

Pinnacle Life Limited

Financial report

For the period ended 31 March 2014

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PINNACLE LIFE LIMITED

STATEMENT OF COMPREHENSIVE INCOME
FOR THE PERIOD ENDED 31 MARCH 2014

	Note	11 months to 31 March 2014 \$	13 months to 30 April 2013 \$
Revenue			
Premium revenue:			
- Gross premium income		8,832,015	9,520,927
- Gross reinsurance ceded		(4,978,481)	(4,894,747)
- Gross reinsurance profit share income		89,602	-
Net premium revenue		<u>3,943,136</u>	<u>4,626,180</u>
Reinsurance commission income		115,798	290,025
Interest income		<u>59,143</u>	<u>126,437</u>
Total revenue		<u>4,118,077</u>	<u>5,042,642</u>
Less: expenses			
Claims expense:			
- Claims expense		(3,098,146)	(4,732,307)
- Reinsurance recoveries		<u>2,594,262</u>	<u>4,066,844</u>
Net claims expense		<u>(503,884)</u>	<u>(665,463)</u>
Policy acquisition costs		(297,305)	(382,625)
Management fees	5	(1,068,272)	(1,169,125)
Advertising expense		(736,346)	(1,334,016)
Depreciation and amortisation expense	5	(189,917)	(300,865)
Employee benefits expense		(555,966)	(700,315)
Occupancy expense		(80,417)	(85,234)
Administrative expenses	5	<u>(902,069)</u>	<u>(951,708)</u>
Total expenses		<u>(4,334,176)</u>	<u>(5,589,351)</u>
Net movement in life insurance and reinsurance contract assets / (liabilities)		<u>(1,142,201)</u>	<u>4,458,796</u>
Profit / (loss) after net movement in life insurance contract assets / (liabilities) and before income tax expense		(1,358,300)	3,912,087
Income tax benefit / (expense)	6	<u>865,839</u>	<u>(927,892)</u>
Net profit / (loss) after income tax		<u>(492,461)</u>	<u>2,984,195</u>
Other comprehensive income for the period		-	-
Total comprehensive income		<u>(492,461)</u>	<u>2,984,195</u>

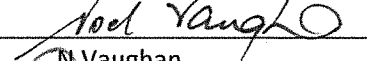
The accompanying notes form part of these financial statements.

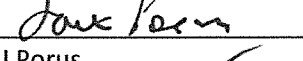
PINNACLE LIFE LIMITED

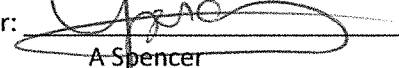
STATEMENT OF FINANCIAL POSITION
AS AT 31 MARCH 2014

	Note	31 March 2014 \$	30 April 2013 \$
Current assets			
Cash and cash equivalents	8	1,739,206	1,888,594
Receivables	9	235,969	14,417
Financial assets at fair value through profit and loss	10	1,099,360	1,092,991
Other assets	11	<u>312,180</u>	<u>1,624,155</u>
Total current assets		<u>3,386,715</u>	<u>4,620,157</u>
Non-current assets			
Life insurance contract assets	22	36,414,834	35,414,337
Property, plant and equipment	12	30,603	47,498
Intangible assets	13	244,178	345,404
Deferred tax assets	6	<u>502,770</u>	<u>-</u>
Total non-current assets		<u>37,192,385</u>	<u>35,807,239</u>
Total assets		<u>40,579,100</u>	<u>40,427,396</u>
Current liabilities			
Payables	14	1,237,507	2,805,607
Provisions	15	40,710	35,076
Other liabilities	16	<u>1,049,762</u>	<u>973,705</u>
Total current liabilities		<u>2,327,979</u>	<u>3,814,388</u>
Non-current liabilities			
Deferred tax liabilities	6	564,823	927,892
Liabilities ceded under reinsurance contracts	22	<u>20,494,342</u>	<u>18,351,644</u>
Total non-current liabilities		<u>21,059,165</u>	<u>19,279,536</u>
Total liabilities		<u>23,387,144</u>	<u>23,093,924</u>
Net assets		<u>17,191,956</u>	<u>17,333,472</u>
Equity			
Share capital	17	17,684,417	-
Subscribed capital	28	-	8,148,916
Accumulated premiums	28	-	5,676,305
Retained earnings / (Accumulated losses)	28	<u>(492,461)</u>	<u>3,508,251</u>
Total equity		<u>17,191,956</u>	<u>17,333,472</u>

Signed on behalf of the board of directors

Director: 
N. Vaughan

Director: 
J. Porus

Director: 
A. Spencer

Dated: 27 August 2014

The accompanying notes form part of these financial statements.

PINNACLE LIFE LIMITED

STATEMENT OF CHANGES IN EQUITY
FOR THE PERIOD ENDED 31 MARCH 2014

Note	Subscribed capital \$	Accumulated premiums \$	Share capital \$	Retained earnings \$	Total equity \$
Balance as at 1 April 2012	8,149,513	5,678,610	-	524,056	14,352,179
Profit for the 13 month period	-	-	-	2,984,195	2,984,195
Total comprehensive income for the period	-	-	-	2,984,195	2,984,195
Transactions with owners in their capacity as owners:					
Issue costs 28	(597)	(2,305)	-	-	(2,902)
Total transactions with owners in their capacity as owners	(597)	(2,305)	-	-	(2,902)
Balance as at 30 April 2013	<u>8,148,916</u>	<u>5,676,305</u>	<u>-</u>	<u>3,508,251</u>	<u>17,333,472</u>
Balance as at 1 May 2013	8,148,916	5,676,305	-	3,508,251	17,333,472
Loss for the 11 month period	-	-	-	(492,461)	(492,461)
Total comprehensive income for the period	-	-	-	(492,461)	(492,461)
Transactions with owners in their capacity as owners:					
Transfer of Partnership equity to Company share capital 17, 21, 28	(8,148,916)	(5,676,305)	17,333,472	(3,508,251)	-
Share based termination payment 17, 18	-	-	350,945	-	350,945
Total transactions with owners in their capacity as owners	(8,148,916)	(5,676,305)	17,684,417	(3,508,251)	350,945
Balance as at 31 March 2014	<u>-</u>	<u>-</u>	<u>17,684,417</u>	<u>(492,461)</u>	<u>17,191,956</u>

The accompanying notes form part of these financial statements.

PINNACLE LIFE LIMITED

STATEMENT OF CASH FLOWS
FOR THE PERIOD ENDED 31 MARCH 2014

	Note	11 months to 31 March 2014 \$	13 months to 30 April 2013 \$
Cash flow from operating activities			
Premium receipts from customers		8,792,277	9,599,704
Reinsurance commission income		115,798	640,030
Reinsurance recoveries		3,990,213	3,123,392
Interest income		36,620	157,505
GST refunded		-	52,260
Payments to suppliers		(2,015,575)	(3,204,617)
Payments to employees		(550,332)	(711,174)
Payments to reinsurers		(4,908,656)	(4,858,534)
Claims paid		(4,869,959)	(3,671,653)
Management fees paid		(655,743)	(965,827)
GST paid		<u>(12,235)</u>	<u>(15,260)</u>
Net cash provided by / (used in) operating activities	20(a)	<u>(77,592)</u>	<u>145,826</u>
Cash flow from investing activities			
Proceeds from sale of investments		-	733,167
Payment for property, plant and equipment		-	(938)
Payment for intangible assets		<u>(71,796)</u>	<u>(328,102)</u>
Net cash provided by / (used in) investing activities		<u>(71,796)</u>	<u>404,127</u>
Cash flow from financing activities			
Issue of capital (being receipt of calls outstanding)		-	10,299
Premiums paid (being receipt of calls outstanding)		<u>-</u>	<u>39,755</u>
Net cash provided by financing activities		<u>-</u>	<u>50,054</u>
Reconciliation of cash			
Cash at beginning of the financial period		1,888,594	1,288,587
Net increase / (decrease) in cash held		<u>(149,388)</u>	<u>600,007</u>
Cash at end of financial period		<u>1,739,206</u>	<u>1,888,594</u>

The accompanying notes form part of these financial statements.



PINNACLE LIFE LIMITED
NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES

Pinnacle Life Limited is incorporated and domiciled in New Zealand. Pinnacle Life Limited is registered under the Companies Act 1993. Pinnacle Life Limited is a reporting entity and an issuer for the purposes of the Financial Reporting Act 1993. The financial statements of Pinnacle Life Limited ('the Company') have been prepared in accordance with the Companies Act 1993, the Financial Reporting Act 1993 and the Insurance (Prudential Supervision) Act 2010.

The Company is a for profit entity.

The principal activity of the Company is that of a life insurer.

The financial statements were authorised for issue by the directors on 27 August 2014.

Reporting period

The Company was incorporated under the Companies Act 1993 on 20 December 2012. On 1 May 2013 all of the business operations, assets and liabilities of the Pinnacle Life Insurance Partnership were transferred to the Company. The Company commenced its business operations thereafter.

Refer also note 1 (a) and 21 for further details on the transfer.

The primary reason for the transfer was a result of the requirement of the Pinnacle Life Insurance Partnership's provisional licence, issued by the Reserve Bank of New Zealand in accordance with the Insurance (Prudential Supervision) Act 2010. Pinnacle Life Limited was therefore specifically incorporated for the purpose of continuing the Pinnacle Life Insurance business operations ('the Business') from the Pinnacle Life Insurance Partnership. The Business is as defined in the Sale and Purchase Agreement dated 1 May 2013, where the Pinnacle Life Insurance business, assets and liabilities previously owned and operated by the Pinnacle Life Insurance Partnership, a related entity, were transferred to Pinnacle Life Limited. The nature nor operations of the entity did not change on 1 May 2013, only the legal form (i.e. from a Partnership to an incorporated Company).

The current period financial information comprise the statement of financial position as at 31 March 2014 and the statements of comprehensive income, changes in equity and cash flows for the 11 month period then ended and the applicable notes to these financial statements.

Comparative information has therefore been provided with the purpose to provide information that is useful in analysing the Company's financial statements. Comparative financial information comprises the Pinnacle Life Insurance Partnership financial position as at 30 April 2013 and the statements of comprehensive income, changes in equity and cash flows for the 13 month period then ended and the applicable notes to these financial statements.

The comparative financial information is not fully comparable given the difference in the length in the financial reporting periods.

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(a) Transfer of the Pinnacle Life Insurance Partnership business operations, assets and liabilities to Pinnacle Life Limited

On 1 May 2013, all of the business operations, assets and liabilities of the Pinnacle Life Insurance Partnership were transferred to the Company ('the transfer').

The transfer occurred on 1 May 2013 using the carrying value of the assets and liabilities of the Pinnacle Life Insurance Partnership as at 30 April 2013. The Pinnacle Life Insurance Partnership was subsequently dissolved on 26 September 2013, by Deed of Termination.

Refer to note 21 for further details on the transfer.

(b) Basis of preparation of the financial report

Compliance with IFRS

These financial statements have been prepared in accordance with Generally Accepted Accounting Practice in New Zealand ('NZ GAAP'). They comply with New Zealand Equivalents to International Financial Reporting Standards ('NZ IFRS') and other applicable Financial Reporting Standards, as appropriate for profit oriented entities. These financial statements also comply with International Financial Reporting Standards ('IFRS').

Historical Cost Convention

The financial report has been prepared under the historical cost convention, as modified by revaluations for certain classes of assets and liabilities to fair value and life insurance contract liabilities and related assets to net present value as described in the accounting policies below.

(c) Comparatives

Where necessary, comparative information has been reclassified and repositioned for consistency with current period disclosures.

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(d) Functional and presentation currency

The financial statements are presented in New Zealand dollars (NZD), which is the Company's functional and presentation currency. All financial information has been rounded to the nearest dollar.

(e) Revenue

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured. The following specific recognition criteria must also be met before revenue is recognised:

Premium revenue

Premiums on life insurance contracts are separated into their revenue and deposit components (if any). All contracts are recognised as revenue. Where policies provide for the payment of amounts of premiums on specific due dates, such premiums are recognised as revenue when due. Unpaid premiums are only recognised as revenue during the days of grace and are not recognised where policies are deemed to have lapsed at reporting date. Premiums received in advance of due date are deferred and carried as current liabilities in the statement of financial position as premiums in advance and amortised through the profit and loss over the period of the services provided under the insurance contract.

