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**W/R/B**

UNDERWRITING

| a Berkley Company



# **W. R. Berkley Syndicate 1967 Annual Report and Financial Statements**

**For the year ended 31 December 2018**



## MANAGING AGENT'S CORPORATE INFORMATION

### DIRECTORS AND ADMINISTRATION

#### Managing Agent

W. R. Berkley Syndicate Management Limited

#### DIRECTORS

Eugene Ballard <sup>3</sup>

William Robert Berkley – Chairman <sup>1</sup>

William Robert Berkley Jr <sup>1</sup>

Alastair Blades

James Bronner

Robert Chase <sup>2</sup>

Edward Creasy <sup>2</sup>

Jacqui Hedges

Ira Lederman

Andrew Mitchell

Michael Smith <sup>2</sup>

Steven Taylor

Robert Vetch <sup>4</sup>

Heather McKinlay <sup>5</sup>

<sup>1</sup> Directors of ultimate parent company W. R. Berkley Corporation

<sup>2</sup> Independent non-Executive Director

<sup>3</sup> Resigned 15 March 2018

<sup>4</sup> Resigned 3 September 2018

<sup>5</sup> Appointed 20 September 2018

#### Company Secretary

Clyde & Co Secretaries Limited

#### Managing Agent's registered office

14<sup>th</sup> floor, 52 Lime Street  
London, EC3M 7AF

#### Managing Agent's registered number

07712472

#### Active underwriter

Miriam Goddard

#### Bankers

Citibank NA

RBC Dexia

#### Investment manager

Berkley Dean & Company, Inc.

#### Registered auditor

KPMG LLP

#### Reporting actuary

Ernst & Young LLP

#### Directors' interests

None of the Directors of the Managing Agent have any participation in the Syndicate's premium income capacity.

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## HIGHLIGHTS

Financial year	2018	2017	2016	2015	2014	2013	2012
Gross premium written (\$m)	254.5	222.4	229.4	213.2	246.7	211.8	183.9
Net premium written (\$m)	162.5	129.6	180.9	181.4	207.9	182.4	155.8
Net premium earned (\$m)	155.7	138.1	175.5	192.1	188.8	171.9	141.5
Net claims ratio (%)	66.5	98.0	71.9	56.0	53.4	54.8	60.6
Acquisition expense ratio (%)	21.9	29.7	28.2	25.6	27.1	24.5	28.0
Admin expense ratio (%)	21.9	23.2	17.5	14.2	13.3	14.1	14.8
<b>Net combined ratio (%)</b>	<b>110.3</b>	<b>150.9</b>	<b>117.6</b>	<b>95.8</b>	<b>93.8</b>	<b>93.4</b>	<b>103.4</b>
Cash and investments (\$m)	112.9	105.6	132.1	141.6	144.1	105.9	90.0
<b>(Loss)/ profit for financial year (\$m)</b>	<b>(16.4)</b>	<b>(69.8)</b>	<b>(26.6)</b>	<b>8.9</b>	<b>10.9</b>	<b>10.6</b>	<b>(2.8)</b>

Net expense ratio and net combined ratio excludes profit / (loss) on foreign exchange.



Pure underwriting year	2017 F'cast	2016 Actual	2015 Actual	2014 Actual	2013 Actual	2012 Actual
Lloyd's stamp capacity (\$m)	304.4	278.0	277.0	304.6	234.5	190.2
Stamp gross premium written (\$m)	242.3	239.9	197.9	211.4	163.5	173.5
<b>(Loss)/ profit for underwriting year (\$m)</b>	<b>(56.7)</b>	<b>(35.6)</b>	<b>1.9</b>	<b>(2.6)</b>	<b>2.2</b>	<b>17.0</b>
<b>Return on capacity (%)</b>	<b>(18.6)</b>	<b>(12.8)</b>	<b>0.7</b>	<b>(0.9)</b>	<b>0.9</b>	<b>8.9</b>

**ACTIVE UNDERWRITERS REPORT**

W. R. Berkley Syndicate 1967 ("the Syndicate") underwrites a diversified portfolio of risks, both Short Tail and Long Tail.

Short Tail business includes Property, Crisis Management, Engineering & Construction and Asset Protection classes. Long Tail business includes the Specialty Casualty classes of Professional Indemnity, Directors & Officers and Medical Malpractice, and also comprises the affiliate Berkley lines of business and the Lloyd's China business.

Business is mainly written directly to the Lloyd's platform through London Market intermediaries. However, the Syndicate also makes use of its service company, W. R. Berkley UK Limited, to underwrite certain business and to facilitate its network of affiliated Berkley businesses acting as approved coverholders.

The Syndicate has taken action to cease underwriting in non-performing classes where it did not believe that a sustainable cross cycle return was achievable. In July 2018, the Syndicate exited from the Aviation class of business, and in 2017 the Syndicate exited the Marine class of business. Both classes are now in run-off.

The Lloyd's stamp capacity for 2018 was unchanged at £225.0 million, or US\$286.6 million (2017: £225.0 million, or US\$304.4m). Capacity for the 2019 underwriting year remains unchanged at £225.0 million, or US\$286.6 million.

**UNDERWRITING RESULTS****Calendar year result**

The 2018 calendar year GAAP result is a loss of US\$16.4m (2017: US\$69.8m) and a combined ratio of 110.3% (2017: 150.9%). The result is impacted by the natural catastrophe events in the third and fourth quarter.

The result for each individual underwriting year is included below.

**Closed years**

There were losses from our closed years (2009-2015), and these years produced a deficit of US\$5.4 million which contributed to both the calendar year result and the closing 2016 year result.

**2016 Year**

This year will close in the first half of 2019 at a loss of \$35.6 million (£26.6 million). The loss was partly driven by Hurricanes Harvey, Irma and Maria with net claims of \$9.2 million.

**2017 Year**

The 2017 underwriting year was significantly affected by Hurricanes Harvey, Irma and Maria, as well as the two Mexican earthquakes and the California wildfires. As a result, this year has a cumulative loss of \$50.3 million (£39.1 million) of which \$32.1 million relates to Hurricanes Harvey, Irma and Maria. Our forecast result is \$56.7 million (£41.9 million).

**2018 Year**

Throughout 2018 we started to see improvements in rates and conditions across certain classes of business. Rates improved in Property, Engineering & Construction and some of the Berkley classes of business. Slightly offset by Specialty Casualty, Crisis Management, Accident & Health and Asset Protection classes which were flat or negative.

