SUNDERLAND MARINE INSURANCE COMPANY LIMITED

NEW ZEALAND BRANCH

FINANCIAL STATEMENTS

20TH FEBRUARY 2017

KPMG

Independent Auditor's Report

To the shareholders of Sunderland Marine Insurance Company Limited - New Zealand Branch

Report on the financial statements

Opinion

In our opinion, the accompanying financial statements of Sunderland Marine Insurance Company Limited – New Zealand Branch (the branch) on pages 4 to 22:

i. present fairly in all material respects the branch's financial position as at 20 February 2017 and its financial performance and cash flows for the year ended on that date; and

ii. comply with New Zealand Equivalents to International Financial Reporting Standards and International Financial Reporting Standards.

We have audited the accompanying financial statements which comprise:

— the statement of financial position as at 20 February 2017;

— the statement of comprehensive income, statement of changes in head office account and statement of cash flows for the year then ended; and

— notes, including a summary of significant accounting policies and other explanatory information.

Basis for opinion

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

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

Our responsibilities under ISAs (NZ) are further described in the Auditor's Responsibilities for the Audit of the financial statements section of our report.

Other than in our capacity as auditor we have no relationship with, or interests in, the branch.

Other Information

The Directors, on behalf of the branch, are responsible for the other information included in the entity's Annual Report. Other information includes the Director's statement in the Annual Report. Our opinion on the financial statements does not cover any other information and we do not express any form of assurance conclusion thereon.

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

Use of this Independent Auditor's Report

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

Responsibilities of the Directors for the financial statements

The Directors, on behalf of the branch, are responsible for:

- the preparation and fair presentation of the financial statements in accordance with generally accepted accounting practice in New Zealand (being New Zealand Equivalents to International Financial Reporting Standards) and International Financial Reporting Standards;
- implementing necessary internal control to enable the preparation of a set of financial statements that is fairly presented and free from material misstatement, whether due to fraud or error; and
- assessing the ability to continue as a going concern. This includes disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless they either intend to liquidate or to cease operations, or have no realistic alternative but to do so.

Auditor's Responsibilities for the Audit of the financial statements

Our objective is:

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

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

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

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

https://www.xrb.govt.nz/Site/Auditing_Assurance_Standards/Current_Standards/Page6.aspx.

This description forms part of our Independent Auditor's Report.

KPMG

Jamie Munro

For and on behalf of

KPMG
Auckland

19 June 2017

Sunderland Marine Insurance Company Limited
New Zealand Branch
For the year ended 20th February 2017

ANNUAL REPORT

The Board of Directors is pleased to present the financial statements of its New Zealand branch for the year ended 20th February 2017 and the auditor's report thereon.

In the Directors' opinion, the financial statements and notes set out on pages 4 to 22:

a) comply with New Zealand generally accepted accounting practice and give a true and fair view of the financial position of the branch as at 20 February 2017 and the results of operations of the year ending on that date.

b) have been prepared using the appropriate accounting policies, which have been consistently applied and supported by reasonable judgements and estimates.

The Directors believe that proper accounting reports have been kept which enable, with reasonable accuracy, the determination of the financial position of the branch and facilitate compliance of the financial statements with the Financial Reporting Act 2013 and the Companies Act 1993. There are reasonable grounds to believe that, as at the time this statement is made, the branch will be able to pay all debtors or claims as and when they are due.

Signed in Newcastle upon Tyne on 19 June, 2017 for and on behalf of the Board of Directors:

T Rutter
Director

19 June, 2017

A A Wilson
Director

19 June, 2017

Sunderland Marine Insurance Company Limited
New Zealand Branch
For the year ended 20th February 2017

STATEMENT OF COMPREHENSIVE INCOME

	Note	Year ended 20 Feb 17 $NZ	Year ended 20 Feb 16 $NZ
Revenue			
Gross premium written		10,179,773	9,224,968
Gross premium ceded to reinsurers		(7,052,889)	(6,774,472)
Net premium revenue		3,126,884	2,450,496
Change in provision for unearned premium		(386,501)	12,392
Reinsurers' share of change in unearned premium		62,964	619,752
Change in the net provision for unearned premium		(323,537)	632,144
Earned premiums net of reinsurance		2,803,347	3,082,640
Reinsurance commission		1,270,229	887,281
Investment income	4(b)	124,032	143,314
Total operating revenue		4,197,608	4,113,235
Expenses			
Claims	4(a),6	(3,010,865)	(2,588,678)
Underwriting expenses	4(a)	(476,574)	(492,882)
Administration expenses	4(c)	(1,023,569)	(1,272,450)
Total expenses		(4,511,008)	(4,354,010)
Operating loss before tax		(313,400)	(240,775)
Income Tax	9	14,037	40,175
Loss from operating activities after tax		(299,363)	(200,600)
Other comprehensive income			
Items that will not be reclassified to profit & loss			
Revaluation of land and buildings		-	102,478
Total comprehensive loss		**(299,363)**	**(98,122)**