Reinsurance commission Income

Commission income is recognised through profit and loss when received from the reinsurer and with the determination of margin releases and life insurance contract assets / (liabilities) by the Actuary taking account of any repayments due to the reinsurer, the resultant movements in life insurance contract assets / (liabilities) recognised through the profit and loss offsets the upfront income recognition, with repayments to the reinsurer being amortised over the period of the contract.

Interest income

Interest income is recognised in profit or loss as they accrue, using the effective interest method.

The effective interest method calculates the amortised cost of a financial asset and allocates the interest income, including any fees and directly related transaction costs that are an integral part of the effective interest rate, over the expected life of the financial asset. The application of the method has the effect of recognising income on the financial asset evenly in proportion to the amount outstanding over the period to maturity or repayment.

Fair value gains and losses

Fair value gains and losses on financial assets at fair value are recognised through the profit and loss.

Other income

All other revenue is recognised to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured and the right to receive the revenue has been established.

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(f) Expenses

Expenses are recognised as incurred in profit or loss on an accrual basis. The following specific recognition criteria must also be met before expenses are recognised:

Claims expense

Claims incurred that relate to the underwriting of life insurance contracts and bearing of risks are recognised as an expense through profit and loss when the liability to the policyholder has been established or upon notification of the insured event. Outstanding claims are recognised as claims payable in the statement of financial position to provide for the estimated costs of all claims notified, but not settled at reporting date. The estimated cost of claims incurred but not reported until after year end are separately recognised in the statement of financial position as provisions.

Basis of expense apportionment

For the purposes of actuarial reserving, all operating expenses have been apportioned between policy acquisition and policy maintenance expenses. These are further explained under actuarial policies and methods.

(i) Policy acquisition costs

Acquisition costs are the fixed and variable costs of acquiring new business including commissions and similar distribution costs, costs of accepting, issuing and initially recording policies. Acquisition expenses are initially recognised through profit and loss. This expense in profit and loss is then offset by the recognition of movements in life insurance contract assets / (liabilities) through the profit and loss. The Actuary determines the life insurance contract assets / (liabilities) and the movements therein, taking account of any deferral and future recovery of acquisition costs which are capitalised by way of the movement in life insurance contract assets / (liabilities). These are then amortised over the period in which they will be recoverable, being recorded as part of movements in life insurance contract assets / (liabilities) through the profit and loss.

(ii) Policy maintenance expenses

Maintenance costs are the fixed and variable costs of administering policies subsequent to sale and maintaining the Company's operations such that they are sufficient to service in force policies. Maintenance costs include all operating and management costs other than acquisition and investment management costs. Maintenance expenses are recognised through profit and loss at cost in the period to which they relate.

Outwards reinsurance

Reinsurance agreements provide for indemnification of the Company by the reinsurer against significant loss or liability. Premiums ceded to the reinsurer under reinsurance contracts that transfer significant insurance risk to the reinsurer are recorded as an outwards reinsurance expense through the profit and loss and are recognised over the period of indemnity of the reinsurance contract. Reinsurance recoveries are recognised separately through the profit and loss when the related incurred claim is recognised.



PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(f) Expenses (continued)

Other expenses

All other expenses are recognised as incurred in profit and loss on an accruals basis.

(g) Goods and services tax (GST)

As the Company is in the business of providing Life Insurance Services, income and expenditure is accounted for on a GST inclusive basis. The percentage of GST claimable/payable in the GST return is 7.5%.

(h) Income tax

Income tax on net profit for the period comprises current and deferred tax. Income tax is recognised in profit or loss except when it relates to items recognised outside profit or loss (equity or other comprehensive income), in which case it is also recognised outside profit or loss.

Current income tax is the tax payable on the current period's taxable income based on the applicable income tax rate adjusted by changes in deferred tax assets and liabilities attributable to temporary differences between the tax base of assets and liabilities and their carrying amounts in the financial statements.

Deferred income tax is provided, using the liability method, on all temporary differences at the statement of financial position date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes.

Deferred income tax assets are recognised for all deductible temporary differences and unused tax losses only if it is probable that future taxable amounts will be available to utilise those temporary differences and losses.

Deferred income tax liabilities are recognised when tax deductions have exceeded accounting expenditure for temporary differences and depreciation.

The carrying amount of deferred income tax assets is reviewed at each statement of financial position date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred income tax asset to be utilised.

Deferred income tax assets and liabilities are measured at the tax rates that are expected to apply to the period when the asset is realised or the liability settled, based on tax rates (and tax laws) that have been enacted or substantively enacted at reporting date.

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(h) Income tax (Continued)

Life insurance tax

From 1 July 2010, life insurers have been subject to a new tax regime. Two tax bases are maintained; the shareholder base which is subject to tax on life risk products (premium income less claims expense) and net investment income from shareholder funds; and the policyholder base which is subject to tax on net investment income from policyholder funds. The life insurer pay tax on both bases at the prevailing corporate tax rate of 28%. As life insurers are taxed as a proxy for the policyholder, returns to policyholders are exempt.

Transitional provisions are included in the new regime which effectively maintain the historical tax treatment for most policies in force on 30 June 2010 for a period of time (five years in most cases). Under the previous tax regime, the life insurance base was subject to tax on investment income less expenses plus underwriting income, and tax was calculated on the policyholder base as benefits accrued to policyholders under the policies. The life insurer pays tax on the higher of the two bases at the prevailing corporate tax rate of 28%.

(i) Principles underlying the conduct of life insurance business

Classification

The life insurance operations of the Company comprise the selling and administration of contracts which are classified as insurance contracts.

Life insurance contracts involve the acceptance of significant insurance risk. Insurance risk is defined as significant if and only if an insured event could cause an insurer to pay significant additional benefits in any scenario, excluding scenarios that lack commercial substance.

Insurance contracts include those where the insured benefit is payable on the occurrence of a specified event such as death, injury or disability caused by accident or illness. Any products that do not meet the definition of a life insurance contract are classified as life investment contracts. The Company only sells life insurance contracts.

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(i) Principles underlying the conduct of life insurance business (Continued)

Life insurance contract assets / (liabilities)

Life insurance contract assets / (liabilities) in the statement of financial position and the increase or decrease in life insurance contract assets / (liabilities) through the profit and loss have been calculated in accordance with the New Zealand Society of Actuaries Professional Standard No 3 – Determination of Life Insurance Policy Liabilities ('PS3') which prescribes the Margin on Services ('MoS') basis.

MoS is designed to recognise profits on life insurance policies as services are provided to policyholders and income is received. Profits are deferred and amortised over the life of the policy, whereas losses are recognised immediately. Policy services provided over the lifetime of a contract include the costs of expected claims and maintaining policies. Profit margins relating to the expected income from providing policy services for each of the major product groupings are used to defer and amortise the profit over the life of the policies. Typically renewal premiums are used as a 'profit carrier' to release profits as services are provided. Life insurance contract assets / (liabilities) are generally determined as the present value of all future expected payments, expenses, taxes and profit margins reduced by the present value of all future expected premiums.

MoS profit comprises the following components:

- *Planned margins of revenues over expenses*

At the time of writing a policy and at each balance date, best estimate assumptions are used to determine all expected future payments and premiums.

The difference between actual and assumed experience

Where actual experience replicates best estimate assumptions, the expected profit margin will be released to profit over the life of the policy. Experience profits or losses are realised where actual experience differs from best estimate assumptions. Instances giving rise to experience profits or losses include variations in claims, expenses, mortality, discontinuance and investment returns. For example, an experience profit will emerge when the expenses of maintaining all in-force business in a year are lower than the best estimate assumption in respect of those expenses.

- *Changes to underlying assumptions*

Assumptions used for measuring policy assets / (liabilities) are reviewed each year. Where the review leads to a change in assumptions, the change is deemed to have occurred from the end of the year, except for changes in discount rates which are recognised in the year that the rates are changed. The financial effect of all other changes to the assumptions underlying the measurement of life insurance contract assets / (liabilities) made during the reporting period, is recognised through the profit and loss over the future reporting periods during which services are provided to policyholders.

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(i) Principles underlying the conduct of life insurance business (Continued)

Life insurance contract assets / (liabilities) (Continued)

MoS profit comprises the following components: (Continued)

- Loss recognition on groups of related products

If, based on best estimate assumptions, written business for a group of related products is expected to be unprofitable, the total expected loss for that related product group is recognised through the profit and loss immediately. When loss making business becomes profitable previously recognised losses are reversed.

- Participating policies

Policyholder assets / (liabilities) attributable to participating policies include the value of future planned shareholder profit margins and an allowance for future supportable bonuses. The value of supportable bonuses and planned shareholder profit margins account for all profit on a policy based on best estimate assumptions. Under MoS methodology, the value of supportable bonuses and the shareholder profit margin relating to a reporting year will emerge as expected profit in that year.

(j) Liabilities arising from reinsurance contracts

Policies arising from reinsurance contracts are also computed using the above methods. In addition, the recoverability of claims arising under the contracts is assessed on a periodic basis to ensure that the balance is reflective of the amounts that will ultimately be paid taking into account such factors as counterparty and credit risk.

(k) Provision for incurred claims

Provision has been made for estimated liabilities that arise from claims notified but not settled at reporting date. An allowance has been made for unknown net claims as at the reporting date. This allowance is based on the actual delay the company experiences between the date of death and the date of notification. This provision represents the current best estimate of the net claims IBNR as at the end of the month.

(l) Cash and cash equivalents

Cash and cash equivalents includes cash in hand, deposits held at call with banks, other short-term highly liquid investments with original maturities of three months or less, and bank overdrafts. Bank overdrafts (if any) are shown in current liabilities on the statement of financial position.

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(m) Financial instruments

Basis of recognition and measurement

The Company classifies financial instruments into one of the following categories at initial recognition: financial assets or liabilities at fair value through profit or loss, available for sale, loans and receivables, held to maturity, and financial liabilities measured at amortised cost.

Some of these categories require measurement at fair value. Where available, quoted market prices are used as a measure of fair value. Where quoted market prices do not exist, fair values are estimated using present value or other market accepted valuation techniques, using methods and assumptions that are based on market conditions and risks existing as at reporting date.

A financial instrument is recognised if the Company becomes a party to the contractual provisions of the instrument. Financial assets are derecognised if the Company's contractual rights to the cash flows expire or if the Company transfers them without retaining control or substantially all risks and rewards of the asset. Financial liabilities are derecognised if the Company's obligations specified in the contract are extinguished.

Financial assets

Purchases and sales of financial assets are recognised on trade date – the date on which the Company commits to purchase or sell the asset. Financial assets are initially recognised at fair value plus transaction costs for all financial assets not carried at fair value through profit or loss. Financial assets carried at fair value through profit or loss are initially recognised at fair value and transaction costs are expensed in profit or loss. Investments in equity instruments that do not have a quoted market price in an active market and whose fair values cannot be reliably measured are recognised and subsequently carried at cost.

Available for sale financial assets and financial assets at fair value through profit or loss are subsequently carried at fair value. Loans and receivables and held to maturity investments are carried at amortised cost using the effective interest method. Realised and unrealised gains and losses arising from changes in the fair value of the 'financial assets at fair value through profit or loss' category are included in profit or loss in the period in which they arise. Unrealised gains and losses arising from changes in the fair value of securities classified as available for sale are recognised in other comprehensive income, except for foreign exchange movements on monetary assets, which are recognised in profit or loss. When securities classified as available for sale are sold or impaired, the accumulated fair value adjustments are included in profit or loss as gains and losses from investment securities.

The Company assesses at each reporting date whether there is objective evidence that a financial asset or a group of financial assets is impaired. In the case of equity securities classified as available for sale, a significant or prolonged decline in the fair value of the security below its cost is considered in determining whether the securities are impaired.

If any such evidence exists for available for sale financial assets, the cumulative loss – measured as the difference between the financial asset acquisition cost and the current fair value, less any impairment loss on that financial asset previously recognised in profit or loss – is removed from equity and recognised in profit or loss. Impairment losses recognised in profit or loss on equity instruments are not reversed through profit or loss.

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(m) Financial instruments (Continued)

Financial assets (Continued)

If any such evidence exists for available for sale financial assets, the cumulative loss – measured as the difference between the financial asset acquisition cost and the current fair value, less any impairment loss on that financial asset previously recognised in profit or loss – is removed from equity and recognised in profit or loss. Impairment losses recognised in profit or loss on equity instruments are not reversed through profit or loss.

(i) Financial assets at fair value through profit or loss

This category has two sub categories: financial assets held for trading, and those designated at fair value through profit or loss at inception. A financial asset is classified in this category if acquired principally for the purpose of selling in the short term or if so designated by management. Derivatives are also categorised as held for trading unless they are designated as hedges. Assets in this category are classified as current assets if they are either held for trading or are expected to be realised within 12 months of the reporting date.

