,025	-	-	-	39,025
Net balance	<u>39,025</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>39,025</u>

A significant portion of the premium receivable balance relates to policies which are paid on a monthly instalment basis. It is important to note that the non payment of amounts due under such arrangements allows for the cancellation of the related insurance contract eliminating both the credit risk and insurance risk for the unpaid amounts. Upon cancellation of a policy the outstanding premium receivable and revenue is reversed.

The provision for lapses at reporting date for receivables balances totalled \$6.3 million (2015 - \$8.5 million). The net movement in the aggregated provision for the current period was \$2.2 million (2015 - \$2.2 million).

ii. Reinsurance recoveries receivable on outstanding claims

Reinsurance arrangements mitigate insurance risk but expose the Consolidated entity to credit risk. Reinsurance is placed with companies based on an evaluation of the financial strength of the reinsurers, terms of coverage, and price. Group's captive reinsurer has clearly defined credit policies for the approval and management of credit risk in relation to reinsurers. Group's captive reinsurer monitors the financial condition of its reinsurers on an ongoing basis and periodically reviews the reinsurers' ability to fulfil their obligations to the captive under respective existing and future reinsurance contracts. Some of the reinsurers are domiciled outside of the jurisdictions in which the Consolidated entity operates and so there is the potential for additional risk such as country risk and transfer risk.

The level and quality of reinsurance protection is an important element in understanding the financial strength of an insurer. The financial condition of a reinsurer is a critical deciding factor when entering into a reinsurance agreement. The longer the tail of the direct insurance, the more important is the credit rating of the reinsurer.

It is the Group's policy to deal only with reinsurers with credit ratings of at least Standard & Poor's BBB+ (or other rating agency equivalent) without collateralisation. Having reinsurance protection with strong reinsurers also benefits the Consolidated entity in its regulatory capital calculations. The capital risk charges vary with the grade of the reinsurers such that higher credit quality reinsurance counterparties incur lower regulatory capital charges.

The following table provides information regarding the credit risk relating to the reinsurance recoveries receivable on the outstanding claims balance, excluding other recoveries, based on Standard & Poor's counterparty credit ratings. These rating allocations relate to balances accumulated from reinsurance programmes in place over a number of years and so will not necessarily align with the rating allocations noted above for the current programme.

CREDIT RATING	PARENT AND CONSOLIDATED	
	2016 % of total	2015 % of total
AA	95	100
A	5	-
Total	100	100

No separate provision for impairment has been recognised for the reinsurance recoveries on outstanding claims balance. The actuarial estimates include a credit risk component in the underlying balance and therefore no separate provision is required.

iii. Investments

The Consolidated entity is exposed to credit risk from investments in third parties where the Consolidated entity holds debt and similar securities issued by those entities.

The credit risk relating to investments is monitored and assessed, and maximum exposures are limited. The maximum exposure to credit risk loss as at reporting date is the carrying amount of the investments on the balance sheet as they are measured at fair value. The investments comprising assets backing insurance liabilities are restricted to investment grade securities.

The following table provides information regarding the credit risk relating to the interest bearing investments based on Standard & Poor's counterparty credit ratings.

CREDIT RATING	PARENT AND CONSOLIDATED	
	2016 % of total	2015 % of total
AAA	45	54
AA	48	40
A	7	6
Total	100	100

LIQUIDITY RISK

a. NATURE OF THE RISK AND HOW MANAGED

Liquidity risk is concerned with the risk of there being insufficient cash resources to meet payment obligations without affecting the daily operations or the financial condition of the Consolidated entity. Liquidity facilitates the ability to meet expected and unexpected requirements for cash. The liquidity position is derived from operating cash flows, investment portfolios and access to outside sources of liquidity such as bank lines of credit, reinsurance arrangements and other sources.

The Consolidated entity complies with Group liquidity risk management practices, which include a Group policy, and has the framework and procedures in place to ensure an adequate and appropriate level of monitoring and management of liquidity.

Underwriting insurance contracts exposes the Consolidated entity to liquidity risk through the obligation to make payments of unknown amounts on unknown dates. The assets backing insurance liabilities consist predominantly of government securities (the most liquid of securities) and other very high quality securities which can generally be readily sold or exchanged for cash. The assets are managed so as to effectively match the maturity profile of the assets with the expected pattern of claims payments. The debt securities are restricted to investment grade securities with concentrations of investments managed by various criteria including: issuer, industry, geography and credit rating.

b. LIQUIDITY RISK EXPOSURE

The breakdown of the fixed term investments are provided by expected maturity. Actual maturities may differ from expected maturities because certain counterparties have the right to call or prepay certain obligations with or without call or prepayment penalties.

A maturity analysis of the estimated net discounted outstanding claims liability based on the remaining term to payment at the reporting date and the investments that have a fixed term is provided in the table below.

This maturity profile is a key tool used in the investment of assets backing insurance liabilities in accordance with the policy of broadly matching the maturity profile of the assets with the estimated pattern of claims payments.

MATURITY ANALYSIS	NET DISCOUNTED OUTSTANDING CLAIMS LIABILITY		PARENT AND CONSOLIDATED INVESTMENTS	
	2016	2015	2016	2015
	\$000	\$000	\$000	\$000
Floating interest rate (at call)	-	-	67,060	71,293
Within 1 year or less	945,365	1,118,360	170,582	486,019
Within 1 to 2 years	99,281	365,560	660,809	459,328
Within 2 to 3 years	22,880	125,922	240,791	377,158
Within 3 to 4 years	15,365	13,603	219,089	160,249
Within 4 to 5 years	15,151	11,574	39,366	144,667
Over 5 years	6,141	-	6,184	-
Total	<u>1,104,183</u>	<u>1,635,019</u>	<u>1,403,881</u>	<u>1,698,714</u>

Financial liabilities including derivative liabilities, trade and other payables and related party payables are all due to mature within one year.

Timing of future claim payments is inherently uncertain. The table above represents estimated timing.

V. Operational Risk

Operational risk is the risk of loss resulting from inadequate or failed internal processes, people and systems or from external events. Operational risk can impact other risk categories. When controls fail, an operational risk incident can cause injury, damage to reputation, have legal or regulatory implications or can lead to financial loss. The Consolidated entity does not aim to eliminate all operational risks, but manages these by initiating an appropriate control framework and by monitoring and managing the potential risks.

The Group Risk Management Strategy (RMS) includes consideration of operational risk. Operational risk is identified and assessed on an ongoing basis and the capital management strategy includes consideration of operational risk. Management and staff are responsible for identifying, assessing and managing operational risks in accordance with their roles and responsibilities. The Group has an internal audit function which monitors processes and procedures surrounding operational risk.

NOTE 4. ANALYSIS OF INCOME

	PARENT		CONSOLIDATED	
	2016	2015	2016	2015
	\$000	\$000	\$000	\$000
A. GENERAL INSURANCE REVENUE				
Gross written premium	1,976,186	1,538,739	1,976,186	1,538,739
Movement in unearned premium liability	15,069	19,975	15,069	19,975
Premium revenue	1,991,255	1,558,714	1,991,255	1,558,714
Reinsurance and other recoveries revenue	445,212	226,485	445,212	226,485
Reinsurance commission revenue	145,419	25,786	145,419	25,786
Total general insurance revenue	2,581,886	1,810,985	2,581,886	1,810,985
B. INVESTMENT INCOME				
Dividend revenue	589	197	589	197
Interest revenue	70,333	83,232	70,455	83,469
Trust revenue	14,608	34,390	14,608	34,390
Total investment revenue	85,530	117,819	85,652	118,056
Realised net gains and (losses)	(9,818)	(15,531)	(9,818)	(15,531)
Unrealised net gains and (losses)	(6,754)	27,157	(7,066)	27,141
Total investment income	68,958	129,445	68,768	129,666
Represented by				
Investment income on assets backing insurance liabilities	57,285	70,444	57,285	70,444
Investment income on shareholder's funds	11,673	59,001	11,483	59,222
	68,958	129,445	68,768	129,666
C. FEE AND OTHER INCOME				
Fee based revenue	-	-	4,516	9,053
Gain on sale of subsidiary	25,636	-	19,998	-
Total fee and other income	25,636	-	24,514	9,053
Total income	2,676,480	1,914,644	2,675,168	1,923,918

NOTE 5. ANALYSIS OF EXPENSES

	PARENT		CONSOLIDATED	
	2016	2015	2016	2015
	\$000	\$000	\$000	\$000
Underwriting, fee based, corporate and other expenses include the following:				
Amortisation of intangible assets	11,075	7,013	11,306	7,638
Bad debts written off	(104)	101	(104)	101
Commissions	222,017	165,562	222,017	165,562
Depreciation - plant and equipment	12,218	9,330	12,279	9,591
Directors' fees	490	485	490	485
Operating lease costs	27,122	20,395	27,205	20,556
Software costs	3,046	3,029	3,046	3,029
(Gain)/Loss on sale of plant and equipment	272	571	272	571
Restructuring costs	7,503	3,908	7,503	3,908
Share based remuneration expense	1,759	3,140	1,759	3,140
Defined contribution superannuation expense	10,278	7,091	10,428	7,541
Employee benefit expense	367,393	298,684	370,066	301,830

NOTE 6. ACQUISITIONS AND DISPOSALS OF BUSINESS

A. ACQUISITION OF SUBSIDIARIES

On 14 December 2015 the insurance businesses of AMI Insurance Ltd (AMI) and Lumley General Insurance (N.Z.) Ltd (Lumley) were sold to IAG NZ. As such, all insurance business for the NZ Group is underwritten by IAG NZ. The overall impact of acquisition on the Company was an increase in net assets of \$320.2m, additional share capital of \$798.6 m and creation of a negative general reserve within equity of \$478.4m.