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**ACTIVE UNDERWRITERS REPORT (CONT.)****OUTLOOK**

Following further catastrophe activity in 2018 the Syndicate has seen positive signs of a return to market discipline and rate improvements across key lines of business. We have seen competitors withdraw from certain of our classes, which is already having an impact on rates in these classes. We expect this to continue to effect change through 2019 and the Syndicate is acutely focussed on the delivery of a strong performance in 2019.

The Syndicate believes that by being a part of W. R. Berkley Corporation ("WRBC") it has the ability to attract top-quartile talent and the investments made to date put the Syndicate in a position to benefit from future market improvement.

We would like to thank Scott Campbell, who resigned as Director of Underwriting earlier this year, for his commitment and diligence over the past ten years.

**M. GODDARD**

DIRECTOR OF UNDERWRITING

20 MARCH 2019

**REPORT OF THE DIRECTORS OF THE MANAGING AGENT**

The directors of W. R. Berkley Syndicate Management Limited (“WRBSML” or “the Managing Agent”) present their report in respect of the Syndicate 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 and applicable United Kingdom Accounting Standards, including Financial Reporting Standard 102: The Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland (‘FRS102’) and Financial Reporting Standard 103: Insurance Contracts (‘FRS103’).

**RESULTS**

The result for the year ended 31 December 2018 is a loss of \$16.4 million (2017: loss of \$69.8 million).

**PRINCIPAL ACTIVITIES**

The principal activity of the Syndicate is the transaction of general insurance and reinsurance business in the Lloyd’s market, in accordance with the risk appetite agreed by the Board of Directors of the Managing Agent (“the Board”).

The Syndicate specialises in its chosen classes of Property, Crisis Management (which comprises of: Political Risk, Political Violence, Accident and Health and Contingency), Engineering and Construction, Asset Protection and Specialty Casualty (which comprises of: Professional Indemnity, Directors and Officers and Medical Malpractice). The Syndicate also provides an international underwriting platform for member companies of WRBC and writes a limited level of treaty and facultative reinsurance through Lloyd’s China.



**REPORT OF THE DIRECTORS OF THE MANAGING AGENT (CONT.)**
**BUSINESS REVIEW AND KEY PERFORMANCE INDICATORS**

The table below sets out our key performance indicators. Gross premium written increased by 14.4%, largely as a result of an increase across Short Tail classes of 20.2%. This was partly offset by decreases from classes now in run-off; Aviation and Marine. Net claims ratio was significantly improved, compared to previous years, impacted by a significant reduction in cat losses. The net expense ratio of 43.8% has improved over the past few years driven by a reduction in operating expenses and commissions.

	2018 \$'000	2017 \$'000	2016 \$'000
Gross premium written	254,500	222,360	229,447
Loss for the financial year	(16,440)	(69,836)	(26,649)
Net Claims ratio	66.5%	98.0%	71.9%
Net Expense ratio	43.8%	52.9%	45.7%
<b>Net Combined ratio</b>	<b>110.3%</b>	<b>150.9%</b>	<b>117.6%</b>

The following table further details the gross premium written by class of business.

	2018 \$'000	2017 \$'000	2016 \$'000
<b>Gross premium written</b>			
Property	87,108	56,227	56,634
Crisis management	25,277	26,851	23,345
Consortia	653	666	1,050
Engineering + Construction	24,213	20,524	17,161
Accident + Health	8,685	16,939	16,778
Asset Protection	14,058	11,855	15,262
<b>Short Tail</b>	<b>159,994</b>	<b>133,062</b>	<b>130,230</b>
Specialty Casualty	38,551	25,144	26,039
Reinsurance China	7,167	2,942	4,394
W. R. Berkley Business	40,466	28,229	18,728
<b>Long Tail</b>	<b>86,184</b>	<b>56,315</b>	<b>49,161</b>
Run-off (Aviaion & Marine)	8,322	32,983	50,056
<b>Total</b>	<b>254,500</b>	<b>222,360</b>	<b>229,447</b>

The Active Underwriter's report, on page 2 also provides a review of business for the year.

Total investment return after expenses and unrealised gains /losses was \$1.8 million (2017: \$1.2 million).

Return is also monitored against industry 1 – 3 year benchmarks and the portfolios have performed in line with these benchmarks.

**REPORT OF THE DIRECTORS OF THE MANAGING AGENT (CONT.)****PRINCIPAL RISKS AND UNCERTAINTIES**

The Board sets risk appetite annually as part of the Syndicate's business planning and capital planning processes. The Board has established a Risk & Capital Committee ("RCC") and a Risk Management function to oversee the continuous monitoring against risk appetite using a variety of measures, models and risk indicators. Note 4 to the Financial Statements – Risk and Capital Management provides a further explanation of how these risks are addressed.

The principal risks and uncertainties facing the Syndicate are as follows:

**Insurance risk**

Insurance risk includes the risk that policies underwritten by the Syndicate are systemically written for too little premium or provide inappropriate cover (premium risk), that the frequency or severity of insured events will be higher than modelled and anticipated (catastrophe & claims risk) or that estimates of claims subsequently prove to be insufficient (reserving risk); and/or that reinsurance purchased to provide protection against unexpected and severe losses fails to operate in the manner assumed. The Board manages insurance risk by agreeing its risk appetite annually through the business planning exercise which involves setting out target volumes of premium income, pricing, line sizes, aggregate exposures and retentions by class of business. The Board is provided with data from the Syndicate's internal model to anticipate potential results at different return periods and uses a catastrophe modelling system to separately model potential losses from catastrophe-exposed business. Performance against business plan is measured and monitored monthly through the year using established metrics and management information. Reserve adequacy is monitored through quarterly review by the Actuarial Reserve Committee. Reserves are also reviewed by an external actuary, who is responsible for provision of the Statement of Actuarial Opinion.

**Credit risk**

The Syndicate is exposed to a variety of types of credit risk, the most material of which is the risk of default by one or more of the Syndicate's reinsurers. The Board's policy is in line with WRBC corporate policy; to purchase reinsurance only from highly rated counterparties and this is overseen directly by the Board. The Syndicate uses its capital model to estimate the likely impact of any default by its reinsurers and overall exposures to individual reinsurers are monitored quarterly through the year.

