

# **IAG NEW ZEALAND LIMITED**

**AND SUBSIDIARIES**

**ANNUAL REPORT  
FOR THE YEAR ENDED 30 JUNE 2019**

**IAG NEW ZEALAND LIMITED AND SUBSIDIARIES**  
**TABLE OF CONTENTS**

Directors' Report .....	1
Corporate Governance .....	3
Financial Report.....	7
Independent Auditor's Report .....	42

## IAG 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 2019 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 (Chair), S.C. Allen, B. Chapman (Director since 1 November 2018), A. Cornish (Director since 1 June 2019), M.M. Devine (Director until 10 May 2019), N.B. Hawkins, D.A. McKay and C.J. Olsen.

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 2019
	\$000
Profit Before Income Tax	406,581
Income Tax Expense	(112,068)
Profit After Income Tax	294,513
Other Comprehensive Income and (Expense), net of Tax	(1,433)
Retained earnings as at 30 June 2018	(1,121,079)
Dividends paid	(64,500)
Retained earnings as at 30 June 2019	(892,499)
The state of the Consolidated entity's affairs as at 30 June 2019 was:	
Equity	1,212,886
Represented by:	
Assets	4,524,666
Liabilities	(3,311,780)
	1,212,886

#### REVIEW OF OPERATIONS

The net result of the Consolidated entity after applicable income tax for the financial year ended 30 June 2019 was a profit of \$294.5 million. (2018 - profit of \$133.0 million).

#### DIVIDENDS

Dividends of \$64.5 million were paid during the year (2018 - \$141.2 million).

#### SIGNIFICANT CHANGES IN STATE OF AFFAIRS

During the current year the Company has not experienced any significant seismic or weather related events which has resulted in a significantly improved reported profit for the year.

In the previous year the Company was further impacted by the Canterbury earthquakes that occurred in 2010 to 2011.

The NZ Group's reinsurance arrangements have significantly mitigated the net costs attributable to the Canterbury earthquakes. To further mitigate the uncertainty of the net costs attributable to the earthquakes, effective 1 January 2016, IAG NZ purchased adverse development cover (ADC) with \$335m remaining of additional protection as at 30 June 2019. The Canterbury earthquakes adversely impacted the previous year's reported underwriting profit by \$22.8 million.

Effective 1 January 2018, the Company entered into a 12.5% quota share agreement with reinsurers Munich Re, Swiss Re and Hannover Re. The Company cedes 12.5% of Gross Written Premium and recovers 12.5% of all claims from this date. The Company is also reimbursed for its share of operating costs and receives a percentage based fee of the premium ceded from this date. This is in addition to the existing 20% quota share agreement with Berkshire Hathaway effective 1 July 2015.

#### EVENTS SUBSEQUENT TO REPORTING DATE

On the 31st of July 2019, the Board of the Company determined to pay a dividend of \$21.5 million to IAG (NZ) Holdings Limited. The dividend will be paid on or before 15 September 2019.

On the 31st of July 2019, the Board of the Company also resolved to buy back and cancel 50 million \$1 ordinary shares issued by the Company from IAG (NZ) Holdings 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 8th day of August 2019 in accordance with a resolution of the Directors.



Director



Director

## IGAG 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 the Company by ensuring that there is an effective governance framework in place to promote and protect the Company'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 the Company'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 five Independent Non-Executive Directors and two 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, considering 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 and 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. Mr Fletcher is also Chair of IAG (NZ) Holdings Limited and IAG New Zealand Limited's People and Remuneration Committee. He is a member of IAG New Zealand Limited's Risk and Audit Committees. Mr Fletcher was formerly the Chair (and Independent Director since December 1998) of New Zealand Insurance Limited and CGNU Australia.

Mr Fletcher is currently a Non-Executive Director of IAG No. 1 Limited, IAG No. 2 Limited, AML 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 and Rubicon Limited. Mr Fletcher is a Trustee of The Dilworth Trust and The University of Auckland Foundation. 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. Mr Fletcher 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 Chair 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.

#### **S.C. ALLEN - Independent Non-Executive Director**

**BSc, BCom, INFINTZ (Fellow), CFInstD, AMP (INSEAD)**

Mr Simon Allen was appointed as a Non-Executive Director of IAG New Zealand Limited on 1 September 2015. Mr Allen has over 30 years' commercial experience in the New Zealand and Australian Capital Markets.

Mr Allen is currently Chair of Crown Infrastructure Partners and The New Zealand Refining Limited. He is a Director of Gibbston Highway Limited, IAG (NZ) Holdings Limited and a Trustee of the Antarctic Heritage Trust.

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

Past governance roles include Chair of Auckland Council Investments; St Cuthbert's College; the Financial Markets Authority; and the NZX Limited. Mr Allen has held directorships at the New Zealand Stock Exchange (NZSE), Auckland Healthcare Services Limited as well as several other unlisted companies.

#### **B.J. CHAPMAN - Independent Non-Executive Director**

**CNZM, BCom, CMInstD**

Ms Barbara Chapman was appointed as a Non-Executive Director of IAG New Zealand Limited on 1 November 2018. Ms Chapman brings her extensive and diverse trans-Tasman executive experience to the Board having served as Chief Executive and Managing Director of ASB Bank for seven years and having held a number of senior executive roles responsible for marketing, communications, human resources, life insurance and retail banking in New Zealand and Australia.

Ms Chapman has an extensive list of professional achievements to her credit, including being named The New Zealand Herald's 2017 Business Leader of the Year. Ms Chapman is Chair of Genesis Energy Limited, a Director and Deputy Chair of The New Zealand Initiative Limited, a Non-Executive Director of Fletcher Building Limited and Fletcher Building Industries Limited, IAG (NZ) Holdings Limited and New Zealand Media and Entertainment Limited. In 2019, Ms Chapman was awarded a Companion of the New Zealand Order of Merit (CNZM) for services to business, and in June 2019 was appointed Chair of the CEO Summit Committee for APEC 2021.

**A.D. CORNISH - Independent Non-Executive Director****MBA**

Mr Andrew Cornish was appointed Non-Executive Director of IAG New Zealand Limited and IAG (NZ) Holdings Limited on 1 June 2019. Mr Cornish is a Non-Executive Director of MLC Limited, Chair of its Risk Committee and a member of its Audit Committee.

Prior to retiring from executive life in June 2016, Mr Cornish was Chief Operations Officer at IAG Group and prior to that was Chief Executive Officer, Personal Insurance, IAG from 2014. In that role, he was appointed Chair and President of the Insurance Council of Australia. Mr Cornish has also held the position of Chief Executive Officer, Direct Insurance, IAG from 2009-2014.

Mr Cornish has more than 40 years' experience in the insurance industry, including with the RBS Group as Managing Director, NIG Insurance (UK) and CEO of Direct Line Insurance International, and with Zurich Insurance. He has extensive experience as a Director for Green Flag Group Limited, National Westminster Insurance Services Limited, Royal Bank Insurance Service Limited, Direct Line Insurance and the Insurance Council of Australia.

**M.M. DEVINE - Independent Non-Executive Director****ONZM, BCom, MBA**

Ms Mary Devine resigned as a Non-Executive Director of IAG New Zealand Limited and IAG (NZ) Holdings Limited on 10 May 2019.

**N.B. HAWKINS - Executive Director****Chief Financial Officer, Australia****BCom, FCA**

Mr Nick Hawkins is IAG's Chief Financial Officer and was appointed an Executive Director of IAG New Zealand Limited in March 2006. Mr Hawkins leads the team that provides Group-wide financial insight, actively managing and optimising the balance sheet and capital platform, in addition to managing the company's reinsurance programme. He also has oversight of IAG's operations in Asia.

Mr Hawkins joined IAG in 2001 and was appointed Chief Financial Officer in 2008. Mr Hawkins has 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 IAG Finance (New Zealand) Limited, IAG (NZ) Holdings Limited and a number of Insurance Australia Group Limited subsidiary companies.

Mr. Hawkins is also Interim Chair of the Risk Committee.

**D.A. McKAY - Independent Non-Executive Director****ONZM, BA, AMP (Harvard)**

Mr Doug McKay was appointed as a Non-Executive Director of IAG New Zealand Limited on 10 February 2014 and is Chair of IAG New Zealand Limited's Audit Committee.

Mr McKay is Chair of Bank of New Zealand Limited, the Eden Park Trust Board and is a member of the Institute of Directors in New Zealand. Mr McKay currently holds directorships with Fletcher Building Limited, Fletcher Building Industries Limited, Genesis Energy Limited, IAG (NZ) Holdings Limited and National Australia Bank Limited.

Mr McKay has held previous executive positions with Lion Nathan Limited, Carter Holt Harvey Limited, Goodman Fielder Pty Limited, Sealord Group Limited, Independent Liquor (NZ) Limited and Procter & Gamble. Mr McKay was the inaugural Chief Executive of the Auckland Council from May 2010 to December 2013.

In 2015, Mr McKay was awarded an Officer of the New Zealand Order of Merit (ONZM) for services to business and local government.

**C.J. OLSEN - Executive Director****Chief Executive Officer, New Zealand****BAAcc**

Mr Craig Olsen has over 25 years' experience in the insurance industry. Mr Olsen was appointed Chief Executive of IAG New Zealand Limited in December 2015 with a commencement date of 1 January 2016.

Prior to this, Mr Olsen was Executive General Manager - Direct Insurance New Zealand. Mr Olsen joined IAG Australia in 2000 and has held many senior roles there and in New Zealand including Executive General Manager - Transformation, responsible for the successful integration of AMI into IAG New Zealand and Head of Workers' Compensation - Victoria and for CGU Insurance.

Mr Olsen is an Executive Director of IAG New Zealand Limited and IAG (NZ) Holdings Limited, a Director IAG No.1 Limited, IAG No.2 Limited, AMI Insurance Limited and Lumley General Insurance (N.Z.) Limited; and a board member of the Insurance Council of New Zealand.



## **BOARD COMMITTEES**

### **AUDIT COMMITTEE**

Current membership of the Audit Committee is Doug McKay (Chair), Simon Allen, Barbara Chapman, Andrew Cornish and Hugh Fletcher.