The Statement of Comprehensive Income is to be read in conjunction with the notes to and forming part of the financial statements set out on pages 8 to 22.

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STATEMENT OF CHANGES IN HEAD OFFICE ACCOUNT

	Note	Year ended 20 Feb 17 $NZ	Year ended 20 Feb 16 $NZ
HEAD OFFICE ACCOUNT			
Head office account at the beginning of the period		5,601,879	3,353,027
Total comprehensive loss		(299,363)	(98,122)
Transaction with owners			
Transfer (to)/from HO on settlement of HO account		(461,169)	2,346,974
Head office account at the end of the period		4,841,347	5,601,879

The Statement of Changes in Head Office Account is to be read in conjunction with the notes to and forming part of the financial statements set out on pages 8 to 22.

STATEMENT OF FINANCIAL POSITION

	Note	As at 20 Feb 17 $NZ	As at 20 Feb 16 $NZ
Non-current assets			
Land and buildings	7	873,900	880,000
Fixed assets	7	15,743	21,616
Total non-current assets		889,643	901,616
Current assets			
Provision for unearned reinsurance premium		3,684,858	3,621,894
Recoveries outstanding		3,469,659	1,344,288
Deferred acquisition costs		229,332	205,786
Deferred tax asset	9	93,905	97,636
Current tax receivable	9	406,910	173,897
Debtors due from policyholders		2,393,923	2,271,230
Debtors due from reinsurers		405,175	107,863
Other debtors		255,892	74,492
Short term bank deposits		6,873,272	5,293,390
Cash on hand		135,943	80,299
Total current assets		17,948,869	13,270,775
Total assets		**18,838,512**	**14,172,391**
Current liabilities			
Provision for unearned premium		5,225,071	4,838,570
Claims outstanding	10	5,731,506	2,484,242
Provision for unearned reinsurance commission		709,640	692,550
Reinsurance payables		1,836,191	336,148
Trade and other payables		494,757	219,002
Total current liabilities		13,997,165	8,570,512
Total liabilities		13,997,165	8,570,512
Head office account		4,841,347	5,601,879
Total liabilities and head office account		**18,838,512**	**14,172,391**

The Statement of Financial Position is to be read in conjunction with the notes to the financial statements set out on pages 8 to 22.

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Sunderland Marine Insurance Company Limited
New Zealand Branch
For the year ended 20th February 2017

STATEMENT OF CASHFLOWS

	Year ended 20 Feb 17 $NZ	Year ended 20 Feb 16 $NZ
Cash flows provided by operating activities:		
Operating loss before taxation	(313,400)	(240,775)
Tax paid	(215,245)	(217,736)
Non-cash items		
Unrealised gain on investments	-	(48,028)
Realised loss on investments	-	49,861
Fixed assets depreciation	6,916	5,113
Property depreciation	6,100	3,394
Changes in non-cash operating accounts:		
Provision for unearned reinsurance premium	(62,964)	(619,752)
Recoveries outstanding	(2,125,371)	235,499
Deferred acquisition costs	(23,546)	9,390
Debtors due from policyholders	(122,693)	46,463
Debtors due from reinsurers	(297,312)	(46,225)
Other debtors	(181,400)	(36,779)
Provision for unearned premium	386,501	(12,392)
Claims outstanding	3,247,264	(888,344)
Provision for unearned reinsurance commission	17,090	(614,716)
Reinsurance payables	1,500,043	430,007
Trade and other payables	275,755	(116,429)
	2,097,738	**(2,061,449)**
Cash flow (utilised in)/provided by investing activities:		
Maturity of debt security	-	500,000
Purchases of fixed assets	(1,043)	-
Cash flows (utilised in)/provided by financing activities:		
(To)/from Head Office	(461,169)	2,346,974
Increase in cash and cash equivalents	1,635,526	785,525
Cash and cash equivalents, beginning of the period	5,373,689	4,588,164
Cash and cash equivalents, end of the period	7,009,215	5,373,689
Cash and cash equivalents consist of:		
Short term bank deposits	6,873,272	5,293,390
Cash on hand	135,943	80,299
	7,009,215	5,373,689

The Statement of Cashflows is to be read in conjunction with the notes to the financial statements set out on pages 8 to 22.