The Board monitors adherence to the Investment Policy and any credit risk associated with it. In line with the investment philosophy of WRBC, the Syndicate has a relatively low appetite for investment risk and invests mostly in high quality investment instruments with sound credit ratings.

The Syndicate is also exposed to intermediary counterparty risk, whereby such counterparties fail to pass on premiums or claims collected or paid on behalf of the Syndicate. An approval system for the acceptance of new counterparties includes a credit reference and compliance check, with final approval, where required, at the Executive Management Committee ("EMC"). The EMC and Underwriting Committee ("UC") also review aged debtor reports on a monthly basis.

**Market risk**

The Syndicate is exposed to market risk within its investment portfolio. The Syndicate is also exposed to foreign exchange movements which affect the matching of its assets and liabilities. To mitigate this risk the main assets are maintained in the core currencies in which the Syndicate transacts and settles business.

**REPORT OF THE DIRECTORS OF THE MANAGING AGENT (CONT.)****Liquidity risk**

This is the risk that the Syndicate fails to have sufficient liquid financial resources to meet its liabilities as they fall due. To mitigate this risk the EMC monitors cashflow regularly. Furthermore investments are of a relatively short duration and the Syndicate has a liquidity facility in place with WRBC in the event of a shock loss. As such the Syndicate does not consider there to be a material liquidity risk.

**Operational risk**

This is the risk that errors caused by people, processes, systems, data and outsourcing and the risk of failure to comply with regulatory and compliance matters, result in loss to the Syndicate. The Syndicate records all operational risks and their associated controls within a risk register and these risks are assessed regularly by the Risk Management function. In addition the Syndicate maintains documented processes and controls within business functions which ensure risks are appropriately managed. The Syndicate has established and tested disaster recovery procedures and an overall Business Continuity Plan for all its operations. Operational risk does not have a direct impact on the financial statement risk.

**Group Risk**

This is the risk derived from being part of the wider WRBC Group in addition to being part of the Lloyd's market. WRBC Group provides asset management, systems support and maintenance and capital support amongst other items.

The Syndicate derives significant benefits from being part of the WRBC Group and the Lloyd's Market. Group risk is managed at the executive level through building strong relationships, reputation and mutually aligned strategic, social, ethical and regulatory objectives.

**Regulatory risk**

This is the risk associated with the failure to comply with current and future requirements of the Financial Conduct Authority, the Prudential Regulation Authority, the Council of Lloyd's and various overseas authorities. The Assurance function of the Managing Agent ensures policies, controls and objectives are kept consistent with current and developing requirements.

There is ongoing risk due to the changing Regulatory and Legislative Landscape – the changes being driven by the recent introduction of the General Data Protection Regulation ("GDPR") in terms of how insurers store, manage and process personal data; and some continuing uncertainty on Brexit around the servicing of existing EEA contracts of insurance post the UK's withdrawal from the EU. Additionally there is some regulatory risk around the introduction of the Senior Managers & Certification Regime in December 2018. In terms of Brexit the Syndicate has secured market access through the use of the Lloyd's Brussels platform for the majority of its EEA business and Brexit is therefore not considered a material risk.

The Syndicate has projects/initiatives in progress and in respect of each of these regulatory initiatives at the time of preparing this Report.

**REPORT OF THE DIRECTORS OF THE MANAGING AGENT (CONT.)****FUTURE DEVELOPMENTS**

The capacity for the 2019 year of account is unchanged at £225.0 million (\$286.6 million), compared with the 2018 year of account of £225.0 million (\$286.6 million).

**POLITICAL AND CHARITABLE DONATIONS**

The Syndicate made no charitable donations during the year (2017: £nil). There were no political donations made this year nor in the previous year.

**DIRECTORS SERVING IN THE YEAR**

The directors of the Managing Agent, who served during the year, were as follows:

Eugene Ballard <sup>3</sup>

Jacqui Hedges

William Robert Berkley – Chairman <sup>1</sup>

Ira Lederman

William Robert Berkley Jr <sup>1</sup>

Andrew Mitchell

Alastair Blades

Michael Smith <sup>2</sup>

James Bronner

Steven Taylor

Robert Chase <sup>2</sup>

Robert Vetch <sup>4</sup>

Edward Creasy <sup>2</sup>

Heather McKinlay <sup>5</sup>

<sup>1</sup> Directors of ultimate parent company W. R. Berkley Corporation

<sup>2</sup> Independent non-Executive Director

<sup>3</sup> Resigned 15 March 2018

<sup>4</sup> Resigned 3 September 2018

<sup>5</sup> Appointed 20 September 2018

**DISCLOSURE OF INFORMATION TO THE AUDITOR**

The directors of the Managing Agent who held office at the date of approval of this Managing Agent's report confirm that, so far as they are each aware, there is no relevant audit information of which the Syndicate's auditors are unaware and each director has taken all the steps that they ought to have taken as a director to make themselves aware of any relevant audit information and to establish that the Syndicate's auditors are aware of that information.

**W/R/B**

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**REPORT OF THE DIRECTORS OF THE MANAGING AGENT (CONT.)****AUDITOR**

Pursuant to Section 14 (2) of Schedule 1 of the Insurance Accounts Directive (Lloyd's Syndicate and Aggregate Accounts) Regulations 2008, the auditor will be deemed to be reappointed and KPMG LLP will therefore continue in office.

On behalf of the Board

**A. BLADES**

DIRECTOR

20 MARCH 2019

**STATEMENT OF MANAGING AGENT'S DIRECTORS' RESPONSIBILITIES**

The directors of the managing agent are responsible for preparing the Syndicate annual accounts in accordance with applicable law and regulations.

The Insurance Accounts Directive (Lloyds's Syndicate and Aggregate Accounts) Regulations 2008 requires the directors of the managing agent to prepare their Syndicates annual accounts for each financial year. Under that law they have elected to prepare the annual accounts in accordance with UK Accounting Standards and applicable law (UK Generally Accepted Accounting Practice), including FRS 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland*.