Mary Devine was an Audit Committee member from 1 July 2018 to 10 May 2019.

The purpose 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's 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**

Current membership of the Risk Committee is Nick Hawkins (Interim Chair), Simon Allen, Barbara Chapman, Andrew Cornish, Hugh Fletcher and Doug McKay. Mary Devine held the position of Risk Chair from 1 July 2018 to 10 May 2019.

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

- effective oversight 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 and associated policies, Group Risk Management Strategy and associated policies and Group Reinsurance Management Strategy;
- effective operation and oversight 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 and Chief Risk Officer.

### **PEOPLE AND REMUNERATION COMMITTEE**

Current membership of the People and Remuneration Committee is Hugh Fletcher (Chair), Simon Allen, Barbara Chapman, Andrew Cornish and Doug McKay.

Mary Devine was a People and Remuneration Committee member from 1 July 2018 to 10 May 2019.

The key role of the People and Remuneration Committee is to:

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

## **MANAGEMENT COMMITTEES**

### **LEADERSHIP TEAM RISK COMMITTEE (LTRC)**

Current membership of the LTRC is Craig Olsen (Chair), Melissa Cantell, Kevin Hughes, Martin Hunter, Alistair Smith, Garry Taylor and Blair Williams.

The LTRC oversees the operation and governance of the Leadership Team Audit Committee and the Insurance Risk Committee directly overseeing 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
- insurance
- reinsurance
- financial
- operational

### **LEADERSHIP TEAM AUDIT COMMITTEE (LTAC)**

Current membership of the LTAC is Alistair Smith (Chair), Christian Barrington, Stephen Everett and Martin Hunter.

The purpose of the LTAC 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.

**INSURANCE RISK COMMITTEE (IRC)**

Current membership of the IRC is Martin Hunter (Chair), Melissa Cantell, Drazenka Dordevich, Stephen Everett, Kevin Hughes, Darren Maher, Alistair Smith, Garry Taylor and Blair Williams.

The role of the IRC is to oversee compliance with the Insurance Risk Framework and NZ Business Division Licence, which includes approving any material changes to Underwriting, Pricing or Product.

**RESERVING COMMITTEE**

Current membership of the Reserving Committee is Alistair Smith (Chair), Christian Barrington, Melissa Cantell, Stephen Everett, Kevin Hughes, Martin Hunter and Garry Taylor.

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 (CEO)**

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. The CEO 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 operating and complying with all 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**

<b>CONTENTS</b>	<b>PAGE</b>
Statements of comprehensive income	8
Balance sheets	9
Statements of changes in equity	10
Cash flow statements	11
<b>NOTES TO THE FINANCIAL REPORT</b>	
1 Summary of significant accounting policies	12
2 Critical accounting estimates and judgements	18
3 Risk management	18
4 Analysis of income	24
5 Analysis of expenses	24
6 Remuneration of auditor	24
7 Income tax	25
8 Claims	26
9 Reinsurance and other recoveries on outstanding claims	29
10 Deferred insurance assets	31
11 Unearned premium liability	31
12 Investments	32
13 Receivables	33
14 Intangible assets	33
15 Goodwill	34
16 Details of subsidiaries	34
17 Trade and other payables	35
18 Employee benefits	35
19 Share based remuneration	36
20 Commitments	37
21 Related party disclosures	38
22 Notes to the statements of changes in equity	39
23 Notes to the cash flow statements	39
24 Capital management	40
25 Contingencies	41
26 Events subsequent to reporting date	41

**IAG NEW ZEALAND LIMITED AND SUBSIDIARIES**  
**STATEMENTS OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 30 JUNE 2019**

	NOTE	2019	PARENT 2018	CONSOLIDATED 2019	CONSOLIDATED 2018
		\$000	\$000	\$000	\$000
Premium revenue	4	2,775,998	2,575,235	2,775,998	2,575,235
Outwards reinsurance premium expense		(1,205,362)	(998,962)	(1,205,362)	(998,962)
Net premium revenue (i)		1,570,636	1,576,273	1,570,636	1,576,273
Claims expense	8	(1,477,902)	(1,784,600)	(1,477,902)	(1,784,600)
Reinsurance and other recoveries revenue	4	612,172	746,420	612,172	746,420
Net claims expense (ii)	8	(865,730)	(1,038,180)	(865,730)	(1,038,180)
Acquisition costs	5	(473,532)	(458,411)	(473,532)	(458,411)
Reinsurance commission revenue	4	272,271	213,314	272,271	213,314
Net acquisition costs		(201,261)	(245,097)	(201,261)	(245,097)
Other underwriting expenses	5	(169,984)	(155,215)	(169,984)	(155,215)
Underwriting expenses (iii)		(371,245)	(400,312)	(371,245)	(400,312)
Underwriting profit (i) + (ii) + (iii)		333,661	137,781	333,661	137,781
Investment income on assets backing insurance liabilities	4	28,401	16,028	28,401	16,028
Investment expenses on assets backing insurance liabilities		(1,620)	(1,517)	(1,620)	(1,517)
Insurance profit		360,442	152,292	360,442	152,292
Investment income on shareholder's funds	4	47,298	27,630	47,071	28,204
Fee based, corporate and other expenses	5	(932)	(815)	(932)	(815)
Profit before income tax		406,808	179,107	406,581	179,681
Income tax expense	7	(112,068)	(46,651)	(112,068)	(46,651)
Profit for the year		294,740	132,456	294,513	133,030
<b>OTHER COMPREHENSIVE INCOME AND (EXPENSE), NET OF TAX</b>					
<b>Items that will not be reclassified to profit or loss:</b>					
Remeasurements of defined benefit plans		(2,002)	313	(2,002)	313
Income tax (expense)/credit on other comprehensive income and (expense)		569	(84)	569	(84)
Other comprehensive income and (expense), net of tax		(1,433)	229	(1,433)	229
Total comprehensive income and (expense) for the year, net of tax		293,307	132,685	293,080	133,259

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

**IAG NEW ZEALAND LIMITED AND SUBSIDIARIES**  
**BALANCE SHEETS AS AT 30 JUNE 2019**

	NOTE	2019 \$000	PARENT 2018 \$000	CONSOLIDATED 2019 \$000	2018 \$000
<b>ASSETS</b>					
Cash held for operational purposes	23	71,847	53,087	71,851	53,091
Investments	12	1,369,545	1,239,075	1,371,692	1,241,583
Premium receivable	13	861,933	824,130	861,933	824,130
Trade and other receivables	13	61,461	162,773	61,461	162,773
Receivables from related bodies corporate	21	13,049	12	13,037	-
Current tax assets		9	18	10	19
Deferred outwards reinsurance expense	10	720,015	679,702	720,015	679,702
Deferred acquisition costs	10	207,819	207,176	207,819	207,176
Reinsurance and other recoveries on outstanding claims	9	646,981	831,939	646,981	831,939
Deferred tax assets	7	292,820	404,272	292,820	404,272
Plant and equipment		41,477	44,833	41,477	44,833
Intangible assets	14	15,849	30,064	15,849	30,064
Investment in subsidiaries	16	1,302	1,302	-	-
Goodwill	15	206,813	206,813	207,473	207,473
Other assets		12,435	13,534	12,248	13,348
Total assets		<u>4,523,355</u>	<u>4,698,730</u>	<u>4,524,666</u>	<u>4,700,403</u>
<b>LIABILITIES</b>					
Trade and other payables	17	230,101	202,285	231,689	203,952
Reinsurance premium payable		573,596	478,708	573,596	478,708
Payables to related bodies corporate	21	5,031	35,034	5,031	35,034
Unearned premium liability	11	1,301,906	1,242,144	1,301,906	1,242,144
Employee benefits provision	18	45,625	38,594	45,625	38,594
Outstanding claims liability	8	1,044,737	1,290,433	1,044,737	1,290,433
Other liabilities		109,196	105,874	109,196	105,874
Total liabilities		<u>3,310,192</u>	<u>3,393,072</u>	<u>3,311,780</u>	<u>3,394,739</u>
Net assets		<u>1,213,163</u>	<u>1,305,658</u>	<u>1,212,886</u>	<u>1,305,664</u>
<b>EQUITY</b>					
Ordinary share capital	22	2,578,433	2,898,433	2,578,433	2,898,433
General reserve	22	(478,445)	(478,445)	(478,445)	(478,445)
Equity reserve	22	5,614	6,916	5,397	6,755
Retained earnings		<u>(892,439)</u>	<u>(1,121,246)</u>	<u>(892,499)</u>	<u>(1,121,079)</u>
Total equity		<u>1,213,163</u>	<u>1,305,658</u>	<u>1,212,886</u>	<u>1,305,664</u>

Signed in Auckland this 8th day of August 2019 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.