The Company's financial assets at fair value through profit or loss comprise a New Zealand Government Bond.

(ii) Held-to-maturity investments

Held to maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturities that the Company's management has the positive intention and ability to hold to maturity. Assets in this category are measured at amortised cost.

The Company has not classified any financial assets in this category.

(iii) Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They arise when the Company provides money, goods or services directly to a debtor with no intention of selling the receivable. They are included in current assets, except for those with maturities greater than 12 months after the reporting date which are classified as non-current assets. Assets in this category are measured at amortised cost using the effective interest method, less any impairment losses.

The Company's loans and receivables comprise cash at bank and receivables.

(iv) Available-for-sale

Available for sale financial assets are non-derivatives, principally equity securities, which are either designated in this category or not classified in any of the other categories. They are included in non-current assets unless management intends to dispose of the investment within 12 months of the balance date.

The Company has not classified any financial assets in this category.

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(m) Financial instruments (Continued)

Financial liabilities

(i) Financial liabilities at fair value through profit or loss

This category has two sub categories: financial liabilities held for trading, and those designated at fair value through profit or loss at inception. A financial liability is classified in this category if acquired principally for the purpose of paying in the short term or if so designated by management. Derivatives are also categorised as held for trading unless they are designated as hedges. Liabilities in this category are classified as current liabilities if they are either held for trading or are expected to be realised within 12 months of the reporting date.

The Company has not classified any financial liabilities in this category.

(ii) Other financial liabilities

This category includes all financial liabilities other than those designated as fair value through profit or loss. Subsequent to initial recognition liabilities in this category are measured at amortised cost using the effective interest method.

The Company's other financial liabilities comprise payables.

Impairment of financial assets

Financial assets, other than those at fair value through profit or loss, are assessed for indicators of impairment at each reporting date, or more frequently if events or changes in circumstances indicate that the carrying value may not be recoverable. Financial assets are impaired where there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash flows of the investment have been impacted.

For financial assets carried at amortised cost, the amount of the impairment is the difference between the asset's carrying amount and the present value of the estimated future cash flows, discounted at the original effective interest rate.

The carrying amount of the financial asset is reduced by the impairment loss through the use of an allowance account. When a financial asset carried at amortised cost is uncollectible, it is written off against the allowance account. A financial asset carried at amortised cost is deemed to be uncollectible upon notification of insolvency of the debtor or upon receipt of similar evidence that the Company will be unable to collect the trade receivable. Changes in the carrying amount of the allowance account are recognised in profit or loss.

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment loss was recognised, the previously recognised impairment loss is reversed. Subsequent recoveries of financial asset carried at amortised cost previously written off are credited against the allowance account.

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(n) Property, plant and equipment

Each class of property, plant and equipment is carried at cost or fair value less, where applicable, any accumulated depreciation. All assets are depreciated over their estimated useful lives. Depreciation of an asset does not cease when the asset becomes idle or is retired from active use unless the asset is fully depreciated.

The carrying amount of property, plant and equipment is tested for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable to ensure it is not in excess of the recoverable amount from those assets. The recoverable amount is assessed on the basis of the expected net cash flows which will be received from the assets employment and subsequent disposal. The expected net cash flows have been discounted to present values in determining recoverable amounts.

Initial recognition

Items of property, plant and equipment are measured at cost less accumulated depreciation and impairment losses. Cost includes expenditures that are directly attributable to the acquisition of the asset. The cost of self constructed assets includes the cost of materials and direct labour and any other costs directly attributable to bringing the asset to a working condition for its intended use. Purchased software that is integral to the functionality of the related equipment is capitalised as part of that equipment.

Subsequent costs

Subsequent costs are added to the carrying amount of an item of plant and equipment when that cost is incurred if it is probable that the future economic benefits embodied with the item will flow to the Company and the cost of the item can be measured reliably. All other costs are recognised in the profit or loss as an expense as incurred. The costs of the day to day servicing of property, plant and equipment are recognised in profit or loss as incurred.

Depreciation

Depreciation is recognised in profit or loss on a straight line basis over the estimated useful lives of each part of an item of property, plant and equipment. Leased assets are depreciated over the shorter of the lease term and their useful lives.

The depreciation rates used for each class of assets are:

Class of fixed asset	Depreciation rates	Depreciation basis
Plant and equipment at cost	30.0% - 60.0%	Diminishing value
Furniture, fixtures and fittings at cost	10.0% - 25.0%	Diminishing value

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at the end of each reporting period.



PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(o) Intangible assets

Computer software

Acquired computer software licences are capitalised on the basis of the costs incurred to acquire and bring to use the specific software. These costs are amortised over their estimated useful lives of 3 to 5 years.

Costs associated with maintaining computer software programmes are recognised as an expense as incurred. Development costs that are directly attributable to the design and testing of identifiable and unique software products controlled by the Company are recognised as intangible assets when the following criteria are met:

- the Company's ability to measure reliably the expenditure attributable to the software under development;
- the software is technically and commercially feasible;
- the software's future economic benefits are probable;
- the Company's ability to use or sell the developed software; and
- the availability of adequate technical, financial and other resources to complete the software under development.

Directly attributable costs that are capitalised as part of the software product include the software development employee costs and an appropriate portion of relevant overheads. Other development expenditures that do not meet these criteria are recognised as an expense as incurred. Development costs previously recognised as an expense are not recognised as an asset in a subsequent period. Computer software development costs recognised as assets are amortised over their estimated useful lives, which does not exceed 3 to 5 years.

(p) Impairment of non financial assets

Non financial assets are tested for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. The Company conducts an annual internal review of asset values, which is used as a source of information to assess for any indicators of impairment. External factors, such as changes in expected future processes, technology and economic conditions, are also monitored to assess for indicators of impairment. If any indication of impairment exists, an estimate of the asset's recoverable amount is calculated.

An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. Value in use is determined by estimating future cash flows from the use and ultimate disposal of the asset and discounting these to their present value using a pretax discount rate that reflects current market rates and the risks specific to the asset. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows. Impairment losses directly reduce the carrying amount of assets and are recognised in profit or loss.

Non financial assets that suffered impairment are reviewed for possible reversal of the impairment at each reporting date.

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(q) Leases

Leases are classified at their inception as either operating or finance leases based on the economic substance of the agreement so as to reflect the risks and benefits incidental to ownership.

Operating leases

Lease payments for operating leases, where substantially all the risks and benefits remain with the lessor, are recognised as an expense on a straight-line basis over the term of the lease.

Lease incentives received under operating leases are recognised as a liability and amortised on a straight-line basis over the life of the lease term.

(r) Provisions

Provisions are recognised when the Company has a legal or constructive obligation, as a result of past events, for which it is probable that an outflow of economic benefits will result and that outflow can be reliably measured.

The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at reporting date, taking into account the risks and uncertainties surrounding the obligation. Where a provision is measured using the cash flows estimated to settle the present obligation, its carrying amount is the present value of those cash flows.

When some or all of the economic benefits required to settle a provision are expected to be recovered from a third party, the receivable is recognised as an asset if it is virtually certain that reimbursement will be received and the amount of the receivable can be measured reliably.

(s) Employee benefits

Liabilities for employee entitlements are carried at the present value of the estimated future cash flows.

(i) Short-term employee benefit obligations

Liabilities arising in respect of wages and salaries, annual leave and any other employee benefits expected to be settled within twelve months of the reporting date are measured at their nominal amounts based on remuneration rates which are expected to be paid when the liability is settled. The expected cost of short-term employee benefits in the form of compensated absences such as annual leave is recognised in the provision for employee benefits. All other short-term employee benefit obligations are presented as payables.

(ii) Superannuation plans

The Company pays contributions to superannuation plans, such as Kiwisaver. The Company has no further payment obligations once the contributions have been paid. The contributions are recognised as an employee benefit expense when they are due. Prepaid contributions are recognised as an asset to the extent that a cash refund or a reduction in the future payments is available.



PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(t) Share capital

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

(u) Distributions

Dividend distribution to the Company's shareholders is recognised as a liability in the Company's financial statements in the period in which the dividends are approved.

(v) Statement of cash flows

The statement of cash flows has been prepared using the direct approach.

Cash and cash equivalents includes cash in hand, deposits held at call with banks, other short-term highly liquid investments with original maturities of three months or less, and bank overdrafts. Bank overdrafts (if any) are shown in current liabilities on the statement of financial position.

Cash flows from related party receivables and payables and borrowings have been netted to provide meaningful disclosure to better reflect the activities of party providing the funding.

The following are the definitions of the terms used in the statement of cash flows:

Operating activities

Operating activities include all transactions and other events that are not investing or financing activities.

Investing activities

Investing activities are those activities relating to the acquisition, holding and disposal of property, plant and equipment, intangible assets and of investments. Investments can include securities not falling within the definition of cash.

Financing activities

Financing activities are those activities that result in changes in the size and composition of the capital structure. This includes both equity and debt not falling within the definition of cash. Dividends paid (if any) in relation to the capital structure are included in financing activities.

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(w) Adoption of new and amended accounting standards that are mandatory for first time adoption

The following new standards, amendments and interpretations to existing standards are mandatory for the first time for the financial period ended 31 March 2014:

(i) NZ IAS 1, 'Presentation of financial statements', amendments to this standard requires the separation of items presented in other comprehensive income into two groups, based on whether they may be reclassified through profit and loss in future or not. The adoption of this standard has had a disclosure impact on the Company's financial statements only.

(ii) NZ IFRS 13, 'Fair value measurement', aims to improve consistency and reduce complexity by providing a precise definition of fair value and a single source of fair value measurement and disclosure requirements for use across NZ IFRSs. The requirements do not extend the use of fair value accounting but provide guidance on how it should be applied where its use is already required or permitted by other standards within NZ IFRSs. The adoption of this standard has not had a material impact on the Company's financial statements.

NOTE 2: ACCOUNTING STANDARDS AND INTERPRETATIONS ISSUED BUT NOT EFFECTIVE AT 31 MARCH 2014

The following new standards, amendments and interpretations are issued but not yet effective for the Company's accounting periods beginning on or after 1 April 2014 or later periods. The Company has not early adopted them.

(i) NZ IFRS 9, 'Financial instruments', addresses the classification, measurement and recognition of financial assets and financial liabilities. NZ IFRS 9 was issued in November 2009 and October 2010. It replaces the parts of NZ IAS 39 that relate to the classification and measurement of financial instruments. NZ IFRS 9 requires financial assets to be classified into two measurement categories: those measured as at fair value and those measured at amortised cost. The determination is made at initial recognition. The classification depends on the entity's business model for managing its financial instruments and the contractual cash flow characteristics of the instrument. For financial liabilities, the standard retains most of the NZ IAS 39 requirements. The main change is that, in cases where the fair value option is taken for financial liabilities, the part of a fair value change due to an entity's own credit risk is recorded in other comprehensive income rather than the income statement, unless this creates an accounting mismatch. The Company is yet to assess NZ IFRS 9's full impact and intends to adopt NZ IFRS 9 no later than the accounting period beginning on or after 1 January 2018.

(ii) NZ IAS 32 (Amendments to Offsetting Financial Assets and Financial Liabilities), 'Financial Instruments: Presentation', the amendments clarify certain aspects because of diversity in application of the requirements on offsetting, focused on four main areas:

- the meaning of 'currently has a legally enforceable right of set-off';
- the application of simultaneous realisation and settlement;
- the offsetting of collateral amounts; and
- the unit of account for applying the offsetting requirements.

The Company has assessed that the adoption of NZ IAS 32 (Amendments) will not have an impact of the on the Company's financial statements.

PINNACLE LIFE LIMITED

**NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014**

NOTE 2: ACCOUNTING STANDARDS AND INTERPRETATIONS ISSUED BUT NOT OPERATIVE AT 31 MARCH 2014 (CONTINUED)

(iii) NZ IFRS 4 (Amendments to Appendix C of NZ IFRS 4 Insurance Contracts - Life Insurance Entities), 'Insurance Contracts'. The amendments are consistent with the Amendments to the Insurance (Prudential Supervision) Act 2010, Appendix C of NZ IFRS 4 now requires disclosures in relation to the statutory funds of life insurance entities under that Act. In addition, entities are now required to disclose disaggregated information for each life fund (previously entities distinguished only between investment linked business and non-investment linked business). The Company has assessed that the adoption of NZ IFRS 4 (Amendments) will have a disclosure only impact on the Company's financial statements.