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NOTES TO THE FINANCIAL STATEMENTS

1) Summary of significant accounting policies

Sunderland Marine Insurance Company Limited - New Zealand branch ("the branch") is registered to carry on inward insurance business in New Zealand for a foreign company. The branch's principal activity is general insurance.

The financial statements were authorised for issue by the directors on 19 June 2017.

a) Reporting entity

The branch is a company registered under the Companies Act 1993. These are the financial statements of the branch. The financial statements of the branch have been prepared in accordance with NZ IFRS.

The financial statements comprise the following: Statement of Comprehensive Income, Statement of Changes in Head Office Account, Statement of Financial Position and Statement of Cash Flows as well as the notes to the financial statements contained on pages 8 to 22 of this annual report. The financial statements have been prepared in accordance with generally accepted accounting practice in New Zealand and on the basis of historical cost.

b) Statement of compliance

The financial statements have been prepared in accordance with New Zealand Generally Accepted Accounting Practice (NZ GAAP). They comply with the New Zealand Equivalents to International Financial Reporting Standards (NZ IFRS) and other applicable Financial Reporting Standards as appropriate to profit generating entities. The branch is a profit oriented entity. The branch is a reporting entity for the purposes of the Financial Reporting Act 2013 ("the Act") and its financial statements comply with that Act. They also comply with International Reporting Standards (IFRS).

c) Basis of preparation

The accounts of the branch have been prepared in accordance with applicable New Zealand accounting standards and are expressed in New Zealand Dollars.

The financial statements have been prepared under the historical cost convention unless otherwise stated below.

The accounting policies set out below have been applied consistently by the branch to all periods presented in the financial statements.

d) Premium revenue

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

e) Accounts receivable

Accounts receivable are stated at their estimated realisable value after providing against debts where collection is doubtful. Bad debts are written off in the period in which they are identified.

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NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

1) **Summary of significant accounting policies (continued)**

f) **Financial assets backing insurance contract liabilities**

The branch has determined that all financial assets are deemed to back insurance contract liabilities and are measured at fair value through profit or loss at each balance date as they meet the criteria under NZ IAS 39 *Financial Instruments: Recognition and Measurement*. Financial assets are recognised on the date when they are originated. The branch derecognises a financial asset when the contractual rights to the cash flows from the asset expire, or it ceases to have rights to receive contractual cash flows. Unrealised profits and losses on subsequent measurement to fair value are recognised in profit or loss.

g) **Land & buildings**

Land and buildings comprise the office owned by the company. Land and buildings are measured at cost and subsequently at fair value with any change therein recognised in other comprehensive income. Fair value is based on periodic valuations by external independent appraisers.

Freehold land is not depreciated.

Depreciation on property, plant and equipment is calculated as follows:

Freehold buildings	2% straight line
Computer equipment	33.3% straight line
Motor vehicles	25% reducing balance
Office equipment and fittings	20% straight line

h) **Impairment of assets**

All assets other than those which are set outside the scope of NZ IAS 36 *Impairment of Assets* are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows.

Any impairment losses are included within the Statement of Comprehensive Income. If in a subsequent period the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed. The amount of the reversal is recognised in the Statement of Comprehensive Income.

i) **Cash and cash equivalents**

Cash and cash equivalents includes cash in hand, deposits held on call with banks, other short-term highly liquid investments with original maturities of three months or less, and, for the purposes of the cash flow statement only, bank overdrafts. For the purposes of reporting cash flows, cash and cash equivalents includes cash on bank and short term deposits.

j) **Leases**

Operating lease payments, where the lessor effectively retains substantially all the risks and benefits of ownership of the leased item, are included in the determination of operating surplus in equal instalments over the lease term.

k) **Income tax**

The income tax expense charged to the Statement of Comprehensive Income includes both the current year's provision and the income tax effects of timing differences calculated using the liability method. Tax effect accounting is applied on a comprehensive basis to all timing differences. A debit balance in the deferred tax account, arising from timing differences or income tax benefits from income tax losses, is only recognised if there is virtual certainty of realisation.