**IAQ NEW ZEALAND LIMITED AND SUBSIDIARIES**  
**STATEMENTS OF CHANGES IN EQUITY FOR THE YEAR ENDED 30 JUNE 2019**

CONSOLIDATED	SHARE CAPITAL \$000	GENERAL RESERVE \$000	EQUITY RESERVE \$000	RETAINED EARNINGS \$000	TOTAL EQUITY \$000
<b>2019</b>					
Balance at the beginning of the financial year	2,898,433	(478,445)	6,755	(1,121,079)	1,305,664
Profit/(loss) for the year	-	-	-	294,513	294,513
Other comprehensive expense that will not be reclassified to profit or loss	-	-	-	(1,433)	(1,433)
Total comprehensive income/(expense) for the year	-	-	-	293,080	293,080
Shares repurchased	(320,000)	-	-	-	(320,000)
Share based payment	-	-	(1,358)	-	(1,358)
Dividends determined and paid	-	-	-	(64,500)	(64,500)
Balance at the end of the financial year	<u>2,578,433</u>	<u>(478,445)</u>	<u>5,397</u>	<u>(892,499)</u>	<u>1,212,886</u>
<b>2018</b>					
Balance at the beginning of the financial year	2,898,433	(478,445)	6,747	(1,113,138)	1,313,597
Profit/(loss) for the year	-	-	-	133,030	133,030
Other comprehensive expense that will not be reclassified to profit or loss	-	-	-	229	229
Total comprehensive income/(expense) for the year	-	-	-	133,259	133,259
Share based payment	-	-	8	-	8
Dividends determined and paid	-	-	-	(141,200)	(141,200)
Balance at the end of the financial year	<u>2,898,433</u>	<u>(478,445)</u>	<u>6,755</u>	<u>(1,121,079)</u>	<u>1,305,664</u>
<b>PARENT</b>	<b>SHARE CAPITAL \$000</b>	<b>GENERAL RESERVE \$000</b>	<b>EQUITY RESERVE \$000</b>	<b>RETAINED EARNINGS \$000</b>	<b>TOTAL EQUITY \$000</b>
<b>2019</b>					
Balance at the beginning of the financial year	2,898,433	(478,445)	6,916	(1,121,246)	1,305,658
Profit/(loss) for the year	-	-	-	294,740	294,740
Other comprehensive expense that will not be reclassified to profit or loss	-	-	-	(1,433)	(1,433)
Total comprehensive income/(expense) for the year	-	-	-	293,307	293,307
Shares repurchased	(320,000)	-	-	-	(320,000)
Share based payment	-	-	(1,302)	-	(1,302)
Dividends determined and paid	-	-	-	(64,500)	(64,500)
Balance at the end of the financial year	<u>2,578,433</u>	<u>(478,445)</u>	<u>5,614</u>	<u>(892,439)</u>	<u>1,213,163</u>
<b>2018</b>					
Balance at the beginning of the financial year	2,898,433	(478,445)	6,866	(1,112,731)	1,314,123
Profit/(loss) for the year	-	-	-	132,456	132,456
Other comprehensive expense that will not be reclassified to profit or loss	-	-	-	229	229
Total comprehensive income/(expense) for the year	-	-	-	132,685	132,685
Share based payment	-	-	50	-	50
Dividends determined and paid	-	-	-	(141,200)	(141,200)
Balance at the end of the financial year	<u>2,898,433</u>	<u>(478,445)</u>	<u>6,916</u>	<u>(1,121,246)</u>	<u>1,305,658</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 2019**

	NOTE	2019 \$000	PARENT 2018 \$000	2019 \$000	CONSOLIDATED 2018 \$000
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>					
Premium received		2,797,956	2,578,211	2,797,956	2,578,211
Reinsurance and other recoveries received		874,553	900,737	874,553	900,737
Claims costs paid		(1,723,598)	(2,051,366)	(1,723,598)	(2,051,366)
EQC claims paid, net of recoveries		23,430	15,690	23,430	15,690
Outwards reinsurance premium expense paid		(1,142,695)	(997,039)	(1,142,695)	(997,039)
Dividends received		1,915	865	1,915	865
Interest and Trust distributions received		41,982	64,520	41,982	64,520
Income taxes paid		(37)	(18,886)	(37)	(18,886)
Other operating receipts		270,071	213,914	270,071	213,914
Other operating payments		(599,897)	(529,886)	(599,897)	(529,886)
Net cash flows from operating activities	23	<u>543,680</u>	<u>176,760</u>	<u>543,680</u>	<u>176,760</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>					
Proceeds from disposal of investments and plant and equipment		2,171,075	1,805,158	2,171,075	1,805,158
Outlays for investments and plant and equipment		(2,318,330)	(1,871,152)	(2,318,330)	(1,871,152)
Net cash flows from investing activities		<u>(147,255)</u>	<u>(65,994)</u>	<u>(147,255)</u>	<u>(65,994)</u>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>					
Dividends paid		(64,500)	(141,200)	(64,500)	(141,200)
Outlays for repurchase of shares		(320,000)	-	(320,000)	-
Net cash flows from financing activities		<u>(384,500)</u>	<u>(141,200)</u>	<u>(384,500)</u>	<u>(141,200)</u>
Net movement in cash held		11,925	(30,434)	11,925	(30,434)
Effects of exchange rate changes on balances of cash held in foreign currencies		(317)	718	(317)	718
Cash and cash equivalents at the beginning of the financial year		<u>65,541</u>	<u>95,257</u>	<u>65,545</u>	<u>95,261</u>
Cash and cash equivalents at the end of the financial year	23	<u><u>77,149</u></u>	<u><u>65,541</u></u>	<u><u>77,153</u></u>	<u><u>65,545</u></u>

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



## **IAG NEW ZEALAND LIMITED AND SUBSIDIARIES**

### **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2019**

#### **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 2019 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 FMCA and its financial statements comply with this Act.

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.

#### **1. New Zealand accounting standards issued but not yet effective**

As at the date of this financial report, there are a number of 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 annual periods beginning on or after 1 January 2019) and IFRS 17 Insurance Contracts (effective annual periods beginning on or after 1 January 2022).

NZ IFRS 16, which was issued in 2016 sets out the principles for the recognition, measurement, presentation and disclosure of leases. It will replace the existing accounting requirements for leases effective from 1 July 2019 for IAG NZ.

NZ IFRS 16 requires lessees to recognise most leases on the balance sheet in the form of a right of use (ROU) asset and a corresponding lease liability. The new standard is expected to impact leases which are currently classified as operating leases, being mainly property and motor vehicle leases.

As a result of the adoption of NZ IFRS 16, the nature of expenses relating to leases will change. Operating lease expenses were previously recognised on a straight line basis. However, under NZ IFRS 16, IAG will recognise depreciation expense for ROU assets and interest expense for lease liabilities.

The resulting amount to be recognised as a gross up to the balance sheet as at 1 July 2019 is approximately \$110 million. The Company intends to apply the modified retrospective approach on adoption of the standard. Under this approach, the cumulative effect of adoption will be recognised as an adjustment to opening retained earnings as at 1 July 2019, with no restatement of comparative information.

NZ IFRS 17, a new accounting standard for insurance contracts, was issued by the New Zealand Accounting Standards Board on 10 August 2017 subsequent to being issued by the International Accounting Standards Board (IASB) on 18 May 2017. The standard is expected to be effective for periods beginning on or after 1 January 2022. The first applicable reporting period for the Company is expected to be for the year ending 30 June 2023, with the comparative period for the year ending 30 June 2022. The standard introduces a new general measurement model for accounting for insurance contracts, with the application of a simplified approach (similar to NZ IFRS 4) permitted in certain circumstances. The Company is currently undertaking a detailed impact assessment of the new standard, and it is expected that the vast majority of insurance contracts underwritten by the Company will meet the requirements of the simplified approach (based on current portfolio mix). However, there are substantial changes in the presentation of the financial



statements and disclosures anticipated.

In addition to the proposed one year delay in the effective date of the standard to 1 January 2022, the IASB is considering wording changes to remedy implementation issues identified. These proposed changes have been included in the exposure draft issued on 26 June 2019, and are subject to a 90-day comment period before they can be finalised. Given the potential for change in the standard, the complexity of and differing interpretation of the requirements, the final impact of certain requirements may not be determined until global interpretations and regulatory responses to the new standard reach a broad consensus.

## **II. Changes in accounting policies**

The new NZ IFRS that are applicable for the current reporting period are NZ IFRS 9 (Financial Instruments) and NZ IFRS 15 (Revenue from Contracts with Customers)

Adoption of the new accounting standards had no material financial impact on the Consolidated Entity.

NZ IFRS 9 Financial Instruments became effective for periods beginning on or after 1 January 2018, replacing the existing accounting requirements for financial instruments under NZ IAS 39 Financial Instruments: Recognition and Measurement. NZ IFRS 9 introduces changes to the classification and measurement of financial instruments, replaces the 'incurred loss' impairment model with a new 'expected loss' model when recognising expected credit losses on financial assets, and new general hedge accounting requirements.

The Consolidated entity has applied NZ IFRS 9 retrospectively, with no material change to the carrying amount of its financial instruments. From a classification perspective there was also no impact, with the Consolidated entity's investments continuing to be designated at fair value through profit or loss on initial recognition and subsequently remeasured to fair value at each reporting date.

NZ IFRS 15 Revenue from Contracts with Customers also became effective for periods beginning on or after 1 January 2018, with no material impact on the Consolidated entity as NZ IFRS 15 does not apply to insurance contracts and financial instruments. Hence the majority of Consolidated entity's revenue is not impacted by this change.

Apart from the above, having no material impact there have been no other changes in accounting policies which have resulted in a material financial impact during the current financial reporting period.

## **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 becomes 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. LEASES**

With the exception of one lease, all the 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.

### **L. 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.

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.

## **M. 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.

## **N. 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.

## **O. 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. None of the derivatives are designated for hedge accounting.

#### **P. TRADE AND OTHER RECEIVABLES**

Trade and other receivables are measured at amortised cost reflecting the net recoverable amounts inclusive of GST. The amounts are discounted where the time value of money effect is material.

On initial recognition of trade and other receivables an assessment of expected credit losses is performed and amounts provided for where required with the impairment charge recognised in profit or loss. These expected credit losses are then assessed on an ongoing basis. Receivables from insurance and reinsurance contracts are not required to be assessed for lifetime expected credit losses under NZ IFRS 9, however amounts are provided for where credit risks are present.

#### **Q. 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 life for office and other equipment is 3 to 15 years.

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.

#### **R. 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.

#### **S. INTANGIBLE ASSETS**

##### **1. 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.

## **T. 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.

## **U. 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.

## **V. 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.

## **W. 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.

## **X. 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 2018 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 8;
  - reinsurance and other recoveries on outstanding claims, refer to note 9; and
  - liability adequacy test, refer to note 11.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 14 and 15;
  - acquired intangible assets initial measurement and determination of useful life, refer to note 14; and
  - income tax and related assets and liabilities, refer to note 7;

## NOTE 3. RISK MANAGEMENT

### RISK MANAGEMENT CATEGORIES AND RISK MITIGATION

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.