NOTE 3: CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS

In the application of NZ IFRS, the Board of Directors and management are required to make judgments, estimates and assumptions about carrying values of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on experience and other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgments. Actual results may differ from the estimates, judgments and assumptions made by the Board of Directors and management.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised and in any future periods affected.

Judgments made by management in the application of NZ IFRS that have significant effects on the financial statements and estimates with a significant risk of material adjustments in the next year are disclosed, where applicable, in the relevant notes to the financial statements.

In particular, information about significant areas of estimation uncertainty that have the most significant effect on the amount recognised in the financial statements is outlined below:

(a) Life insurance contract assets / (liabilities)

Refer to note 22 for more detail on the valuation of the life insurance contract assets / (liabilities) judgments, estimates and assumptions applied.

As at 31 March 2014, The Reserve Bank of New Zealand ("RBNZ") issued a consultation paper: Insurance Solvency Standards: The Quality of Capital and Regulatory Treatment of Financial Reinsurance, on 7 December 2012 setting out two broad options in respect of the regulatory treatment of financial reinsurance arrangements. A further paper was released in May 2014: The Solvency Standard for Life Insurance Business: Financial Reinsurance consultation on exposure draft.

This consultation is still in draft form and there is therefore still uncertainty over the final outcome, however if the treatment outlined in the most recent paper is followed the Company would not expect any change to its solvency position.

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 3: CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS (CONTINUED)

(a) Life insurance contract assets / (liabilities) (Continued)

As at 30 April 2013, The Reserve Bank of New Zealand ('RBNZ') issued a consultation paper: Insurance Solvency Standards: The Quality of Capital and Regulatory Treatment of Financial Reinsurance, on 7 December 2012 setting out two broad options in respect of the regulatory treatment of financial reinsurance arrangements.

The RBNZ has recently stated that given the complexity of issues surrounding reinsurance and the regulation of solvency capital it is likely a second consultation paper will be issued to clarify the potential changes to policy.

It is too uncertain for the Company to accurately estimate the potential impact of the adoption of either of the broad options set out in the initial consultation papers. The outcome of RBNZ's intent and consultations could have a material impact on the solvency of the Company.

(b) Current and deferred income taxes

There are certain transactions and computations for which the ultimate tax determination may be different from the initial estimate. The Company recognises tax liabilities based on its understanding of the prevailing tax laws and estimates of whether such taxes will be due in the ordinary course of business. Where the final outcome of these matters is different from the amounts that were initially recognised, such difference will impact the income tax and deferred tax provisions in the period in which such determination is made. Refer also note 6.

The recognition of deferred tax assets is based upon whether it is more likely than not that sufficient and suitable taxable profits will be available in the future against which the reversal of temporary differences can be deducted. To determine the future taxable profits, reference is made to the latest forecasts of future earnings of the Company. Where the temporary differences are related to losses, relevant tax law is considered to determine the availability of the losses to offset against the future taxable profits. Refer also to note 6.

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 4: FINANCIAL RISK MANAGEMENT

The Company is exposed to a variety of financial risks comprising:

- (a) Interest rate risk;
- (b) Credit risk;
- (c) Liquidity risk; and
- (d) Fair values compared with carrying amounts.

The board of directors have overall responsibility for identifying and managing operational and financial risks.

The Company holds the following financial instruments:

	31 March 2014 \$	30 April 2013 \$
Financial assets		
Cash and cash equivalents	1,739,206	1,888,594
Receivables	235,969	14,417
Other receivables (included in other assets)	207,500	1,603,451
Financial assets at fair value through profit and loss	<u>1,099,360</u>	<u>1,092,991</u>
	<u>3,282,035</u>	<u>4,599,453</u>
Financial liabilities		
Payables	1,237,507	2,805,607
Other payables	<u>-</u>	<u>-</u>
	<u>1,237,507</u>	<u>2,805,607</u>

(a) Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate as a result of changes in market interest rates.

The Company's exposure to interest rate risk arises mainly from its interest earning cash deposits and its New Zealand Government Bond. The Company's exposure to interest rate risk is to the extent that it invests for a fixed term at fixed rates. The Company's policy is to obtain the most favourable term and interest rate available.

Cash deposits are subject to market risk in the event of changes in interest rates. As these securities are carried at net market value, the effective interest rate is reflected in the market price. By investing with registered banks and short term New Zealand Government Bonds the Company minimises the impact of market interest rate fluctuations.

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 4: FINANCIAL RISK MANAGEMENT (CONTINUED)

(a) Interest rate risk (Continued)

The Company's exposure to interest rate risk in relation to future cashflows and the effective weighted average interest rates on classes of financial assets and financial liabilities, is as follows:

31 March
2014

Financial instruments	Interest bearing	Weighted average effective interest rate
	\$	
<i>Financial assets</i>		
Cash	1,739,206	0.3 % Fixed
Financial assets at fair value through profit and loss	<u>1,099,360</u>	4.5 % Fixed
	<u>2,838,566</u>	

30 April
2013

Financial instruments	Interest bearing	Weighted average effective interest rate
	\$	
<i>Financial assets</i>		
Cash	1,888,594	0.3 % Fixed
Financial assets at fair value through profit and loss	<u>1,092,991</u>	4.5 % Fixed
	<u>2,981,585</u>	

No other financial assets or financial liabilities are expected to be exposed to interest rate risk.

Sensitivity

If interest rates were to increase/decrease by 100 basis points from rates used to determine fair values as at the reporting date, assuming all other variables that might impact on fair value remain constant, then the impact on profit for the year and equity is as follows:

	11 months to 31 March 2014	13 months to 30 April 2013
+ / - 100 basis points	\$	\$
Impact on profit before tax	28,386	29,816
Impact on equity	20,438	21,467

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 4: FINANCIAL RISK MANAGEMENT (CONTINUED)

(b) Credit risk

Credit risk is the risk that one party to a financial instrument will cause a financial loss to the other party by failing to discharge an obligation.

The Company's exposure to credit risk, or the risk of counterparties defaulting arises mainly from cash at bank, trade and other receivables, reinsurance receivables and term investments.

The maximum exposure to credit risk, excluding the value of any collateral or other security, at balance date of recognised financial assets is the carrying amount of those assets, net of any provisions for impairment of those assets, as disclosed in statement of financial position and notes to financial statements.

The Company does not have any material credit risk exposure to any single debtor or group of debtors under financial instruments entered into by the Company.

(i) Cash deposits

Credit risk for cash deposits is managed by holding all cash deposits with high credit rating financial institutions (i.e. major registered New Zealand banks; ANZ Bank New Zealand Limited, ASB Bank Limited and Westpac New Zealand Limited all with a Standard and Poors rating of AA- 'outlook stable')

(ii) Trade receivables and other receivables

Credit risk for trade receivables is managed by dealing exclusively with high credit rating counterparties. Outstanding receivables are regularly monitored for payment in accordance with credit terms.

The aging analysis of trade and other receivables is provided in Note 9. As the Company undertakes transactions with a large number of customers and regularly monitors payment in accordance with credit terms, the financial assets that are neither past due nor impaired, are expected to be received in accordance with the credit risk.

The Company minimises concentrations of credit risk in relation to trade receivables by undertaking transactions with a large number of customers.

(iii) Reinsurance receivables

Credit risk is managed for reinsurance receivables by dealing exclusively with A rated or above (Standard & Poors) international reinsurers.

(iv) Other financial instruments

Credit risk is managed for other financial instruments by dealing exclusively with A rated or above (Standard & Poors) counterparties. The New Zealand Government Bond has a Standard and Poors rating of AA 'outlook stable' and the ANZ Bank New Zealand Limited and ASB Bank Limited term deposits have Standard and Poors ratings of AA- 'outlook stable'.

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 4: FINANCIAL RISK MANAGEMENT (CONTINUED)

(c) Liquidity risk

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities and policyholder liabilities.

The Company monitors its liquidity position on a continuous basis and plans its operating activities to ensure a balanced liquidity position. The Company practices prudent risk management by maintaining sufficient cash balances. If necessary the Company will build up cash reserves to meet longer term liabilities.

Maturity analysis

The table below represents the undiscounted contractual settlement terms for financial instruments and managements expectation for settlement of undiscounted maturities.

31 March 2014	< 6 months	6-12 months	1-5 years	Total contractual cash flows	Carrying amount
	\$	\$	\$	\$	\$
Cash and cash equivalents	1,739,206	-	-	1,739,206	1,739,206
Receivables	235,969	-	-	235,969	235,969
Financial assets at fair value through profit or loss	19,370	579,990	500,000	1,099,360	1,099,360
Other assets - receivables	207,500	-	-	207,500	207,500
Payables	(1,237,507)	-	-	(1,237,507)	(1,237,507)
Net maturities	<u>964,538</u>	<u>579,990</u>	<u>500,000</u>	<u>2,044,528</u>	<u>2,044,528</u>
30 April 2013					
Cash and cash equivalents	1,888,594	-	-	1,888,594	1,888,594
Receivables	14,417	-	-	14,417	14,417
Financial assets at fair value through profit or loss	36,379	556,612	500,000	1,092,991	1,092,991
Other assets - receivables	1,603,451	-	-	1,603,451	1,603,451
Payables	(2,805,607)	-	-	(2,805,607)	(2,805,607)
Net maturities	<u>737,234</u>	<u>556,612</u>	<u>500,000</u>	<u>1,793,846</u>	<u>1,793,846</u>

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 4: FINANCIAL RISK MANAGEMENT (CONTINUED)

(d) Fair values compared with carrying amounts

The carrying value of all financial assets and liabilities not measured at fair value approximates their fair values as they are either short term in nature or rate insensitive.

Cash and cash equivalents

These assets are short term in nature and the carrying value is equivalent to their fair value.

Trade and other receivables

These assets are short term in nature and are reviewed for impairment; the carrying value approximates their fair value.

Trade and other payables

These liabilities are short term in nature; the carrying value approximates their fair value.

Fair value hierarchy

NZ IFRS 7 specifies a hierarchy of valuation measurements based on whether the inputs to those valuation techniques are observable or unobservable. Observable inputs reflect market data obtained from independent sources; unobservable inputs reflect the Company's market assumptions. These two types of inputs have created the following fair value hierarchy:

Level 1:

Quoted prices (unadjusted) in active markets for identical assets or liabilities. This level includes listed equity securities and debt instruments on exchanges (for example, New Zealand Stock Exchange) and exchanges traded derivatives like futures (for example, Nasdaq, S&P 500).

Level 2:

Inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices). This level includes the majority of over the counter derivative contracts, traded loans, issued structured debt and term deposits. The sources of input parameters for yield curves or counterparty credit risk are Bloomberg or Reuters.

Level 3:

Inputs for asset and liabilities that are not based on observable market data (unobservable inputs). This level includes equity investments and debt instruments with significant unobservable components.

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 4: FINANCIAL RISK MANAGEMENT (CONTINUED)

(d) Fair values compared with carrying amounts (Continued)

Fair value hierarchy (Continued)

This hierarchy requires the use of observable market data when available. The Company considers relevant and observable market prices in its valuations where possible.