Under Insurance Accounts Directive (Lloyds's Syndicate and Aggregate Accounts) Regulations 2008 the directors of the managing agent must not approve the annual accounts unless they are satisfied that they give a true and fair view of the state of affairs of the Syndicate and of the profit or loss of the Syndicate for that period. In preparing these financial statements, the directors of the managing agent are required to:

- Select suitable accounting policies and then apply them consistently;
- Make judgements and estimates that are reasonable and prudent;
- State whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the annual accounts; and
- Assess the syndicate's ability to continue as a going concern, disclosing, as applicable, matters related to going concern; and
- Use the going concern basis of accounting unless they either intend to cease trading, or have no realistic alternative but to do so.

The directors of the managing agent are responsible for keeping adequate accounting records that are sufficient to show and explain the Syndicate's transactions and disclose with reasonable accuracy at any time the financial position of the Syndicate and enable them to ensure that the financial statements comply with the Insurance Accounts Directive (Lloyds's Syndicate and Aggregate Accounts) Regulations 2008. They are responsible for such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error, and have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the company and to prevent and detect fraud and other irregularities.

The directors of the managing agent are responsible for the maintenance and integrity of the Syndicate and financial information included on the Syndicate's website. Legislation in the UK governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

On behalf of the board

**A. BLADES**

DIRECTOR

20 MARCH 2019

**OPINION**

We have audited the financial statements of Syndicate 1967 for the year ended 31 December 2018 which comprise the Statement of Profit or Loss: Technical account – General business, Statement of Profit or Loss: non-technical account, Balance Sheet, Statement of Changes in Members' Balances, Statement of Cash Flows, and related notes, including the accounting policies in note 3.

In our opinion the financial statements:

- give a true and fair view of the state of the syndicate's affairs as at 31 December 2018 and of its loss for the year then ended;
- have been properly prepared in accordance with UK accounting standards, including FRS 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland; 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 are described below. We have fulfilled our ethical responsibilities under, and are independent of the syndicate in accordance with, UK ethical requirements including the Financial Reporting Council ("FRC") Ethical Standard. We believe that the audit evidence we have obtained is a sufficient and appropriate basis for our opinion.

**GOING CONCERN**

The directors of the Managing Agent have prepared the Annual Return on the going concern basis as they do not intend to liquidate the syndicate or to cease its operations, and as they have concluded that the syndicate's financial position means that this is realistic. They have also concluded that there are no material uncertainties that could have cast significant doubt over its ability to continue as a going concern for at least a year from the date of approval of the financial statements ("the going concern period").

We are required to report to you if we have concluded that the use of the going concern basis of accounting is inappropriate or there is an undisclosed material uncertainty that may cast significant doubt over the use of that basis for a period of at least a year from the date of approval of the financial statements. In our evaluation of the directors' conclusions, we considered the inherent risks to the syndicate's business model, including the impact of Brexit, and analysed how those risks might affect the syndicate's financial resources or ability to continue operations over the going concern period. We have nothing to report in these respects.

However, as we cannot predict all future events or conditions and as subsequent events may result in outcomes that are inconsistent with judgements that were reasonable at the time they were made, the absence of reference to a material uncertainty in this auditor's report is not a guarantee that the syndicate will continue in operation.

## **REPORT OF THE DIRECTORS OF THE MANAGING AGENT**

The directors are responsible for the Report of the directors of the Managing Agent. Our opinion on the financial statements does not cover that report and we do not express an audit opinion or, except as explicitly stated below, any form of assurance conclusion thereon.

Our responsibility is to read the Report of the directors of the Managing Agent and, in doing so, consider whether, based on our financial statements audit work, the information therein is materially misstated or inconsistent with the financial statements or our audit knowledge. Based solely on that work we have not identified material misstatements in that report.

In our opinion the information given in the Report of the Directors of the Managing Agent is consistent with the financial statements.

### **Matters on which we are required to report by exception**

Under the Insurance Accounts Directive (Lloyd's Syndicate and Aggregate Accounts) Regulations 2008, we are required to report to you if, in our opinion:

- adequate accounting records have not been kept by the directors of the Managing Agent on behalf of the Syndicate; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

We have nothing to report in these respects.

### **Responsibilities of the directors of the Managing Agent**

As explained more fully in their statement set out on page 10, the directors of the Managing Agent are responsible for: the preparation of the financial statements and for being satisfied that they give a true and fair view; such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error; assessing the syndicate's ability to continue as a going concern, disclosing, as applicable, matters related to going concern; and using the going concern basis of accounting unless they either intend to cease trading, or have no realistic alternative but to do so.

### **Auditor's responsibilities**

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 our opinion in an auditor's report. Reasonable assurance is a high level of assurance, but does not 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 aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial statements.

A fuller description of our responsibilities is provided on the FRC's website at [www.frc.org.uk/auditorsresponsibilities](http://www.frc.org.uk/auditorsresponsibilities).



## **INDEPENDENT AUDITOR'S REPORT TO THE MEMBER OF W. R. BERKLEY SYNDICATE 1967**

### **The purpose of our audit work and to whom we owe our responsibilities**

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 company and the syndicate's members, as a body, for our audit work, for this report, or for the opinions we have formed.

**Karen Orr (Senior Statutory Auditor)**  
**for and on behalf of KPMG LLP, Statutory Auditor**

Chartered Accountants  
15 Canada Square London,  
E14 5GL

20 MARCH 2019

**STATEMENT OF PROFIT AND LOSS ACCOUNT: TECHNICAL ACCOUNT - GENERAL BUSINESS FOR THE YEAR ENDED 31 DECEMBER 2018**

		2018		2017	
	Notes	\$'000	\$'000	\$'000	\$'000
<b>Earned premiums, net of reinsurance</b>					
Gross premium written	5	254,500		222,360	
Outwards reinsurance premium		(91,979)		(92,732)	
Net premium written			162,521		129,628
Change in the provision for unearned premiums					
Gross amount	17	(8,568)		(4,227)	
Reinsurers' share	17	1,765		12,738	
Change in the net provision for unearned premiums			(6,803)		8,511
<b>Earned premiums, net of reinsurance</b>			<b>155,718</b>		<b>138,139</b>
<b>Allocated investment return transferred from the non-technical account</b>					
			1,752		1,167
<b>Claims incurred, net of reinsurance</b>					
Claims paid					
Gross amount		(153,341)		(127,902)	
Reinsurers' share		35,929		17,327	
Net claims paid			(117,412)		(110,575)
Change in the provision for claims					
Gross amount	17	(16,299)		(75,418)	
Reinsurers' share	17	30,093		50,638	
Change in the net provision for claims			13,794		(24,780)
<b>Claims incurred, net of reinsurance</b>	6		(103,618)		(135,355)
<b>Net operating expenses</b>	7		(68,240)		(73,112)
Total technical charges			(171,858)		(208,467)
<b>Balance on the technical account - general business</b>			<b>(14,388)</b>		<b>(69,161)</b>

All the amounts above are in respect of continuing operations.  
 The notes on pages 20 to 46 form part of these financial statements.