#### I. Strategic Risk

Strategic risk is managed by the Leadership Team Risk Committee with Board oversight. Key elements in the management of strategy and strategic risk include the strategy development and strategic planning processes and associated oversight arrangements. Market trends and changes in the Consolidated entity's operating environment are reviewed at least annually against the strategy and strategic priorities. Progress against strategic priorities is monitored on a monthly basis with deeper review, as applicable, on a quarterly basis. Strategic risks are included in IAG's enterprise risk profile.

#### II. Insurance Risk

A key risk from operating in the general insurance industry is the exposure to insurance risk arising from underwriting and pricing general insurance contracts. The insurance contracts transfer risk to the insurer by indemnifying the policyholders against adverse effects arising from the occurrence of specified but unforeseen future events. There is a risk that the exposure of the item insured is under or over-estimated or 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, priced and sold. 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, but not limited to, financial risks, reputational 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 the underwriting, pricing and design of 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, but are not limited to, 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 aides to reduce the variability in overall claims experience over time. Maximum limits and risk appetite criteria 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 staff 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 8).

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.

The amount of reinsurance purchased is determined by reference to a modelled probable maximum loss (PML). Natural perils are inherently uncertain, which presents model risk. As a result, the loss from an actual event could exceed the modelled PML.

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 capital risk.

**MARKET RISK**

Market risk is the risk of adverse financial impact due to changes in market prices (equities, derivatives, interest rate, foreign exchange, etc.) or inappropriate concentration within the investment funds. 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:

		CONSOLIDATED	
		2019	2018
		\$000	\$000
		Impact to profit	Impact to profit
Investments - interest bearing securities and related interest rate derivatives	+1%	(14,627)	(16,818)
	-1%	15,228	17,433

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.

### 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:

		CONSOLIDATED	
		2019	2018
		\$000	\$000
Investments - Trust securities and equity derivatives	+10%	14,814	3,783
	-10%	(14,281)	(3,201)

## CREDIT RISK

### a. NATURE OF THE RISK AND HOW MANAGED

Credit risk is the risk arising from a counterparty's failure to meet its obligations in accordance with the agreed terms. These counterparties include investments, reinsurers and premium debtors. 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
<b>2019</b>					
Premium receivable	861,609	110	2,646	1,232	865,597
Provision for lapses	(2,199)	(37)	(879)	(549)	(3,664)
Net balance	859,410	73	1,767	683	861,933
Reinsurance recoveries on paid claims	43,813	-	-	-	43,813
Net balance	43,813	-	-	-	43,813
Other trade debtors	17,648	-	-	-	17,648
Net balance	17,648	-	-	-	17,648
<b>2018</b>					
Premium receivable	814,372	11,019	2,535	1,667	829,593
Provision for lapses	(3,294)	(843)	(823)	(503)	(5,463)
Net balance	811,078	10,176	1,712	1,164	824,130
Reinsurance recoveries on paid claims	125,000	-	-	-	125,000
Net balance	125,000	-	-	-	125,000
Other trade debtors	37,773	-	-	-	37,773
Net balance	37,773	-	-	-	37,773

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 \$3.7 million (2018 - \$5.5 million). The net movement in the aggregated provision for the current period was a \$1.8 million decrease (2018 - \$2.1 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 A- (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 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	
	2019 % of total	2018 % of total
AA	96	98
A	4	2
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	
	2019 % of total	2018 % of total
AAA	4	21
AA	89	60
A	7	19
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 is 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.

MATURITY ANALYSIS	NET DISCOUNTED OUTSTANDING CLAIMS LIABILITY		PARENT AND CONSOLIDATED INVESTMENTS	
	2019	2018	2019	2018
	\$000	\$000	\$000	\$000
Floating interest rate (at call)	-	-	5,302	12,454
Within 1 year or less	287,332	339,804	173,350	278,798
Within 1 to 2 years	45,323	58,436	19,350	205,059
Within 2 to 3 years	23,086	22,055	507,946	117,926
Within 3 to 4 years	16,988	14,231	106,694	224,259
Within 4 to 5 years	10,111	9,804	140,312	130,757
Over 5 years	14,916	14,164	23,830	21,514
Total	<u>397,756</u>	<u>458,494</u>	<u>976,784</u>	<u>990,767</u>

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 the actions or behaviours of people, inadequate or failed internal processes 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 Company 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.

## VI. Regulatory Risk and Compliance

Regulatory and Compliance risk is defined as the failure or inability to identify and comply with applicable laws, regulations, standards or codes excluding failure to adhere to internal policies/procedures or meeting contractual obligations. The Group Regulatory Risk and Compliance Framework, Group Regulatory Risk and Compliance Policy and the IAG NZ Regulatory Risk and Compliance Programme set out the principles and framework components to achieve compliance as well as the roles and responsibilities in risk governance. Regulatory risk and compliance is managed through the active monitoring and identification of regulatory and compliance risks and obligations, regular assessment of the impact of those risks and obligations to the Consolidated entity and the implementation of appropriate controls, assurance activity and reporting to mitigate regulatory and compliance risk.

Conduct and culture of New Zealand financial services entities is a focus of Financial Markets Authority (FMA) and Reserve Bank of New Zealand (RBNZ), with thematic reviews of registered banks and licensed life insurers carried out and findings released in November 2018 and January 2019 respectively. Banks and life insurers were subsequently required to carry out internal reviews against the findings and respond formally to the FMA.

In March 2019, general insurers received a formal letter from the FMA and RBNZ regarding the life insurance conduct and culture review, outlining their expectations for completion of an internal conduct and culture review by non-life insurers, with findings presented to non-life insurer boards by end of October 2019. The Consolidated entity has resourced a programme of work to meet the requirements of the March letter.

In addition to the conduct and culture review noted above, the Consolidated entity operates in an environment where regulatory and compliance risks and obligations may arise. A provision is booked for such obligations when it is probable that an outflow of resources embodying economic benefits will be required to settle any such obligations. The Consolidated entity's Regulatory Risk and Compliance Programme actively monitors these risks and obligations and oversees the implementation of appropriate actions, controls, assurance activity and reporting in response to these.

Regulatory risk and compliance is the responsibility of all staff, including service providers and partners. All staff, including the Board and Executive Management and any other person acting on behalf of the Company, must comply with the spirit as well as the letter of legislative and regulatory requirements and act with high standards of honesty and integrity.

**NOTE 4. ANALYSIS OF INCOME**

		PARENT	CONSOLIDATED	
	2019	2018	2019	2018
	\$000	\$000	\$000	\$000
<b>A. GENERAL INSURANCE REVENUE</b>				
Gross written premium	2,835,760	2,696,219	2,835,760	2,696,219
Movement in unearned premium liability	(59,762)	(120,984)	(59,762)	(120,984)
Premium revenue	2,775,998	2,575,235	2,775,998	2,575,235
Reinsurance and other recoveries revenue	612,172	746,420	612,172	746,420
Reinsurance commission revenue	272,271	213,314	272,271	213,314
Total general insurance revenue	3,660,441	3,534,969	3,660,441	3,534,969
<b>B. INVESTMENT INCOME</b>				
Dividend revenue	1,915	865	1,915	865
Interest revenue	35,546	33,461	35,546	33,461
Trust revenue	5,224	12,417	5,224	12,417
Total investment revenue	42,685	46,743	42,685	46,743
Realised net gains and (losses)	10,613	(15,630)	10,613	(15,630)
Unrealised net gains	22,401	12,545	22,174	13,119
Total investment income	75,699	43,658	75,472	44,232
<b>Represented by</b>				
Investment income on assets backing insurance liabilities	28,401	16,028	28,401	16,028
Investment income on shareholder's funds	47,298	27,630	47,071	28,204
	75,699	43,658	75,472	44,232
Total income	3,736,140	3,578,627	3,735,913	3,579,201

**NOTE 5. ANALYSIS OF EXPENSES**

		PARENT	CONSOLIDATED	
	2019	2018	2019	2018
	\$000	\$000	\$000	\$000
Acquisition costs, other underwriting expenses, fee based, corporate and other expenses include the following:				
Amortisation of intangible assets	23,276	21,851	23,276	21,851
Bad debts written off	151	161	151	161
Commissions	285,575	265,587	285,575	265,587
Depreciation - plant and equipment	13,249	13,283	13,249	13,283
Directors' fees	525	498	525	498
Operating lease costs	26,144	28,073	26,144	28,073
Software costs	8,697	2,532	8,697	2,532
Loss on sale of plant and equipment	68	6	68	6
Restructuring costs	7,048	4,300	7,048	4,300
Share based remuneration expense	2,696	3,044	2,696	3,044
Defined contribution superannuation expense	6,735	6,570	6,735	6,570
Employee benefit expense	307,838	307,259	307,838	307,259

**NOTE 6. REMUNERATION OF AUDITOR**

		PARENT	CONSOLIDATED	
	2019	2018	2019	2018
	\$000	\$000	\$000	\$000
Audit of the financial statements	1,624	1,622	1,624	1,622
Assurance of regulatory returns in accordance with regulatory requirements	113	113	113	113
Other assurance services	57	215	57	215
Total remuneration of auditor	1,794	1,950	1,794	1,950

Other assurance services relate to controls assurance, limited assurance and agreed upon procedures engagements.