31 March
2014

	Level 1 \$	Level 2 \$	Level 3 \$	Total \$
<i>Financial assets at fair value through profit and loss</i>				
- Term deposit - ANZ Bank New Zealand	-	579,990	-	579,990
- New Zealand Government Bond	<u>519,370</u>	<u>-</u>	<u>-</u>	<u>519,370</u>
	<u>519,370</u>	<u>579,990</u>	<u>-</u>	<u>1,099,360</u>

30 April
2013

	Level 1 \$	Level 2 \$	Level 3 \$	Total \$
<i>Financial assets at fair value through profit and loss</i>				
- Term deposit - ANZ Bank New Zealand	-	556,612	-	556,612
- New Zealand Government Bond	<u>536,379</u>	<u>-</u>	<u>-</u>	<u>536,379</u>
	<u>536,379</u>	<u>556,612</u>	<u>-</u>	<u>1,092,991</u>

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

	Note	11 months to 31 March 2014 \$	13 months to 30 April 2013 \$
NOTE 5: EXPENSES			
Management fees:			
- Policy acquisition		555,928	382,430
- Policy maintenance		161,399	111,028
- Taut Limited		<u>350,945</u>	<u>675,667</u>
		1,068,272	1,169,125
Depreciation:			
- Plant and equipment		14,669	37,469
- Furniture and fittings		<u>2,228</u>	<u>3,135</u>
		16,897	40,604
Amortisation:			
- Computer software		173,020	260,261
Administrative expenses:			
- Director fees		134,989	-
- Legal and accounting		141,756	58,166
- Actuarial		159,267	151,919
- Repairs and maintenance		85,943	139,848
- Remuneration of KPMG		104,291	85,703
- Capital raising costs and Pinnacle Life Limited company set up costs		22,617	204,854
- Regulatory charges		42,086	52,584
- Intangible written off		-	137,304
- Other expenses		<u>211,120</u>	<u>121,330</u>
		902,069	951,708
Remuneration of KPMG for:			
<i>Audit and assurance services:</i>			
- Audit of financial statements - Pinnacle Life Limited		58,190	-
- Audit of financial statements - The Pinnacle Life Partnership		13,800	38,558
- Audit of solvency return		20,801	17,820
<i>Other services:</i>			
- Trust deed reporting		-	7,460
- Taxation and accounting services		<u>11,500</u>	<u>21,865</u>
		104,291	85,703

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

	Note	11 months to 31 March 2014 \$	13 months to 30 April 2013 \$
NOTE 6: INCOME TAX			
(a) Components of tax (benefit) / expense			
Current tax		-	-
Deferred tax		<u>(865,839)</u>	<u>927,892</u>
		<u>(865,839)</u>	<u>927,892</u>
(b) Prima facie tax payable			
The prima facie tax payable on profit before income tax is reconciled to the income tax (benefit) / expense as follows:			
Prima facie income tax payable on profit before income tax at 28.0% (30 April 2013: 28.0%)		(380,324)	1,095,384
Actuarial adjustments:			
- Grandfathering adjustment		(591,738)	-
- Expected death strain/premium loading profit		125,343	-
Reinsurance quota share related adjustments:			
- Repayment of reinsurance advance		133,172	-
- Commission in advance - non assessable		(32,423)	-
- Reinsurance fees		(78,653)	-
Net movement in life insurance & reinsurance contract assets/(liabilities)		(43,253)	(167,492)
GST content of net premiums included in income		(6,119)	-
Non deductible expenses		<u>8,156</u>	<u>-</u>
Income tax expense attributable to profit		<u>(865,839)</u>	<u>927,892</u>
		31 March 2014 \$	30 April 2013 \$
(c) Deferred tax			
Deferred tax relates to the following:			
<i>Deferred tax assets</i>			
The balance comprises:			
Employee benefits		3,051	-
Provisions		32,674	-
Tax losses recognised		<u>467,045</u>	<u>-</u>
Total deferred tax assets		<u>502,770</u>	<u>-</u>
<i>Deferred tax liabilities</i>			
The balance comprises:			
Deferred acquisition costs / commissions payable		<u>564,823</u>	<u>927,892</u>
Total deferred tax liabilities		<u>564,823</u>	<u>927,892</u>

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 6: INCOME TAX (CONTINUED)

Deferred tax assets and liabilities are recognised to the extent that the realisation of the related benefit / outflow through future taxable income / expense is probable.

The ability to utilise tax losses depends on the generation of sufficient assessable income, and the statutory requirements for shareholder continuity being met.

	11 months to 31 March 2014 \$	13 months to 30 April 2013 \$
(d) Deferred income tax (revenue)/expense included in income tax expense comprises		
Decrease / (increase) in deferred tax assets	(502,770)	-
(Decrease) / increase in deferred tax liabilities	<u>(363,069)</u>	<u>927,892</u>
	<u>(865,839)</u>	<u>927,892</u>
	11 months to 31 March 2014 \$	13 months to 30 April 2013 \$

NOTE 7: IMPUTATION CREDIT ACCOUNT

Opening balance	-	-
At reporting date	-	-

	Note	31 March 2014 \$	30 April 2013 \$
NOTE 8: CASH AND CASH EQUIVALENTS			
Cash at bank - on call		1,359,401	1,820,845
Cash at bank - other		<u>379,805</u>	<u>67,749</u>
		<u>1,739,206</u>	<u>1,888,594</u>

NOTE 9: RECEIVABLES

CURRENT

Trade debtors	89,602	-
Other receivables	<u>146,367</u>	<u>14,417</u>
	<u>235,969</u>	<u>14,417</u>

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 9: RECEIVABLES (CONTINUED)

Aged analysis

Trade and other receivables ageing analysis at 31 March is:

	Gross 11 months to 31 March 2014 \$	Impairment 11 months to 31 March 2014 \$	Gross 13 months to 30 April 2013 \$	Impairment 13 months to 30 April 2013 \$
Not past due	<u>235,969</u>	-	<u>14,417</u>	-
	<u>235,969</u>	-	<u>14,417</u>	-

Note	31 March 2014 \$	30 April 2013 \$
------	------------------------	------------------------

NOTE 10: FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT AND LOSS

CURRENT

Financial assets at fair value through profit and loss

Term deposit - ANZ Bank New Zealand	(i)	579,990	556,612
New Zealand Government Bond	(ii)	<u>519,370</u>	<u>536,379</u>
Total financial assets at fair value through profit and loss		<u>1,099,360</u>	<u>1,092,991</u>

(i) Term deposit - ANZ Bank New Zealand

Term deposits bear annual interest rate of 3.85% per annum, maturing on 1 July 2014.

(ii) New Zealand Government Bond

The New Zealand Government Bond represents a deposit with the New Zealand Reserve Bank amounting to \$500,000 at par which earns interest at a rate of 6.00% and matures on 15 April 2015.

NOTE 11: OTHER ASSETS

CURRENT

Prepayments	71,741	-
GST receivable	32,939	20,704
Reinsurance:		
- Recoveries receivable	<u>207,500</u>	<u>1,603,451</u>
	<u>207,500</u>	<u>1,603,451</u>
	<u>312,180</u>	<u>1,624,155</u>



PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

	Note	31 March 2014 \$	30 April 2013 \$
NOTE 12: PROPERTY, PLANT AND EQUIPMENT			
Plant and equipment			
Plant and equipment at cost		33,232	175,919
Accumulated depreciation		<u>(14,669)</u>	<u>(142,687)</u>
		18,563	33,232
Furniture, fixtures and fittings			
Furniture, fixtures and fittings at cost		14,266	27,617
Accumulated depreciation		<u>(2,226)</u>	<u>(13,351)</u>
		<u>12,040</u>	<u>14,266</u>
Total property, plant and equipment		<u>30,603</u>	<u>47,498</u>
		11 months to 31 March 2014 \$	13 months to 30 April 2013 \$

(a) Reconciliations

Reconciliation of the carrying amounts of property, plant and equipment at the beginning and end of the current financial period

Plant and equipment

Opening carrying amount	33,232	79,986
Disposals	-	(9,285)
Depreciation expense	<u>(14,669)</u>	<u>(37,469)</u>
Closing carrying amount	<u>18,563</u>	<u>33,232</u>

Furniture, fixtures and fittings

Opening carrying amount	14,266	16,576
Additions	-	825
Depreciation expense	<u>(2,226)</u>	<u>(3,135)</u>
Closing carrying amount	<u>12,040</u>	<u>14,266</u>

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

	Note	31 March 2014 \$	30 April 2013 \$
NOTE 13: INTANGIBLE ASSETS			
Computer software at cost		417,198	925,518
Accumulated amortisation and impairment		<u>(173,020)</u>	<u>(580,114)</u>
		<u>244,178</u>	<u>345,404</u>
Total intangible assets		<u>244,178</u>	<u>345,404</u>
		11 months to 31 March 2014 \$	13 months to 30 April 2013 \$
(a) Reconciliations			
Reconciliation of the carrying amounts of intangible assets at the beginning and end of the current financial period			
<i>Computer software</i>			
Opening balance		345,404	405,469
Additions		71,794	337,500
Amortisation expense		(173,020)	(260,261)
Written off		<u>-</u>	<u>(137,304)</u>
Closing balance		<u>244,178</u>	<u>345,404</u>

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

	Note	31 March 2014 \$	30 April 2013 \$
NOTE 14: PAYABLES			
CURRENT			
Trade creditors		704,142	714,681
Commissions payable		16,326	18,092
Claims payable		287,855	2,059,668
Management fees		74,750	13,166
Other payables		<u>154,434</u>	<u>-</u>
		<u>1,237,507</u>	<u>2,805,607</u>

NOTE 15: PROVISIONS

CURRENT			
Other employee entitlements		14,710	9,076
Claims		<u>26,000</u>	<u>26,000</u>
		<u>40,710</u>	<u>35,076</u>
		11 months to 31 March 2014 \$	13 months to 30 April 2013 \$

(a) Reconciliations

Reconciliation of the carrying amounts of provisions at the beginning and end of the current financial year

<i>Claims (current)</i>			
Opening balance		26,000	64,732
Additional amounts recognised		<u>-</u>	<u>(38,732)</u>
Closing balance		<u>26,000</u>	<u>26,000</u>

	Note	31 March 2014 \$	30 April 2013 \$
NOTE 16: OTHER LIABILITIES			
CURRENT			
Premiums received in advance		<u>1,049,762</u>	<u>973,705</u>
		<u>1,049,762</u>	<u>973,705</u>



PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

	Note	31 March 2014 \$	30 April 2013 \$		
NOTE 17: SHARE CAPITAL					
Issued and paid-up capital					
8,149,514 (2013: 1) Ordinary shares	(a)	<u>17,684,417</u>	<u>-</u>		
		11 months to 31 March 2014	13 months to 30 April 2013		
	Note	Number	\$	Number	\$
(a) Ordinary shares					
Opening balance		1	-	-	-
Shares issued:					
20 December 2012	(i)	-	-	1	-
1 May 2013	(ii)	8,149,513	17,333,472	-	-
1 May 2013	(iii)	<u>165,000</u>	<u>350,945</u>	<u>-</u>	<u>-</u>
Closing balance		<u>8,314,514</u>	<u>17,684,417</u>	<u>1</u>	<u>-</u>

Movements in share capital

Upon incorporation date, 20 December 2013, the Company issued 1 ordinary share in the Company to Jack Porus for \$Nil consideration.

In accordance with the 'Agreement for the transfer of the Pinnacle Life Insurance Partnership Business' dated 1 May 2013, the following issues of ordinary share capital took place:

(i) The single ordinary share in the Company (refer above) was transferred from Jack Porus to Pinnacle Life Custodial Services Limited. Pinnacle Life Custodial Services Limited holds this share in trust for the partners of the Pinnacle Life Partnership, in proportion to each partners respective contributions as at a 1 May 2013.

(ii) The Company acquired the business operations, assets and liabilities of the Pinnacle Life Insurance Partnership (refer to note 1 (a) and 21), the consideration for this transfer was the issue of 8,149,513 ordinary shares in the Company to Pinnacle Life Custodial Services Limited, the value of the net assets acquired was \$17,333,472. Pinnacle Life Custodial Services Limited holds these shares in trust for the partners of the Pinnacle Life Partnership, in proportion to each partners respective contributions as at 1 May 2013.

(iii) The Company satisfied the 'termination payment' due to Taut Limited (refer to note 18) upon a sale or other disposition of the business of the Pinnacle Life Insurance Partnership arising pursuant to clause 5.5 of the Partnership Deed, the consideration for this termination payment was the issue of 165,000 ordinary shares in the Company to Pinnacle Life Custodial Services Limited, the value of the termination payment was \$350,945. Pinnacle Life Custodial Services Limited holds these shares in trust for Taut Limited.

PINNACLE LIFE LIMITED

**NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014**

NOTE 17: SHARE CAPITAL (CONTINUED)

Rights of each type of share

These ordinary shares are fully paid and have no par value. The holder of ordinary shares are entitled to receive dividends as declared from time to time and are entitled to one vote per share at meetings of the Company, and rank equally with regards to the Company's residual assets.

Capital management

The Company considers its capital to comprise its ordinary share capital, accumulated retained earnings and solvency capital.

The Company's capital management objectives are to:

- Maintain an 'actual solvency capital' that exceeds the 'minimum solvency capital' requirements per the 'Solvency Standard for Life Insurance Business' issued by the Reserve Bank of New Zealand ('RBNZ') per the on-going licensing requirements of the Company's licence to carry on insurance business in New Zealand issued by the RBNZ 29 April 2013 under section 19 of the Insurance (Prudential Supervision) Act 2010 (IPSA);
- Maintain a strong capital base to protect life insurance contract policyholders;
- Maintain a strong credit rating; and
- Ensure equity holder objectives are met, the primary of which is to ensure the Company's continued ability to provide a consistent return to its equity shareholders through a combinations of capital growth and distributions.