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

1) Summary of significant accounting policies (continued)

l) Goods and services tax

Revenues and expenses are stated net of goods and services tax (GST). Trade receivables and trade payables are stated inclusive of GST to the extent that GST is recoverable or payable.

m) Foreign currency

The functional and presentational currency of the branch is New Zealand Dollars.

The income and expenses of the branch are translated into New Zealand Dollars at the exchange rate ruling at the date of the transactions when practical or at an average rate for the period in which the transaction arose. The assets and liabilities of the branch are translated into New Zealand Dollars at the rate of exchange prevailing at the reporting date and the resulting exchange differences are recognised in the income statement.

n) Claims

Claims expense and liability for outstanding claims are recognised in respect of direct business. The liability covers claims reported and outstanding, incurred but not reported claims ("IBNR") and the anticipated direct and indirect costs of settling those claims. Claims outstanding are assessed by review of individual claim files and estimating the ultimate cost of settling claims which includes IBNR's and settlement costs using statistics based on past experience and trends. The outstanding claims reserve is estimated using internal management models and no actuarial valuation is explicitly performed on the branch.

o) Acquisition costs

A portion of acquisition costs relating to unearned premium revenue is recognised as an asset in recognition that it represents a future benefit. Deferred acquisition costs are amortised over the financial years expected to benefit from the expenditure and are stated at the lower of cost and recoverable value.

p) Reinsurance

Premiums ceded to reinsurers are recognised as an expense in accordance with the pattern of reinsurance service received.

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

2) Summary of significant estimates and assumptions

a) Actuarial methods

Provision is made at the end of each period for the estimated cost of claims incurred but not settled at balance date. These reserves include estimates for claims that have been reported, claims that have been incurred but not reported (IBNR), claims that have been incurred but not enough reported (IBNER) and estimates of expenses associated with processing and settling these claims.

The process of establishing reserves is subject to considerable variability as it requires the use of informed estimates and judgements. These estimates and judgements are based on numerous factors and may be revised as additional experience and other data become available or as regulations change.

Outstanding claims provision is estimated by class of business. Historical experience and other statistical information are used to estimate the ultimate claim costs. To determine the outstanding claims provision for a particular line of business, more than one method may be used to estimate ultimate losses and loss expenses and thus selecting a single point estimate. These methods may include, but are not necessarily limited to; extrapolations of historical reported and paid loss data, application of industry loss developments patterns to the reported or paid losses, expected loss ratios developed by management, or historical industry loss ratios. Underlying judgements and assumptions that may be incorporated into these actuarial results include, but are not necessarily limited to, adjustments to historical data used in models to exclude aberrations in claims data such as catastrophes that are typically analysed separately, adjustments to actuarial models and related data for known business changes, such as changes in claims covered under insurance contracts, and the effect of recent or pending litigation on future claims settlements.

The reserves as at 20 February 2017 were valued by Daniel Smith FIAA who was satisfied as to the nature, sufficiency and accuracy of the data provided.

b) Measurement of land and buildings

Land and buildings are measured at cost and subsequently at fair value which is based upon periodic valuations by external independent appraisers.

Details of the methodology and assumptions used in measuring the land and buildings at fair value are disclosed in note 7.

3) Standards issued but not yet effective

At the date of authorisation of these financial statements, the following standards and amendments were in issue but have not been applied in these financial statements because they are not yet effective:

- NZ IFRS 9 Financial Instruments (effective for periods commencing on or after 1st January 2018)
- NZ IFRS 15 Revenue from Contracts with Customers, including amendments to IFRS 15 (effective for periods commencing on or after 1st January 2018)
- NZ IFRS 16 Leases (effective for periods commencing on or after 1st January 2019)

The directors believe that there will be no material impact on the financial statements following the implementation of these amendments.

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NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

	Year ended 20 Feb 17 $NZ	Year ended 20 Feb 16 $NZ
4) Operating results		
a) Underwriting result		
Revenue		
Gross premium written	10,179,773	9,224,968
(Increase)/decrease in unearned premium	(386,501)	12,392
Gross premium earned	9,793,272	9,237,360
Reinsurance premium ceded	(6,989,925)	(6,154,720)
Reinsurance commission	1,270,229	887,281
Net premium	4,073,576	3,969,921
Claims expense		
Claims paid	(5,007,842)	(7,288,991)
Claims settlement expenses	(196,295)	(173,445)
(Increase)/decrease in claims outstanding	(3,246,588)	876,826
Reinsurance recoveries	5,439,860	3,996,932
Total claims expense	(3,010,865)	(2,588,678)
Underwriting expenses		
Agency costs	(443,983)	(421,265)
Other acquisition costs	(32,591)	(71,617)
Total underwriting expenses	(476,574)	(492,882)
Underwriting result	586,137	888,361
b) Investment income		
Interest	124,032	143,314
Total investment income	124,032	143,314
c) Administration costs		
Marketing and administration expenses	(1,023,569)	(1,272,450)
	(1,023,569)	(1,272,450)