**STATEMENT OF PROFIT AND LOSS ACCOUNT: NON-TECHNICAL ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2018**

	<i>Notes</i>	<b>2018 \$'000</b>	<b>2017 \$'000</b>
<b>Balance on the technical account – general business</b>		<b>(14,388)</b>	<b>(69,161)</b>
Investment income	10,11	2,137	2,221
Realised gains and losses on investments	10	(758)	(1,155)
Unrealised gains and losses on investments	10	478	209
Investment expenses and charges	10	(105)	(108)
Allocated investment return transferred to technical account - general business		(1,752)	(1,167)
Other income		(78)	-
Loss on foreign exchange		(1,974)	(675)
<b>Loss for the financial year</b>		<b>(16,440)</b>	<b>(69,836)</b>

All the amounts above are in respect of continuing operations.

There are no recognised gains and losses for the current period other than those included in the profit and loss account above and therefore no statement of other comprehensive income has been presented.

The notes on pages 20 to 46 form part of these financial statements.

**BALANCE SHEET AS AT 31 DECEMBER 2018**

		2018		2017	
Assets	Notes	\$'000	\$'000	\$'000	\$'000
Investments					
Financial investments	12,13		85,465		84,719
Reinsurers' share of technical provisions					
Provision for unearned premiums	17	36,154		35,239	
Claims outstanding	17	98,728		70,125	
			134,882		105,364
Debtors					
Debtors arising out of direct insurance operations	14	72,959		71,099	
Debtors arising out of reinsurance operations	15	13,460		17,014	
Other debtors		-		10,385	
			86,419		98,498
Other assets					
Cash at bank and in hand		7,577		6,205	
Overseas deposits	13	19,720		14,648	
			27,297		20,853
Prepayments and accrued income					
Accrued interest and rent		485		464	
Deferred acquisition costs		26,419		22,953	
Other prepayments and accrued income		5,229		2,985	
			32,133		26,402
Total assets			366,196		335,835

The notes on pages 20 to 46 form part of these financial statements.

**BALANCE SHEET AS AT 31 DECEMBER 2018 (CONT.)**

<b>Liabilities</b>	<b>Notes</b>	<b>2018</b>		<b>2017</b>	
		<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>
<b>Capital and reserves</b>					
Member's balances			(76,708)		(80,972)
<b>Technical provisions</b>					
Provision for unearned premiums	17	126,662		120,530	
Claims outstanding	17	258,153		246,086	
			384,815		366,616
<b>Creditors</b>					
Creditors arising out of direct insurance operations	20	1,684		1,408	
Creditors arising out of reinsurance operations – due within one year	21	41,676		39,232	
Other creditors		7,648		9,222	
			51,008		49,862
<b>Accruals and deferred income</b>			7,081		328
<b>Total liabilities, capital and reserves</b>			<b>366,196</b>		<b>335,835</b>

The financial statements on pages 14 to 46 were approved on 20 March 2019 and were signed on behalf of the Board of W. R. Berkley Syndicate Management Limited by:

**A. BLADES**

DIRECTOR

**H. MCKINLAY**

DIRECTOR

The notes on pages 20 to 46 form part of these financial statements.

## STATEMENT OF CHANGES IN MEMBER'S BALANCES FOR YEAR ENDED 31 DECEMBER 2018

	2018 \$'000	2017 \$'000
Member's balances brought forward	(80,972)	(13,691)
(Loss) for the financial year	(16,440)	(69,836)
Cash call / (Distribution)	20,704	2,555
<b>Member's balances carried forward at 31 December</b>	<b>(76,708)</b>	<b>(80,972)</b>

Members participate in the Syndicate by reference to years of account and their ultimate results. Assets and liabilities are assessed with reference to policies incepting in that year of account in respect of their membership of a particular year.

The notes on pages 20 to 46 form part of these financial statements.

**STATEMENT OF CASH FLOW FOR THE YEAR ENDED 31 DECEMBER 2018**

	2018	2017
	\$'000	\$'000
(Loss) for the financial year	(16,440)	(69,836)
Increase in technical provisions	18,200	89,070
Increase in reinsurers' share of technical provisions	(29,518)	(65,558)
Decrease / (Increase) in debtors	6,346	(2,654)
Increase in creditors	7,901	14,577
Investment return	(1,752)	(1,167)
Realised/ Unrealised foreign exchange losses	214	(2,544)
<b>Net cash flow from operating activities</b>	<b>(15,049)</b>	<b>(38,112)</b>
<b>Cash flows from investing activities</b>		
Purchase of equity and debt instruments	(62,848)	(67,025)
Sale of equity and debt instruments	63,880	91,273
Purchase of shares and other variable yield securities	(9,894)	-
Investment income received	1,274	957
Realised / unrealised foreign exchange gains / (losses)	2,826	9,160
Unrealised gains / (losses)	479	209
<b>Cash flows from financing activities</b>	<b>(4,283)</b>	<b>34,574</b>
Cash call	20,704	2,555
<b>Net increase /(decrease) in cash and cash equivalents</b>	<b>1,372</b>	<b>(983)</b>
Cash and cash equivalents at the beginning of the year	6,205	7,188
Cash at bank and in hand	7,577	6,205
<b>Cash and cash equivalents at 31 December</b>	<b>7,577</b>	<b>6,205</b>

The notes on pages 20 to 46 form part of these financial statements.

## NOTES TO THE FINANCIAL STATEMENTS

### 1. BASIS OF PREPARATION

Syndicate 1967 ('The Syndicate') underwrites insurance business in the London Market. It is managed by W.R Berkley Syndicate Management Limited ('The Managing Agent'). The address of the Syndicate's Managing Agent is 14<sup>th</sup> floor, 52 Lime Street, London, EC3M 7AF.

