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Agora Syndicate 3268

Syndicate Annual Report and Accounts
31 December 2018

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Directors and Administration

Managing Agent

Asta Managing Agency Ltd

Directors

T A Riddell (Chairman)*

R P Barke

C V Barley

L Harfitt

A J Hubbard*

D J G Hunt

P A Jardine*

M D Mohn*

S P A Norton

J W Ramage*

K Shah*

R A Stevenson*

J M Tighe

Non Executive Directors*

Company Secretary

N J Burdett

Managing Agent's Registered Office

5th Floor

Camomile Court

23 Camomile Street

London

EC3A 7LL

Managing Agent's Registered Number

1918744

Active Underwriter

M Pritchard

Bankers

Barclays Plc

Citibank N.A,

RBC Dexia

Registered Auditors

Mazars LLP

Tower Bridge House

St Katherines Way

London

E1W 1DD

Agora 3268 – 2018 Active Underwriter Report

2018 was Agora's first year as a full syndicate having been an SPA of Skuld 1897 for the previous two years.

The syndicate focuses on the worldwide Direct and Facultative (D&F) market predominantly at a primary or lower attachment level across most major occupancies. We also have a strong presence in the US coverholder area focusing on small and medium enterprises (SME's) commercial and homeowners business. The treaty team focuses on worldwide business with a small specialty portfolio across business lines complimentary to the core portfolio.

2018 saw the continuation of the development of the Agora business across all these lines of business and we are pleased with the market position we have established in each area. In the main D&F book we began to see the market respond to the 2017 losses with risk adjusted rate change in double digits across the book. The coverholder market also saw movement albeit less rate driven as participants re-adjusted appetite in the light of the losses. The treaty area was far less responsive but with small lines across a predominantly international portfolio our key focus was in continuing to build the book overall, which we achieved.

Underlying dynamics were therefore beginning to work more favourably for us as the overall portfolio grew, diversification factors kicked in and an operating structure devoid of legacy and built for purpose started to show economic benefit. Our combined acquisition and expense ratio is already significantly below market average and, operating predominantly at the primary level as we do, we were seeing genuine rate movement in our core book.

2018, however, also saw another extreme natural catastrophe driven year with a further \$90bn of losses compounding the 2017 volumes. Our result in the circumstances holds up well against the market, especially given the first full year of operation as an independent syndicate.

Much remains to be done to build the business to our long term target but our philosophy is unchanged. As a pure third party backed syndicate the overall result is our only rationale. However, we believe we have built genuine momentum, the market is in our favour in our core books and we have a scaleable business model well capable of delivering.

No one would have chosen 2017 and 2018 together to cope with in their very early years and we are immensely grateful to our capital partners for their continued support and belief in our overall philosophy and approach. Finally, I'd like to thank all the team for their hard work in 2018. Starting a new syndicate from scratch is not an easy proposition and they have all achieved much to be proud of. There remains a lot of hard work to be done to deliver a fully mature Agora but we do believe we are fundamentally well placed to achieve it.

Michael Pritchard
Active Underwriter, Syndicate 3268

Managing Agent's report

The Syndicate's Managing Agent is a company registered in England and Wales. The Directors of the Managing Agent present their report for the year ended 31 December 2018.

This annual report is prepared using the annual basis of accounting as required by Statutory Instrument No 1950 of 2008, The Insurance Accounts Directive (Lloyd's Syndicate and Aggregate Accounts) Regulations 2008 ("Lloyd's Regulations 2008").

Results

The total recognised result for calendar year 2018 is a loss of £18,949,810.

The Syndicate has presented its results under FRS102, the Financial Reporting Standard applicable in the UK and Republic of Ireland. In accordance with FRS102, the Syndicate has identified its insurance contracts and accounted for them in accordance with FRS103.

Principal activity and review of the business

This is the first year of the Syndicate's operations. The Syndicate's principal activity is the underwriting of Property Insurance business in the Lloyd's market.

Gross written premium income by class of business for the calendar year was as follows;

| | 2018 £'000 |
|------------------|-----------------------------|
| Property D&F | 40,962 |
| Property Treaty | 17,153 |
| Property Binders | 28,649 |
| Specialty | <u>1,756</u> |
| | <u>88,520</u> |

The Syndicate's key financial performance indicators during the year were as follows;

| | 2018 £'000 |
|-----------------------------|-----------------------------|
| Gross written premiums | 88,520 |
| Loss for the financial year | (18,950) |
| Combined ratio* | 151.5% |

**The combined ratio is the ratio of net claims incurred and net operating expenses to net premiums earned. Lower ratios represent better performance.*

The performance of the Syndicate has been assessed by measuring, as a percentage of underwriting capacity, the 36 month forecasted result on a funded accounting basis for a "closed" underwriting year of account.

Managing Agent's report continued

| | 2018 YOA Open |
|---------------------------------|------------------------------|
| Capacity (£'000) | 90,000 |
| Forecast result (£'000) | (13,084) |
| Forecast return on capacity (%) | (14.5%) |

Principal risks and uncertainties

The Syndicate sets risk appetite annually, which is approved by the Agency as part of the Syndicate's business planning and Solvency Capital Requirement ('SCR') process. The Agency Risk and Solvency Committee meets at least quarterly to oversee the risk management framework. The Syndicate Board, a sub-committee of the Agency Board, reviews the risk profile as reflected in the risk register, and monitors performance against risk appetite using a series of key risk indicators. The principal risks and uncertainties facing the Syndicate are as follows:

Insurance risk

Insurance risk includes the risks that a policy will be written for too low a premium or provide inappropriate cover (underwriting risk), that the frequency or severity of insured events will be higher than expected (claims risk), or that estimates of claims subsequently prove to be insufficient (reserving risk). The Syndicate Board manages insurance risk through the approved business plan, which sets out targets for volumes, pricing, line sizes and retention by class of business. The Syndicate Board then monitors performance against the business plan through the year. Reserve adequacy is monitored through quarterly review by the Syndicate actuary and the Reserving Committee.

Credit risk

The key aspect of credit risk is reinsurance counterparty risk which is the risk of default by one or more of the Syndicate's reinsurers and intermediaries. The Syndicate Board's policy is that the Syndicate will only reinsure with approved reinsurers, supported by collateralisation, where required. The Agency Reinsurance Security Committee monitors reinsurer ratings and is required to approve all new reinsurers before business is placed with them.

Market risk

Market risk exposure impacting the Syndicate relates to fluctuations in interest rates or exchange rates. The Syndicate is exposed to foreign exchange movements as a result of mismatches between the currencies in which assets and liabilities are denominated. The Agency's policy is to maintain received income or incurred expenditure in the core currencies in which they were received or paid. Any surplus or deficit in a core currency would be subject to review by the Syndicate Board.

The Syndicate has minimal exposure to changes in interest rates as they currently have no investments with investment managers and funds are held in cash and cash equivalents. The Syndicate participates in sweep accounts which means that the true nature of the other financial investments on the statement of financial position is cash.

Liquidity risk

This is the risk that the Syndicate will not be able to meet its liabilities as they fall due, owing to a shortfall in cash or can only meet obligations at excessive cost. To mitigate this risk the Syndicate Board reviews cash flow projections regularly and ensures that, where needed, the Syndicate has liquidity facilities in place or has utilised the option of a cash call from capital providers.

The Syndicate has in place a shock loss loan and multicurrency overdraft facility with Barclays bank and has not currently called on capital providers of the 2018 year of account.