## NOTE 7. INCOME TAX

	PARENT		CONSOLIDATED	
	2019	2018	2019	2018
	\$000	\$000	\$000	\$000
<b>A. INCOME TAX EXPENSE</b>				
Current tax	46	444	46	444
Deferred tax	113,359	46,212	113,359	46,212
(Over)/under provided in prior year	(1,337)	(5)	(1,337)	(5)
Income tax expense	<u>112,068</u>	<u>46,651</u>	<u>112,068</u>	<u>46,651</u>
<b>B. INCOME TAX RECONCILIATION</b>				
The income tax for the financial year differs from the amount calculated on the profit before income tax. The differences are reconciled as follows:				
Profit for the year before income tax	<u>406,808</u>	<u>179,107</u>	<u>406,581</u>	<u>179,681</u>
Income tax calculated at 28% (2018-28%)	<u>113,906</u>	50,150	<u>113,842</u>	50,311
<b>Amounts which are not deductible/(taxable) in calculating taxable income</b>				
Effect of overseas investment tax regime	(388)	(3,965)	(388)	(3,965)
Foreign withholding tax	46	444	46	444
Non-deductible expenses	586	363	586	363
Other	(745)	(336)	(681)	(497)
Income tax expense applicable to current year	<u>113,405</u>	46,656	<u>113,405</u>	46,656
Adjustment relating to prior year	<u>(1,337)</u>	<u>(5)</u>	<u>(1,337)</u>	<u>(5)</u>
Income tax expense attributable to profit for the year	<u>112,068</u>	<u>46,651</u>	<u>112,068</u>	<u>46,651</u>
<b>C. DEFERRED TAX ASSETS</b>				
Depreciation	3,741	3,854	3,741	3,854
Deferred acquisition costs	(58,189)	(58,009)	(58,189)	(58,009)
Tax losses	329,598	444,557	329,598	444,557
Other	<u>17,670</u>	<u>13,870</u>	<u>17,670</u>	<u>13,870</u>
	<u>292,820</u>	<u>404,272</u>	<u>292,820</u>	<u>404,272</u>
<b>D. IMPUTATION CREDITS</b>				
Imputation credits at the beginning of the financial year	4,001	3,665	4,001	3,665
Imputation credits attached to dividends received	<u>745</u>	<u>336</u>	<u>745</u>	<u>336</u>
Imputation credits at the end of the financial year	<u>4,746</u>	<u>4,001</u>	<u>4,746</u>	<u>4,001</u>
The imputation credits are available to shareholders of the Company:				
Through the Company	<u>4,746</u>	<u>4,001</u>	<u>4,746</u>	<u>4,001</u>
	<u>4,746</u>	<u>4,001</u>	<u>4,746</u>	<u>4,001</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 8. 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.

	2019			PARENT AND CONSOLIDATED 2018		
	Current year	Prior years	Total	Current year	Prior years	Total
	\$000	\$000	\$000	\$000	\$000	\$000
Gross claims - undiscounted	1,462,416	3,551	1,465,967	1,534,458	239,333	1,773,791
Discount	(3,483)	15,418	11,935	(5,432)	16,241	10,809
Gross claims - discounted	1,458,933	18,969	1,477,902	1,529,026	255,574	1,784,600
Reinsurance and other recoveries - undiscounted	(555,900)	(48,031)	(603,931)	(493,336)	(243,260)	(736,596)
Discount	1,606	(9,847)	(8,241)	2,019	(11,843)	(9,824)
Reinsurance and other recoveries - discounted	(554,294)	(57,878)	(612,172)	(491,317)	(255,103)	(746,420)
Net claims expense	904,639	(38,909)	865,730	1,037,709	471	1,038,180

### B. OUTSTANDING CLAIMS LIABILITY RECOGNISED ON THE BALANCE SHEET

	PARENT AND CONSOLIDATED	
	2019	2018
	\$000	\$000
<b>I. Composition of gross outstanding claims liability</b>		
Gross central estimate - undiscounted	933,243	1,187,362
Claims handling costs	28,713	28,242
Risk margin	95,438	99,419
	1,057,394	1,315,023
Discount to present value	(12,657)	(24,590)
Gross outstanding claims liability - discounted	1,044,737	1,290,433

The outstanding claims liability includes \$255.6 million (2018 - \$465.7 million) which is expected to be settled more than 12 months from the reporting date.

### II. Reconciliation of movements in discounted outstanding claims liability

	2019			PARENT AND CONSOLIDATED 2018		
	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	1,290,433	(831,939)	458,494	1,557,198	(1,090,632)	466,566
Movement in the prior year central estimate	50,657	(64,019)	(13,362)	274,661	(251,580)	23,081
Current year claims incurred	1,410,295	(531,109)	879,186	1,488,558	(478,985)	1,009,573
Claims paid/recoveries received	(1,723,598)	797,130	(926,468)	(2,051,366)	1,005,113	(1,046,253)
Movement in discounting	20,919	(13,526)	7,393	24,892	(18,189)	6,703
Movement in risk margin	(3,969)	(3,518)	(7,487)	(3,510)	2,334	(1,176)
Balance at the end of the financial year	1,044,737	(646,981)	397,756	1,290,433	(831,939)	458,494

### III. Central estimate and risk margin

#### a. REPORTING DATE VALUES

	PARENT AND CONSOLIDATED	
	2019	2018
	%	%
The percentage risk margin applied to the net outstanding claims liability (excluding Canterbury earthquake claims)	11.1	11.3
The probability of adequacy of the risk margin	87.5	87.5

#### 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

The estimation of the outstanding claims liability for the Kaikoura earthquake event has been determined based on the exposure of the Consolidated entity to claims in the areas affected by the event. There is a level of uncertainty as reported claim costs continue to develop but the current estimate is well within the Consolidated entity's 2016/17 catastrophe reinsurance programme at the balance date.

#### 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 2019, the outstanding claims liability for IAG NZ was valued by Heathcliff Neels (Fellow of the New Zealand Society of Actuaries). There were no qualifications contained in the actuarial valuation although the actuary has emphasised the level of uncertainty in the earthquake claims cost estimates. The actuary was satisfied as to the nature, sufficiency and accuracy of the data used to determine the outstanding claims liability. The valuation 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.

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 Consolidated entity, 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.

Volatility levels are related to the general levels of uncertainty of various classes of business.

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.

For determining the gross risk margin for the 14 November 2016 Kalkoura earthquake event the potential for an increase in costs due to claims deterioration, new over caps and model uncertainty has been considered. The net risk margin has taken into consideration the reinsurance coverage available on this event.

#### 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	KAIKOURA EARTHQUAKE CLAIMS	EXCLUDING EARTHQUAKE CLAIMS
<b>2019</b>			
Discounted average term to settlement	<b>1.16 years</b>	<b>0.0 years</b>	<b>1.1 years</b>
Inflation rate	<b>2.18%</b>	<b>2.18%</b>	<b>2.18%</b>
Discount rate	<b>1.50%-2.23%</b>	<b>1.50%-2.23%</b>	<b>1.50%-2.23%</b>
Claims handling costs ratio	<b>n/a</b>	<b>n/a</b>	<b>5.10%</b>
<b>2018</b>			
Discounted average term to settlement	<b>0.1 years</b>	<b>0.1 years</b>	<b>0.9 years</b>
Inflation rate	<b>1.91%</b>	<b>1.91%</b>	<b>1.91%</b>
Discount rate	<b>1.75%-3.56%</b>	<b>1.75%-3.56%</b>	<b>1.75%-3.56%</b>
Claims handling costs ratio	<b>n/a</b>	<b>n/a</b>	<b>5.10%</b>

#### 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 and Kalkoura 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		CANTERBURY EARTHQUAKE CLAIMS \$000	KAIKOURA EARTHQUAKE CLAIMS \$000	PARENT AND CONSOLIDATED EXCLUDING EARTHQUAKE CLAIMS \$000
<b>2019</b>				
Discounted average term to settlement	+1 Month	0	-	(433)
	-1 Month	0	-	433
Inflation rate	+1%	142	-	4,130
	-1%	(117)	-	(3,940)
Discount rate	+1%	(117)	-	(3,940)
	-1%	142	-	4,130
Claims handling costs ratio	+1%	n/a	-	6,206
	-1%	n/a	-	(6,206)
<b>2018</b>				
Discounted average term to settlement	+1 Month	0	-	(612)
	-1 Month	0	-	612
Inflation rate	+1%	3	-	3,880
	-1%	(3)	-	(3,711)
Discount rate	+1%	(3)	-	(3,711)
	-1%	3	-	3,880
Claims handling costs ratio	+1%	n/a	-	5,328
	-1%	n/a	-	(5,328)

**NOTE 9. REINSURANCE AND OTHER RECOVERIES ON OUTSTANDING CLAIMS**

	PARENT AND CONSOLIDATED	
	2019 \$000	2018 \$000
<b>A. REINSURANCE AND OTHER RECOVERIES ON OUTSTANDING CLAIMS</b>		
Expected reinsurance and other recoveries on outstanding claims - undiscounted	654,150	844,391
Discount to present value	(7,169)	(12,452)
Expected reinsurance and other recoveries receivable on outstanding claims - discounted	<u>646,981</u>	<u>831,939</u>

The carrying value of reinsurance recoveries and other recoveries includes \$145.2 million (2018 - \$347.0 million) which is expected to be settled more than 12 months from the reporting date.

The reinsurance recoveries receivable on outstanding claims includes \$0.0 million (2018 - \$1.5 million) recoverable from IAG Re Labuan (L) Berhad and \$287.6 million (2018 - \$478.9 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 8. 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 and quota share agreements.

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.
- The Company has entered into a whole of account 20% quota share agreement effective 1 July 2015 with Berkshire Hathaway. The Company cedes 20% of Gross Written Premium and recovers 20% of all claims. The Company is also reimbursed for 20% of its share of operating costs and receives a percentage based fee of the premium ceded.
- From 1 January 2018 the Company entered into further quota share arrangements with Munich Re, Swiss Re and Hannover Re. The Company cedes 12.5% of Gross Written Premium and recovers 12.5% of all claims. The Company is also reimbursed for 12.5% of its share of operating costs and receives 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.
- The Company has a high hazard property "per risk" quota share. The Company cedes 66.67% of this portfolio gross of any quota share arrangements.
- The Company has a cyber liability quota share. The Company cedes 75% of this portfolio gross of any quota share arrangements.