The Company manages its capital by considering the return on capital reported under the New Zealand equivalents to International Financial Reporting Standards and projections of the solvency capital margin.

In order to achieve these objectives the Company seeks to maintain gearing and solvency ratios that balance risks and returns at an acceptable level and also to maintain a sufficient funding base to enable to Company to meet its working capital and strategic investment needs.

In making decisions to adjust its capital structure to achieve these aims, either through altering its dividend policy, or new share issue, the Company takes into consideration not only its short term position but also its long term operational and strategic objectives.

During the period ended 31 March 2014, the Company has maintained compliance with all externally imposed capital and licensing requirements.

Refer to note 22 (g) and 23 for the Company's solvency capital disclosures required by the IPSA.

During the period ended 31 March 2014, the Company declared/paid dividends of \$Nil (2013: \$Nil).

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 18: RELATED PARTY TRANSACTIONS

The Company had related party dealings with the following related parties:

Related party	Relationship
The Pinnacle Life Insurance Partnership	Common ultimate beneficial owners (shareholders/partners)
Pinnacle Life Custodial Services Limited	Company shareholder
Jack Porus*	Director and ultimate beneficial company shareholder
Noel Vaughan*	Director and ultimate beneficial company shareholder
Desmond Victor Shaw*	Ultimate beneficial company shareholder
Brian van den Hurk*	Ultimate beneficial company shareholder
Leighton Smith*	Ultimate beneficial company shareholder
Bill Patterson*	Ultimate beneficial company shareholder
Edwin Saul*	Ultimate beneficial company shareholder
Steven de Jong*	Ultimate beneficial company shareholder
Taut Limited	Ultimate beneficial company shareholder
Bemrose Limited	Ultimate beneficial company shareholder
Leighton Smith Productions Limited	Common ultimate beneficial shareholders
Fifteen01 NZ Limited	Common ultimate beneficial shareholders
The Patterson Hopkins Partnership	Common ultimate beneficial owners (shareholders/partners)
The Glaister Ennor Partnership	Common ultimate owners (shareholders/partners)
Foote, Cone & Belding Limited	Employers of ultimate beneficial company shareholders

* Pinnacle Life Insurance Partnership partner as at 1 May 2013

Transactions

The Company undertook the following transactions with the above related parties during the period:

- *Pinnacle Life Custodial Services Limited*

As described in note 17; of 8,314,514 ordinary shares of the Company, Pinnacle Life Custodial Services Limited holds:

- 8,149,514 of these in trust for the partners of the Pinnacle Life Partnership, in proportion to each partners respective contributions as at a 1 May 2013; and
- 165,000 of the ordinary shares in the Company in trust for Taut Limited.

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 18: RELATED PARTY TRANSACTIONS (CONTINUED)

Transactions (Continued)

- Taut Limited

The Company also satisfied the 'termination payment' due to Taut Limited (refer to note 17) upon a sale or other disposition of the business of the Pinnacle Life Partnership arising pursuant to clause 5.5 of the Partnership Deed, the consideration for this termination payment was the issue of 165,000 ordinary shares in the Company, the value of the termination payment was \$350,945.

During the period ended 30 April 2013 management fees of \$675,667 were charged by Taut Limited, a company in which Noel Vaughan is a shareholder. The balance unpaid as at 30 April 2013 was \$13,166.

- Bemrose Limited

Management fees of \$227,125 (2013: \$Nil) were charged by Bemrose Limited, a company in which Noel Vaughan is a shareholder. The balance unpaid as at 31 March is \$74,750 (2013: \$Nil).

- Foote, Cone & Belding Limited (formerly known as Draft FCB Ltd)

Advertising fees of \$225,419 (2013: \$770,169) were charged by Foote, Cone & Belding Limited, a company of which Des Shaw was a Senior Consultant and Brian van den Hurk is employed. The balance unpaid as at 31 March is \$1,289 (2013: \$55,343).

- Leighton Smith Productions Limited

Advertising fees of \$109,250 (2013: \$63,250) were charged by Leighton Smith Productions Limited, a company of which Leighton Smith is the sole director. The balance unpaid as at 31 March is \$5,750 (2013: \$Nil).

- The Patterson Hopkins Partnership

Legal fees of \$2,162 (2013: \$19,706) were charged by Patterson Hopkins, a Partnership of which Bill Patterson is a partner. The balance unpaid as at 31 March is \$Nil (2013: \$Nil).

- The Glaister Ennor Partnership

Legal fees of \$92,477 (2013: \$79,145) were charged by Glaister Ennor, a Partnership of which Jack Porus is a partner. The balance unpaid as at 31 March is \$3,715 (2013: \$Nil).

- Fifteen01 NZ Limited (formerly known as Intelligent Life Ltd)

The Company paid software management services and management fees of \$421,667 (2013: \$493,458) to Fifteen01 NZ Limited, a company of which Edwin Saul and Steven de Jong are directors. The balance unpaid as at 31 March is \$38,333 (2013: \$Nil).

No related party balances were impaired or written off during the period (2013: \$Nil).

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 19: KEY MANAGEMENT PERSONNEL COMPENSATION

Key management includes directors of the Company.

During the period, other than directors fees (refer Note 5) and related party transactions (refer Note 18), no other compensation was paid or payable to key management personnel of the Company (2013: other than management fee expense of \$675,667 and management fees payable of \$13,166 no other compensation was paid or payable to key management personnel of the Company).

The names of directors who have held office during the period are:

Name	Appointment / resignation details
Jack Lee PORUS	Appointed 20 December 2012
Noel Edmund VAUGHAN	Appointed 17 January 2013
Andrew SPENCER	Appointed 23 January 2013
Gerald Stanley REA	Appointed 17 January 2013; Resigned 30 September 2013
Desmond Victor SHAW	Appointed 17 January 2013; Resigned 30 September 2013

	11 months to 31 March 2014 \$	13 months to 30 April 2013 \$
NOTE 20: CASH FLOW INFORMATION		
(a) Reconciliation of cash flow from operations with profit after income tax		
Profit / (loss) from ordinary activities after income tax	(492,461)	2,984,195
Adjustments and non-cash items		
Amortisation	173,020	260,261
Depreciation	16,897	40,604
Write off property, plant and equipment / intangible assets	-	137,304
Termination payment due to Taut Limited	350,945	-
Net movement in life insurance contract assets / (liabilities)	1,142,201	(4,458,796)
Current tax	-	-
Deferred tax	(865,839)	927,892
Changes in assets and liabilities		
(Increase) / decrease in receivables	(221,552)	48,276
(Increase) / decrease in financial assets at fair value through profit and loss	(6,369)	(17,209)
(Increase) / decrease in other assets	1,311,975	(574,967)
Increase / (decrease) in payables	(1,568,100)	794,645
Increase / (decrease) in provisions	5,634	(49,591)
Increase / (decrease) in other liabilities	76,057	53,212
	<u>414,869</u>	<u>(2,838,369)</u>
Cash flows from operating activities	<u>(77,592)</u>	<u>145,826</u>

PINNACLE LIFE LIMITED

**NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014**

NOTE 21: TRANSFER OF THE PINNACLE LIFE INSURANCE PARTNERSHIP BUSINESS OPERATIONS, ASSETS AND LIABILITIES TO PINNACLE LIFE LIMITED

On 1 May 2013, all of the business operations, assets and liabilities of the Pinnacle Life Insurance Partnership were transferred to the Company ('the transfer').

The transfer occurred on 1 May 2013 using the carrying value of the assets and liabilities of the Pinnacle Life Insurance Partnership as at 30 April 2013.

Details of the transfer were:

	\$
Shares issued as consideration	<u>17,333,472</u>
Total consideration	<u><u>17,333,472</u></u>

The consideration for this transfer was the issue of 8,149,513 ordinary shares in the Company to Pinnacle Life Custodial Services Limited, the carrying value of the net assets transferred was \$17,333,472. Pinnacle Life Custodial Services Limited holds these shares in trust for the partners of the Pinnacle Life Insurance Partnership, in proportion to each partners respective contributions as at 1 May 2013.

Assets and liabilities acquired

Assets and liabilities transferred were:

	Recognised on transfer at book value \$
Assets and liabilities held at transfer date:	
- Cash and cash equivalents	2,445,206
- Receivables and other assets	1,638,571
- Financial assets at fair value through profit and loss	536,379
- Life insurance contract assets	34,486,445
- Property, plant and equipment	47,498
- Intangible assets	345,404
- Payables	(2,805,606)
- Provisions	(35,076)
- Other liabilities	(973,705)
- Liabilities ceded under reinsurance contracts	<u>(18,351,644)</u>
Net assets acquired	17,333,472
- Goodwill	<u>-</u>
Net assets acquired	<u><u>17,333,472</u></u>

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 22: ACTUARIAL ANALYSIS

The Company's Actuary, Murray. A. Hilder, FIA, FIAA, FNZSA, has calculated the life insurance contract assets / (liabilities) and solvency margin for the Company.

The actuary is satisfied as to the accuracy of the data from which the life insurance contract assets / (liabilities) have been determined.

This note summarises the life insurance contract assets / (liabilities) and solvency margin of the Company, the assumptions made and the methods adopted for the calculation of the Company's life insurance contract assets / (liabilities) and solvency margin.

(a) Life insurance contract assets/ (liabilities)

Life insurance contract assets / (liabilities) are computed using statistical or mathematical methods, which were calculated for each contract. The computations are made by the Actuary on the basis of recognised actuarial methods, with due regard to relevant actuarial principles. The methodology takes into account the risks and uncertainties of the particular classes of life insurance business written.

The key factors that affect the estimation of these liabilities and related assets are:

- the cost of providing benefits and administering these insurance contracts;
- mortality and morbidity experience on life insurance products;
- discontinuance experience, which affects the Company's ability to recover the cost of managing and acquiring new business over the life of the contracts.

In addition, factors such as regulation, competition, interest rates, taxes, securities market conditions and general economic conditions affect the level of these assets / (liabilities).

Details of specific actuarial policies and methods are set out in note 1.

(b) Assets and liabilities arising from reinsurance contracts

Assets and liabilities arising from reinsurance contracts are also computed using the above methods. In addition, the recoverability of these assets is assessed on a periodic basis to ensure that the balances are reflective of the amounts that will ultimately be received or paid, taking into consideration factors such as credit risk and interest risk.

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

	31 March 2014 \$	30 April 2013 \$
NOTE 22: ACTUARIAL ANALYSIS (Continued)		
(c) Net life insurance contract and reinsurance contract assets / (liabilities)		
Future policy benefits	(67,916,866)	(56,340,433)
Future expenses	(9,398,722)	(9,316,305)
Future taxes	(3,824,508)	(2,650,525)
Future reinsurance	(20,494,342)	(18,351,644)
Future profit margins	(29,627,665)	(18,784,505)
Future premiums	<u>146,617,772</u>	<u>121,578,213</u>
Net life insurance contract and reinsurance contracts assets / (liabilities) (including deferred tax)	<u>15,355,669</u>	<u>16,134,801</u>
Deferred tax liability	564,823	927,892
Net policy liabilities (excluding deferred tax)	<u>15,920,492</u>	<u>17,062,693</u>
	11 months to 31 March 2014 \$	13 months to 30 April 2013 \$
(d) Reconciliation of gross life insurance contract assets / (liabilities)		
Balance as at the beginning of the period	34,486,445	28,145,676
New life insurance assets / (liabilities) acquired	2,754,112	7,011,232
Adjustment for experience differences	<u>(1,390,546)</u>	<u>(670,463)</u>
Gross Life Insurance Assets at 31 March and 30 April respectively (including deferred tax)	35,850,011	34,486,445
Deferred tax liability	<u>564,823</u>	<u>927,892</u>
Gross Life Insurance Assets at 31 March and 30 April respectively (excluding deferred tax)	<u>36,414,834</u>	<u>35,414,337</u>
(e) Reconciliation of gross reinsurance contract assets / (liabilities)		
Balance as at the beginning of the period	(18,351,644)	(15,541,779)
(Increase) / decrease in liabilities ceded under reinsurance	<u>(2,142,698)</u>	<u>(2,809,865)</u>
Balance as at the end of the period	<u>(20,494,342)</u>	<u>(18,351,644)</u>

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

11 months to 31 March 2014 \$	13 months to 30 April 2013 \$
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NOTE 22: ACTUARIAL ANALYSIS (Continued)

(f) Analysis of life insurance contract results

Planned profit margins	1,257,208	995,803
Income on liability	579,767	711,391
Investment earnings on assets in excess of policy liabilities	59,143	126,437
Effects of changes in underlying assumptions	(1,930,883)	1,150,564
Other	<u>(457,696)</u>	<u>-</u>
Net profit / (loss) after income tax arising from life insurance contracts	<u>(492,461)</u>	<u>2,984,195</u>

**(g) Solvency requirements under
the Insurance (Prudential Supervision) Act 2010**

Separate to the life insurance contract assets / (liabilities) recognised in the financial statements, life insurance companies are required to maintain sufficient capital to meet solvency requirements. These are amounts required to provide protection against the impact of fluctuations and unexpected adverse circumstances on the life insurance businesses. The methodology and bases for determining the solvency requirement are in accordance with the requirements of the Insurance (Prudential Supervision) Act 2010.