Operational risk

This is the risk that errors caused by people, processes, systems and external events lead to losses to the Syndicate. The Agency seeks to manage this risk through the use of an operational risk and control framework throughout the Syndicate, detailed procedures manuals and a structured programme of testing of processes and systems by internal audit. Business continuity and disaster recovery plans are in place and are regularly updated and tested.

Regulatory risk

Regulatory risk is the risk of loss owing to a breach of regulatory requirements or failure to respond to regulatory change. The Agency is required to comply with the requirements of the Financial Conduct Authority (FCA), Prudential Regulatory Authority (PRA) and Lloyd's. Lloyd's requirements include those imposed on the Lloyd's market by overseas regulators, particularly in respect of US situs business. The Agency has a compliance officer who manages a team of four that monitor business activity and regulatory developments and assesses any effects on the Agency.

The Syndicate has no appetite for failing to treat customers fairly. The Syndicate manages and monitors its conduct risk through a suite of risk indicators and reporting metrics as part of its documented conduct risk framework.

Group / strategic risk

This is the risk of contagion that arises from being associated with key stakeholders and the impact that activities and events that occur within other connected or third parties has on the business.

Strategic risk covers the risks faced by the Syndicate due to changes in underlying strategy of the business or that of its key stakeholders (including strategic conflicts of interest).

Future developments

The Syndicate will continue to transact the current Property Insurance business class during 2019. The capacity for the 2018 year of account is £90m, for 2019 this has positively been increased to £108m.

Significant uncertainty remains associated with the UK's planned exit from the European Union. The risks to UK economic growth remain significant as the terms of the UK's exit from the EU remain unclear.

Managing Agent's report continued

To mitigate the risk of losing access to EEA business and mitigate the impact of the Lloyd's syndicates losing EEA passporting rights, Lloyd's have set up an EU regulated insurance company (LIC) in Brussels to underwrite EEA-exposed business from 1 January 2019. This is a fully operational, capitalised insurance company under Solvency II. It is authorised and regulated by the National Bank of Belgium and regulated by the Financial Services and Markets Authority and licensed to write non-life risks across the EEA and the UK.

Writing business via Lloyd's Brussels has necessitated a number of operational changes that syndicates have had to make to enable them to be able to write EEA business via a reinsurance arrangement with LIC. The Managing Agency has been working with the Syndicate to implement these changes to ensure that the Syndicate was set up to write business via Lloyd's Brussels from 1 January 2019.

Directors

Details of the Directors of the Managing Agent that were serving at the year end and up to the date of signing of the financial statements are provided on page 1. Changes to Directors were as follows:

| | |
|---------------|----------------------------|
| R P Barke | Appointed 01 January 2018 |
| P A Jardine | Appointed 01 November 2018 |
| R A Stevenson | Appointed 01 November 2018 |
| C Chow* | Resigned 28 February 2019 |
| N J Burdett* | Appointed 01 March 2019 |

*Company Secretary

Disclosure of information to the auditors

So far as each person who was a Director of the Managing Agent at the date of approving the report is aware, there is no relevant audit information, being information needed by the Syndicate auditors in connection with the auditors' report, of which the auditors are unaware. Having made enquiries of fellow Directors of the Agency and the Syndicate's Auditors, each Director has taken all the steps that he or she ought to have taken as a Director to become aware of any relevant audit information and to establish that the Syndicate's auditors are aware of that information.

Auditors

The Managing Agent appointed Mazars LLP as the Syndicate's auditors.

Syndicate Annual General Meeting

In accordance with the Syndicate Meetings (Amendment No 1) Byelaw (No 18 of 2000) the Managing Agent does not propose holding an annual meeting this year; objections to this proposal or the intention to reappoint the auditors for a further 12 months can be made by Syndicate members before 26 April 2019.

On behalf of the Board

N J Burdett
Company Secretary
22 March 2019

Statement of Managing Agent's responsibilities

The Managing Agent is responsible for preparing the financial statements in accordance with applicable law and regulations.

The Insurance Accounts Directive (Lloyd's Syndicate and Aggregate Accounts) Regulations 2008 require the Managing Agent to prepare financial statements at 31 December each year in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law) including FRS 102 the Financial Reporting Standard applicable in the UK and Republic of Ireland. The financial statements are required by law to give a true and fair view of the state of affairs of the Syndicate as at that date and of its profit or loss for that year.

In preparing the financial statements, the Managing Agent is required to:

- select suitable accounting policies and then apply them consistently subject to changes arising on the adoption of new accounting standards in the year;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable Accounting Standards have been followed, subject to any material departures disclosed and explained in the notes to the Syndicate accounts; and
- prepare the Syndicate accounts on the basis that the Syndicate will continue to write future business unless it is inappropriate to presume that the Syndicate will do so.

The Managing Agent is responsible for keeping adequate accounting records which disclose with reasonable accuracy at any time the financial position of the Syndicate and enable it to comply with the Insurance Accounts Directive (Lloyd's Syndicate and Aggregate Accounts) Regulations 2008. It is also responsible for safeguarding the assets of the Syndicate and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The Managing Agent is responsible for the maintenance and integrity of the corporate and financial information included on the business' website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

Independent auditors' report to the members of Syndicate 3268

Report on the syndicate annual accounts

Opinion

We have audited the annual financial statements of Syndicate 3268 (the "Syndicate") for the year ended 31 December 2018 which comprise the income statement, the statement of other comprehensive income, the statement of changes in Members' balances, the statement of financial position, the statement of cash flows and the related notes, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" (United Kingdom Generally Accepted Accounting Practice).

In our opinion the annual financial statements:

- give a true and fair view of the state of affairs of Syndicate 3268 as at 31 December 2018 and of its loss for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of The Insurance Accounts Directive (Lloyd's Syndicate and Aggregate Accounts) Regulations 2008.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the "Auditor's responsibilities for the audit of the financial statements" section of our report. We are independent of the Syndicate in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the Financial Reporting Council's Ethical Standard and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

The impact of uncertainties due to the United Kingdom exiting the European Union on our audit

The managing agent's view on the impact of Brexit is disclosed on page 5. The terms on which the United Kingdom may withdraw from the European Union are not clear, and it is therefore not currently possible to evaluate all the potential implications to the Syndicate's trade, customers, suppliers and the wider economy.

We considered the impact of Brexit on the Syndicate as part of our audit procedures, applying a standard firm wide approach in response to the uncertainty associated with the Syndicate's future prospects and performance.

However, no audit should be expected to predict the unknowable factors or all possible implications for the Syndicate and this is particularly the case in relation to Brexit.

Independent auditors' report continued

Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the managing agent's use of the going concern basis of accounting in the preparation of the annual financial statements is not appropriate; or
- the managing agent has not disclosed in the annual financial statements any identified material uncertainties that may cast significant doubt on the Syndicate's ability to continue to operate for a period of at least twelve months from the date when the annual financial statements are authorised for issue.

Other information

The managing agent is responsible for the other information. The other information comprises the information included in the Annual Report and Accounts, other than the annual financial statements and our auditor's report thereon. Our opinion on the annual financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the annual 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 to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. 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.

Opinion on the other matters prescribed by The Insurance Accounts Directive (Lloyd's Syndicate and Aggregate Accounts) Regulations 2008

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the Managing Agent's Report for the financial year for which the annual financial statements are prepared is consistent with those annual financial statements; and
- the Managing Agent's Report has been prepared in accordance with The Insurance Accounts Directive (Lloyd's Syndicate and Aggregate Accounts) Regulations 2008

Independent auditors' report continued

Matters on which we are required to report by exception

In light of the knowledge and understanding of the syndicate and its environment obtained in the course of the audit, we have not identified material misstatements in the Managing Agent's Report.