**NOTE 10. DEFERRED INSURANCE ASSETS**

	PARENT AND CONSOLIDATED	
	2019	2018
	\$000	\$000
<b>A. DEFERRED ACQUISITION COSTS</b>		
<b>Reconciliation of movements</b>		
Deferred acquisition costs at the beginning of the financial year	207,176	208,275
Acquisition costs deferred	207,819	207,176
Amortisation charged to profit	(207,176)	(208,275)
Deferred acquisition costs at the end of the financial year	<u>207,819</u>	<u>207,176</u>
<b>B. DEFERRED OUTWARDS REINSURANCE EXPENSE</b>		
<b>Reconciliation of movements</b>		
Deferred outwards reinsurance expense at the beginning of the financial year	679,702	545,080
Reinsurance expenses deferred	720,015	679,702
Amortisation charged to profit	(679,702)	(545,080)
Deferred outwards reinsurance expense at the end of the financial year	<u>720,015</u>	<u>679,702</u>

**NOTE 11. UNEARNED PREMIUM LIABILITY**

	PARENT AND CONSOLIDATED	
	2019	2018
	\$000	\$000
<b>A. RECONCILIATION OF MOVEMENTS</b>		
Unearned premium liability at the beginning of the financial year	1,242,144	1,121,160
Deferral of premiums on contracts written	1,301,906	1,242,144
Earning of premiums written in previous financial years	(1,242,144)	(1,121,160)
Unearned premium liability at the end of the financial year	<u>1,301,906</u>	<u>1,242,144</u>
<b>B. LIABILITY ADEQUACY TEST</b>		

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 (2018 - surplus).

	PARENT AND CONSOLIDATED	
	2019	2018
	\$000	\$000
Net central estimate of present value of expected future cash flows from future claims	484,931	480,798
Risk margin of the present value of expected future cash flows	<u>13,154</u>	<u>13,022</u>
	<u>498,085</u>	<u>493,820</u>
Risk margin percentage	2.7%	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 12. INVESTMENTS**

		PARENT	CONSOLIDATED	
	2019	2018	2019	2018
	\$000	\$000	\$000	\$000
<b>A. COMPOSITION</b>				
<b>I. Interest bearing Investments</b>				
Cash and short term money held in investment	5,302	12,454	5,302	12,454
Government and semi-government bonds	69,170	260,119	69,170	260,119
Corporate bonds and notes	<u>902,312</u>	<u>718,194</u>	<u>902,312</u>	<u>718,194</u>
	<u>976,784</u>	<u>990,767</u>	<u>976,784</u>	<u>990,767</u>
<b>II. Equity investments</b>				
Listed	-	-	2,147	2,508
Unlisted	<u>392,761</u>	<u>248,308</u>	<u>392,761</u>	<u>248,308</u>
	<u>392,761</u>	<u>248,308</u>	<u>394,908</u>	<u>250,816</u>
	<u>1,369,545</u>	<u>1,239,075</u>	<u>1,371,692</u>	<u>1,241,583</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
<b>2019</b>				
Interest bearing investments	40,776	936,008	-	976,784
Equity investments	<u>2,147</u>	<u>392,761</u>	-	<u>394,908</u>
	<u>42,923</u>	<u>1,328,769</u>	-	<u>1,371,692</u>
<b>2018</b>				
Interest bearing investments	284,257	706,510	-	990,767
Equity investments	<u>2,508</u>	<u>248,308</u>	-	<u>250,816</u>
	<u>286,765</u>	<u>954,818</u>	-	<u>1,241,583</u>

The Company has same investments as the Consolidated entity with the exception of Equity Investments of \$2.1 million (2018 - \$2.5 million).

**NOTE 13. RECEIVABLES**

	PARENT		CONSOLIDATED	
	2019	2018	2019	2018
	\$000	\$000	\$000	\$000
<b>COMPOSITION</b>				
<b>I. Premium receivable</b>				
Gross Premium receivable	865,597	829,593	865,597	829,593
Provision for lapses	(3,664)	(5,463)	(3,664)	(5,463)
Premium receivable	<u>861,933</u>	<u>824,130</u>	<u>861,933</u>	<u>824,130</u>
<b>II. Trade and other receivables</b>				
Reinsurance recoveries on paid claims	43,813	125,000	43,813	125,000
Investment income receivable	5,733	6,945	5,733	6,945
Investment transactions not yet settled at reporting date	69	7	69	7
Other debtors	<u>11,846</u>	<u>30,821</u>	<u>11,846</u>	<u>30,821</u>
Trade and other receivables	<u>61,461</u>	<u>162,773</u>	<u>61,461</u>	<u>162,773</u>
	<u>923,394</u>	<u>986,903</u>	<u>923,394</u>	<u>986,903</u>

Reinsurance recoveries on paid claims includes \$20.0 million (2018 - \$113.0 million) recoverable from IAG Re Singapore Pte Limited.

Under the quota share agreement with National Indemnity Company, Munich Re, Swiss Re and Hannover Re, the Company has a right of offset, and settles on a net basis. At 30 June 2019, the Company has offset receivables due under the contracts of \$209.4 million (2018 - \$201.3 million) with the reinsurance premium payable of \$440.7 million (2018 - \$420.8 million). The net payable is included within the reinsurance premium payable balance. The relevant cash flows pertaining to the contracts have been presented on a gross basis within the cash flow statement.

**NOTE 14. INTANGIBLE ASSETS**

	PARENT AND CONSOLIDATED
	Software development \$000
<b>2019</b>	
<b>A. COMPOSITION</b>	
Cost	189,761
Accumulated amortisation and impairment	(173,912)
Balance at the end of the financial year	<u>15,849</u>
<b>B. RECONCILIATION OF MOVEMENTS</b>	
Balance at the beginning of the financial year	30,065
Additions acquired and developed	9,060
Amortisation*	(23,276)
Balance at the end of the financial year	<u>15,849</u>
	PARENT AND CONSOLIDATED
	Total \$000
<b>2018</b>	
<b>C. COMPOSITION</b>	
Cost	180,701
Accumulated amortisation and impairment	(150,637)
Balance at the end of the financial year	<u>30,064</u>
<b>D. RECONCILIATION OF MOVEMENTS</b>	
Balance at the beginning of the financial year	43,858
Additions acquired and developed	8,057
Amortisation*	(21,851)
Balance at the end of the financial year	<u>30,064</u>

\* Amortisation is included under other underwriting expenses in the Statement of Comprehensive Income.



**E. AMORTISATION RATE (% per annum)**

10.00%-33.33%

**F. EXPLANATORY NOTES FOR INTANGIBLE ASSETS****I. Software development expenditure**

The software development expenditure asset comprises internally generated assets.

**G. IMPAIRMENT TESTING**

An impairment test was conducted for software under development. For software deployed, an impairment trigger review was conducted.

**NOTE 15. GOODWILL**

	PARENT		CONSOLIDATED	
	2019	2018	2019	2018
	\$000	\$000	\$000	\$000
<b>A. COMPOSITION</b>				
Goodwill	206,813	206,813	207,473	207,473
Accumulated impairment charges	-	-	-	-
Balance at the end of the financial year	<u>206,813</u>	<u>206,813</u>	<u>207,473</u>	<u>207,473</u>

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

**B. 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 2019 was 3.75% (2018 - 3.75%).

**c. DISCOUNT RATE**

Discount rates reflect a beta and equity risk premium appropriate to the Consolidated entity, risk adjusted where applicable. The post-tax discount rate used was 10.1% (2018 - 10.1%).

**NOTE 16. DETAILS OF SUBSIDIARIES**

	PRINCIPAL ACTIVITY	OWNERSHIP INTEREST		BALANCE DATE
		2019	2018	
		%	%	
State Insurance Limited	Non-operating	100.00	100.00	30 June
Direct Insurance Services Limited	Non-operating	100.00	100.00	30 June
IAQ (NZ) Share Plan Nominee Limited	Trustee of Staff Share Plan	100.00	100.00	30 June
The IAQ New Zealand Limited Employee Share Plan	Share Plan Trust	100.00	100.00	30 June
NZI Staff Superannuation Fund Nominees Limited	Investment Nominee	100.00	100.00	30 June



**NOTE 17. TRADE AND OTHER PAYABLES**

	PARENT		CONSOLIDATED	
	2019	2018	2019	2018
	\$000	\$000	\$000	\$000
<b>COMPOSITION</b>				
<b>I. Trade creditors</b>				
Commissions payable	28,391	19,454	28,391	19,454
Levies payable	89,903	89,913	89,903	89,913
Other	76,282	59,997	76,282	59,997
	<u>194,576</u>	<u>169,364</u>	<u>194,576</u>	<u>169,364</u>
<b>II. Other payables</b>				
Other creditors and accruals	35,525	32,921	37,113	34,588
	<u>230,101</u>	<u>202,285</u>	<u>231,689</u>	<u>203,952</u>

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.

Trade and other payables include \$0.0 million (2018- \$7.8 million) payable to IAG Re Labuan (L) Berhad.

**NOTE 18. EMPLOYEE BENEFITS**

	PARENT		CONSOLIDATED	
	2019	2018	2019	2018
	\$000	\$000	\$000	\$000
<b>A. EMPLOYEE BENEFITS PROVISION</b>				
Annual leave	15,295	15,725	15,295	15,725
Cash based Incentive arrangements	24,586	19,012	24,586	19,012
Defined benefit superannuation plans	4,463	2,400	4,463	2,400
Defined benefit pension arrangement - unfunded	1,281	1,457	1,281	1,457
	<u>45,625</u>	<u>38,594</u>	<u>45,625</u>	<u>38,594</u>

The employee benefits provision includes \$5.7 million (2018 - \$3.9 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 19. 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. 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 2019 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	
	2019	2018
Forfeited shares	37,251	44,741
Shares held on behalf of eligible staff	213,337	226,552
Total shares held	<u>250,588</u>	<u>271,293</u>

The total number of shares held represents 0.011% (June 2018 - 0.011%) of the Ordinary Shares issued by IAG.