The financial statements have been prepared in accordance with the Insurance Accounts Directive (Lloyd's Syndicate and Aggregate Accounts) Regulations 2008 and applicable Accounting Standards in the United Kingdom and the Republic of Ireland, including Financial Reporting Standard 102 (FRS 102). FRS 102 requires the application of Financial Reporting Standard 103 (FRS 103) in relation to insurance contracts.

The financial statements have been prepared on the historical cost basis, except for financial assets at fair value through profit or loss that are measured at fair value.

The financial statements are presented in US Dollars ('USD'), which is the Syndicate's functional currency. All amounts have been rounded to the nearest thousand, unless otherwise indicated.

### 2. USE OF JUDGEMENTS AND 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.

Actual results may differ from these estimates. Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to estimates are recognised prospectively.

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 financial statements.

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 amount included in respect of IBNR is based on statistical techniques of estimation applied by the Managing Agent's in house actuaries and reviewed by external consulting actuaries. These techniques generally involve projecting from past experience the development of claims over time in view of the likely ultimate claims to be experienced and for more recent underwriting, having regard to variations in business accepted and the underlying terms and conditions. The provision for claims also includes amounts in respect of internal and external claims handling costs. For the most recent years, where a high degree of volatility arises from projections, estimates may be based in part on output from rating and other models of business accepted and assessments of underwriting conditions.

Further information about the risk that the provision for claims outstanding could be materially different from the ultimate cost of claims settlement is included in the sensitivity analysis note 4.



## NOTES TO THE FINANCIAL STATEMENTS (CONT.)

### 3. 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 annual accounts.

#### Premium written

Gross premium written comprises premiums on contracts incepted during the year. Premiums are shown gross of brokerage payable and exclude taxes and duties levied on them. Premiums include estimates for pipeline premiums, representing amounts due to the Syndicate but not yet received or notified.

Outwards reinsurance premiums are accounted for in the period in which they incept.

#### Unearned Premium

The provision for unearned premiums comprises the proportion of premiums written which is estimated to be earned in the following or subsequent financial period. It is computed separately for each insurance contract using a daily pro rata method.

Written premium is earned according to the risk profile of the policy which is calculated on the basis of established earnings patterns or time apportionment as appropriate.

#### Acquisition costs

Acquisition costs include direct costs such as brokerage and commission and indirect costs such as administrative expenses connected with the processing of proposals and the issuing of policies. Costs incurred in acquiring general insurance contracts are deferred, whereby the deferred acquisition cost asset represents the proportion of acquisition cost which corresponds to the proportion of gross premiums written that is unearned at the balance sheet date.

#### Claims provisions and related recoveries

Claims incurred comprise the estimated cost of all claims occurring during the year, whether reported or not, including related direct and indirect claims handling costs and adjustments to claims outstanding from previous periods.

The provision for claims outstanding is an aggregate of estimates made on an individual case basis and the estimated ultimate cost of these case reserves not settled as at the balance sheet date, together with a provision for related claims handling costs. The provision also includes the estimated cost of IBNR at the balance sheet date. This is calculated through statistical methods. These methods generally involve projecting from past experience the development of claims over time to form a view of the likely ultimate claims to be experienced.

For the most recent periods, where a high degree of volatility arises from projections, estimates may be based in part on output from rating models and assessments of underwriting conditions.

The reinsurers' share of provisions for claims is based on the 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, the claims experience for the period and the current security rating of the reinsurance companies involved. A number of statistical methods are used to assist in making these estimates.

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.

## NOTES TO THE FINANCIAL STATEMENTS (CONT.)

### 3. SIGNIFICANT ACCOUNTING POLICIES (CONT.)

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, the 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 annual accounts for the period in which the adjustments are made. The methods used and the estimates made, are reviewed regularly.

#### Unexpired risks provision

A provision for unexpired risks is made where claims and related expenses arising 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 by reference to classes of business which are managed together, after taking into account relevant investment return.

#### Foreign currencies

The functional and presentational currency of the Syndicate is US Dollars. Income and expenditure in foreign currencies are translated at the average rates of exchange for the period. Monetary assets and liabilities denominated in foreign currencies are translated at the rate of exchange at the balance sheet date or if appropriate at the forward contract rate. Non-monetary assets and liabilities are translated at the rate of exchange ruling at the date of transaction. All differences arising on translation of foreign currency amounts are included in the profit and loss account.

#### 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 liabilities are recognised when the Syndicate becomes a party to the contractual provisions of the instrument. Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into. The Syndicate considers financial assets and liabilities to include debtors and creditors and are stated at cost which is deemed to be fair value.

#### *Classification*

The accounting classification of financial assets and liabilities determines the way in which they are measured and changes in those values are presented in the statement of profit or loss account and other comprehensive income. Financial assets and liabilities are classified on their initial recognition. Subsequent reclassifications are permitted only in restricted circumstances.

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. Investments in shares and other variable yield securities, units in collective investment schemes, and debt and other fixed income securities are designated as at fair value through profit or loss on initial recognition, as they are managed on a fair value basis in accordance with the Syndicate's investment strategy.

Deposits with credit institutions are classified as financial investments and debtors and accrued interest are classified as receivables, and are held at amortised cost. For this purpose investments are stated at market value (bid value) and deposits with credit institutions are stated at amortised cost.

## NOTES TO THE FINANCIAL STATEMENTS (CONT.)

### 3. SIGNIFICANT ACCOUNTING POLICIES (CONT.)

#### *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.

Regular way purchases and sales of financial assets are recognised and derecognised, as applicable, on the trade date, i.e. the date that the Syndicate commits itself to purchase or sell the asset.

#### *Measurement*

A financial asset or financial liability is measured initially at fair value plus, for a financial asset or financial liability not at fair value through profit and loss, 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 profit or loss. 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 income. The investment return is initially recorded in the non-technical account. A transfer is made from the non-technical account to the general business account to reflect the investment return on funds supporting underwriting business.

Debtors, cash and cash equivalents and non-derivative financial liabilities are measured at amortised cost using the effective interest method.

#### *Identification and measurement of impairment*

At each reporting date the Syndicate assesses whether there is objective evidence that financial assets not 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.

#### *Off-setting*

Financial assets and financial liabilities are set off and the net amount presented in the balance sheet when, and only when, the Syndicate currently has a legal right to set off the amounts and intends either to settle on a net basis or to realise the asset and settle the liability simultaneously.