We have nothing to report in respect of the following matters where The Insurance Accounts Directive (Lloyd's Syndicate and Aggregate Accounts) Regulations 2008 requires us to report to you, if in our opinion:

- the managing agent in respect of the Syndicate has not kept adequate accounting records; or
- the annual financial statements are not in agreement with the accounting records; or
- certain disclosures relating to amounts recharged to the Syndicate in respect of the emoluments of the active underwriter and the directors of the managing agent are not made; or
- we have not received all the information and explanations we require for our audit.

Responsibilities of the managing agent

As explained more fully in the Statement of Managing Agent's Responsibilities set out on page 8, the managing agent is responsible for the preparation of the annual financial statements and for being satisfied that they give a true and fair view, and for such internal control as the managing agent determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the managing agent is responsible for assessing the Syndicate's ability to continue in operation, disclosing, as applicable, matters related to its ability to continue in operation and using the going concern basis of accounting unless the managing agent either intends to cease to operate the Syndicate, or has no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an 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 (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at www.frc.org.uk/auditorsresponsibilities. This description forms part of our auditor's report.

Independent auditors' report continued

Use of the audit report

This report is made solely to the Syndicate's members, as a body, in accordance with The Insurance Accounts Directive (Lloyd's Syndicate and Aggregate Accounts) Regulations 2008. Our audit work has been undertaken so that we might state to the Syndicate's members those matters we are required to state to them in an 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 Syndicate's members, as a body, for our audit work, for this report, or for the opinions we have formed.

Steve Liddell (Senior Statutory Auditor)
For and on behalf of Mazars LLP
Chartered Accountants and Statutory Auditors
Tower Bridge House
St. Katherine's Way
London
E1W 1DD

22 March 2019

Income statement

Technical account - General business

For the year ended 31 December 2018

| | Notes | 2018 £'000 |
|---|-------|-----------------|
| Gross premiums written | 3 | 88,520 |
| Outward reinsurance premiums | | <u>(12,339)</u> |
| Net written premiums | | 76,181 |
| Change in the provision for unearned premiums | | |
| Gross amount | | (41,809) |
| Reinsurers' share | | <u>2,292</u> |
| | 4 | (39,517) |
| Earned premiums, net of reinsurance | | 36,664 |
| Allocated investment return transferred from the non-technical account | | 62 |
| Claims paid | | |
| Gross amount | | (5,579) |
| Reinsurers' share | | <u>-</u> |
| | | (5,579) |
| Changes in the provision for claims outstanding | | |
| Gross amount | | (43,942) |
| Reinsurers' share | | <u>11,804</u> |
| | 4 | (32,138) |
| Claims incurred, net of reinsurance | | (37,717) |
| Net operating expenses | 5 | <u>(17,821)</u> |
| Balance on technical account – general business | | <u>(18,812)</u> |

All the amounts above are in respect of continuing operations.

The notes on pages 18 to 39 form part of these financial statements.

Income statement continued

Non-technical account - General business

For the year ended 31 December 2018

| | Notes | 2018 £'000 |
|---|-------|-----------------|
| Balance on technical account – general business | | (18,812) |
| Investment income | 9 | 62 |
| Allocated investment return transferred to the general business technical account | | (62) |
| Exchange losses | | <u>(138)</u> |
| Loss for the financial year | | <u>(18,950)</u> |

All the amounts above are in respect of continuing operations.

Statement of other comprehensive income

For the year ended 31 December 2018

| | 2018 £'000 |
|---|-----------------|
| Loss for the financial year | (18,950) |
| Other comprehensive income – Currency translation differences | <u>569</u> |
| Total comprehensive loss for the year | <u>(18,381)</u> |

Statement of changes in Members' balances

For the year ended 31 December 2018

| | 2018 £'000 |
|---|-----------------|
| At 1 January | - |
| Total comprehensive loss for the financial year | (18,381) |
| Payments of profit to members' personal reserve funds | <u>-</u> |
| At 31 December | <u>(18,381)</u> |

The notes on pages 18 to 39 form part of these financial statements.

Statement of financial position

As at 31 December 2018

| | Notes | 2018 £'000 |
|--|-------|---------------|
| Assets | | |
| <i>Investments</i> | | |
| Other financial investments | 10 | 18,896 |
| <i>Reinsurers' share of technical provisions</i> | | |
| Provision for unearned premiums | 4 | 2,636 |
| Claims outstanding | 4 | <u>11,857</u> |
| | | 14,493 |
| <i>Debtors</i> | | |
| Debtors arising out of direct insurance operations | 11 | 17,625 |
| Debtors arising out of reinsurance operations | 11 | 12,333 |
| Other debtors | | <u>1,116</u> |
| | | 31,074 |
| <i>Cash and other assets</i> | | |
| Cash at bank and in hand | 10 | 3,458 |
| Other assets | 12 | <u>347</u> |
| | | 3,805 |
| <i>Prepayments and accrued income</i> | | |
| Deferred acquisition costs | 4 | 9,630 |
| Other prepayments and accrued income | | <u>853</u> |
| | | <u>10,483</u> |
| <i>Total assets</i> | | <u>78,751</u> |

The notes on pages 18 to 39 form part of these financial statements.

Statement of financial position continued

As at 31 December 2018

| | Notes | 2018 £'000 |
|--|-------|---------------|
| Members balance and liabilities | | |
| <i>Capital and reserves</i> | | |
| Members' balances | | (18,381) |
| <i>Liabilities</i> | | |
| <i>Technical provisions</i> | | |
| Provision for unearned premiums | 4 | 43,492 |
| Claims outstanding | 4 | <u>44,829</u> |
| | | 88,321 |
| <i>Creditors</i> | | |
| Creditors arising out of direct insurance operations | 13 | 245 |
| Creditors arising out of reinsurance operations | 13 | <u>6,736</u> |
| | | 6,981 |
| <i>Accruals and deferred income</i> | | <u>1,830</u> |
| <i>Total liabilities</i> | | <u>97,132</u> |
| <i>Total members' balances and liabilities</i> | | <u>78,751</u> |

The notes on pages 18 to 39 form part of these financial statements.

The financial statements on pages 13 to 39 were approved by the Board of Directors on 19 March 2019 and were signed on its behalf by:

D J G Hunt
Director
22 March 2019

Statement of cash flows

For the year ended 31 December 2018

| | Notes | 2018 £'000 |
|---|-------|---------------|
| Cash flows from operating activities | | |
| <i>Loss for the financial year</i> | | (18,950) |
| Increase in gross technical provisions | | 88,321 |
| (Increase) in reinsurers' share of gross technical provisions | | (14,493) |
| (Increase) in debtors | | (31,074) |
| Increase in creditors | | 6,981 |
| Movement in other assets/liabilities | | (9,000) |
| Changes to market value and currency * | | 569 |
| Investment Return | | (62) |
| <i>Net cash inflow from operating activities</i> | | 22,292 |
| Cash flows from investing activities | | |
| Purchase of debt and equity instruments | | - |
| Sale of debt and equity instruments | | - |
| Investment income received | | 62 |
| Increase in overseas deposits | | - |
| <i>Net cash inflow from investing activities</i> | | 62 |
| Cash flows from financing activities | | |
| Payments of profit to members' personal reserve fund | | - |
| Members' agents fee advances | | - |
| <i>Net cash inflow from financing activities</i> | | - |
| Net increase in cash and cash equivalents | | 22,354 |
| Cash and cash equivalents at beginning of year | | - |
| Cash and cash equivalents at end of year | 10 | 22,354 |

* Changes in market value and currency relates to other comprehensive income and is reported within this line to match the QMA 003 cashflow statement.