#### NOTE 20. COMMITMENTS

	PARENT AND CONSOLIDATED	
	2019	2018
	\$000	\$000
<b>A. CAPITAL AND OTHER COMMITMENTS</b>		
Purchase of Plant and Equipment. This will be funded from cash reserves.	<u>789</u>	<u>-</u>
<b>B. OPERATING AND FINANCE LEASE COMMITMENTS</b>		
<b>I. Property</b>		
Due within 1 year	20,024	21,201
Due within 1 to 2 years	17,521	21,135
Due within 2 to 5 years	44,169	50,929
Due after 5 years	40,487	62,240
<b>II. Equipment</b>		
Due within 1 year	1,192	2,024
Due within 1 to 2 years	499	1,498
Due within 2 to 5 years	254	1,020
	<u>124,146</u>	<u>160,047</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 movement 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 21. 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	30 June 2019	Closing Balance 30 June 2018
		\$000	\$000
IAG Re Singapore	Fee for Services	(736)	(736)
Insurance Australia Limited	Forward exchange contracts	13,037	(12,262)
NRMA Information Services Pty Limited	Technology costs recharged	-	(3,861)
Insurance Australia Limited	Fee for services	(4,093)	(17,976)
IAG Asset Management Limited	Investment management fees	(202)	(199)
Direct Insurance Services Limited	Current account with subsidiary company	12	12
		<u>8,018</u>	<u>(35,022)</u>

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

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

IAG Re Singapore Pte Limited	287,553	478,917
IAG Re Labuan (L) Berhad	1	1,468

**Reported within Receivables (refer to note 13):**

IAG Re Singapore Pte Limited	20,047	113,009
IAG Re Labuan (L) Berhad	32	-

**Reported within Reinsurance premium payable:**

IAG Re Singapore Pte Limited	338,015	261,524
IAG Re Australia Limited	18	25

**Reported within Trade and other payables (refer to note 17)**

IAG Re Labuan (L) Berhad	-	7,755
--------------------------	---	-------

**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 2019	30 June 2018
		\$000	\$000
IAG Finance (NZ) Limited NZ Branch	Fee for services	63	63
Insurance Australia Limited	Forward exchange contracts	(46,703)	38,367
IAG Re Australia Limited	Reinsurance recoveries	(263)	(812)
IAG Re Australia Limited	Reinsurance expense	1,640	1,229
NRMA Information Services Pty Limited	Technology costs recharged	134	11,917
Insurance Australia Limited	Fee for services	66,617	32,886
IAG Asset Management Limited	Investment management fees	2,465	2,252
First Rescue and Emergency (NZ) Limited	Claims expenditure	10,174	9,333
First Rescue and Emergency (NZ) Limited	Fee for services	1,060	1,256
Loyalty New Zealand Limited	Issue of Fly Buys points	5,403	5,126
IAG (NZ) Holdings Limited*	Dividend paid	64,500	141,200
IAG (NZ) Holdings Limited*	Repurchase of ordinary shares	320,000	-
IAG Re Singapore Pte Limited	Reinsurance expense	298,615	316,637
IAG Re Singapore Pte Limited	Reinsurance recoveries	(24,128)	(214,968)
IAG Re Labuan (L) Berhad	Reinsurance recoveries	1,107	8,904
IAG Re Singapore Pte Limited	Reinsurance commission revenue	(30,699)	(29,016)
IAG Re Australia Limited	Reinsurance commission revenue	(226)	(155)

The Consolidated entity had the same related party transactions.

The above related party transactions highlighted as \* were with the parent entity and the rest of the related party transactions were with the respective associated companies.

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	
	2019 \$000	2018 \$000
Short term employee benefits	5,832	4,396
Post employment benefits	5	4
Other long term benefits	(7)	2
Share based payments	<u>1,723</u>	<u>1,980</u>
	<u>7,553</u>	<u>6,382</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 22. NOTES TO THE STATEMENTS OF CHANGES IN EQUITY

#### A. CAPITAL

At 30 June 2019, Share Capital comprised 2,578,433,488 ordinary shares of \$1 each (2018 -2,898,433,488)

On 27 August 2018, the Company bought back and cancelled 100 million ordinary shares of \$1 each that were issued to IAG (NZ) Holdings Limited.

On 14 February 2019, the Company bought back and cancelled 120 million ordinary shares of \$1 each that were issued to IAG (NZ) Holdings Limited.

On 17 May 2019, the Company bought back and cancelled 100 million ordinary shares of \$1 each that were issued to IAG (NZ) Holdings Limited.

During the year the Company paid dividends totalling \$64.5 million which represented 2 cents 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 23. NOTES TO THE CASH FLOW STATEMENTS

	PARENT		CONSOLIDATED	
	2019 \$000	2018 \$000	2019 \$000	2018 \$000
<b>A. COMPOSITION</b>				
Cash held for operational purposes	71,847	53,087	71,851	53,091
Cash and short term money held in investments	<u>5,302</u>	<u>12,454</u>	<u>5,302</u>	<u>12,454</u>
Cash and cash equivalents	<u>77,149</u>	<u>65,541</u>	<u>77,153</u>	<u>65,545</u>

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.

	2019	PARENT	CONSOLIDATED	
	2019	2018	2019	2018
	\$000	\$000	\$000	\$000
<b>C. RECONCILIATION OF PROFIT/(LOSS) FOR THE YEAR TO NET CASH FLOWS FROM OPERATING ACTIVITIES</b>				
Profit/(loss) for the year	294,740	132,456	294,513	133,030
<b>I. Non-cash Items</b>				
Depreciation of property and equipment	13,249	13,283	13,249	13,283
Amortisation of intangible assets	23,275	21,851	23,275	21,851
Net realised (gains) and losses on disposal of investments	(10,613)	15,630	(10,613)	15,630
Net unrealised (gains) and losses on revaluation of investments	(22,401)	(12,545)	(22,174)	(13,119)
Other	(1,366)	18,618	(1,366)	18,618
<b>II. Movement in operating assets and liabilities</b>				
<b>DECREASE/(INCREASE) IN OPERATING ASSETS</b>				
Premium and other receivables	(17,616)	(105,748)	(17,616)	(105,748)
Prepayments, deferred levies and charges	(39,856)	(134,807)	(39,856)	(134,807)
Deferred tax assets	111,452	27,867	111,452	27,867
Reinsurance and other recoveries	266,145	185,631	266,145	185,631
Current tax asset	9	(18)	9	(18)
<b>INCREASE/(DECREASE) IN OPERATING LIABILITIES</b>				
Trade and other payables	105,565	162,310	105,565	162,310
Provisions	7,031	(1,987)	7,031	(1,987)
Outstanding claims liability	(245,696)	(266,765)	(245,696)	(266,765)
Unearned premium liability	59,762	120,984	59,762	120,984
Net cash flows from operating activities	<u>543,680</u>	<u>176,760</u>	<u>543,680</u>	<u>176,760</u>

## NOTE 24. 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 2019, the ASC, MSC, solvency margins and solvency ratios held were:

**2019**

	Non-Life \$m	Life*	Total \$m
ASC	626.2	0.0	626.2
MSC	383.5	0.0	383.5
Solvency margin	242.7	0.0	242.7
Solvency Ratio (percent)	163.3%		163.3%

**2018**

	Non-Life \$m	Life**	Total \$m
ASC	556.4	0.1	556.5
MSC	337.1	0.1	337.2
Solvency margin	219.3	0.0	219.3
Solvency Ratio (percent)	165.0%	121.8%	165.0%

\*As at and from 21 August 2018, IAG no longer has any obligations under the Solvency standard for Life Insurance Business.

\*\*Life ASC as at 30 June 2018 was \$106,000 and MSC was \$87,000. Due to rounding, the figures above are shown in \$m.

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

The ASC, solvency margin and solvency ratios presented above are after allowing for the \$21.5 million dividend and \$50 million capital repayment. Refer Note 26.

**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-" (2018 - "AA-"). The AA- rating represents 'very strong' claims paying ability and the "A+" rating represents 'strong' claims paying ability.

**NOTE 25. 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 26. EVENTS SUBSEQUENT TO REPORTING DATE**

On the 31st of July 2019, the Board of the Company determined to pay a dividend of \$21.5 million to IAG (NZ) Holdings Limited. The dividend will be paid on or before 15 September 2019.

On the 31st of July 2019, the Board of the Company also resolved to buy back and cancel 50 million \$1 ordinary shares issued by the Company from IAG (NZ) Holdings Limited.

## **AUDIT REPORT**



# Independent Auditor's Report

To the shareholder of IAG New Zealand Limited

## Report on the financial statements

### Opinion

In our opinion, the accompanying financial statements of IAG New Zealand Limited (the 'Company') and its subsidiaries (the 'Group') on pages 8 to 41:

- i. present fairly in all material respects the Company's and Group's financial position as at 30 June 2019 and its financial performance and cash flows for the year ended on that date; and
- ii. comply with New Zealand Equivalents to International Financial Reporting Standards and International Financial Reporting Standards.

We have audited the accompanying financial statements which comprise:

- the Company and Group balance sheet as at 30 June 2019;
- the Company and Group statement of comprehensive income, statement of changes in equity and statement of cash flows for the year then ended; and
- notes, including a summary of significant accounting policies and other explanatory information.



### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (New Zealand) ('ISAs (NZ)'). We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

We are independent of the Company and Group in accordance with Professional and Ethical Standard 1 (Revised) Code of Ethics for Assurance Practitioners issued by the New Zealand Auditing and Assurance Standards Board and the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants ('IESBA Code'), and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code.

Our responsibilities under ISAs (NZ) are further described in the auditor's responsibilities for the audit of the Company and Group financial statements section of our report.

Our firm has also provided other assurance services including a limited assurance engagement in respect of the Company and Group interim financial statements for the six month period ended 31 December 2018, a limited assurance engagement in respect of the Company's Insurer Solvency Return as at 31 December 2018, a reasonable assurance engagement in respect of the Company's Annual Insurer Solvency Return as at 30 June 2019, in addition to an agreed upon procedures engagement and limited review engagement in respect of the Company's reporting requirements to various banking partners in accordance with their respective agency agreements. 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 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.



### Key Audit Matters

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the financial statements in the current period. We summarise below those matters and our key audit procedures to



address those matters in order that the shareholder as a body may better understand the process by which we arrived at our audit opinion. Our procedures were undertaken in the context of and solely for the purpose of our statutory audit opinion on the financial statements as a whole and we do not express discrete opinions on separate elements of the financial statements.