## NOTES TO THE FINANCIAL STATEMENTS (CONT.)

### 3. SIGNIFICANT ACCOUNTING POLICIES (CONT.)

#### *Fair Value Hierarchy*

The Syndicate utilises a fair value hierarchy that prioritises the inputs to valuation techniques used to measure fair value into three broad levels. Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the reporting entity has the ability to access at the measurement date. Level 2 inputs are inputs other than quoted prices included within Level 1 that are observable for similar assets in active markets. Level 3 inputs are unobservable inputs for the asset or liability. Unobservable inputs may only be used to measure fair value to the extent that observable inputs are not available. The fair value of the majority of the Syndicate's portfolio is based on observable data (other than quoted prices) and, accordingly, is classified as Level 2.

In classifying particular financial securities in the fair value hierarchy, the Syndicate uses its judgement to determine whether the market for a security is active and whether significant pricing inputs are observable. The Syndicate determines the existence of an active market by assessing whether transactions occur with sufficient frequency and volume to provide reliable pricing information. The Syndicate determines whether inputs are observable based on the use of such information by pricing services and external investment managers, the uninterrupted availability of such inputs, the need to make significant adjustments to such inputs and the volatility of such inputs over time. If the market for a security is determined to be inactive or if significant inputs used to price a security are determined to be unobservable, the security is categorised in Level 3 of the fair value hierarchy.

#### *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.

Cash and cash equivalents are carried at amortised cost in the balance sheet.

#### **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 deducted from the 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 United States Federal Income Tax payable on underwriting results or investment earnings.

No provision has been made for any overseas tax payable by members on underwriting results.

#### **Pension costs**

W. R. Berkley Syndicate Limited ("WRBSL") and W. R. Berkley London Staff, Limited ("WRBLSL") operate defined contribution schemes. No pension contributions, relating to staff employed by WRBSL or WRBLSL, were paid directly by the Syndicate.

#### **Profit commission**

A profit commission is not charged by the Managing Agent.

## NOTES TO THE FINANCIAL STATEMENTS (CONT.)

### 4. RISK AND CAPITAL MANAGEMENT

#### Introduction and overview

This note presents information about the nature and extent of insurance and financial risks to which the Syndicate is exposed, the Managing Agent's objectives, policies and processes for measuring and managing insurance and financial risks, and for managing the Syndicate's capital.

#### Risk management framework

The Managing Agent Board ("the Board") is ultimately responsible for managing all risks and reviews and approves all risk policies. The Board has established a Risk and Capital Committee who monitor and report on risk and escalate issues to the Board as required.

The risk management policies are established to identify and analyse the risks faced by the Syndicate to set appropriate risk limits and controls, and to monitor risks and adherence to limits.

#### Insurance Risk

Insurance risk is defined as the risk of any deviation from anticipated risk adjusted returns due from underwriting, claims, reserving or reinsurance activities. The Managing Agent is focused on generating superior risk-adjusted returns over the insurance cycle based on a real understanding of the amount of risk being assumed and the proactive management of risk exposures.

The Managing Agent manages Insurance risks on an ongoing basis in keeping with its Risk Appetite and its system of internal controls. For any circumstances where the risk exposure is identified to be outside of approved risk appetite limits and tolerances, action is to be taken to bring the risk exposure back within appetite.

**NOTES TO THE FINANCIAL STATEMENTS (CONT.)****4. RISK AND CAPITAL MANAGEMENT (CONT.)***Oversight and Assurance*

The Risk and Capital Committee:

- monitors, measures and reports on Insurance risk against stated Risk Appetite including agreed measures; and provide a forum for challenge and to escalate as required to the Board.

The Underwriting Committee:

- oversees the management and day-to-day control and activity of the underwriting function with the objective that underwriting business plans are delivering in terms of risk selection, pricing approaches, loss ratios and to demonstrate effective systems and controls in the management of underwriting;
- is responsible for reviewing the performance of the UK's underwriting activities against respective plans, Risk Appetite, ensuring adherence with guidelines, pricing methodologies, agreed authority limits and Lloyd's/regulatory minimum standards;
- ensures business is written within guidelines, authorities, limits and agreed plans;
- ensures business is priced transparently and consistently in accordance with agreed methodologies;
- demonstrates control and performance of delegated underwriting in line with the agreed policy;
- ensures compliance with regulatory underwriting minimum standards and report any performance gaps to the Compliance Officer and Executive Management Committee; and
- reviews exception reporting of risks written against guidelines, limits and standards and escalate any issues to the Executive Management Committee and Risk Management function.

The Delegated Authority Working Group:

- ensures proactive management of delegated underwriting contracts once inception to ensure compliance with contract conditions; and
- reviews and analyse reports issued to it by the Claims Committee, drawing attention to any notable claims, systemic issues or claims trends under delegated authorities.

The Exposure Management Group:

- agrees the methodologies utilised for each line of business in the monitoring of aggregate exposures and for the analysis of Realistic Disaster Scenarios; and
- agrees the levels of exposed limit guides as defined in the Exposure Management Principles document, and other gross aggregate caps as deemed necessary.

## NOTES TO THE FINANCIAL STATEMENTS (CONT.)

### 4. RISK AND CAPITAL MANAGEMENT (CONT.)

The Claims Committee:

- oversees the management and day-to-day control of the claims function with the objective that the claims business plan is delivered and demonstrates effective systems and controls in the claims function;
- is responsible for reviewing the performance of the claims management activity against plan and market performance benchmarks, ensuring adherence with guidelines, agreed authority limits and setting minimum Lloyd's/regulatory minimum standards for good practice and governance;
- ensures compliance with claims minimum standards and reports any gaps to the Board for annual attestation and Executive Management Committee for quarterly progress monitoring; and
- reviews exception reporting on claims against guidelines, limits and standards and escalate any issues to the Board, the Executive Management Committee and Risk Management function.

The Actuarial Reserving Committee:

- oversees the process for the determination of the Syndicate's reserves, ensuring appropriateness of methodologies, reserving models, expert judgement, assumptions and to approve the appropriate levels of ultimate and earned- reserves to be held by the Syndicate in conjunction with external actuarial and audit sign-off where appropriate; and
- is responsible for recommending appropriate reserving policies, procedures, methodologies and assumptions to the Board for determining the level of reserves that should be set for the purposes of calculating the Syndicate's ultimate and earned underwriting results.