Notes to the financial statements

For the year ended 31 December 2018

1. Basis of preparation

Statement of compliance

The financial statements have been prepared in compliance with The Insurance Accounts Directive (Lloyd's Syndicate and Aggregate Accounts) Regulations 2008 and FRS 102 and FRS 103, being applicable UK GAAP accounting standards, and in accordance with the provisions of Schedule 3 of the Large and Medium-sized Companies and Groups (Accounts and Reports) Regulations relating to insurance companies.

These financial statements are prepared on a going concern basis, under the historical cost convention as modified by the recognition of certain financial assets and liabilities measured at fair value.

The financial statements are prepared in Great British Pound Sterling (GBP) which is the presentational currency of the Syndicate and rounded to the nearest £'000.

2. Accounting policies

Use of estimates

In preparing these financial statements, the Directors of the Managing Agent have made judgements, estimates and assumptions that affect the application of the Syndicate's accounting policies and the reported amounts of assets, liabilities, income and expenses.

The measurement of the provision for claims outstanding involves judgements and assumptions about the future that have the most significant effect on the amounts recognised in the annual accounts.

The provision for claims outstanding comprises the estimated cost of settling all claims incurred but unpaid at the balance sheet date, whether reported or not. This is a judgemental and complex area due to the subjectivity inherent in estimating the impact of claims events that have occurred but for which the eventual outcome remains uncertain. In particular, judgement is applied when estimating the value of amounts that should be provided for claims that have been incurred at the reporting date but have not yet been reported (IBNR) to the Syndicate.

The ultimate cost of outstanding claims is estimated using a range of techniques including actuarial and statistical projections, benchmarking, case by case review and judgement. Statistical techniques assume that past claims development experience can be used as a basis to project ultimate claims costs. Judgement is used to assess the extent to which past trends may not apply in the future.

Whilst the Directors consider that the gross provision for claims and the related reinsurance recoveries are fairly stated based on the information currently available to them, the ultimate liability will vary as a result of subsequent information and events.

Accounting policies continued

Significant accounting policies

The following principal accounting policies have been applied consistently in dealing with items which are considered material in relation to the Syndicate's financial statements.

Gross premiums

Gross written premiums comprise the total premiums receivable for the whole period of cover provided by the contracts entered into during the reporting period, regardless of whether these are wholly due for payment in the reporting period, together with any adjustments arising in the reporting period to such premiums receivable in respect of business written in prior reporting periods. They are recognised on the date on which the policy commences. Gross written premiums are stated gross of brokerage payable and exclude taxes and duties levied on them.

For certain insurance contracts, premium is initially recognised based on estimates of ultimate premiums. These estimates, primarily relating to binder business, are judgemental and could result in misstatements of revenue recorded in the financial statements.

The main assumption underlying future premium, is that past premium development can be used to project future premium development.

Reinsurance premiums

Reinsurance written premiums comprise the total premiums payable for the whole cover provided by contracts entered into the period, including portfolio premiums payable, and are recognised on the date on which the policy incepts. Premiums include any adjustments arising in the accounting period in respect of reinsurance contracts incepting in prior accounting periods.

Outwards reinsurance premiums are accounted for and earned in the same accounting period as the premiums for the related direct or inwards business being reinsured.

Claims incurred

Claims incurred comprise claims and settlement expenses (both internal and external) paid in the year and the movement in provision for outstanding claims and settlement expenses, including an allowance for the cost of claims incurred by the balance sheet date, but not reported until after the year end.

The provision for claims comprises amounts set aside for claims notified and claims incurred, but not yet reported (IBNR).

The amount included in respect of IBNR is based on statistical techniques of estimation applied by actuaries. These techniques generally involve projecting from past experience of the development of claims over time to form a view of the likely ultimate claims to be experienced for more recent underwriting, having regard to variations in the business accepted and the underlying terms and conditions. Where a high degree of volatility arises from projections, estimates may be based in part on output from rating and other models of the business accepted and assessments of underwriting conditions.

Accounting policies continued

The reinsurers' share of provisions for claims is based on calculated amounts of outstanding claims and projections for IBNR, net of estimated irrecoverable amounts, having regard to the reinsurance programme in place for the class of business and the claims experience for the year. The Syndicate uses a number of statistical techniques to assist in making these estimates.

Accordingly, the two most critical assumptions as regards claims provisions are that the past is a reasonable predictor of the likely level of claims development and that the rating and other models used for current business are fair reflections of the likely level of ultimate claims to be incurred.

The Directors consider that the provisions for gross claims and related reinsurance recoveries are fairly stated on the basis of the information currently available to them. However, ultimate liability will vary as a result of subsequent information and events and this may result in significant adjustments to the amounts provided.

Adjustments to the amounts of claims provisions established in prior years are reflected in the financial statements for the period in which the adjustments are made. The methods used, and the estimates made, are reviewed regularly.

Provisions for unearned premiums

Unearned premiums are those proportions of premiums written in a year that relate to periods of risk after the reporting date. In respect of general insurance business, written premiums are recognised as earned over the period of the policy on a time apportionment basis having regard where appropriate, to the incidence of risk. The proportion attributable to subsequent periods is deferred as a provision for unearned premiums.

Unearned reinsurance premiums are those proportions of premiums written in a year that relate to periods of risk after the reporting date. Unearned reinsurance premiums are deferred over the term of the underlying direct insurance policies for risks-attaching contracts and over the term of the reinsurance contract for losses-occurring contracts. Because there was no reinsurance programme in place for the 2018 YOA, this accounting policy was not implemented.

Unexpired risks

A provision for unexpired risks is made where claims and related expenses are likely to arise after the end of the financial period in respect of contracts concluded before that date, are expected to exceed the unearned premiums and premiums receivable under these contracts, after the deduction of any acquisition costs deferred.

The provision for unexpired risks is calculated separately by reference to classes of business which are managed together, after taking into account relevant investment return.

At the 31 December 2018 the Syndicate had nil gross unexpired risk provision and nil net unexpired risk provision.

Profit commission

At the 31 December 2018 the Syndicate had nil profit commission.

Accounting policies continued

Deferred acquisition costs

Acquisition costs comprise costs arising from the conclusion of insurance contracts. They include both direct costs, such as intermediary commissions or the cost of drawing up the insurance document or including the insurance contract in the portfolio. It is not the Syndicate's policy to reallocate a portion of indirect costs, such as the advertising costs or the administrative expenses connected with the processing of proposals and the issuing of policies, to acquisition costs.

Deferred acquisition costs are costs arising from conclusion of insurance contracts that are incurred during the reporting period but which relate to a subsequent reporting period and which are carried forward to subsequent reporting periods.

Deferred acquisition costs are amortised over the period in which the related premiums are earned.

Reinsurance assets

The Syndicate cedes insurance risk in the normal course of business. Reinsurance assets represent balances due from reinsurance companies. Amounts recoverable from reinsurers are estimated in a manner consistent with the outstanding claims provision or settled claims associated with the reinsurer's policies and are in accordance with the related reinsurance contract.

Reinsurance assets are reviewed for impairment at each reporting date, or more frequently, when an indication of impairment arises during the reporting year. Impairment occurs when there is objective evidence as a result of an event that occurred after initial recognition of the reinsurance asset that the Syndicate may not receive all outstanding amounts due under the terms of the contract and the event has a reliably measurable impact on the amounts that the Syndicate will receive from the reinsurer. The impairment loss is recorded in the income statement.