B. DISPOSAL OF SUBSIDIARIES

On 31 December 2015, the Company sold its broker business, Runacres & Associates Limited, to AUB Group NZ Limited for \$36.0 million. The net gain on disposal of \$25.6m (for the Company) and \$20.0 million (Consolidated Entity) has been included in the Fee and other income in statement of comprehensive income.

	PARENT \$000	CONSOLIDATED \$000
2016		
Sale proceeds		
Cash consideration	36,000	36,000
Transaction costs	(987)	(987)
	35,013	35,013
The carrying value of net assets of businesses disposed		
Investments in subsidiaries	9,377	-
Cash and cash equivalents	-	8,415
Trade and other receivables	-	10,882
Property, plant and equipment	-	621
Goodwill and intangibles (including software development)	-	8,878
Other assets	-	43
Trade and other payables	-	(13,533)
Deferred tax liabilities	-	(291)
Net identifiable assets disposed during the financial year	9,377	15,015
Net gain on disposal	25,636	19,998

NOTE 7. REMUNERATION OF AUDITOR

	2016 \$000	PARENT 2015 \$000	2016 \$000	CONSOLIDATED 2015 \$000
Audit of the financial statements	1,271	708	1,280	725
Audit of statutory returns in accordance with regulatory requirements	73	73	73	73
Other assurance services	19	19	19	19
Total remuneration of auditor	1,363	800	1,372	817

Other assurance services relate to a limited assurance engagement regarding contractual obligations under an agency agreement.

NOTE 8. INCOME TAX

	PARENT		CONSOLIDATED	
	2016	2015	2016	2015
	\$000	\$000	\$000	\$000
A. INCOME TAX EXPENSE				
Current tax	1,467	298	1,467	298
Deferred tax	23,316	(237,180)	23,611	(235,887)
(Over)/under provided in prior year	1,899	(2,617)	1,758	(2,617)
Income tax expense/(credit)	<u>26,682</u>	<u>(239,499)</u>	<u>26,836</u>	<u>(238,206)</u>
B. INCOME TAX RECONCILIATION				
The income tax for the financial year differs from the amount calculated on the profit/(loss) before income tax. The differences are reconciled as follows:				
Profit/(loss) for the year before income tax	<u>65,952</u>	<u>(834,314)</u>	<u>61,011</u>	<u>(830,637)</u>
Income tax calculated at 28% (2015-28%)	18,467	(233,608)	17,083	(232,578)
Amounts which are not deductible/(taxable) in calculating taxable income				
Capital profits/(losses) not subject to income tax	(7,178)	-	(5,599)	-
Amortisation of intangible assets	-	-	14	258
Effect of overseas investment tax regime	11,702	(3,810)	11,702	(3,810)
Foreign withholding tax	1,467	298	1,467	298
Non-deductible expenses	537	315	623	320
Other	(212)	(77)	(212)	(77)
Income tax expense/(credit) applicable to current year	24,783	(236,882)	25,078	(235,589)
Adjustment relating to prior year	1,899	(2,617)	1,758	(2,617)
Income tax expense/(credit) attributable to profit/(loss) for the year	<u>26,682</u>	<u>(239,499)</u>	<u>26,836</u>	<u>(238,206)</u>
C. DEFERRED TAX ASSETS				
Depreciation	15,424	4,028	15,424	4,028
Deferred acquisition costs	(55,814)	(41,359)	(55,814)	(41,359)
Tax losses	467,030	535,493	467,030	534,199
Other	17,469	11,641	17,469	11,420
	<u>444,109</u>	<u>509,803</u>	<u>444,109</u>	<u>508,288</u>
D. IMPUTATION CREDITS				
Imputation credits at the beginning of the financial year	2,828	2,751	3,276	3,199
Sale of subsidiary	-	-	(448)	-
Imputation credits attached to dividends received	212	77	212	77
Imputation credits at the end of the financial year	<u>3,040</u>	<u>2,828</u>	<u>3,040</u>	<u>3,276</u>
The imputation credits are available to shareholders of the Company:				
Through the Company	3,040	2,828	3,040	2,828
Through subsidiaries	-	-	-	448
	<u>3,040</u>	<u>2,828</u>	<u>3,040</u>	<u>3,276</u>

Tax losses have been recognised as a deferred tax asset since it is considered probable, based on profit forecasts, that the losses will be offset against future taxable income.

NOTE 9. CLAIMS

A. NET CLAIMS EXPENSE IN THE STATEMENT OF COMPREHENSIVE INCOME

Current year claims relate to claim events that occurred in the current financial year. Prior year claims relate to a reassessment of the claim events that occurred in all previous financial periods.

				PARENT AND CONSOLIDATED		
	2016			2015		
	Current year	Prior years	Total	Current year	Prior years	Total
	\$000	\$000	\$000	\$000	\$000	\$000
Gross claims - undiscounted	1,033,362	(38,866)	994,496	734,708	1,205,193	1,939,901
Discount	(3,914)	30,471	26,557	(3,122)	51,057	47,935
Gross claims - discounted	1,029,448	(8,395)	1,021,053	731,586	1,256,250	1,987,836
Reinsurance and other recoveries - undiscounted	(244,819)	(193,387)	(438,206)	(105,828)	(81,579)	(187,407)
Discount	4,398	(11,404)	(7,006)	617	(39,695)	(39,078)
Reinsurance and other recoveries - discounted	(240,421)	(204,791)	(445,212)	(105,211)	(121,274)	(226,485)
Net claims expense	789,027	(213,186)	575,841	626,375	1,134,976	1,761,351

The prior years net claims expense substantially pertains to a revision of the expected cost of the Canterbury earthquakes that occurred in the year ended 30 June 2011.

B. OUTSTANDING CLAIMS LIABILITY RECOGNISED ON THE BALANCE SHEET

	PARENT AND CONSOLIDATED	
	2016	2015
	\$000	\$000
I. Composition of gross outstanding claims liability		
Gross central estimate - undiscounted	1,524,544	2,184,634
Claims handling costs	27,683	26,977
Risk margin	98,580	345,440
	1,650,807	2,557,051
Discount to present value	(55,618)	(41,918)
Gross outstanding claims liability - discounted	1,595,189	2,515,133

The outstanding claims liability includes \$351.2 million (2015 - \$818.5 million) which is expected to be settled more than 12 months from the reporting date.

II. Reconciliation of movements in discounted outstanding claims liability

	2016			PARENT AND CONSOLIDATED 2015		
	Gross	Reinsurance and other recoveries	Net	Gross	Reinsurance and other recoveries	Net
	\$000	\$000	\$000	\$000	\$000	\$000
Balance at the beginning of the financial year	2,515,133	(880,114)	1,635,019	2,514,469	(1,134,234)	1,380,235
Movement in the prior year central estimate	304,978	(171,933)	133,045	1,097,005	(141,144)	955,861
Current year claims incurred	1,033,593	(261,237)	772,356	720,493	(60,204)	660,289
Claims paid/recoveries received	(2,318,789)	996,296	(1,322,493)	(1,987,158)	480,644	(1,506,514)
Movement in discounting	65,219	(39,779)	25,440	82,694	(31,891)	50,803
Movement in risk margin	(382,737)	27,738	(354,999)	87,630	6,715	94,345
Addition through business acquisition	377,792	(161,977)	215,815	-	-	-
Balance at the end of the financial year	1,595,189	(491,006)	1,104,183	2,515,133	(880,114)	1,635,019

III. Central estimate and risk margin

a. REPORTING DATE VALUES

	PARENT AND CONSOLIDATED	
	2016	2015
	%	%
The percentage risk margin applied to the net outstanding claims liability (excluding Canterbury earthquake claims)	12.0	11.4
The probability of adequacy of the risk margin	<u>87.5</u>	<u>87.5</u>

b. PROCESS

The outstanding claims liability is determined based on three building blocks being:

- a central estimate of the future cash flows;
- discounting for the effect of the time value of money; and
- a risk margin for uncertainty.

i. Future cash flows

The estimation of the outstanding claims liability is based on a variety of actuarial techniques that analyse experience, trends and other relevant factors. The expected future payments include those in relation to claims reported but not yet paid or not yet paid in full, claims incurred but not enough reported (IBNER), claims incurred but not reported (IBNR) and the anticipated direct and indirect claims handling costs.