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NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

5) Auditor's remuneration

	Year ended 20 Feb 17 $NZ	Year ended 20 Feb 16 $NZ
Audit fees	(14,480)	(10,873)
Other services*	-	(3,325)
	(14,480)	(14,198)

* Other services relate to payroll services performed by KPMG, Wellington which discontinued in December 2015.

6) a) Net claims expense

	Year ended 20 Feb 17 $NZ	Year ended 20 Feb 16 $NZ
Current		
Gross claims incurred	(8,254,430)	(6,412,165)
Reinsurance and other recoveries	5,439,860	3,996,932
	(2,814,570)	(2,415,233)
Claims settlement expenses	(196,295)	(173,445)
Net claims expense	(3,010,865)	(2,588,678)

b) Net claims expense

	Current Year $NZ	Prior Years $NZ	20 Feb 17 $NZ	20 Feb 16 $NZ
Gross claims incurred and related expenses - undiscounted	(7,206,616)	(1,047,814)	(8,254,430)	(6,585,610)
Reinsurance and other recoveries - undiscounted	4,319,193	1,120,667	5,439,860	3,996,932
Net claims incurred - undiscounted	(2,887,423)	72,853	(2,814,570)	(2,588,678)
Discount and discount movement - gross claims incurred	-	-	-	-
Net discount movement	-	-	-	-
	(2,887,423)	72,853	(2,814,570)	(2,588,678)

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NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

7) Non-current assets

	Land and Buildings	Fixed Assets: Computer Equipment	Fixed Assets: Motor Vehicles	Fixed Assets: Office Equip. and Fittings	Total
Year ended 20 February 2017					
Opening net book amount	880,000	-	20,311	1,305	901,616
Additions	-	-	-	1,043	1,043
Depreciation charge	(6,100)	-	(6,107)	(809)	(13,016)
Closing net book amount	873,900	-	14,204	1,539	889,643
At 20 February 2017					
Cost or valuation	880,000	32,620	41,130	40,615	994,365
Accumulated depreciation	(6,100)	(32,620)	(26,926)	(39,076)	(104,722)
Net book amount	873,900	-	14,204	1,539	889,643
Year ended 20 February 2016					
Opening net book amount	780,916	-	25,251	1,479	807,646
Write up of land and buildings	102,478				102,478
Depreciation charge	(3,394)	-	(4,940)	(174)	(8,508)
Closing net book amount	880,000	-	20,311	1,305	901,616
At 20 February 2016					
Cost or valuation	880,000	32,620	41,130	40,847	994,597
Accumulated depreciation	-	(32,620)	(20,819)	(39,542)	(92,981)
Net book amount	880,000	-	20,311	1,305	901,616

The fair value of the New Zealand freehold property has been assessed by the Directors, taking into account a valuation by Duke & Cooke Limited, Valuers & Property Specialists, during January 2016.

There are no quantitative unobservable inputs that are individually significant to the fair value measurement.

The highest and best use of the property is for residential purposes. The asset is being used for commercial purposes as the branch has no use for a residential property.

In establishing the market value of the property, the following recognised market based valuation approaches were used: direct sales comparison and net rate analysis.

The direct sales comparison approach includes comparing and contrasting the comparable sales and ranking them as inferior, superior or comparable to the subject property. Taken into account are factors such as the date of sale, size, contour, location, zoning and all other relevant aspects of the property, and the quality, age, size and layout of the improvements.

Net rate analysis involves the deduction of chattels, land value and other improvements from a comparable sales price. The residual sum is then pro-rated over the floor area of the dwelling. This method derives a square metre rate for the dwelling in dollar terms. From this analysis a range of net rates are derived which the subject property can be compared and valued.