Gains or losses on buying reinsurance are recognised in the income statement immediately at the date of purchase and are not amortised. There were no such gains recognised in 2018.

Ceded reinsurance arrangements do not relieve the Syndicate from its obligations to policyholders.

Insurance and reinsurance receivables

Insurance and reinsurance receivables are recognised when due and measured on initial recognition at the fair value of the consideration received or receivable. Subsequent to initial recognition, insurance receivables are measured at amortised cost, using the effective interest rate method. The carrying value of insurance receivables is reviewed for impairment whenever events or circumstances indicate that the carrying amount may not be recoverable, with the impairment loss recorded in the income statement.

Insurance receivables are not recognised when the de-recognition criteria for financial assets have been met.

Insurance and reinsurance payables

Insurance and reinsurance payables are recognised when due and measured on initial recognition at the fair value of the consideration received less directly attributable transaction

Accounting policies continued

costs. Subsequent to initial recognition, they are measured at amortised cost using the effective interest rate method. Insurance payables are derecognised when the obligation under the liability is settled, cancelled or expired.

Foreign currencies

The Syndicate's functional currency is US Dollars (USD) and presentational currency is Great British Pound Sterling (GBP).

Transactions denominated in currencies are initially recorded in the settlement currency and converted to USD functional and GBP presentational at the exchange rate ruling at the date of the transactions. Monetary assets and liabilities (which include all assets and liabilities arising from insurance contracts including unearned premiums and deferred acquisition costs) denominated in foreign currencies are retranslated into the GBP presentational currency at the exchange rate ruling on the reporting date.

Exchange differences are recorded in the non-technical account.

The following balance sheet rates of exchange have been used in the preparation of these accounts.

| | 2018 |
|-----|-----------------|
| | Year End |
| GBP | 1.00 |
| USD | 1.27 |
| EUR | 1.11 |
| CAD | 1.74 |

Financial assets and liabilities

In applying FRS 102, the Syndicate has chosen to apply the recognition and measurement provisions of IAS 39 Financial Instruments: Recognition and Measurement (as adopted for use in the EU).

Financial assets and financial liabilities at fair value through profit and loss comprise financial assets and financial liabilities held for trading and those designated as such on initial recognition.

Financial instruments are recognised when the Syndicate becomes a party to the contractual provisions of the instrument. Financial assets are derecognised if the Syndicate's contractual rights to the cash flows from the financial assets expire or if the Syndicate transfers the financial asset to another party without retaining control of substantially all risks and rewards of the asset. A financial liability is derecognised when its contractual obligations are discharged, cancelled, or expire.

Accounting policies continued

A financial asset at amortised cost should also include transactions costs. A financial asset or financial liability is measured initially at fair value plus, for a financial liability at amortised cost, transaction costs that are directly attributable to its acquisition or issue.

Financial assets at fair value through profit or loss are measured at fair value with fair value changes recognised immediately in the income statement. Net gains or net losses on financial assets measured at fair value through profit or loss includes foreign exchange gains/losses arising on their translation to the functional currency, but excludes interest and dividend income.

At each reporting date the Syndicate assesses whether there is objective evidence that financial assets not measured at fair value through profit or loss are impaired. Financial assets are impaired when objective evidence demonstrates that a loss event has occurred after the initial recognition of an asset, and that the loss event has an impact on the future cash flows on the asset that can be estimated reliably.

Objective evidence that financial assets are impaired includes observable data that comes to the attention of the Syndicate about any significant financial difficulty of the issuer, or significant changes in the technological, market, economic or legal environment in which the issuer operates.

An impairment loss in respect of a financial asset measured at amortised cost is calculated as the difference between its carrying amount, and the present value of the estimated future cash flows discounted at the asset's original effective interest rate. Individually significant financial assets are tested for impairment on an individual basis. The remaining financial assets are assessed collectively in groups that share similar credit risk characteristics.

An impairment loss recognised reduces directly the carrying amount of the impaired asset. All impairment losses are recognised in profit or loss. An impairment loss is reversed if the reversal can be related objectively to an event occurring after the impairment loss was recognised. For financial assets measured at amortised cost the reversal is recognised in profit or loss.

Cash and cash equivalents

Cash and cash equivalents comprise cash balances and call deposits with maturities of three months or less from the acquisition date that are subject to an insignificant risk of changes in fair value, and are used by the Syndicate in the management of its short-term commitments.

Investment return is initially recorded in the non-technical account. A transfer is made from the non-technical account to the general business technical account to reflect the investment return on funds supporting underwriting business.

Pension costs

The Managing Agent operates a defined contribution scheme. Pension contributions to Syndicate staff are charged to the Syndicate and included within net operating expenses.

Accounting policies continued

Taxation

Under Schedule 19 of the Finance Act 1993 Managing Agents are not required to deduct basic rate income tax from trading income. In addition, all UK basic rate income tax (currently at 20%) deducted from Syndicate investment income is recoverable by Managing Agents and consequently the distribution made to members or their members' agents is gross of tax. Capital appreciation falls within trading income and is also distributed gross of tax.

No provision has been made for any other overseas tax payable by members on underwriting results or investment earnings. Any payments on account made by the Syndicate during the year have been included in the balance sheet under the heading 'other debtors'.

Syndicate operating expenses

Where expenses are incurred by the Managing Agent or on behalf of the Managing Agent on the administration of managed Syndicates, these expenses are apportioned using various methods depending on the type of expense. Expenses which are incurred jointly for the Managing Agent and managed Syndicates are apportioned between the Managing Agent and the Syndicates depending on the amount of work performed, resources used and volume of business transacted.

3. Particulars of business written

An analysis of the underwriting result before investment return is set out below:

| 2018 | Gross written premiums | Gross premium earned | Gross claims incurred | Net operating expenses | Reinsurance balance | Total |
|----------------------|-------------------------------|-----------------------------|------------------------------|-------------------------------|----------------------------|--------------|
| Direct Insurance: | £'000 | £'000 | £'000 | £'000 | £'000 | £'000 |
| Property | 51,399 | 21,741 | (26,602) | (8,295) | 1,665 | (11,491) |
| Property Reinsurance | 37,121 | 24,970 | (22,919) | (9,526) | 92 | (7,383) |
| Total | 88,520 | 46,711 | (49,521) | (17,821) | 1,757 | (18,874) |

All premiums were concluded in the UK.

Commissions on direct insurance gross premiums written during 2018 were £12.5m.

Gross operating expenses are the same as net operating expenses shown in the income statement, as no commissions in respect of outward reinsurance were received and set off in arriving at the net operating expenses for 2018.