The estimation process involves using the Consolidated entity's specific data, relevant industry data and more general economic data. Each class of business is usually examined separately and the process involves consideration of a large number of factors. These factors may include the risks to which the business is exposed at a point in time, claim frequencies and average claim sizes, historical trends in the incidence and development of claims reported and finalised, legal, social and economic factors that may impact upon each class of business, the key actuarial assumptions set out in section IV and the impact of reinsurance and other recoveries.

Different actuarial valuation models are used for different claims types and lines of business. The selection of the appropriate actuarial model takes into account the characteristics of a claim type and class of business and the extent of the development of each accident period.

The estimation of the outstanding claims liability for the Canterbury earthquake events has been determined using a number of techniques. Reported claims are grouped together by various factors such as claimant, risk class, land damage zone and repair or rebuild status. Estimates of IBNR and IBNER are made based on observed average costs and development of similar claimants. The estimation of these claims has a greater degree of uncertainty than non earthquake claims, including the ultimate contribution to the cost of these events by the Earthquake Commission (EQC) in terms of its statutory liability under the provisions of the Earthquake Commission Act 1993.

The outstanding claims estimates make a specific allowance for the apportionment of the ultimate cost of commercial and residential claims across the three main Canterbury earthquake events. The apportionment methodology takes into consideration land damage information and specific engineering advice.

ii. Discounting

Projected future claims payments, both gross and net of reinsurance and other recoveries, and associated claims handling costs are discounted to a present value using appropriate risk free discount rates.

iii. Risk margin

The central estimate of the outstanding claims liability is an estimate which is intended to contain no deliberate or conscious over or under estimation and is commonly described as providing the mean of the distribution of future cash flows. It is considered appropriate to add a risk margin to the central estimate in order for the claims liability to have an increased probability of adequacy. The risk margin refers to the amount by which the liability recognised in the financial statements is greater than the actuarial central estimate of the liability.

As at 30 June 2016, the central estimates of the outstanding claims liability for IAG NZ was reviewed by Christian Barrington (Fellow of the New Zealand Society of Actuaries) of IAG New Zealand Limited. The methodology used was peer reviewed by Ernst & Young.

There were no qualifications contained in the actuarial report although the actuary has emphasised the level of uncertainty in the earthquake claims cost estimates, especially with regard to the apportionment of claims costs between the multiple events. The actuary was satisfied as to the nature, sufficiency and accuracy of the data used to determine the outstanding claims liability.

Uncertainties surrounding the outstanding claims liability estimation process include those relating to the data, actuarial models and assumptions, the statistical uncertainty associated with a general insurance claims runoff process, and risks external to the NZ Group, for example, the continued number of claims going over-cap from the EQC, the impact of future legislative reform and legal judgements arising out of the Canterbury earthquake events. Uncertainty from these sources is examined for each class of business and expressed as a volatility measure relative to the net central estimate. The volatility measure for each class is derived after consideration of stochastic modelling and benchmarking to industry analysis. Certain product classes may be subject to the emergence of new types of latent claims and such uncertainties are considered when setting the volatility, and hence the risk margin appropriate for those classes.

The measure of the volatility is referred to as the coefficients of variation (CoV). The CoV is defined as the standard deviation of the

distribution of future cash flows divided by the mean.

Short tail classes of business have relatively lower levels of volatility.

The risk margin required to provide a given probability of adequacy for two or more classes of business or for two or more geographic locations combined is likely to be less than the sum of the risk margins for the individual classes. This reflects the benefit of diversification in general insurance.

The measure of the diversification benefit is referred to as correlation. The higher the correlation between two classes of business, the more likely it is that a negative outcome in one class will correspond to a negative outcome in the other class. The correlations adopted are normally derived from industry analysis, historical experience and the judgement of experienced and qualified actuaries.

The determination of the overall risk margin takes into account the volatility of each class of business and the correlations between the lines of business. The current risk margin, which has been determined after assessing the inherent uncertainty in the central estimate and the prevailing market environment, results in an overall probability of adequacy for the outstanding claims liability of 87.5%. For determining the gross risk margin for the Canterbury earthquake events the risks of further deterioration in claim costs, the continued number of claims going over-cap from the EQC and the impact of apportionment has been considered across the 4 September 2010, 22 February 2011 and 13 June 2011 earthquakes. The net risk margin has taken into consideration the impact of the adverse development cover, Wesfarmer's Indemnity and latent claims for the Company.

IV. Actuarial assumptions

The following ranges of key actuarial assumptions were used in the measurement of outstanding claims and recoveries, where appropriate, at the reporting date. Specific monetary reserves have been allocated to the earthquake events for inflation and claims handling.

ASSUMPTION

	CANTERBURY EARTHQUAKE CLAIMS	EXCLUDING CANTERBURY EARTHQUAKE CLAIMS
2016		
Discounted average term to settlement	0.5 years	0.9 years
Inflation rate	1.70%	1.70%
Discount rate	1.84%-2.25%	1.84%-2.25%
Claims handling costs ratio	n/a	5.10%-10.0%
2015		
Discounted average term to settlement	0.9 years	0.8 years
Inflation rate	2.00%	2.00%
Discount rate	2.39%-2.96%	2.39%-2.96%
Claims handling costs ratio	n/a	0.80%-5.10%

PROCESS USED TO DETERMINE ASSUMPTIONS

A description of the key assumptions and the processes used to determine those assumptions is provided below.

i. Discounted average term to settlement

The discounted average term to settlement relates to the expected payment pattern for claims (inflated and discounted). It is calculated by class of business and is generally based on historical settlement patterns. The discounted average term to settlement, while not itself an assumption, provides a summary indication of the future cash flow pattern.

ii. Inflation rate

Insurance costs are subject to inflationary pressures. Economic inflation assumptions are set by reference to current economic indicators.

iii. Discount rate

The discount rate is derived from market yields on government securities.

iv. Claims handling costs ratio

The future claims handling costs ratio is generally calculated with reference to the historical experience of claims handling costs as a percentage of past payments. Claims handling costs in relation to Canterbury earthquake events have been estimated separately, taking into account the best information available at the reporting date.

V. The effect of changes in assumptions

a. GENERAL IMPACT OF CHANGES

i. Discounted average term to settlement

A decrease in the discounted average term to settlement would reflect claims being paid sooner than anticipated and so would increase the claims expense. Note that this sensitivity test only extends or shortens the term of the payments assumed in the valuation, without changing the total nominal amount of the payments.

ii. Inflation rates

Expected future payments are inflated to take account of inflationary increases. An increase or decrease in the assumed levels of economic inflation will have a corresponding decrease or increase on profit and loss.

iii. Discount rate

The outstanding claims liability is calculated with reference to expected future payments. These payments are discounted to adjust for the time value of money. An increase or decrease in the assumed discount rate will have a corresponding increase or decrease on profit and loss.

iv. Claims handling costs ratio

An increase in the ratio reflects an increase in the estimate for the internal costs of administering claims. An increase or decrease in the ratio assumption will have a corresponding decrease or increase on profit and loss.

b. SENSITIVITY ANALYSIS OF CHANGES

The impact on the profit and loss before income tax to changes in key actuarial assumptions is summarised below. Each change has been calculated in isolation of the other changes and is stated net of reinsurance recoveries. The movements are stated in absolute terms where the base assumption is a percentage, for example, if the base inflation rate assumption was 3.5%, a 1% increase would mean assuming a 4.5% inflation rate.

The impact on comprehensive income is disclosed for each of the key assumptions:

ASSUMPTION	MOVEMENT IN ASSUMPTION	CANTERBURY EARTHQUAKE CLAIMS \$000	PARENT AND CONSOLIDATED EXCLUDING CANTERBURY EARTHQUAKE CLAIMS \$000
2016			
Discounted average term to settlement	+1 Month	(1,219)	(634)
	-1 Month	1,221	635
Inflation rate	+1%	5,679	5,473
	-1%	(5,512)	(5,117)
Discount rate	+1%	(5,512)	(5,117)
	-1%	5,679	5,473
Claims handling costs ratio	+1%	n/a	4,332
	-1%	n/a	(4,332)
2015			
Discounted average term to settlement	+1 Month	2,662	432
	-1 Month	(2,669)	(433)
Inflation rate	+1%	(9,088)	(1,097)
	-1%	8,869	1,063
Discount rate	+1%	8,869	1,063
	-1%	(9,088)	(1,097)
Claims handling costs ratio	+1%	n/a	(4,977)
	-1%	n/a	4,977

NOTE 10. REINSURANCE AND OTHER RECOVERIES ON OUTSTANDING CLAIMS

	2016 \$000	PARENT AND CONSOLIDATED 2015 \$000
A. REINSURANCE AND OTHER RECOVERIES RECEIVABLE ON OUTSTANDING CLAIMS		
Expected reinsurance and other recoveries receivable on outstanding claims - undiscounted	508,659	896,116
Discount to present value	(17,653)	(16,002)
Expected reinsurance and other recoveries receivable on outstanding claims - discounted	491,006	880,114

The carrying value of reinsurance recoveries and other recoveries includes \$192.4 million (2015 - \$275.9 million) which is expected to be settled more than 12 months from the reporting date.