The minimum equity required to be retained to meet solvency requirements over and above the life insurance contract assets / (liabilities) for the Company is shown below.

The Company's actual solvency capital exceeds this minimum solvency capital requirement by \$608,760 (2013: \$383,557).

	31 March 2014 \$	30 April 2013 \$
(i) Actual solvency capital		
Actual solvency capital	<u>16,445,008</u>	<u>16,988,068</u>
(ii) Minimum solvency capital		
Minimum solvency capital	<u>15,836,248</u>	<u>16,604,511</u>
(iii) Excess solvency margin and solvency ratio		
Solvency margin	<u>608,760</u>	<u>383,557</u>
Solvency ratio	<u>1.04</u>	<u>1.02</u>

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 22: ACTUARIAL ANALYSIS (Continued)

(h) Summary of significant actuarial methods and assumptions - life insurance

(i) *Life insurance contract assets / (liabilities)*

The life insurance contract assets / (liabilities) have been determined in accordance with Professional Standard No.3 'Determination of Life Insurance Policy Liabilities' issued by the New Zealand Society of Actuaries. This standard requires that life insurance contract assets / (liabilities) be calculated on the basis of best estimate assumptions and in a way that allows for the release of planned margins as services are provided to policyholders.

- *Valuation of life insurance contract assets / (liabilities)*

Life insurance contract assets / (liabilities) comprise the amount required to pay the expected future benefits and expenses after receiving expected future premiums and investment earnings. The value of life insurance contract assets / (liabilities) may also include a component for profit margins on existing business that will be earned as services are provided to policy owners over the time the relevant policies are held with the Company. The Company incurs costs in selling new policies. New business selling costs (or acquisition costs) related to the acquisition of new business are recovered from premiums receivable in the future as long as the underlying policies are expected to be profitable.

- *Methods used to value life insurance contract assets / (liabilities) - Projection method*

The projection method uses expected cash flows (premiums, investment income, redemptions or benefit payments, expenses and profits) to establish the value of life insurance contract assets / (liabilities). The value of expected future premiums is deducted from the value of expected benefit and expense payments to arrive at the obligation to policy owners. Where the policy liability is determined by the projection method, actuarial standards require profit to be related to one or more financially measurable indicators of the provision of service (or related income) called 'profit carriers'. The profit carriers adopted for the related product groups are shown in the table below:

<u>Related product group</u>	<u>Method</u>	<u>Profit carrier</u>
Transferred yearly renewable and level term	Projection	Net premium
Underwritten yearly renewable and level term	Projection	Net premium
Online yearly renewable term	Projection	Net premium
Stand Alone Serious Illness, Cancer and Accident yearly renewable	Projection	Net premium
Funeral Policy	Projection	Premium

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 22: ACTUARIAL ANALYSIS (Continued)

(h) Summary of significant actuarial methods and assumptions - life insurance (Continued)

(ii) Disclosure of assumptions

The following table summarises the key assumptions used in the calculation of life insurance contract assets / (liabilities), together with notes on any significant changes in the assumptions:

<u>Required assumption</u>	<u>Basis of Assumption</u>	<u>Significant Changes</u>
Discount rates for life insurance contracts - all product groups	Risk free discount rates have been adopted for life insurance contracts where benefits are not contractually linked to the performance of life insurance contracts where the benefits are backing asset pools. The risk free discount rates have been determined based on government rates, depending on the term of the contract liabilities.	The discount rates used: - 2014: 4.6% (2013: 3.2%)
Inflation - all product groups	Determined based on economists forecasts.	The inflation rates used: - 2014: 2.5% (2013: 2.5%)
Future renewal expense - for policies	Future renewal expense have been set based on as experience analyses conducted by the Company as well as the Actuary's expectation of future expense levels, with an allowance for future inflation.	The future renewal expense used: - 2014: \$120 (2013: \$120)
Taxation rates	Rates of taxation have been set with regard to current tax laws.	Taxation rates used: - 2014: 28% (2013: 28%)
Mortality rates	Risk product mortality rates based on reinsurance rates smoker/non-smoker adjusted for expenses	Mortality rates used: - Reinsurance rates for the particular related product group adjusted for expense and profit margins.
Discontinuances	Discontinuance rates have been assumed consistent with the Company's recent experience. Assumed discontinuance rates vary by related product group and vary according to the length of time business has been in-force.	Discontinuance rates have been adjusted in line with experience. (2013: Long term lapse rates assumed are: - Underwritten 7%; - Transferred 10%; and - Online 8.5%)
Surrender value	No policies have surrender values.	N/A
Participation	No policies participate in profits.	N/A

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 22: ACTUARIAL ANALYSIS (Continued)

(h) Summary of significant actuarial methods and assumptions - life insurance (Continued)

(ii) Disclosure of assumptions (Continued)

- Effect of changes in actuarial assumptions during the reporting period

Life insurance contract assets / (liabilities) include the value of future profit margins that are to be released over future reporting periods. The impact of assumption changes are absorbed by the future profit margins, provided sufficient future margins exist, such that there is no change in the life insurance contract assets / (liabilities) in the current period.

The life insurance contract asset / (liability) calculations include the use of published market yields, such as government bond rates. The changes in these yields do not represent actuarial assumption changes and they impact life insurance contract assets / (liabilities) values at reporting date.

The impact of the consecutive assumption changes in the current period on future profit margins in respect of life insurance contracts (excluding new business contracts which are measured using assumptions at the valuation date) are shown below:

31 March 2014

Assumption Change	Change in future profit margins	Change in next period's planned profit	Change in current period's contract assets / (liabilities)	Change in current period's profit
	\$	\$	\$	\$
Mortality	-	-	-	153,215
Discontinuances	(90,953)	(2,378)	-	(3,173)
Expenses	-	-	-	-
Taxation	-	-	-	-

30 April 2013

Assumption Change	Change in future profit margins	Change in next period's planned profit	Change in current period's contract assets / (liabilities)	Change in current period's profit
	\$	\$	\$	\$
Mortality	-	-	-	-
Discontinuances	(50,922)	(8,178)	-	-
Expenses	(1,374,866)	(119,950)	-	-
Taxation	6,390,068	557,041	-	-

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 22: ACTUARIAL ANALYSIS (Continued)

(h) Summary of significant actuarial methods and assumptions - life insurance (Continued)

(ii) Disclosure of assumptions (Continued)

- Effect of changes in actuarial assumptions during the reporting period (Continued).

Where the value of future profit margins is insufficient to absorb the assumption changes, the resulting losses are recognised in the current period via a change in the contract liability. These losses may be reversed in subsequent periods should experience improve.

The changes in the life insurance contract assets / (liabilities) due to assumption changes for the period ended 31 March 2014 were:

- A change to the lapse rate for online and funeral business, an adjustment to the expense loading, and a change to the tax treatment to reflect the company status and minor premium modelling improvements.

The changes in the life insurance contract assets / (liabilities) due to assumption changes for the period ended 30 April 2013 were:

- A change to the lapse rate for online and funeral business, an adjustment to the expense loading, and a change to the tax treatment to reflect the company status and minor premium modelling improvements.

The allowance for the life insurance tax basis and the end of the grandfathering arrangement is built into the valuation methodology.

<u>Variable</u>	<u>Impact of movement in underlying variable</u>
Expense risk	An increase in the level or inflationary growth of expenses over assumed levels will decrease profit and equity.
Interest rate risk	Depending on the profile of the investment portfolio, the investment income of the Company will decrease as interest rates decrease. This may be offset to an extent by changes in the market value of fixed interest investments. The impact on profit and equity depends on the relative profiles of assets and liabilities, to the extent that these are not matched
Mortality rates	For insurance contracts providing death benefits, greater mortality rates would lead to higher levels of claims, increasing associated claims cost and therefore reducing profit and equity.
Morbidity rates	The cost of health-related claims depends on the incidence of policyholders becoming totally and permanently disabled or suffering serious illness. Higher than expected incidence would increase claim costs, reducing profit and equity.
Discontinuances	The impact of the discontinuance rate assumption depends on a range of factors including the type of contract and the duration in force. For example, an increase in discontinuance rates at earlier durations of life insurance contracts usually has a negative effect on profit and equity. However, due to the interplay between the factors, there is not always an adverse outcome from an increase in discontinuance rates.

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 22: ACTUARIAL ANALYSIS (Continued)

(h) Summary of significant actuarial methods and assumptions - life insurance (Continued)

(iii) Sensitivity analysis

The liabilities included in the reported results are calculated using certain assumptions about key variables as disclosed above. Sensitivity analysis is conducted to assess the movements in any key variable will impact the profit and equity.

A change in actual experience relative to that expected will affect the period's expected profit:

2014

- A 10% adverse change in respect of:
 - Mortality decreases future margins by \$1,299,630 or \$75,953 per annum
 - Discontinuances decreases future margins by \$5,031,390 or \$156,923 per annum
 - Expenses decreases future margins by \$839,564 or \$56,010 per annum

2013

- A 10% adverse change in respect of:
 - Mortality decreases future margins by \$981,000 or \$68,000 per annum
 - Discontinuances decreases future margins by \$2,753,000 or \$120,000 per annum
 - Expenses decreases future margins by \$888,000 or \$66,000 per annum

(iv) Solvency requirements

Separate to the life insurance contract assets / (liabilities) recognised in the financial statements, life insurance companies are required to maintain sufficient capital to meet solvency requirements.

These are amounts required to provide protection against the impact of fluctuations and unexpected adverse circumstances on the life insurance businesses.

The methodology and bases for determining the solvency requirement are in accordance with the requirements of the Insurance (Prudential Supervision) Act 2010.

(v) Life insurance risk

The risk under any one insurance contract is the possibility that an insured event occurs and there is uncertainty about the amount of the resulting claim. By the very nature of an insurance contract, this risk is random and therefore unpredictable. For a portfolio of insurance contracts where the theory of probability is applied to pricing and provisioning, the principal risk that the Company faces under its insurance contracts is that the actual claims and benefit payments exceed the carrying amount of the insurance liabilities. This occurs when the frequency or severity of claims and benefits exceeds the estimates. Insurance events are random and the actual number of claims and the amount of benefits paid will vary each period from estimates established using statistical techniques.

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 22: ACTUARIAL ANALYSIS (Continued)

(h) Summary of significant actuarial methods and assumptions - life insurance (Continued)

(v) Life insurance risk (Continued)

Experience shows that the larger the portfolio of similar insurance contracts, the smaller the relative variability about the expected outcome will be. In addition, a more diversified portfolio is less likely to be affected across the board by a change in any subset of the portfolio. The Company has developed its insurance underwriting strategy to diversify the type of insurance risks accepted and within each of these categories to achieve a sufficiently large population to reduce the variability of the expected outcome. The Company manages insurance risk through underwriting strategy, claims handling, reinsurance arrangements and insurance contract terms and conditions.

The life insurance business of the Company involves a number of non-financial risks concerned with the pricing, acceptance and management of the mortality, morbidity and longevity risks accepted from policyholders.

Insurance risks are controlled through the use of underwriting procedures and adequate premium rates and policy charges. Tight controls are also maintained over claims management practices to ensure the correct and timely payment of insurance claims.

- Underwriting management procedures

Underwriting is managed by a separate department with underwriting limits in place to enforce appropriate risk selection criteria. The Company provides appropriate training and development of underwriting staff. Individual policies carrying insurance risk are underwritten on their merits and are generally not issued without having been examined and underwritten individually.

- Claims management procedures

Claims are managed through a dedicated claims team, with appropriate training and development of staff to ensure procedures are adhered to. Claims are managed to ensure timely and correct payment in accordance with policy conditions. Claims experience is reviewed regularly and appropriate actuarial reserves are established.

- Reinsurance management procedures

The Company holds appropriate reinsurance arrangements to limit exposure to individual and catastrophe risks. All reinsurance arrangements are approved by the Directors of the Company.