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NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

8) Financial Assets

a) **Fair value hierarchy**	**Level 1**	**Level 2**	**Year ended 20 Feb 17 $NZ** **Level 3**	**Year ended 20 Feb 16 $NZ** **Fair Value**
At 20 February 2017				
Cash & deposits	7,009,215	-	-	7,009,215
	7,009,215	-	-	7,009,215
At 20 February 2016				
Cash & deposits	5,373,688	-	-	5,373,688
	5,373,688	-	-	5,373,688

Level 1 consists of financial assets that are valued according to published quotes in an active market. A financial asset is regarded as quoted in an active market if quoted prices are readily available from a broker, dealer, exchange, pricing service, industry group or regulatory agency. Level 2 assets are similar to level 1 but the pricing of those assets has not been determined in an active market. Level 3 financial assets are assets for which a value cannot be obtained from observable data.

The level of a financial asset or liability in the fair value hierarchy is determined at the reporting date, and any transfers between levels are deemed to have occurred at the reporting date.

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

9) Income tax

	Year ended 20 Feb 17 $NZ	Year ended 20 Feb 16 $NZ
a) Income tax expense		
Income tax on taxable loss for the year	-	27,242
Adjustments in respect of prior periods	(17,768)	-
Total current taxes	(17,768)	27,242
Deferred taxes		
Origination of timing differences	3,731	(67,417)
Total deferred taxes	3,731	(67,417)
Income tax expense	(14,037)	(40,175)
b) Reconciliation of prima facie tax payable to total current income tax expense		
Loss from operating activities before income tax	(313,400)	(240,775)
Prima facie income tax receivable (28%)	(87,752)	(67,417)
Tax effects of:-		
Non-taxable income	-	-
Non-deductible expenses	669	27,242
Prior year adjustments	(8,271)	-
Deferred tax on losses not recognised	81,317	-
Current income tax expense	(14,037)	(40,175)
c) Income tax receivable/(payable)		
Opening balance	173,897	(16,597)
Additional provisions recognised	-	(27,242)
Liabilities paid	215,245	217,736
Prior years recognised	17,768	-
Closing balance	406,910	173,897
d) Deferred tax provision		
Opening balance	97,636	30,219
Adjustments in respect of previous years	-	-
Adjusted opening balance	97,636	30,219
Movement during the period	(3,731)	67,417
Closing balance	93,905	97,636
Excess of taxation allowances over depreciation on fixed assets	(319)	4,616
Tax losses	69,376	67,417
Other timing differences	24,848	25,603
	93,905	97,636

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

10) Outstanding Claims

	Year ended 20 Feb 17 $NZ	Year ended 20 Feb 16 $NZ
a) Outstanding claims liability		
Outstanding claims (gross)	(4,533,918)	(2,203,147)
Claims handling cost	(201,041)	(66,108)
Risk margin	(996,547)	(214,987)
Total outstanding claims liability - undiscounted	(5,731,506)	(2,484,242)
Current	(5,731,506)	(2,484,242)
Total	(5,731,506)	(2,484,242)

b) Risk margins

Incurred but not reported claims are initially calculated on a best estimate basis, and a risk margin of 20.75% for hull, 21.89% for P&I and 17.37% for aquaculture is applied in order to achieve the probability of adequacy at a minimum confidence level of 75%. These risk margins are based on 2016/17's actuarial report. Similar risk margins were applied in the previous period.

c) Liability adequacy test

The liability adequacy test has been conducted using the central estimate of present value of expected future cash flows and has identified a surplus.

Central estimate of the present value of expected future cash flows	(2,020,521)	(1,708,753)

Liability adequacy has been reviewed at a branch level and failure in liability adequacy is not envisaged.

The principal risk the branch faces under insurance contracts is that actual claims payments, or the timing thereof, differ from expectations. This is influenced by the frequency and severity of claims and the subsequent development of long-tailed claims. The objective of the branch is to ensure that sufficient technical provisions are available to cover these liabilities.

This risk exposure is mitigated by diversification across a large portfolio of insurance contracts. The variability of risks is also reduced by careful selection and implementation of underwriting strategy guidelines, as well as the use of reinsurance arrangements.

11) Contingencies

The branch has no known contingent liabilities or contingent assets at the reporting date or the previous reporting date.

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NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

12) **Commitments**

a) **Capital commitments**

There have been no capital commitments contracted for at the reporting date or the prior year reporting date that have not been recognised as a liability.

b) **Lease commitments**

There have been no lease commitments contracted for at the reporting date or the prior year reporting date that have not been recognised as a liability.