The reinsurance recoveries receivable on outstanding claims includes \$3.0 million (2015 - \$666.2 million) recoverable from IAG Re Labuan (L) Berhad and \$236.4 million (2015 - \$183.4 million) from IAG Re Singapore Pte Limited.

Wesfarmers Limited has provided an indemnity in favour of the Company in respect of escalation of the ultimate earthquake claims costs arising from the February 2011 event. This indemnity is only in relation to historical Lumley earthquake claims. The Canterbury earthquake reserves are subject to a number of uncertainties explained in Note 9. The indemnity immunises the Company against any subsequent adverse development of Lumley's 22 February 2011 Canterbury earthquake claims costs.

B. ACTUARIAL ASSUMPTIONS

The measurement of reinsurance and other recoveries on outstanding claims is an inherently uncertain process involving estimates. The amounts are generally calculated using actuarial assumptions and methods similar to those used for the outstanding claims liability (refer to section IV of the claims note).

Where possible, the valuation of reinsurance recoveries is linked directly to the valuation of the gross outstanding claims liability. Accordingly, the valuation of outstanding reinsurance recoveries is subject to similar risks and uncertainties as the valuation of the outstanding claims liability. Significant individual losses (for example those relating to catastrophe events) are analysed on a case by case basis for reinsurance purposes.

C. THE EFFECT OF CHANGES IN ASSUMPTIONS

The effect of changes in assumptions on the net outstanding claims liability, which incorporates the reinsurance recoveries on outstanding claims and other recoveries receivable, is disclosed in the claims note.

D. RISK MANAGEMENT

The Group has in place a dedicated risk management function responsible for the development and maintenance of the risk management framework. The framework includes a written Reinsurance Management Strategy (REMS) which sets out key elements of the reinsurance management framework, processes for setting and monitoring the Maximum Event Retention (MER), processes for selecting, implementing, monitoring and reviewing reinsurance arrangements and identification, roles and responsibilities of those charged with managerial responsibility for the reinsurance management framework. The REMS is updated annually and approved by the IAG Group Board.

E. REINSURANCE PROGRAMME

Risks underwritten are reinsured in order to limit exposure to losses, stabilise earnings, protect capital resources and ensure efficient control and spread of the risks underwritten. The Company has its own reinsurance programme and determines its own risk limits. To facilitate the reinsurance process, manage counterparty exposure and create economies of scale, the IAG Group has established a captive reinsurance operation. This operation acts as the reinsurer for the Group by being the main buyer of the Group's outwards reinsurance programme. The reinsurance operation is intended to manage reinsurance and earnings volatility and the IAG Group's exposure to catastrophe risk. The operation retains a portion of the intercompany business it assumes and retrocedes (passes on) the remainder to external reinsurers.

While a large portion of the business ceded by the Company is reinsured with the Group's captive reinsurance operation, the Company purchases additional reinsurance protection outside the Group. This generally relates to facultative reinsurance covers.

The reinsurance operation purchases reinsurance on behalf of the Company to cover a maximum return period of the Reserve Bank of New Zealand's (RBNZ) requirement of 1:1000 year event. Dynamic financial analysis modelling is used to determine the optimal level to which reinsurance should be purchased for capital efficiency, compared with the cost and benefits of covers available in the market.

The reinsurance programmes consist of a combination of the following reinsurance protection:

- A Group Catastrophe cover which is placed in line with the strategy of buying to at least the level of a 1:1000 year event on a modified whole of portfolio basis. Covers purchased are dynamic, the maximum event retention (MER) changes as total requirements change and as the reinsurance purchase strategy evolves.
- A Surplus cover, which provides "per risk" protection for the commercial property and engineering businesses.
- Excess of loss reinsurance for casualty, marine, motor and property portfolios.
- With effect from 1 July 2015 the Company has entered into a whole of account 20% quota share agreement. For the period 1 July 2015 to 31 March 2016, the quota share agreement was with IAG Re Singapore Pte Limited. With effect 1 April 2016, the quota share agreement is with National Indemnity Company. The Company ceded 20% of Gross Written Premium and has recovered 20% of all claims during the year. The Company was also reimbursed for its share of operating costs and received a percentage based fee of the premium ceded.
- The Company has also purchased adverse development cover (ADC) which provides \$900 million of additional protection against the Canterbury Earthquakes effective 1 January 2016.

NOTE 11. DEFERRED INSURANCE ASSETS

	PARENT AND CONSOLIDATED	
	2016	2015
	\$000	\$000
A. DEFERRED ACQUISITION COSTS		
Reconciliation of movements		
Deferred acquisition costs at the beginning of the financial year	147,729	154,957
Acquisition costs deferred	161,144	147,729
Amortisation charged to profit	(162,389)	(154,957)
Addition through business acquisition	52,853	-
Deferred acquisition costs at the end of the financial year	<u>199,337</u>	<u>147,729</u>
B. DEFERRED OUTWARDS REINSURANCE EXPENSE		
Reconciliation of movements		
Deferred outwards reinsurance expense at the beginning of the financial year	394,206	303,726
Reinsurance expenses deferred	526,510	394,206
Amortisation charged to profit	(474,118)	(303,726)
Addition through business acquisition	79,912	-
Deferred outwards reinsurance expense at the end of the financial year	<u>526,510</u>	<u>394,206</u>

NOTE 12. UNEARNED PREMIUM LIABILITY

	PARENT AND CONSOLIDATED	
	2016	2015
	\$000	\$000
A. RECONCILIATION OF MOVEMENTS		
Unearned premium liability at the beginning of the financial year	692,028	709,754
Deferral of premiums on contracts written	780,909	692,028
Earning of premiums written in previous financial years	(791,487)	(709,754)
Additions through business acquisition	385,594	-
Unearned premium liability at the end of the financial year	<u>1,067,044</u>	<u>692,028</u>
B. LIABILITY ADEQUACY TEST		

The liability adequacy test has been conducted using the central estimate of the premium liabilities, together with an appropriate margin for uncertainty. The test is based on prospective information and so is heavily dependent on assumptions and judgements.

The liability adequacy test at reporting date resulted in a surplus for the Company for which additional information is provided in the table below (2015 - surplus).

	PARENT AND CONSOLIDATED	
	2016	2015
	\$000	\$000
Net central estimate of present value of expected future cash flows from future claims	491,962	274,293
Risk margin of the present value of expected future cash flows	<u>13,289</u>	<u>7,431</u>
	<u>505,251</u>	<u>281,724</u>
Risk margin percentage	2.6%	2.7%
Probability of adequacy	60.0%	60.0%

The probability of adequacy applied for the purposes of the liability adequacy test differs from the probability of adequacy determined for the outstanding claims liability. The reason for this difference is that the former is in effect an impairment test used only to test the sufficiency of net premium liabilities whereas the latter is a measurement accounting policy used in determining the carrying value of the outstanding claims liability carried on the balance sheet.

NOTE 13. INVESTMENTS

	2016	PARENT	2016	CONSOLIDATED
	\$000	2015	\$000	2015
		\$000	\$000	\$000
A. COMPOSITION				
I. Interest bearing investments				
Cash and short term money held in investment	67,060	71,293	67,060	71,293
Government and semi-government bonds	638,839	648,454	638,839	648,454
Corporate bonds and notes	697,982	946,917	697,982	946,917
Subordinated securities	-	32,050	-	32,050
	<u>1,403,881</u>	<u>1,698,714</u>	<u>1,403,881</u>	<u>1,698,714</u>
II. Equity investments				
Listed	-	-	1,631	1,728
Unlisted	563,796	471,835	563,796	471,835
	<u>563,796</u>	<u>471,835</u>	<u>565,427</u>	<u>473,563</u>
	<u>1,967,677</u>	<u>2,170,549</u>	<u>1,969,308</u>	<u>2,172,277</u>

B. DETERMINATION OF FAIR VALUE

The table below separates the total investments balance based on a hierarchy that reflects the significance of the inputs used in the determination of fair value. The fair value hierarchy has the following levels:

I. Level 1 quoted prices

Quoted prices (unadjusted) in active markets for identical assets and liabilities are used.

II. Level 2 other observable inputs

Valued using inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (as prices) or indirectly (derived from prices), including: quoted prices in active markets for similar assets or liabilities, quoted prices in markets in which there are few transactions for identical or similar assets or liabilities, and other inputs that are not quoted prices but are observable for the asset or liability, for example interest rate yield curves observable at commonly quoted intervals.