#### Valuation of outstanding claims liability (\$1,045m)

The key audit matter	How the matter was addressed in our audit
<p>Refer to Note 8 of the financial statements.</p> <p>The valuation of gross outstanding claims liability is a key audit matter because:</p> <ul style="list-style-type: none"> <li>— judgement is required by the Group to consider the central estimate of the gross outstanding claims liability. This is a significant estimate as the eventual outcomes of incurred but unsettled claims at the balance sheet date are inherently uncertain;</li> <li>— there is limited information available and greater level of uncertainty inherent in assessing estimation of claims that have been incurred by the balance sheet date but have not yet been reported to the Group;</li> <li>— judgement is required when considering the application of historical experience of claims development to determine current estimates, including the greater variability between the original estimation and the ultimate settlement of claims where there is a long time delay between the claim being incurred and the ultimate settlement. Examples include claims arising from the Canterbury earthquakes of 2010 and 2011 and the Kaikoura earthquake of 2016;</li> <li>— specific to the Canterbury earthquakes of 2010 and 2011, the estimation of these claims has a greater degree of uncertainty than non-earthquake claims, including the continued number of claims being reported to the Group by the Earthquake Commission ("EQC") for the first time (going over-cap), the impact of future legislative reform and legal judgements arising out of the Canterbury earthquake events, and the ultimate contribution to the cost of these events by the EQC in terms of its statutory liability under the provisions of the Earthquake Commission Act 1993;</li> <li>— claims estimation uses an actuarial modelling process which involves complex and subjective actuarial methodologies, judgements and assumptions about future events and developments, both within and external to the Group, and for which small changes can have significant implications to the quantification of gross outstanding claims liabilities;</li> </ul>	<p>We adopted a risk based audit approach to determine which classes of business posed higher claims estimation risks. Factors that influenced the risk assessment included the level of judgement required, degree of uncertainty regarding the assumptions adopted, longer delays between claims being incurred, reported and expected settlement, greater relative magnitude in size, and significant variations over prior estimates.</p> <p>For higher risk areas identified, such as the Canterbury and Kaikoura earthquakes, we:</p> <ul style="list-style-type: none"> <li>— compared the Group's actuarial methodologies with the methodologies applied in prior periods;</li> <li>— evaluated the Group's governance processes, including inspecting the Reserving Committee and Event Reserve Working Party ("ERWP") charters;</li> <li>— inspected meeting agendas and minutes of meetings of both the Reserving Committee and ERWP in relation to the year ended 30 June 2019;</li> <li>— evaluated the actuarial methodologies and the assumptions applied in the previous reporting period by comparing the actual claims development to the prior year claims liability estimate. We used the information to assess the adjustments made to the current year's actuarial methodologies and assumptions applied in the estimation;</li> <li>— challenged key actuarial assumptions, including loss ratios, claim frequency and average size of claims, expected impact of judicial rulings, and allowance for future claims inflation; and</li> <li>— considered judgements required to estimate the period in which claims will be settled by analysing historical payment patterns and assessing any significant changes.</li> </ul> <p>For claims liabilities arising from the Canterbury earthquakes, we applied our own methodologies to establish a range of acceptable gross ultimate costs across the three major events. We used this range to examine the Group's estimate in the context of acceptable results and to challenge any significant differences.</p> <p>We were assisted by KPMG actuarial specialists in interpreting and evaluating the Group's actuarial modelling processes and methodology for determining the level of provisions for gross outstanding claims liabilities. We also considered the work and findings of an external, independent actuary, engaged by the Group in respect of the valuation of Canterbury earthquake liabilities arising from the Lumley portfolio. Our procedures included evaluating the competence and objectivity of the Group's Appointed Actuary and the external independent actuary.</p>

## Valuation of outstanding claims liability (\$1,045m) (continued)

The key audit matter	How the matter was addressed in our audit
<ul style="list-style-type: none"> <li>— judgement is required to assess the estimation of the periods the claims are expected to be settled in;</li> <li>— the estimation of claims at year end relies on the quality of the underlying data, including claim payments and individual estimates of unsettled claims, which is gathered from many different systems; and</li> <li>— we involve senior resources, with deep industry experience, together with our actuarial specialists in evaluating the Group's estimations of outstanding claims.</li> </ul>	<p>Our procedures around the financial records and controls included, amongst others:</p> <ul style="list-style-type: none"> <li>— testing accounting and actuarial controls such as a reconciliations of key data;</li> <li>— testing key controls and a sample of claims case estimates and paid claims, by comparing the Group's estimation for individual claims to third party evidence; and</li> <li>— using our IT specialists, we tested the reconciliations between data on the claims systems (underlying data) and data used in the actuarial modelling processes.</li> </ul>
<p><b>Risk margins and Probability of Adequacy</b></p> <p>The evaluation of the risk margins and Probability of Adequacy is significant to the key audit matter because it is complex and necessitated a significant level of judgement by the Group.</p> <p>Outstanding claims liability includes statistically determined risk margins developed by the Group to make allowance for the inherent uncertainty in estimating ultimate claim settlements. The risk margins are included to achieve a specified Probability of Adequacy for the total outstanding claims reserves.</p> <p>We involved senior resources and our actuarial specialists to focus on the complex statistical processes and parameters used by the Group to establish the risk margins.</p>	<p><b>Risk margins and Probability of Adequacy</b></p> <p>With the assistance of our actuarial specialists we evaluated the appropriateness of the statistical processes to establish the Group's risk margins. In particular, our procedures included:</p> <ul style="list-style-type: none"> <li>— evaluating the statistical processes' suitability by critically studying these and comparing them to known industry practices, our industry knowledge and other observable trends in industry forums and Actuaries Institute papers;</li> <li>— assessing the risk margin parameters for significant portfolios by comparing these to external sources of data including published statistics, prior periods and our own industry knowledge;</li> <li>— checking the central estimates of outstanding claims, which were tested in the valuation of gross outstanding claims liability processes, and are a key input into the risk margin model, to the underlying financial records; and</li> <li>— critically evaluating the Group's judgement in the execution of the statistical processes by comparing the overall results to our expectations based on the Group's historical experience, our industry knowledge and independent observable trends.</li> </ul>





#### Valuation of reinsurance and other recoveries on outstanding claims (\$647m)

The key audit matter	How the matter was addressed in our audit
<p>Refer to Note 9 of the financial statements.</p> <p>Reinsurance and other recoveries on outstanding claims represents the Group's estimate of the reinsurers' share of the costs to settle all claims that have occurred up to and including 30 June 2019. These claims may either be known to the Group (reported), or unknown (not yet reported).</p> <p>The Group has reinsurance cover in the form of an Excess of Loss contract, designed to protect its exposure to catastrophic claim events.</p> <p>The Group also has a range of other significant reinsurance contracts which form part of its capital management plan. These include Whole of Account Quota Shares, Adverse Development Cover with a related party reinsurer in the form of an Excess of Loss contract, and other Quota Share arrangements.</p> <p>Reinsurance and other recoveries on outstanding claims is a function of outstanding claims liabilities and is therefore subject to the same valuation uncertainties as outstanding claims liabilities.</p> <p>Valuation of reinsurance and other recoveries on outstanding claims is significant to our audit due to its size and the high level of judgement applied by the Group in determining its quantum.</p>	<p>In addition to our audit procedures undertaken to assess the valuation of outstanding claims liability, our procedures included:</p> <ul style="list-style-type: none"><li>— forming our own expectation of reinsurance and other recoveries on outstanding claims arising from the Whole of Account Quota Share contracts and the Adverse Development Cover contract based on our understanding of the key terms of those contracts and compared our expectation to the Group's estimate, investigating any material differences;</li><li>— checking that the reinsurance balances have been determined on a basis consistent with the underlying valuation of gross outstanding claims liabilities and the reinsurance programmes in place;</li><li>— confirming significant reinsurance receivable balances with related party counterparties; and</li><li>— assessing the recoverability of balances owed by Reinsurers by considering their credit worthiness and capital strength, based on external sources of information such as Standard and Poor's credit ratings, payment history, and consideration of information for indicators of disputes.</li></ul>

#### Other Information

The Directors, on behalf of the Company and Group, are responsible for the other information included in the Annual Report. Other information includes the Directors' Report and Corporate Governance Statement. Our opinion on the Company and Group financial statements does not cover any other information and we do not express any form of assurance conclusion thereon.

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



#### Use of this Independent Auditor's Report

This independent auditor's report is made solely to the shareholder. Our audit work has been undertaken so that we might state to the shareholder those matters we are required to state to them in the independent 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 shareholder for our audit work, this independent auditor's report, or any of the opinions we have formed.



## **Responsibilities of the Directors for the financial statements**

The Directors, on behalf of the Company and Group, are responsible 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;
- implementing necessary internal control to enable the preparation of a Company and Group set of financial statements that is fairly presented and free from material misstatement, whether due to fraud or error; and
- assessing the ability to continue as a going concern. This includes disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless they either intend to liquidate or to cease operations, or have no realistic alternative but to do so.



## **Auditor's Responsibilities for the audit of the Company and Group financial statements**

Our objective is:

- to obtain reasonable assurance about whether the Company and Group financial statements as a whole are free from material misstatement, whether due to fraud or error; and
- to issue an independent auditor's report that includes our opinion.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs NZ will always detect a material misstatement when it exists.

Misstatements can arise from fraud or error. They are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these Company and Group financial statements.

A further description of our responsibilities for the audit of these Company and Group financial statements is located at the External Reporting Board (XRB) website at:

<http://www.xrb.govt.nz/standards-for-assurance-practitioners/auditors-responsibilities/audit-report-1/>

This description forms part of our independent auditor's report.

The engagement partner on the audit resulting in this independent auditor's report is Kay Baldock.

For and on behalf of

KPMG

KPMG  
Auckland

8 August 2019



## **IAG New Zealand Limited - Section 78 Appointed Actuaries Report as at 30 June 2019**

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 New Zealand Limited's ("IAG") 30 June 2019 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 used in the 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.
  - (iii) The Appointed Actuary holds shares with Insurance Australia Group Limited
- 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 2019.
- h. As at 30 June 2019 IAG is not considered to be a life insurer as per the Act. 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 2019**

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 2019 Financial Condition Report.

Signed

A handwritten signature in black ink, appearing to read 'C Barrington', written in a cursive style.

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

Date 31 July 2019