4. Technical provisions

| | Gross provisions £'000 | 2018 Reinsurance assets £'000 | Net £'000 |
|---------------------------------------|------------------------------|--|---------------|
| Claims outstanding | | | |
| Balance at 1 January | - | - | - |
| Change in claims outstanding | 43,942 | (11,804) | 32,138 |
| Effect of movements in exchange rates | 887 | (53) | 834 |
| Balance at 31 December | 44,829 | (11,857) | 32,972 |
| Claims notified | 18,911 | - | 18,911 |
| Claims incurred but not reported | 25,918 | (11,857) | 14,061 |
| Balance at 31 December | 44,829 | (11,857) | 32,972 |
| Unearned premiums | | | |
| Balance at 1 January | - | - | - |
| Change in unearned premiums | 41,809 | (2,292) | 39,517 |
| Effect of movements in exchange rates | 1,683 | (344) | 1,339 |
| Balance at 31 December | 43,492 | 2,636 | 40,856 |
| Deferred acquisition costs | | | |
| Balance at 1 January | - | - | - |
| Change in deferred acquisition costs | 9,212 | - | 9,212 |
| Effect of movements in exchange rates | 418 | - | 418 |
| Balance at 31 December | 9,630 | - | 9,630 |

5. Net operating expenses

| | 2018 £'000 |
|---|-----------------|
| Acquisition costs | (17,496) |
| Change in deferred acquisition costs | 9,212 |
| RI acquisition costs | - |
| Change in RI deferred acquisition costs | - |
| Administration expenses | (9,537) |
| Net operating expenses | <u>(17,821)</u> |

Members' standard personal expenses amounting to £1.5m are included in administrative expenses. Members' standard personal expenses include Lloyd's Members subscriptions, Central Fund contributions and Managing Agent's fees.

6. Staff costs

| | 2018 |
|-----------------------|--------------|
| | £'000 |
| Wages and salaries | (3,504) |
| Social security costs | (158) |
| Other pension costs | (92) |
| | <hr/> |
| | (3,754) |
| | <hr/> |

7. Auditors' remuneration

| | 2018 |
|--|--------------|
| | £'000 |
| Audit of the Financial Statements | (52) |
| Other services pursuant to Regulations and Lloyd's Byelaws | (49) |
| | <hr/> |
| | (101) |
| | <hr/> |

Auditors' remuneration is included as part of the administrative expenses in note 5 to the financial statements.

8. Emoluments of the Directors of Asta Managing Agency Ltd

The aggregate emoluments of the Directors and staff of the Managing Agency are met by Asta Managing Agency Ltd and are disclosed within the financial statements of that company, with the exception of J. M. Tighe, S.P.A. Norton, D.J.G. Hunt and L Harfitt. J.M. Tighe and S.P.A Norton's remuneration is disclosed in the financial statements of Asta Capital Ltd and the remuneration of D.J.G. Hunt and L Harfitt is disclosed in the financial statements of Asta Insurance Markets Ltd and were all charged in the accounts of Asta Managing Agency Ltd.

No emoluments of the Directors or staff of Asta Managing Agency Ltd were directly charged to the Syndicate.

The Active Underwriter received the following aggregate remuneration, charged as a Syndicate expense:

| | 2018 |
|---------------------------------|--------------|
| | £'000 |
| Active Underwriter's emoluments | (200) |
| | <hr/> |
| | (200) |
| | <hr/> |

No other compensation was payable to key management personnel.

9. Investment return

| | 2018 £'000 |
|-----------------------------|-----------------------------|
| Interest on cash at bank | 58 |
| Income on overseas deposits | <u>4</u> |
| Total investment return | <u>62</u> |

Average amount of funds available for investing during the year:

| | |
|-----------------------|---------------|
| Sterling | 603 |
| United States dollars | 22,425 |
| Canadian dollars | 2,602 |
| Euros | 3,169 |
| Australian dollars | 133 |
| South African rand | 308 |
| | <hr/> |
| Combined in sterling | <u>22,701</u> |

"Average fund" is the average of bank balances, overseas deposits and investments held at the end of each quarter during the calendar year. For this purpose, investments are revalued at month-end market prices, which include accrued income where appropriate.

10. Cash and cash equivalents

| | 2018 £'000 |
|---|-----------------------------|
| Cash at bank in hand | 3,458 |
| Short-term deposits with financial institutions | 18,896 |
| | <hr/> |
| | <u>22,354</u> |

11. Debtors arising out of insurance operations

| | 2018 |
|---|--------------|
| | £'000 |
| Due from direct intermediaries within one year | 17,625 |
| Due from direct intermediaries after one year | - |
| Due from reinsurance intermediaries within one year | 12,333 |
| Due from reinsurance intermediaries after one year | - |
| | <hr/> |
| | 29,958 |

12. Other assets

| | 2018 |
|-------------------|--------------|
| | £'000 |
| Overseas deposits | 347 |
| | <hr/> |
| | 347 |

13. Creditors arising out of insurance operations

| | 2018 |
|---|--------------|
| | £'000 |
| Due to direct intermediaries within one year | (245) |
| Due to direct intermediaries after one year | - |
| Due to reinsurance intermediaries within one year | (6,736) |
| Due to reinsurance intermediaries after one year | - |
| | <hr/> |
| | (6,981) |

14. Related parties

Asta provides services and support to Syndicate 3268 in its capacity as Managing Agent. During the year, Managing Agency fees of £0.8m were charged to the Syndicate. Asta also recharged £1.8m worth of service charges in the year and as at 31 December 2018 an amount of £0.1m was owed to Asta in respect of this service.

From time to time, Syndicates managed by Asta enter into (re)insurance contracts with one another. All such transactions are subject to Asta's internal controls which ensure that all are compliant with Lloyd's Related Party Bylaw provisions. All transactions are entered into on an arm's length basis.

A £1.4m debtor with SPA 6126, managed by Asta Managing Agent, is contained within the reinsurance debtor balance, this relates to reinsurance costs which were recharged to SPA 6126 as part of an SPA purchasing shared reinsurance.

15. Disclosure of interests

Managing Agent's interest

During 2018 Asta was the Managing Agent for ten Syndicates and three Special Purpose Arrangements. Syndicates 1729, 1897, 1980, 2357, 2525, 2689, 2786, 3268, 4242 and 5886 as well as Special Purpose Arrangements 6123, 6126 and 6131 were managed on behalf of third party capital providers.

On 1 January 2018 Asta took on management of Syndicate 1980 and Syndicate 3268. Asta also took on management of Special Purpose Arrangement 6131.

The Agency provides administrative services to Syndicates and Special Purpose Arrangements, also undertaking a number of ancillary roles for clients.

The Financial Statements of the Managing Agency can be obtained by application to the Registered Office (see page 1).

16. Funds at Lloyd's

Every member is required to hold capital at Lloyd's which is held in trust and known as Funds at Lloyd's (FAL). These funds are intended primarily to cover circumstances where Syndicate assets prove insufficient to meet participating members' underwriting liabilities.

The level of FAL that Lloyd's requires a member to maintain is determined by Lloyd's based on PRA requirements and resource criteria. FAL has regard to a number of factors including the nature and amount of risk to be underwritten by the member and the assessment of the reserving risk in respect of business that has been underwritten. Since FAL is not under the management of the Managing Agent, no amount has been shown in these financial statements by way of such capital resources. However, the Managing Agent is able to make a call on the members' FAL to meet liquidity requirements or to settle losses.

17. Off-balance sheet items

The Syndicate has not been party to an arrangement, which is not reflected in its statement of financial position, where material risks and benefits arise for the Syndicate.

18. Risk management

a) Governance framework

The Syndicate's risk and financial management framework aims to protect the Syndicate's members capital from events that might otherwise prevent the Syndicate from meeting its policyholder obligations, while maximising the returns to its members. The Directors recognise the critical importance of having efficient and effective risk management systems in place.

Risk management continued

Asta maintains a risk management function for the Syndicate with clear terms of reference from the Syndicate Board, its committees and sub committees.

Asta supplements this with a clear organisational structure with documented delegated authorities and responsibilities from the main Asta Managing Agency board to the Syndicate who perform the underwriting activities. Lastly, the Syndicate policy framework sets its risk management and control and business conduct standards for operations. Asta reviews and monitors each policy to ensure compliance with the policy throughout the Syndicate.