III. Level 3 unobservable inputs

Inputs for the asset or liability that are not based on observable market data (unobservable inputs) are used.

Where the determination of fair value for an instrument involves inputs from more than one category, the level within which the instrument is categorised in its entirety is determined on the basis of the lowest level input that is significant to the fair value measurement in its entirety.

	LEVEL 1	LEVEL 2	LEVEL 3	CONSOLIDATED
	\$000	\$000	\$000	TOTAL
				\$000
2016				
Interest bearing investments	559,988	843,893	-	1,403,881
Equity investments	<u>1,631</u>	<u>563,796</u>	-	<u>565,427</u>
	<u>561,618</u>	<u>1,407,689</u>	-	<u>1,969,308</u>
2015				
Interest bearing investments	686,750	1,011,964	-	1,698,714
Equity investments	<u>1,728</u>	<u>471,835</u>	-	<u>473,563</u>
	<u>688,478</u>	<u>1,483,799</u>	-	<u>2,172,277</u>

The Consolidated entity's policy is to recognise transfers into and transfers out of fair value hierarchy levels as at the end of the reporting period.

NOTE 14. RECEIVABLES

	2016	PARENT	CONSOLIDATED	
	\$000	2015	2016	2015
		\$000	\$000	\$000
COMPOSITION				
I. Premium receivable				
Premium receivable	675,881	439,890	675,881	439,890
Provision for lapses	(6,292)	(8,480)	(6,292)	(8,480)
Premium receivable	<u>669,589</u>	<u>431,410</u>	<u>669,589</u>	<u>431,410</u>
II. Trade and other receivables				
Reinsurance recoveries on paid claims	435,754	64,088	435,754	64,088
Investment income receivable	13,043	12,195	13,043	12,195
Investment transactions not yet settled at reporting date	828	-	828	-
Other debtors	6,414	15,010	6,414	26,830
Trade and other receivables	<u>456,039</u>	<u>91,293</u>	<u>456,039</u>	<u>103,113</u>
	<u>1,125,628</u>	<u>522,703</u>	<u>1,125,628</u>	<u>534,523</u>

Reinsurance and other recoveries on paid claims includes \$43.7 million (2015 - \$15.1 million) recoverable from IAG Re Singapore Pte Limited and \$377.1 million (2015 - \$21.7 million) recoverable from IAG Re Labuan (L) Berhad.

Under the agreement with National Indemnity Company, the Company has a right of offset, and settles on a net basis. At 30 June 2016, the Company has offset receivables due under the contract of \$125.4 million with the reinsurance premium payable of \$219.3 million. The net payable is included within the reinsurance premium payable balance. The relevant cash flows pertaining to the contract have been presented on a gross basis within the cash flow statement.

NOTE 15. INTANGIBLE ASSETS

	CONSOLIDATED		
	Software development expenditure	Customer relationships	Total
	\$000	\$000	\$000
2016			
A. COMPOSITION			
Cost	163,585	-	163,585
Accumulated amortisation and impairment	(114,640)	-	(114,640)
Balance at the end of the financial year	<u>48,945</u>	<u>-</u>	<u>48,945</u>
B. RECONCILIATION OF MOVEMENTS			
Balance at the beginning of the financial year	13,482	2,166	15,648
Additions acquired and developed	24,305	-	24,305
Additions through business acquisition	57,222	-	57,222
Disposal through sale of businesses	-	(5,790)	(5,790)
Amortisation*	(11,075)	(231)	(11,306)
Accelerated amortisation and impairment	(34,989)	-	(34,989)
Accumulated amortisation - disposed through the sale of business	-	3,855	3,855
Balance at the end of the financial year	<u>48,945</u>	<u>-</u>	<u>48,945</u>

	CONSOLIDATED		
	** Software development expenditure \$000	Customer relationships \$000	Total \$000
2015			
C. COMPOSITION			
Cost	71,800	5,980	77,780
Accumulated amortisation	(58,318)	(3,814)	(62,132)
Balance at the end of the financial year	<u>13,482</u>	<u>2,166</u>	<u>15,648</u>
D. RECONCILIATION OF MOVEMENTS			
Balance at the beginning of the financial year	14,155	2,601	16,756
Additions acquired and developed	6,340	-	6,340
Additions through business acquisition	-	190	190
Amortisation*	(7,013)	(625)	(7,638)
Balance at the end of the financial year	<u>13,482</u>	<u>2,166</u>	<u>15,648</u>

* Amortisation of software development is included under other underwriting expenses and amortisation of customer relationships is included under fee based, corporate and other expenses in the Statement of Comprehensive Income.

The only intangible asset of the parent is software development expenditure.

E. AMORTISATION RATES (% per annum)

33.33% 12.0 - 20%

F. EXPLANATORY NOTES FOR INTANGIBLE ASSETS

I. Software development expenditure

The software development expenditure asset comprises internally generated assets.

II. Acquired intangible assets

CUSTOMER RELATIONSHIPS

This represents the amount paid to the vendor for the value of the customer relationships developed prior to acquisition. A fall in renewal rates may lead to a reduction in the useful life of the asset and a commensurate acceleration of the amortisation.

G. IMPAIRMENT TESTING

For each category an impairment trigger review was conducted and where necessary the recoverable amount of particular assets determined.

During the current financial year, a review was undertaken of the Company's current software platforms in the context of both the growing impact of digital disruption and IAG's overarching strategic priorities around simplification and scalability. As a result of this review, a reduction in the carrying value of capitalised software expenditure of \$35.0 million (2015 - nil) was recognised. The assets have a limited recoverable amount reflecting the rapid changes in technology and the diminishing useful life of software development expenditure. The impairment is recognised as a separate line item on the face of the statement of comprehensive income.

NOTE 16. GOODWILL

	PARENT		CONSOLIDATED	
	2016	2015	2016	2015
	\$000	\$000	\$000	\$000
A. COMPOSITION				
Goodwill	206,813	204,813	207,473	212,416
Accumulated impairment charges	-	-	-	-
Balance at the end of the financial year	<u>206,813</u>	<u>204,813</u>	<u>207,473</u>	<u>212,416</u>
B. RECONCILIATION OF MOVEMENTS				
Balance at the beginning of the financial year	204,813	204,813	212,416	212,361
Additional amounts arising from business acquisitions	2,000	-	2,000	55
Disposal through sale of business	-	-	(6,943)	-
Balance at the end of the financial year	<u>206,813</u>	<u>204,813</u>	<u>207,473</u>	<u>212,416</u>

The goodwill reported by the Company substantially arises from the purchase of New Zealand Insurance Limited (NZI) in 2003.

C. IMPAIRMENT ASSESSMENT

The impairment testing of goodwill involves the use of accounting estimates and assumptions. The recoverable amount of each cash generating unit is determined on the basis of value in use calculations. The value in use is calculated using a discounted cash flow methodology covering a ten year period with an appropriate terminal value at the end of year ten for each cash generating unit. The carrying value of identified intangible assets is deducted from the value generated from the cash flow projections to arrive at a recoverable value for goodwill which is then compared with the carrying value of goodwill.

There was no impairment charge recognised during the current or prior year.

Assumptions used

The following describes the key assumptions on which management has based its cash flow projections to undertake impairment testing of goodwill. There is no reasonably possible change in key assumptions that could cause the carrying value of goodwill to exceed the recoverable amount.

a. CASH FLOW FORECASTS

Cash flow forecasts are based on ten year business plans.

b. TERMINAL VALUE

Terminal value is calculated using a perpetuity growth formula based on the cash flow forecast for year ten, terminal growth rate in profit or premium and, where appropriate, terminal insurance margin. Terminal growth rates and insurance margins are based on past performance and management's expectations for future performance in each segment. The terminal growth rate assumptions used in the impairment assessment as at 30 June 2016 was 3.5% (2015 - 3.5%).

c. DISCOUNT RATE

Discount rates reflect a beta and equity risk premium appropriate to the Consolidated entity, risk adjusted where applicable. The pre-tax discount rate used was 14.3% (2015 - 14.9%).