13) **Events occurring after the statement of financial position date**

Subsequent Events are events or transactions that occur after the Statement of Financial Position date but before financial statements were issued that provide additional evidence about conditions that existed at the date of the Statement of Financial Position. In preparing the financial statements, the branch has evaluated events that occurred after 20 February 2017, up until the financial statements were available to be issued, which occurred on 19 June 2017.

No significant events have occurred subsequent to the Statement of Financial Position date.

14) **Related party transactions**

At 20 February 2017, the ultimate controlling party of the branch was The North of England Protecting and Indemnity Association Limited (North).

Transactions with related parties

Transactions with related parties during the year include the branch's participation in Sunderland Marine Insurance Company Limited's (SMI) global reinsurance programme and service charges charged from SMI. The service charge is a distribution across SMI's branches for the running costs of the Head Office, which is allocated on an earned premium basis.

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NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

14) Related party transactions (continued)

Transactions with related parties during the year are as follows:

	Year ended 20 Feb 17 $NZ	Year ended 20 Feb 16 $NZ
a) Statement of comprehensive income		
Reinsurance ceded (net)	(5,192,487)	(4,722,470)
Reinsurance recoveries	4,585,970	3,846,794
Administration expenses (service charge)	(869,421)	(1,003,867)
	(1,475,938)	(1,879,543)
b) Statement of financial position		
Provision for unearned reinsurance premium	3,382,187	3,331,620
Other debtors	121,659	-
Recoveries outstanding	2,870,516	1,331,188
Provision for unearned reinsurance commission	(694,507)	(678,036)
Reinsurance payables	(1,485,124)	(336,148)
	4,194,731	3,648,624

15) Credit rating

Standard and Poor's have assigned an 'A' rating to the North group as a whole.

16) Risk management

The branch's management of insurance risk and financial risk is a critical aspect of the business. The branch has exposure to the following risks from its use of financial instruments and its insurance contracts:

- Insurance risk
- Credit risk
- Liquidity risk
- Market risk

This note presents information about the branch's exposure to each of the above risks, the objectives and policies and processes for measuring and managing risk.

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NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

a) **Risk management framework**

i) *Governance framework*

The primary objective of the risk management framework is to protect the policyholders from events that hinder the achievement of financial performance objectives. A policy framework, put in place at the Company level, sets out the risk profiled for the branch and the Board regularly approves the Company's risk management policies.

ii) *Regulatory framework*

One of the objectives of the Company's primary regulator is to protect the rights of the policyholders. The regulator monitors the Company closely to ensure that it is satisfactorily managing its affairs for the policyholders' benefit. At the same time the regulator is also interested in ensuring that the Company maintains an appropriate solvency position to meet unforeseen liabilities.

The operations of the branch are also subject to regulatory requirements. Such regulations not only prescribe approval and monitoring activities but also impose certain requirements, such as capital adequacy, to minimize the risk of default and insolvency.

iii) *Asset or liability management framework*

The branch has limited exposure to risks arising from movements in interest rates and other prices which are exposed to general and specific market movements. The principal technique used by the branch is to ensure that there is sufficient cash flow available to meet liabilities as they fall due.

Specific risks that the branch is exposed to, and how they are managed, are explained below.

b) **Insurance risk**

The branch issues contracts that transfer significant insurance risk. This section outlines the specific insurance related risks the branch is exposed to and how these are managed.

i) *Underwriting risk*

Underwriting risk is the risk that the total cost of claims, claims adjustment expenses and premium acquisition expenses will exceed the premiums received. This can arise as a result of numerous factors, including pricing risk, reserving risk and catastrophe risk.

Pricing risk arises because actual claims experience can differ adversely from the assumptions included in pricing calculations. Reserving risk arises because actual claims can differ adversely from the assumptions included in setting reserves. Catastrophe risk is the risk that a single event or series of events, of major magnitude leads to a significant deviation in actual claims from the total expected claims.

Underwriting risk will be influenced by the frequency of claims, severity of claims, and subsequent development of long-tail claims. The objective of the branch is to ensure that sufficient insurance contract provisions are available to cover these liabilities.

Strict claim review handling policies to assess all new and on-going claims, regular detailed review of claims handling procedures and frequent investigation of possible fraudulent claims are all policies and procedures put in place to reduce the insurance risk exposure of the branch.

The branch further enforces a policy of actively managing claims in order to reduce its exposure to unpredictable future developments that can adversely impact the branch.