The Syndicate board approves the risk management policies and meets regularly to approve any commercial, regulatory and organisational requirements of such policies. These policies define the identification of risk and its interpretation to ensure the appropriate quality and diversification of assets, align underwriting and reinsurance strategy to the Syndicate goals, and specify reporting requirements. The Syndicate board places significant emphasis on the assessment and documentation of risks and controls, including the articulation of the Syndicate's risk appetite.

b) Capital management objectives, policies and approach

Capital framework at Lloyd's

The Society of Lloyd's (Lloyd's) is a regulated undertaking and subject to the supervision of the Prudential Regulatory Authority (PRA) under the Financial Services and Markets Act 2000.

Within the supervisory framework, Lloyd's applies capital requirements at member level and centrally to ensure that Lloyd's complies with Solvency II capital requirements, and beyond that to meet its own financial strength, licence and ratings objectives.

Although Lloyd's capital setting processes use a capital requirement set at Syndicate level as a starting point, the requirement to meet Solvency II and Lloyd's capital requirements apply at overall and member level only respectively, not at Syndicate level. Accordingly the capital requirement in respect of 3268 is not disclosed in these financial statements.

Lloyd's capital setting process

In order to meet Lloyd's requirements, each Syndicate is required to calculate its Solvency Capital Requirement (SCR) for the prospective underwriting year. This amount must be sufficient to cover a 1 in 200 year loss, reflecting uncertainty in the ultimate run-off of underwriting liabilities (SCR 'to ultimate'). The Syndicate must also calculate its SCR at the same confidence level but reflecting uncertainty over a one year time horizon (one year SCR) for Lloyd's to use in meeting Solvency II requirements. The SCRs of each Syndicate are subject to review by Lloyd's and approval by the Lloyd's Capital and Planning Group.

A Syndicate may be comprised of one or more underwriting members of Lloyd's. Each member is liable for its own share of underwriting liabilities on the Syndicate on which it participating but not other members' shares. Accordingly, the capital requirement that Lloyd's sets for each member operates on a similar basis. Each member's SCR shall thus be determined by the sum of the member's share of the Syndicate SCR 'to ultimate'. Where a member participates on more than one Syndicate, a credit for diversification is provided to reflect the spread of risk, but consistent with determining an SCR which reflects the capital requirement to cover a 1 in 200 year loss 'to ultimate' for that member. Over and above this, Lloyd's applies a capital uplift to the member's capital requirement, known as the Economic Capital Assessment (ECA). The purpose of this uplift, which is a Lloyd's not a Solvency II requirement, is to meet Lloyd's

Risk management continued

financial strength, licence and ratings objectives. The capital uplift applied for 2018 was 35% of the member's SCR 'to ultimate'.

Provision of capital by members

Each member may provide capital to meet its ECA either by assets held in trust by Lloyd's specifically for that member (funds at Lloyd's), held within and managed within a Syndicate (funds in Syndicate) or as the member's share of the members' balances on each Syndicate on which it participates. Accordingly, the ending members balances reported on the Statement of Financial Position on page 13, represent resources available to meet members' and Lloyd's capital requirements.

c) Insurance risk

The principal risk the Syndicate faces under insurance contracts is that the actual claims and benefit payments or the timing thereof, differ from expectations. This is influenced by the frequency of claims, severity of claims, actual benefits paid and subsequent development of long-term claims. Therefore, the objective of the Syndicate is to ensure that sufficient reserves are available to cover these liabilities.

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

Sub committees of the Syndicate board oversee the management of reserving risk. The use of standardised and internal modelling techniques, as well as benchmarking and the review of claims development are key in mitigating reserving risk.

The purpose of these underwriting, reinsurance and reserving strategies is to limit exposure to catastrophes or large losses based on the Syndicate's risk appetite as decided by the Syndicate board.

The Syndicate uses both its own and commercially available risk management software to assess catastrophe exposure. However, there is always a risk that the assumptions and techniques used in these models are unreliable or that claims arising from an un-modelled event are greater than those arising from a modelled event.

As a further guide to the level of catastrophe exposure written by the Syndicate, the following table shows hypothetical claims arising out of the Syndicates in-force exposure at 31 December 2018.

Risk management continued

| | Estimated Gross loss | Estimated Net loss |
|---|---------------------------------|-------------------------------|
| | £'000 | £'000 |
| Cyber – Major Data Security Breach | 250 | 250 |
| AEP Loss 30 Year Return Period – Whole world | 89,647 | 30,837 |
| Terrorism – One World Trade Centre | 758 | 758 |
| Terrorism – Rockefeller Centre | 758 | 758 |
| Alternative RDS A | 67,325 | 15,152 |
| Alternative RDS B | 72,213 | 15,152 |
| Aviation Collision | 2,500 | 375 |
| Liability – Internal Scenario 1 | 568 | 152 |
| AEP Loss 30 Year Return Period – US WS (Incl GM WS) | 65,407 | 15,785 |
| AEP Loss 30 Year Return Period – UC EQ | 27,814 | 9,014 |

Key assumptions

The principal assumption underlying the liability estimates is that the future claims development will follow a similar pattern to past claims development experience. This includes assumptions in respect of average claim costs, claim handling costs, claim inflation factors and claim numbers for each underwriting year. Additional qualitative judgements are used to assess the extent to which past trends may not apply in the future, for example: once-off occurrence; changes in market factors such as public attitude to claiming; economic conditions; as well as internal factors such as portfolio mix, policy conditions and claims handling procedures. Judgement is further used to assess the extent to which external factors such as judicial decisions and government legislation affect the estimates.

Other key circumstances affecting the reliability of assumptions include variation in interest rates, delays in settlement and changes in foreign currency rates.

Sensitivities

The claim liabilities are sensitive to the key assumptions that follow. It has not been possible to quantify the sensitivity of certain assumptions, such as legislative changes, uncertainty in the estimation process or reliability of the reserving information provided.

The following analysis is performed for reasonably possible movements in key assumptions with all other assumptions held constant, showing the impact on net liabilities, profit and members' balances. The correlation of assumptions will have a significant effect in determining the ultimate claims liabilities, but to demonstrate the impact due to changes in assumptions, assumptions had to be changed on an individual basis. It should be noted that movements in these assumptions are non-linear.

Risk management continued

| | 2018 |
|--|--------------|
| Gross | £'000 |
| Five percent increase in claim liabilities | (2,241) |
| Five percent decrease in claim liabilities | 2,241 |
| Net | |
| Five percent increase in claim liabilities | (1,649) |
| Five percent decrease in claim liabilities | 1,649 |

Concentration risk

The Syndicate writes worldwide property insurance and reinsurance through the UK Lloyds platform.

Claims development table

The tables below show the Syndicate's cumulative incurred claims development, including both claims notified and IBNR for each underwriting year, together with the cumulative payments to date on a gross and net of reinsurance basis at the balance sheet date.