NOTE 17. DETAILS OF SUBSIDIARIES

	PRINCIPAL ACTIVITY	OWNERSHIP INTEREST		BALANCE DATE
		2016	2015	
		%	%	
State Insurance Limited	Non-operating	100.00	100.00	30 June
Direct Insurance Services Limited	Non-operating	100.00	100.00	30 June
Runacres and Associates Limited	Insurance Intermediary	0.00	100.00	30 June
IAG (NZ) Share Plan Nominee Limited	Trustee of Staff Share Plan	100.00	100.00	30 June
The IAG New Zealand Limited Employee Share Plan	Share Plan Trust	100.00	100.00	30 June
Runacres Premium Funding Limited	Intermediary	0.00	100.00	30 June
NZI Staff Superannuation Fund Nominees Limited	Investment Nominee	100.00	100.00	30 June

NOTE 18. TRADE AND OTHER PAYABLES

	NOTE 20: TRADE AND OTHER PAYABLES			
		PARENT	CONSOLIDATED	
	2016 \$000	2015 \$000	2016 \$000	2015 \$000
COMPOSITION				
I. Trade creditors				
Commissions payable	11,274	8,314	11,274	8,314
Levies payable	56,364	43,722	56,364	43,722
Other	50,517	45,422	50,517	57,145
	118,155	97,458	118,155	109,181
II. Other payables				
Other creditors and accruals	55,256	43,145	56,882	46,862
Investment creditors	-	408	-	408
	173,411	141,011	175,037	156,451

Trade and other payables are unsecured and non interest-bearing. Amounts have not been discounted because the effect of the time value of money is not material. The carrying amount of payables is a reasonable approximation of the fair value of the liabilities because of the short-term nature of the liabilities.

NOTE 19. EMPLOYEE BENEFITS

		PARENT	CONSOLIDATED	
	2016	2015	2016	2015
	\$000	\$000	\$000	\$000
A. EMPLOYEE BENEFITS PROVISION				
Annual leave	17,170	14,789	17,170	14,943
Cash based incentive arrangements	19,863	20,369	19,863	20,447
Defined benefit superannuation plans	9,055	-	9,055	-
Defined benefit pension arrangement - unfunded	1,932	2,132	1,932	2,132
	<u>48,020</u>	<u>37,290</u>	<u>48,020</u>	<u>37,522</u>

The employee benefits provision includes \$10.7 million (2015 - \$1.8 million) which is expected to be settled after more than 12 months from reporting date.

B. CASH BASED INCENTIVE ARRANGEMENTS**Short term incentive plan**

The short term incentive plan continued in operation during the current reporting year. Eligible employees have the capacity to earn a proportion of their base pay as a cash incentive annually. The incentive opportunity is set depending on an employee's role and responsibilities. The majority of employees are eligible for a 10% or 20% cash incentive. The incentive payments are determined based on an assessment of individual performance and achievement of a range of business unit and individual goals.

NOTE 20. SHARE BASED REMUNERATION

The provision of share based remuneration creates a link between shareholder value creation and rewarding employees. Share based remuneration encourages employee share ownership, links employee reward to the performance of the Consolidated entity and assists with retention of key personnel. This type of remuneration encourages employees to focus on creating shareholder value over the longer term.

The obligations under share based payment arrangements are covered by the on market purchase of IAG ordinary shares which are held in trust. The shares are purchased on or near grant date at the prevailing market price. The arrangements are managed using in-house trusts. The trusts are administered by an external company.

The number of shares purchased to cover each allocation of shares or rights is determined by the trustee based on independent actuarial advice. The trusts allow for excess shares purchased in relation to one plan to be used to meet obligations of the other plans at the trustee's discretion.

Share based remuneration is provided through a range of different plans each of which has different purposes and different rules.

A. SENIOR MANAGEMENT AND EXECUTIVE SHARE PLANS

The senior management and executive share plan arrangements consist of two separate arrangements working together. These two arrangements are the Deferred Award Rights Plan and the Executive Performance Rights Plan which are detailed below.

I. Deferred Award Rights Plan

The Deferred Awards Rights Plan (DAR Plan) is the deferred portion of the short term incentive issued as rights over IAG ordinary shares.

Key terms and conditions:

- The rights are granted for nil consideration, are non transferable, and can be settled only with existing IAG ordinary shares. Holders do not receive dividends and do not have voting rights until the rights are exercised.
- The vesting condition is not market related and requires the participant to continue in relevant employment.
- Where the rights vest (the holder becomes entitled to exercise the right), the plan entitles participating employees to acquire one IAG ordinary share for each right. The exercise price of all vested rights is a nominal value of \$1 per tranche of rights exercised.
- The rights vest after a maximum two year period as determined by the IAG Group Board subject to the participants continuing in relevant employment for the full period. If there is a change of control of IAG, the IAG Group Board has discretion to determine if and when rights should vest.
- If the vesting condition is not met then the rights lapse. The rights also lapse where the holder chooses to forgo the rights, and all rights expire seven years from grant date where they have not previously lapsed or been exercised.

II. Executive Performance Rights Plan

The Executive Performance Rights Plan (EPR Plan) is the Group's long term incentive plan issued as rights over IAG ordinary shares.

Key terms and conditions:

- The rights are granted for nil consideration, are non transferable, and for Series 1 to 5 can be settled only with IAG ordinary shares. From Series 6 onwards, the rights may be settled in cash or IAG ordinary shares, subject to IAG Group Board discretion. Holders do not receive dividends and do not have voting rights until the rights are exercised.
- Where the rights vest (the holder becomes entitled to exercise the right), the EPR Plan entitles participating employees to acquire either one IAG ordinary share or its equivalent cash value as determined by the IAG Group Board for each right. There is no exercise price.

- Each allocation is split equally into two portions and is subject to different performance hurdles. The first vesting condition is not market related and requires the participant to continue relevant employment. The second set of vesting conditions is as follows:
 - 50% is subject to a return on equity hurdle (ROE allocation); and
 - 50% is subject to a total shareholder return hurdle (TSR allocation).

If a participant ceases employment with IAG before the performance conditions are tested, their unvested rights will generally lapse.

- Under the TSR allocation, IAG's TSR is assessed against the TSR of a peer group of entities. For allocations made prior to 30 June 2009, the peer group consists of entities in the S&P/ASX 100 Index and for allocations made after 30 June 2009, the peer group consists of entities in the top 50 industrials within the S&P/ASX 100 Index. The performance hurdle is set with a tiered vesting scale:
 - Maximum vesting of 100% if IAG's relative TSR is equal or larger than the 75th percentile of the peer group;
 - Minimum vesting of 0% if IAG's TSR is below the 50th percentile of the peer group.
- The ROE hurdle compares IAG's performance with IAG's weighted average cost of capital (WACC), where the IAG Group Board determines the WACC. The tiered vesting scale is:
 - Maximum vesting of 100% if ROE is larger than 1.6 x WACC (1.8 x WACC for rights granted between 1 July 2008 to 30 June 2010);
 - Minimum vesting at 0% if ROE is below 1.2 x WACC (1.5 x WACC for rights granted between 1 July 2008 to 30 June 2010, 1.3 x WACC for rights granted before 30 June 2008).
- If there is a change of control of IAG, the IAG Group Board has discretion to determine if and when rights should vest.

B. EMPLOYEE SHARE PLANS

The Company has established an employee share plan to assist employees to become shareholders of IAG. The Plan operates within the terms of a Trust Deed dated 24 July 2002. Shares subscribed under the Plan are held in Trust for a vesting period of three years on behalf of the respective staff member. Under certain circumstances such as retirement, death or permanent disability, the vesting period may be waived. Dividends are payable during the vesting period. Staff who leave the Group before completion of the vesting period forfeit any rights to the shares. Such forfeited shares may then be reallocated as part of a future approved offer or disposed of at the discretion of the Trustees. Dividends received on forfeited shares may, at the Trustees' discretion, be used to defray the costs of administering the Plan. Shares held in the Trust have full voting rights and these rights may be exercised by the staff member on whose behalf the shares are held.

2010 to 2016 IAG NZ Employee Share Awards:

In terms of each of these awards staff can subscribe for a \$1,000 parcel of shares. Shares are purchased by way of salary sacrifice and IAG NZ contributes 10% towards the cost of the share purchase. IAG shares taken up through the Plan do not incur any brokerage. Participation in the awards is optional.

The Trustee of the Plan is IAG Share Plan Nominee (Pty) Limited. The Company has the power to appoint and remove the Trustees at its discretion.

At balance date the Trust held the following Ordinary Shares in IAG:

	PARENT AND CONSOLIDATED	
	2016	2015
Forfeited shares	20,439	54,548
Shares held on behalf of eligible staff	<u>267,529</u>	<u>218,084</u>
Total shares held	<u>287,968</u>	<u>272,632</u>

The total number of shares held represents 0.012% (June 2015 - 0.011%) of the Ordinary Shares issued by IAG.

NOTE 21. COMMITMENTS

	PARENT AND CONSOLIDATED	
	2016	2015
	\$000	\$000
A. CAPITAL AND OTHER COMMITMENTS		
Capital commitments		
Software development		
B. OPERATING LEASE COMMITMENTS		
I. Property		
Due within 1 year	21,729	17,262
Due within 1 to 2 years	19,288	16,417
Due within 2 to 5 years	45,472	39,500
Due after 5 years	58,633	44,282
II. Equipment		
Due within 1 year	1,844	1,891
Due within 1 to 2 years	1,055	764
Due within 2 to 5 years	893	324
	<u>148,914</u>	<u>120,440</u>

Certain property and motor vehicles are leased under non cancellable operating leases. Most leases are subject to annual reviews with increases subject to a set percentage or based on either movements in consumer price indices or operating criteria. Where appropriate, a right of renewal has been incorporated into the lease agreements at which time all terms and conditions may be renegotiated. There are no options to purchase the relevant assets on expiry of the lease.