- Terms and conditions of life insurance contracts

The nature of the terms of the insurance contracts written by the Company is such that certain external variables can be identified on which related cash flows for claim payments depend. The tables below provide an overview of the key variables upon which the amount of related cash flows are dependent.

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 22: ACTUARIAL ANALYSIS (Continued)

(h) Summary of significant actuarial methods and assumptions - life insurance (Continued)

(v) Life insurance risk (Continued)

- Terms and conditions of life insurance contracts (Continued)

Type of contract	Details of contract workings	Nature of compensation for claims	Key variables affecting future cashflows
Life insurance contracts with fixed and guaranteed terms (term life and disability including renewable term).	Guaranteed benefits paid on death, permanent and temporary disablement that are fixed and guaranteed and not at the discretion of the issuer.	Benefits, defined by the insurance contract are determined by the contract and not directly affected by the performance of underlying assets or the performance of the contracts as a whole.	Mortality, morbidity, lapses and expenses.

(vi) Concentration of insurance risk

The Company aims to maintain a portfolio of policyholders with a broad spread of insurance risk types, ages, sexes, occupation classes and geographical locations for the individual risk business. The Company uses reinsurance to limit the insurance risk exposure for any one individual.

NOTE 23: STATUTORY FUND

Pinnacle Life Limited ('the Company') established the Rimu Statutory Fund ('the RSF') on 1 May 2013. The RSF is the sole statutory fund held by the Company.

Pinnacle Life Limited operates solely in the life insurance business. The RSF relates solely to the life insurance business of the Company. All of the current and future policies are non-participating, risk based term insurance and are classified as "life policies" under section 84 of the Insurance (Prudential Supervision) Act 2010. None of the Company's policies are "investment-linked" in character and all of the Company's policies are similar in nature.

The Company's shareholders' access to the retained earnings of the RSF is restricted by the Insurance (Prudential Supervision) Act 2010. The Company shareholders' entitlement to monies held in the RSF is subject to the distribution and transfer restrictions on the Insurance (Prudential Supervision) Act 2010. Any distribution of the shareholders' capital or retained profits will only be made after advice from the Company's appointed Actuary is received regarding the effect of such a distribution. No distribution will be made if it would cause the solvency margin of RSF to drop below the minimum margin target set by the Company's Board, or if such distribution was otherwise in breach of Insurance (Prudential Supervision) Act 2010.

PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 23: STATUTORY FUND (Continued)

	Note	Shareholder Fund \$	Rimu Statutory Fund \$	Total \$
31 March 2014				
Share capital				
Opening balance		-	-	-
Contributions	17	17,684,417	-	17,684,417
Transfers between the Funds		<u>(17,679,417)</u>	<u>17,679,417</u>	<u>-</u>
Closing balance		<u>5,000</u>	<u>17,679,417</u>	<u>17,684,417</u>
31 March 2014				
Retained earnings				
Opening balance		-	-	-
Operating profit / (loss)		-	(492,461)	(492,461)
Dividends paid		-	-	-
Transfers between the Funds		<u>-</u>	<u>-</u>	<u>-</u>
Closing balance		<u>-</u>	<u>(492,461)</u>	<u>(492,461)</u>
31 March 2014				
Solvency capital				
Actual solvency capital	22(g)	5,000	16,440,008	16,445,008
Minimum solvency capital	22(g)	<u>25</u>	<u>15,836,223</u>	<u>15,836,248</u>
Excess solvency margin	22(g)	<u>4,975</u>	<u>603,785</u>	<u>608,760</u>
Excess solvency ratio	22(g)	<u>200.00</u>	<u>1.04</u>	<u>1.04</u>

NOTE 24: CREDIT RATING

A.M Best rates Pinnacle Life Limited 'B' financial strength (outlook 'stable') and a bb+ issuer credit rating (outlook 'stable') at 1 May 2013.

The financial strength rating scale used by A.M. Best is:

- A++, A+ (Superior);
- A, A- (Excellent);
- B++, B+ (Good);
- B, B- (Fair);
- C++, C+ (Marginal);
- C, C- (Weak);
- D (Poor);
- E (Under Regulatory Supervision);
- F (In Liquidation); and
- S (Suspended).

PINNACLE LIFE LIMITED

**NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014**

Note	31 March 2014 \$	30 April 2013 \$
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NOTE 25: CAPITAL AND LEASING COMMITMENTS

(a) Operating lease commitments

Non-cancellable operating leases contracted for but not capitalised in the financial statements:

Payable

- not later than one year	62,400	47,800
- later than one year and not later than five years	62,400	104,290
- later than five years	<u>-</u>	<u>-</u>
	<u>124,800</u>	<u>152,090</u>

Operating lease payments represent the future rentals payable for office space under the current lease. The office lease is for the three years to 31 March 2016.

(b) There were no other material commitments at reporting date (2013: \$Nil).

NOTE 26: CONTINGENT LIABILITIES

There were no contingent liabilities at reporting date (2013: \$Nil).

NOTE 27: EVENTS SUBSEQUENT TO REPORTING DATE

There has been no matter or circumstance, which has arisen since 31 March 2014 that has significantly affected or may significantly affect:

- (a) The operations, in financial years subsequent to 31 March 2014, of the Company, or
- (b) The results of those operations, or
- (c) The state of affairs, in financial years subsequent to 31 March 2014, of the Company.



PINNACLE LIFE LIMITED

NOTES TO FINANCIAL STATEMENTS
FOR THE PERIOD ENDED 31 MARCH 2014

NOTE 28: PARTNERS FUNDS

		11 months to 31 March 2014 \$	13 months to 30 April 2013 \$
	Note		
Subscribed capital			
Opening balance		8,148,916	8,149,513
Issue costs		-	(597)
Transfer of Partnership subscribed capital at 30 April 2013 to Company share capital on 1 May 2013	(i)	<u>(8,148,916)</u>	<u>-</u>
Closing balance		<u>-</u>	<u>8,148,916</u>
Accumulated premiums			
Opening balance		5,676,305	5,678,610
Issue costs		-	(2,305)
Transfer of Partnership accumulated premiums at 30 April 2013 to Company share capital on 1 May 2013	(i)	<u>(5,676,305)</u>	<u>-</u>
Closing balance		<u>-</u>	<u>5,676,305</u>
Accumulated Profit and Loss			
Opening balance		3,508,251	524,056
Profit/(loss) for the period		-	2,984,195
Transfer of Partnership accumulated profit at 30 April 2013 to Company share capital on 1 May 2013	(i)	<u>(3,508,251)</u>	<u>-</u>
Closing balance		<u>-</u>	<u>3,508,251</u>

Movements in Partner subscribed capital, accumulated premiums and accumulated profit and loss

(i) In accordance with the 'Agreement for the transfer of the Pinnacle Life Insurance Partnership Business' dated 1 May 2013, the Company acquired the business operations, assets and liabilities of the Pinnacle Life Insurance Partnership (refer to note 1 (a) and 21). The consideration for this transfer was the issue of 8,149,513 ordinary shares in the Company to Pinnacle Life Custodial Services Limited. The value of the net assets acquired was \$17,333,472, which represented the Pinnacle Life Insurance Partnerships subscribed capital, accumulated premiums and retained earnings as at 30 April 2013 (refer to note 17).





Independent auditor's report

To the shareholders of Pinnacle Life Limited

Report on the financial statements

We have audited the accompanying financial statements of Pinnacle Life Limited ("the Company") on pages 1 to 54. The financial statements comprise the statement of financial position as at 31 March 2014, the statements of comprehensive income, changes in equity and cash flows for the 11 month period then ended, and a summary of significant accounting policies and other explanatory information.

Directors' responsibility for the financial statements

The directors are responsible for the preparation of financial statements in accordance with generally accepted accounting practice in New Zealand that give a true and fair view of the matters to which they relate, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement whether due to fraud or error.

Auditor's responsibility

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation of the financial statements that give a true and fair view of the matters to which they relate in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates, as well as evaluating the presentation of the financial statements.

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

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



Opinion

In our opinion the financial statements on pages 1 to 54:

- comply with generally accepted accounting practice in New Zealand;
- give a true and fair view of the financial position of the Company as at 31 March 2014 and of its financial performance and cash flows for the 11 month period then ended.

Report on other legal and regulatory requirements

In accordance with the requirements of sections 16(1)(d) and 16(1)(e) of the Financial Reporting Act 1993, we report that:

- we have obtained all the information and explanations that we have required; and
- in our opinion, proper accounting records have been kept by Pinnacle Life Limited as far as appears from our examination of those records.

KPMG

27 August 2014
Auckland

PINNACLE LIFE LIMITED

COMPANY DIRECTORY

Company Number:	4187258
Nature of Business:	Life insurer, the underwriting of non-participating, risk based term life insurance including modest additional covers for accident, sickness and disability.
Issued Capital:	8,314,513 ordinary shares
Directors:	Jack Lee PORUS (Appointed 20 December 2012) Andrew SPENCER (Appointed 23 January 2013) Noel Edmund VAUGHAN (Appointed 17 January 2013) Gerald Stanley REA (Appointed 17 January 2013; Resigned 30 September 2013) Desmond Victor SHAW (Appointed 17 January 2013; Resigned 30 September 2013)
Registered Office:	27 Gillies Ave Newmarket, Auckland
Website:	www.pinnaclelife.co.nz
Statutory Fund:	Rimu Statutory Fund
Actuary:	Murray. A. Hilder, FIA, FIAA, FNZSA
Reinsurer:	Hannover Life Re of Australasia
Bankers:	ASB Bank Limited Bank of New Zealand ANZ Bank New Zealand Limited Westpac New Zealand Limited
Solicitors:	Patterson Hopkins Glaister Ennor
Accountants:	Staples Rodway
Auditors:	KPMG Auckland

Hilder Consulting Limited

Consulting Actuaries

Auckland
27 August 2014

Private and Confidential

Noel Vaughan
Pinnacle Life Ltd
P.O. Box 1471
AUCKLAND

Dear Noel

Appointed Actuary – Report Required under Section 78 of the Act

Section 78 of the Act specifies those matters that must be addressed, namely;

- (a) I am the appointed actuary of Pinnacle Life Ltd; and
- (b) I have reviewed the actuarial information contained in, or used in the preparation of, the financial statements of Pinnacle Life Ltd. The review has been carried out in accordance with the applicable solvency standard. For the avoidance of doubt, actuarial information means:
 - 1) information relating to Pinnacle's calculations of premiums, claims, reserves, insurance rates, and technical provisions; and
 - 2) information relating to assessments of the probability of uncertain future events occurring and the financial implications for the insurer if those events do occur; and
 - 3) information specified in an applicable solvency standard as being actuarial information for the purposes of this section; and
- (c) The scope and limitations of the review are attached to this report as Appendix A; and
- (d) I have a relationship with Pinnacle as a policyholder; and
- (e) I have obtained all information and explanations that I required; and
- (f) In my opinion and from an actuarial perspective:
 - 1) The actuarial information contained in the financial statements has been appropriately included in those statements; and
 - 2) The actuarial information used in the preparation of the financial statements has been used appropriately; and

- (g) No condition has been imposed under Section 21(2) (b) as at 31 March 2014; and
- (h) No condition has been imposed under Section 21(2) (c) as at 31 March 2014.

Yours sincerely

A handwritten signature in black ink, appearing to read 'M. Hilder', followed by a period.

Murray Hilder

Appendix A

Reliances and Limitations

This report is provided to Pinnacle Life ("Pinnacle") as at 31 March 2014 for the purpose of Section 78 of the Insurance Prudential Supervision Act 2010.

The report should not be used for any purpose other than that stated above. This report should not be reproduced or supplied to any other party other than the Auditors and the Reserve Bank of New Zealand without first obtaining my written consent. I accept no responsibility for any reliance that may be placed on the report, should it be used for any purpose other than that set out above, and in any event will accept no liability in respect of its contents to any party other than Pinnacle.

The processes and calculations made to produce the results in this report are based on representations and information supplied to me by Pinnacle. In the course of carrying out my work I performed some data validation checks but have not carried out anything in the nature of an audit. Accordingly, I express no opinion on the total reliability, accuracy or completeness of the information provided to me and upon which I have relied. I have no reason to believe that the information provided to me is inaccurate or misleading.

This report should be read in its entirety. Individual sections of this report could be misleading if considered in isolation from each other.

For the purposes of professional regulation my primary professional regulator is the New Zealand Society of Actuaries.