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

b) **Insurance risk (continued)**

ii) *Concentration risk*

This risk exposure is mitigated by diversification across a large portfolio of insurance contracts and geographical areas. The variability of risks is also reduced by careful selection and implementation of underwriting strategy guidelines, as well as the use of reinsurance arrangements. This serves to reduce the exposure to concentration risk, the risk of exposure to increased losses associated with inadequately diversified portfolios or assets and/or obligations.

iii) *Reinsurance risk*

The branch reinsures a portion of the risks it writes in order to control its exposure to losses (including catastrophic losses) and protect capital resources. The branch buys a combination of proportional and non-proportional reinsurance to reduce the net exposure of the branch on any one risk. Amounts recoverable from reinsurers are estimated in a manner consistent with the provision for unpaid claims and are in accordance with the reinsurance contracts.

Although the branch has reinsurance arrangements, it is not relieved of its direct obligation to its policyholders and thus a credit risk exposure exists with respect to ceded insurance to the extent that any reinsurer is unable to meet its obligations assumed under such reinsurance agreements. The branch's placement of reinsurance is diversified such that it is not dependent on a single reinsurer.

c) **Credit risk**

Credit risk is the risk of financial loss to the branch if a customer or counterparty to a financial instrument fails to meet its contractual obligations. It arises principally from reinsurance receivables, direct insurance receivables, and investments. The following policies and procedures are in place to mitigate the branch's exposure to credit risk.

i) *Reinsurance receivables*

Reinsurance is only placed with counterparties that have a good credit rating. The Company's security committee ensures that all the Branch's reinsurers' are rated as 'A' or above by Standard & Poor's.

ii) *Direct insurance receivables*

The branch's exposure to credit risk from receivables arising out of direct insurance operations is influenced by the individual characteristics of each policyholder and their payment of premiums. Each policyholder is required to pay the premiums in the period specified in their respective policy agreement.

The branch manages the impact of credit risk by cancelling policies with balances outstanding after the relevant payment period has expired, subject to the terms of the individual policy agreement. If a policy is cancelled, the policyholder has ceased to be insured by the branch and the branch will no longer be liable for any claims occurring before or after the cancellation of insurance. This is in accordance with the branch's general conditions.

iii) *Investments*

Cash and short term deposits are held with Westpac New Zealand Limited which holds an AA- (stable) rating with Standard & Poor's and Fitch Ratings.

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

d) **Liquidity risk**

Liquidity risk is the risk that the branch will encounter difficulty in meeting its financial obligations as they fall due.

The branch's approach to managing liquidity risk is to ensure, as far as possible, that it will always have sufficient liquidity in meeting its liabilities when due. The branch monitors its forecast liquidity position by estimating cash outflows from its insurance contracts and placing cash on deposit with similar durations to meet those obligations. All financial liabilities at 20 February 2017 and 20 February 2016 are due on demand.

e) **Market risk**

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises three types of risk: currency risk, interest rate risk, and other price risk.

Currency risk

Currency risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates.

In previous years all of the branch's transactions and all balances were held in New Zealand Dollars. During the current year the branch began to transact and hold balances in currencies other than New Zealand Dollars, including US Dollars and GB Pounds. The branch participates in SMI's global reinsurance programme which is denominated in US Dollars and GB Pounds. The branch now pays its proportion of the costs and receives any recoveries from the global reinsurance programme in these currencies. The branch is therefore exposed to currency risk on these transactions and balances.

Interest rate risk

This is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates.

The branch's exposure to changes in market interest rates is concentrated in its investment portfolio. However, excess cash is held on deposit so the risk is minimal.

The branch manages its investment portfolio in accordance with an investment framework. The framework is used to determine both the investment policy and to establish the investment risk appetite. In this context, the overall risk is reviewed on a regular basis and the asset allocation is adjusted as necessary.

Other price risk

This is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market prices, other than those arising from interest risk or currency risk, whether those changes are caused by factors specific to the individual financial instrument or its issuer, or factors affecting all similar financial instruments traded in the market.

The branch is exposed to minimal other price risk as it has no exposure to debt securities or equities.

f) **Capital management**

The required capital for Sunderland Marine Insurance Company Limited, as measured by the UK Prudential Regulatory Authority's (PRA's) Solvency Capital Requirement (SCR) is determined by the application of a standard formula that contains variables for premium and claims, expenses and reserves.

The branch is exempted from compliance with the Solvency Standard for Non-life Insurance Business 2014 issued under section 55 of the Insurance (Prudential Supervision) Act 2010.

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