NOTE 22. RELATED PARTY DISCLOSURES

A. RELATED PARTY BALANCES

At the end of the reporting period the Company had the following related party balances:

Related Party	Description	Closing Balance	
		30 June 2016	30 June 2015
		\$000	\$000
IAG Re Singapore	Fee for Services	(736)	-
Runacres and Associates Limited	Interest bearing loan*	-	737
Insurance Australia Limited	Forward exchange contracts	10,236	(75,528)
NRMA Information Services Pty Limited	Technology costs recharged	(1,420)	(6,581)
Insurance Australia Limited	Fee for services	(1,705)	(3,246)
IAG Asset Management Limited	Investment management fees	(266)	(386)
Direct Insurance Services Limited	Current account with subsidiary company	12	12
CGU Insurance Limited	Technology costs recharged	1	-
AMI Insurance Limited	Fee for services	-	10,829
Lumley General Insurance (N.Z.) Limited	Co-insurance receivable	-	1,838
Insurance Australia Group Limited	Interest Bearing Loan**	506,998	552,351
Lumley General Insurance (N.Z.) Limited	Management fee recharged	-	7,599
		<u>513,120</u>	<u>487,625</u>

* Interest charged on the loan was calculated by reference to the 90 day bank bill rate. The loan was repaid on 30 November 2015.

**Interest received on the loan facility to Insurance Australia Group Limited is calculated by reference to the Australian Bank Bill Swap Rate plus a margin. The facility is denominated in Australian dollars and is fully hedged back to New Zealand dollars by way of forward exchange contracts. The loan is guaranteed by National Australian Bank and expires on 23 April 2017

The Consolidated entity had the same related party balances with the exception of Direct Insurance Services and Runacres, eliminated on consolidation.

Reported within Reinsurance and other recoveries on outstanding claims (refer to note 9):

IAG Re Singapore Pte Limited	236,446	183,369
IAG Re Labuan (L) Berhad	3,006	666,203

Reported within Receivables (refer to note 13):

IAG Re Singapore Pte Limited	43,720	15,130
IAG Re Labuan (L) Berhad	377,131	21,667

Reported within Reinsurance premium payable:

IAG Re Singapore Pte Limited	611,989	338,962
IAG Re Australia Limited	(166)	-

B. RELATED PARTY TRANSACTIONS

Impact of transactions with related parties on the Company's Financial Statements was as follows:

Related Party	Transaction	Transaction Amount	
		30 June 2016 \$000	30 June 2015 \$000
IAG Finance (NZ) Limited NZ Branch	Fee for services	63	63
Insurance Australia Limited	Forward exchange contracts	(198,387)	147,375
IAG Re Australia Limited	Reinsurance recoveries	(6)	-
IAG Re Australia Limited	Reinsurance expense	189	-
NRMA Information Services Pty Limited	Technology costs recharged	12,419	12,577
Insurance Australia Limited	Fee for services	20,357	22,181
IAG Asset Management Limited	Investment management fees	3,300	4,671
First Rescue and Emergency (NZ) Limited	Claims expenditure	6,799	6,178
First Rescue and Emergency (NZ) Limited	Fee for services	1,171	447
Loyalty New Zealand Limited	Issue of Fly Buys points	4,827	5,288
IAG (NZ) Holdings Limited	Dividend paid	31,600	11,600
Runacres and Associates Limited	Interest received	(16)	(18)
Runacres and Associates Limited	Loan	-	737
IAG (NZ) Holdings Limited	Issue of ordinary shares	(798,603)	(1,050,000)
IAG Re Singapore Pte Limited	Reinsurance expense	909,140	335,629
IAG Re Singapore Pte Limited	Reinsurance recoveries	(319,740)	(874)
IAG Re Labuan (L) Berhad	Reinsurance recoveries	(10,627)	(139,102)
AMI Insurance Limited	Fee for services	(20,722)	(40,132)
CGU Insurance Limited	Technology costs recharged	1	13
Insurance Australia Group Limited	Interest received	(13,160)	(2,576)
Runacres and Associates Limited	Loan	(738)	(750)
Lumley General Insurance (N.Z.) Limited	Management Fees recharged	(37,125)	(41,083)
Insurance Australia Group Limited	Loan	-	542,218
Insurance Australia Group Limited	FX movement on Loan	(45,353)	10,133
Lumley General Insurance (N.Z.) Limited	Co-Insurance	(11,393)	(18,721)
IAG Re Singapore Pte Limited	Reinsurance commission revenue	(108,117)	-
IAG Re Australia Limited	Reinsurance commission revenue	(124)	-

Impact of transactions with related parties on the Consolidated entity's Financial Statements was as follows:

Related Party	Transaction	Transaction Amount	
		30 June 2016 \$000	30 June 2015 \$000
IAG Finance (NZ) Limited NZ Branch	Fee for services	63	63
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Loyalty New Zealand Limited	Issue of Fly Buys points	4,827	5,288
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Lumley General Insurance (N.Z.) Limited	Co-Insurance	(11,393)	(18,721)
IAG Re Singapore Pte Limited	Reinsurance commission revenue	(108,117)	-
IAG Re Australia Limited	Reinsurance commission revenue	(124)	-

The foreign exchange movement on investments and the foreign exchange movement on the related currency hedges have been offset within investment income in Note 4.B.

C. KEY MANAGEMENT PERSONNEL

Details of compensation

Key management personnel (KMP) are those persons having authority and responsibility for planning, directing and controlling the activities of the Consolidated entity, directly or indirectly, including any Director (whether executive or otherwise) of that entity.

The aggregate compensation of the KMP is set out below:

	PARENT AND CONSOLIDATED	
	2016 \$000	2015 \$000
Short term employee benefits	4,677	3,947
Post employment benefits	139	95
Other long term benefits	20	3
Termination benefits	408	-
Share based payments	1,018	1,554
	<u>6,262</u>	<u>5,599</u>

The compensation disclosed in the table above represents the KMP's estimated compensation received from the IAG Group in relation to their involvement in the activities with the Consolidated entity.

NOTE 23. NOTES TO THE STATEMENTS OF CHANGES IN EQUITY

A. CAPITAL

On 14 December 2015, 745,199,996 ordinary shares of \$1 each were issued to IAG (NZ) Holdings Limited on the same terms as existing shares.

On 28 January 2016, 53,403,492 ordinary shares of \$1 each were issued to IAG (NZ) Holdings Limited on the same terms as existing shares.

At 30 June 2016, Share Capital comprised 3,598,433,488 ordinary shares of \$1 each (2015 -2,799,830,000).

During the year the Company paid dividends totalling \$31.6 million which represented 1 cent per share.

All ordinary shares participate equally in both dividends and any surplus remaining on winding up the Company. All ordinary shares are fully paid and have the right to one vote.

B. NATURE AND PURPOSE OF EQUITY RESERVE

The equity reserve is used to recognise the fair value at grant date of equity settled share based remuneration provided to employees over the vesting period.

To satisfy the obligations under the various share based remuneration plans, shares are generally bought on market at or near grant date of the relevant arrangement and held in trust. The purchase consideration of the shares purchased is amortised to the equity reserve over the vesting period.

C. NATURE AND PURPOSE OF GENERAL RESERVE

The general reserve is used to recognise the difference between the consideration paid for the insurance operations of AMI and Lumley and the value of the net assets transferred on sale.

NOTE 24. NOTES TO THE CASH FLOW STATEMENTS

	2016	PARENT	CONSOLIDATED	
	2015	2015	2016	2015
	\$000	\$000	\$000	\$000
A. COMPOSITION				
Cash held for operational purposes	65,840	36,020	65,844	45,097
Cash and short term money held in investments	67,060	71,293	67,060	71,293
Cash and cash equivalents	132,900	107,313	132,904	116,390

Cash and cash equivalents represent cash on hand and held with banks, deposits at call and short term money held in investment readily convertible to cash within two working days, net of any bank overdraft.

The carrying amount of the cash and cash equivalents presented on the balance sheets is the same as that used for the purposes of the cash flow statements as there are no bank overdrafts used which are repayable upon demand.

B. SIGNIFICANT RISKS

The net carrying amount of cash and cash equivalents represents the maximum exposure to credit risk at reporting date and is equivalent to the fair value of the assets because of the negligible credit risk and frequent repricing.

The majority of the amounts bear variable rates of interest. Those balances bearing a fixed rate of interest mature in less than one year. A small portion of the amounts bear no interest.