The Syndicate has elected to translate estimated claims and claims payments at a consistent rate of exchange as determined by the balance sheet date.

| Underwriting year | 2018 |
|--|----------------------|
| | £'000 |
| Estimate of cumulative gross claims incurred: | |
| At end of first underwriting year | 50,485 |
| Less cumulative gross paid | <u>(5,656)</u> |
| Total gross outstanding claims | <u>44,829</u> |
| | |
| Underwriting year | 2018 |
| | £'000 |
| Estimate of cumulative net claims incurred: | |
| At end of first underwriting year | 38,628 |
| Less cumulative net paid | <u>(5,656)</u> |
| Total net outstanding claims | <u>32,972</u> |

Risk management continued

| Underwriting year | 2018 |
|---|----------------------|
| | £'000 |
| Estimate of cumulative net claims incurred: | |
| At end of first underwriting year | 38,628 |
| One year later | - |
| Two years later | - |
| Three years later | - |
| Four years later | - |
| Five years later | - |
| Less cumulative net paid | (5,656) |
| Liability for net outstanding claims (prior years) | - |
| Total net outstanding claims (all years) | <u>32,972</u> |
| | |
| Underwriting year | 2018 |
| | £'000 |
| Estimate of cumulative gross claims incurred: | |
| At end of first underwriting year | 50,485 |
| One year later | - |
| Two years later | - |
| Three years later | - |
| Four years later | - |
| Five years later | - |
| Less cumulative gross paid | (5,656) |
| Liability for gross outstanding claims (prior years) | - |
| Total gross outstanding claims (all years) | <u>44,829</u> |

Risk management continued

The uncertainty associated with the ultimate claims experience of an underwriting year is greatest when the underwriting year is at an early stage of development and the margin for future experience potentially being more adverse than assumed is at its highest. As claims develop, and the ultimate cost of the claims becomes more certain, the relative level of margin should decrease. Due to the uncertainty inherent in the claims estimation process, initial reserves may not always be in a surplus. This is particularly so for large catastrophe claims where uncertainty is initially great.

d) Financial risk

The focus of financial risk management for the Syndicate is ensuring that the proceeds from its financial assets are sufficient to fund the obligations arising from its insurance contracts. The goal of the investment management process is to optimise the risk-adjusted investment income and risk-adjusted total return by investing in a diversified portfolio of securities, whilst ensuring that the assets and liabilities are managed on a cash flow and duration basis.

e) Credit risk

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

The following policies and procedures are in place to mitigate the exposure to credit risk:

- Investment guidelines are established setting out the quality of investments to be included within the Syndicates portfolio. The policy is monitored by the Syndicate Board, however is yet to be implemented given that the Syndicate has not yet owned any investments to date.
- Reinsurance is placed with counterparties that have a good credit rating and concentration of risk is avoided by following policy guidelines in respect of counterparties' limits. If the counterparty is downgraded or does not have a good credit rating, then collateral is sought to mitigate any risk. This is monitored by the Syndicate Board, however was not implemented for the 2018 YOA given that there was no reinsurance programme in place.

The tables below show the maximum exposure to credit risk (including an analysis of financial assets exposed to credit risk) for the components of the statement of financial position. The maximum exposure is shown gross, before the effect of mitigation through collateral agreements and the use of credit derivatives.

Risk management continued

| 2018 | £'000 | | | Total |
|--|------------------------------|----------|----------|--------|
| | Neither past due or impaired | Past due | Impaired | |
| Shares and other variable yield securities | 18,896 | - | - | 18,896 |
| Debt Securities | - | - | - | - |
| Overseas Deposits | 347 | - | - | 347 |
| Reinsurers share of claims outstanding | 11,857 | - | - | 11,857 |
| Debtors arising out of direct insurance operations | 17,625 | - | - | 17,625 |
| Reinsurance Debtors | 12,333 | - | - | 12,333 |
| Other debtors | 14,235 | - | - | 14,235 |
| Cash at bank in hand | 3,458 | - | - | 3,458 |
| Total | 78,751 | - | - | 78,751 |

The table below provides information regarding the credit risk exposure of the Syndicate at 31 December 2018 by classifying assets according to independent credit ratings of the counterparties. AAA is the highest possible rating. Debtors, other than amounts due from reinsurers, have been excluded from the table as these are not rated.

| 2018 | £'000 | | | | | | Total |
|--|-------|--------|--------|-----|-------------|-----------|--------|
| | AAA | AA | A | BBB | BBB or less | Not Rated | |
| Shares and other variable yield securities | | 18,896 | | | | | 18,896 |
| Debt Securities | | | | | | | |
| Overseas Deposits | 224 | 43 | 37 | 22 | 17 | 4 | 347 |
| Reinsurers share of claims outstanding | | 8,961 | | | | 2,896 | 11,857 |
| Reinsurance Debtors | | | | | | | |
| Cash at bank in hand | | 3,458 | | | | | 3,458 |
| Total | 224 | 43 | 31,352 | 22 | 17 | 2,900 | 34,558 |

Maximum credit exposure

It is the Syndicate's policy to maintain accurate and consistent risk ratings across its credit portfolio. This enables management to focus on the applicable risks and the comparison of credit exposures across all lines of business.

During the year, no credit exposure limits were exceeded.

Risk management continued

1) Liquidity risk

Liquidity risk is the risk that the Syndicate may not have enough cash to pay insurance claims and other liabilities. The Syndicate tries to reduce this risk by reviewing its expected cash obligations on a quarterly basis and keeping adequate cash on deposit to meet those obligations.

The table below summarises the maturity profile of the Syndicate's financial liabilities based on remaining undiscounted contractual obligations, including interest payable and outstanding claim liabilities based on the estimated timing of claim payments resulting from recognised insurance liabilities. Repayments which are subject to notice are treated as if notice were to be given immediately.

| 2018 | £'000 | | | | | Total |
|--|--------------------|---------------|---------------|--------------|-------------------|---------------|
| | No stated maturity | 0-1 Year | 1-3 Years | 3-5 Years | More than 5 years | |
| Claims outstanding | - | 22,280 | 17,186 | 3,685 | 1,678 | 44,829 |
| Creditors arising out of direct and reinsurance operations | - | 6,981 | - | - | - | 6,981 |
| Total | - | 29,261 | 17,186 | 3,685 | 1,678 | 51,810 |

2) Market risk

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

The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimising the return on risk.

3) Currency risk

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

The Syndicate's functional currency is US Dollar and its exposure to foreign exchange risk arises primarily with respect to transactions in Sterling, Euro and Canadian dollars. The Syndicate seeks to mitigate the risk by matching the estimated foreign currency denominated liabilities with assets denominated in the same currency.

The table below summarises the exposure of the financial assets and liabilities to foreign currency exchange risk at the reporting date, as follows:

Risk management continued

| 2018 | £'000 | | | | Total |
|-------------------|----------|---------|---------|----------|----------|
| | GBP | EUR | CAD | USD | |
| Total Assets | 8,970 | 5,932 | 3,118 | 60,731 | 78,751 |
| Total Liabilities | (13,716) | (4,613) | (4,057) | (74,746) | (97,132) |
| Net Assets | (4,746) | 1,319 | (939) | (14,015) | (18,381) |

Sensitivity to changes

The table below gives an indication of the impact on profit of a percentage change in the relative strength of the Sterling against the value of US Dollar and all other currencies simultaneously. The analysis is based on the information as at 31st December 2018.

| | Impact on profit and member's balance |
|------------------------------|---------------------------------------|
| | 2018 £'000 |
| Sterling weakens | |
| 10% against other currencies | (1,363) |
| 20% against other currencies | (2,727) |
| Sterling strengthens | |
| 10% against other currencies | 1,363 |
| 20% against other currencies | 2,727 |

4) Interest rate risk

Interest rate risk is the risk that the value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. Floating rate instruments expose the Syndicate to cash flow interest risk, whereas fixed rate instruments expose the Syndicate to fair value interest risk.

The Syndicate has no significant concentration of interest rate risk.

Insurance liabilities are not discounted and therefore not exposed to interest rate risk.

19. Post balance sheet events

There are no post balance sheet events to disclose.