		PARENT		CONSOLIDATED
	2016	2015	2016	2015
	\$000	\$000	\$000	\$000
C. RECONCILIATION OF PROFIT/(LOSS) FOR THE YEAR TO NET CASH FLOWS FROM OPERATING ACTIVITIES				
Profit/(loss) for the year	39,270	(594,815)	34,175	(592,431)
I. Non cash items				
Depreciation of property and equipment	12,218	9,330	12,279	9,591
Amortisation of intangible assets and goodwill	11,075	7,013	11,306	7,638
Capitalised software accelerated amortisation and impairment expense	34,989	-	34,989	-
Net realised (gains) and losses on disposal of investments	9,818	15,531	9,818	15,531
Net unrealised (gains) and losses on revaluation of investments	6,754	(27,157)	7,061	(27,141)
Net (gains) and losses on disposal of subsidiary	(25,636)	-	(19,998)	-
Other	17,293	(33,819)	17,342	(33,627)
II. Movement in operating assets and liabilities				
DECREASE/(INCREASE) IN OPERATING ASSETS				
Premium and other receivables	(39,101)	35,418	(38,161)	35,169
Prepayments, deferred levies and charges	(52,851)	(83,975)	(52,851)	(83,978)
Deferred tax assets	29,026	(238,844)	29,026	(238,844)
Reinsurance and other recoveries	199,888	219,472	199,888	219,472
Current tax asset	-	-	-	-
Other	4	(18,947)	(1,219)	(18,643)
INCREASE/(DECREASE) IN OPERATING LIABILITIES				
Trade and other payables	323,500	86,073	323,026	86,020
Provisions	1,398	6,017	1,397	6,017
Outstanding claims liability	(1,297,736)	664	(1,297,736)	664
Unearned premium liability	(10,580)	(17,726)	(10,580)	(17,726)
Other	-	6,542	-	6,542
Net cash flows from operating activities	<u>(740,672)</u>	<u>(629,223)</u>	<u>(740,238)</u>	<u>(625,746)</u>

NOTE 25. CAPITAL MANAGEMENT

A. CAPITAL MANAGEMENT STRATEGY

The capital management strategy plays a central role in managing risk to create shareholder value whilst meeting the important objective of providing an appropriate level of capital to protect policyholders and lenders and satisfy regulators and stakeholders.

The target level of capitalisation is assessed by considering a number of factors, including:

- protecting the interests of current and future policyholders;
- the probability of falling below the prescribed regulatory capital amount;
- other stakeholder perspectives, including rating agency capital models and associated ratings.

Internal policies, governance structures and regular reporting of capital are in place to ensure deviations from target capitalisation will result in senior management and the Board considering how any shortfall should be made good or any surplus utilised.

Regulatory capital

IAG NZ is regulated by the RBNZ in terms of the Insurance (Prudential Supervision) Act 2010 (the Act).

The Act and associated Solvency Standards prescribe how the minimum solvency capital (MSC) required by the regulator and how the actual solvency capital (ASC) held by the licensed insurer are calculated. The solvency margin is determined by comparing the ASC with the MSC, which are required to be reported to RBNZ half-yearly. As at 30 June 2016, the ASC, MSC and solvency margins held were:

2016	IAG NZ	
	Non-Life	Life
	\$m	\$m
ASC	771.8	0.1
MSC	525.1	0.1
Solvency margin	246.7	0.0

2015	IAG NZ	
	Non-Life	Life
	\$m	\$m
ASC	907.2	0.1
MSC	321.9	0.0
Solvency margin	585.3	0.1

The policy or approach to managing capital has not changed during the period.

B. CREDIT RATING

In terms of the Insurance (Prudential Supervision) Act 2010, the Company undergoes an annual claims paying ability rating. The rating review is performed by Standard and Poor's Pty (Australia) Limited. As at the date of this report, the rating assigned to IAG NZ was "AA-" (2015 - "AA-"). The AA- rating represents 'very strong' claims paying ability and the "A+" rating represents 'strong' claims paying ability.

NOTE 26. CONTINGENCIES**CONTINGENT LIABILITIES**

Contingent liabilities are not recognised on the balance sheet but are disclosed here where the possibility of settlement is less than probable but more than remote. Provisions are not required with respect to these matters as it is not probable that a future sacrifice of economic benefits will be required or the amount is not reliably measurable. If settlement becomes probable, a provision is recognised. The best estimate of the settlement amount is used in measuring a contingent liability for disclosure. The measurement involves judgement.

The Consolidated entity has no known material contingent liabilities as at the date of this report.

NOTE 27. EVENTS SUBSEQUENT TO REPORTING DATE

On the 10th of August 2016, the Board resolved to terminate the AU\$500 million loan facility to Insurance Australia Group Limited.

On the 10th of August 2016, the Board also resolved to buy back and cancel 500 million \$1 ordinary shares issued by the Company from IAG Holdings (NZ) Ltd.

IAG New Zealand Limited - Section 78 Appointed Actuaries Report as at 30 June 2016

This report has been prepared in accordance with section 78 of the Insurance Prudential Supervision Act 2010 (“Act”) and details the review of the actuarial information, as defined in section 77(4), used in the preparation of IAG NZ Limited’s (“IAG”) 30 June 2016 financial statements as required under section 77 of the Act (“review”). It states the following:

- a. The review was carried out by Christian Barrington, IAG’s Appointed Actuary.
- b. The Appointed Actuary reviewed the actuarial information and financial statements.
- c. The review covers actuarial information in, or used in the preparation of, financial statements. There was no limitation to the review of actuarial information carried out by the Appointed Actuary.
- d. The relationships (other than that of actuary) and interests that the actuary has in IAG (or any of its subsidiaries) are as follows:
 - (i) An annual short term incentive payment is a portion of the Appointed Actuary’s remuneration. This payment relies partly on the financial performance of IAG.
 - (ii) The Appointed Actuary holds an insurance policy with IAG.
- e. All the information and explanations required by the Appointed Actuary were provided.
- f. In the opinion of the Appointed Actuary and from an actuarial perspective:
 - (i) the actuarial information contained in the financial statements has been appropriately included in those statements; and
 - (ii) the actuarial information used in the preparation of the financial statements has been used appropriately.
- g. In the opinion of the Appointed Actuary IAG is maintaining the solvency margin that applies under a condition imposed under section 21 (2) (b) of the Act at 30 June 2016.
- h. At 30 June 2016 IAG was not required to have a Statutory Fund in relation to its life business. As such no opinion under section 78 (h) of the Act is required.

IAG New Zealand Limited - Section 78 Appointed Actuaries Report as at 30 June 2016

This report is not required to be prepared in accordance with professional standard 90: Communication of Professional Advice of the New Zealand Society of Actuaries. All matters that are required under this standard are contained within the 30 June 2016 Financial Condition Report.

Signed



Christian Barrington
Appointed Actuary
IAG NZ Limited
Fellow of the New Zealand Society of Actuaries

Date 03 August 2016



Independent auditor's report

To the shareholder of IAG New Zealand Limited

We have audited the accompanying financial statements of IAG New Zealand Limited ("the Company") and its subsidiaries (collectively "the Group") on pages 7 to 44. The financial statements comprise the balance sheets as at 30 June 2016, the statements of comprehensive income, changes in equity and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information, for both the Company and the Group.

This report is made solely to the shareholder as a body. Our audit work has been undertaken so that we might state to the Company's shareholder those matters we are required to state to them in the auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Company's shareholder as a body, for our audit work, this report or any of the opinions we have formed.

Directors' responsibility for the Company and Group financial statements

The directors are responsible on behalf of the Company for the preparation and fair presentation of the Company and Group financial statements in accordance with generally accepted accounting practice in New Zealand (being New Zealand Equivalents to International Financial Reporting Standards) and International Financial Reporting Standards, 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.

Auditor's responsibility

Our responsibility is to express an opinion on these Company and Group financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing (New Zealand). Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the Company and Group financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the Company and Group financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company and Group's preparation and fair presentation of the financial statements 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 and Group's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates, as well as evaluating the presentation of the financial statements.

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

Our firm has also provided other services to the Company and Group in relation to other assurance services. Subject to certain restrictions, partners and employees of our firm may also deal with the Company and Group on normal terms within the ordinary course of trading activities of the business of the Company and Group. These matters have not impaired our independence as auditor of the Company and Group. The firm has no other relationship with, or interest in, the Company and Group.

Opinion

In our opinion, the financial statements on pages 7 to 44 comply with generally accepted accounting practice in New Zealand and present fairly, in all material respects, the financial position of the Company and the Group as at 30 June 2016 and their financial performance and cash flows for the year then ended in accordance with New Zealand Equivalents to International Financial Reporting Standards and International Financial Reporting Standards.

Emphasis of Matter

We draw attention to Note 9 and 10 to the financial statements, which describe the significant uncertainties that exist in measuring the gross Outstanding Claims Liabilities and associated Reinsurance and Other Recoveries arising from the Canterbury earthquakes. Our opinion is not qualified in respect of this matter.

KPMG

11 August 2016
Auckland