The Product Oversight Group:

- ensures regulatory/supervisory minimum standards are adhered to in relation to Conduct risk;
- on behalf of the Executive Management Committee makes decisions as to whether or not specific products with high product risk should be sold and, if so, what product controls should be in place throughout the products lifecycle;
- liaises with the Delegated Authority Working Group, Underwriting Committee and Claims Committee where necessary to ensure consistency in the approach to high product risk products and to Conduct risk general; and
- for delegated underwriting authority business, in conjunction with the Delegated Authority Working Group, ensures upcoming lead renewals are considered in good time and that any outstanding Conduct risk related audit actions have been adequately addressed prior to renewal.

**NOTES TO THE FINANCIAL STATEMENTS (CONT.)**

**4. RISK AND CAPITAL MANAGEMENT (CONT.)**

**Concentration of insurance risk**

The following table provides an analysis of the geographical breakdown of gross premiums written by class of business.

Year 2018	Property	Crisis Management	Consortia	Engineering + Construction	Marine	Accident + Health	Aviation	Asset Protection	Reinsurance China	W.R. Berkley Business	Casualty	Total
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
UK	1,173	4,206	644	2,883	332	5,114	3,943	6,235	0	5,546	30,977	61,053
Europe	1,314	7,240	0	847	(933)	365	1,824	2,290	0	7,424	4,717	25,088
North America	69,628	7,640	9	6,574	280	2,865	444	2,749	0	22,728	357	113,274
Central America	4,559	1,141	0	233	88	(2)	32	107	0	592	337	7,087
South America	3,220	94	0	1,556	(32)	187	(511)	51	0	26	42	4,633
Australasia	3,952	532	0	8,598	6	0	1,266	1,465	0	2,270	726	18,815
Asia	1,582	2,253	0	1,336	(54)	192	597	558	7,167	259	171	14,061
Middle East	1,184	1,315	0	2,172	55	(39)	861	578	0	629	1,185	7,940
Africa	496	856	0	14	(63)	3	187	25	0	992	39	2,549
<b>Total</b>	<b>87,108</b>	<b>25,277</b>	<b>653</b>	<b>24,213</b>	<b>(321)</b>	<b>8,685</b>	<b>8,643</b>	<b>14,058</b>	<b>7,167</b>	<b>40,466</b>	<b>38,551</b>	<b>254,500</b>



**NOTES TO THE FINANCIAL STATEMENTS (CONT.)**

**4. RISK AND CAPITAL MANAGEMENT (CONT.)**

**Concentration of insurance risk (cont.)**

The following table provides an analysis of the geographical breakdown of gross written premiums by class of business.

Year 2017	Property	Crisis Management	Consortia	Engineering + Construction	Marine	Accident + Health	Aviation	Asset Protection	Reinsurance China	W.R. Berkley Business	Casualty	Total
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
UK	213	4,226	657	4,118	4,283	9,960	4,440	4,820	-	3,593	21,185	57,495
Europe	1,143	7,437	-	428	2,742	799	3,262	1,886	-	3,089	3,746	24,532
North America	45,334	9,017	9	1,039	3,484	5,509	3,028	3,514	-	19,547	13	90,494
Central America	2,996	955	-	66	780	5	277	97	-	557	5	5,738
South America	3,197	119	-	2,569	30	138	1,719	42	-	8	-	7,822
Australas ia	1,838	403	-	8,470	85	191	2,592	569	-	921	25	15,094
Asia	956	2,245	-	1,938	369	328	2,460	409	2,942	309	143	12,099
Middle East	490	1,123	-	1,875	189	-	2,330	491	-	31	16	6,545
Africa	60	1,326	-	21	28	9	885	27	-	174	11	2,541
<b>Total</b>	<b>56,227</b>	<b>26,851</b>	<b>666</b>	<b>20,524</b>	<b>11,990</b>	<b>16,939</b>	<b>20,993</b>	<b>11,855</b>	<b>2,942</b>	<b>28,229</b>	<b>25,144</b>	<b>222,360</b>

## NOTES TO THE FINANCIAL STATEMENTS (CONT.)

### 4. RISK AND CAPITAL MANAGEMENT (CONT.)

#### Sensitivity to insurance risk

The liabilities established could be significantly lower or higher than the ultimate cost of settling the claims arising. This level of uncertainty varies between the classes of business and the nature of the risk being underwritten and can arise from developments in case reserving for large losses and catastrophes, or from changes in estimates in IBNR. A five per cent increase or decrease in ultimate cost of settling claims arising is considered to be reasonably possible at the reporting date.

A five percent increase or decrease in total claims liabilities would have the following effect on profit or loss and equity:

	2018		2017	
	5 per cent increase	5 per cent decrease	5 per cent increase	5 per cent decrease
	\$'000	\$'000	\$'000	\$'000
Property	(3,136)	3,136	(3,871)	3,871
Crisis Management	(971)	971	(836)	836
Consortia	(226)	226	(221)	221
Engineering + Construction	(589)	589	(414)	414
Marine	(1,783)	1,783	(2,558)	2,558
Accident + Health	(620)	620	(798)	798
Aviation	(954)	954	(656)	656
Reinsurance	(285)	285	(73)	73
Asset Protection	(439)	439	(461)	461
W. R. Berkley Business	(2,476)	2,476	(1,149)	1,149
Casualty	(1,427)	1,427	(919)	919
<b>Total</b>	<b>(12,906)</b>	<b>12,906</b>	<b>(11,956)</b>	<b>11,956</b>

#### Credit risk

Credit risk is the risk of loss to the Syndicate as a result of the failure by another party to meet its contractual obligations or its failure to perform them in a timely manner.

The Syndicate is exposed to credit risk in respect of the following:

- debt securities
- amounts due from reinsurers
- amounts due from intermediaries including brokers, coverholders and third party administrators.
- cash and cash equivalents

#### *Management of credit risk*

Credit risk in respect of the investment portfolio is managed by placing limits on exposures to single counterparties, asset types and ratings of securities. This is monitored quarterly by the Board.

The Syndicate manages reinsurance credit risk by having a panel of reinsurers and reviewing their credit ratings.

All intermediaries including brokers, coverholders and third party administrators are reviewed and approved to ensure they meet minimum standards and are regularly reviewed. Aged debt is monitored on a regular basis.

**NOTES TO THE FINANCIAL STATEMENTS (CONT.)**
**4. RISK AND CAPITAL MANAGEMENT (CONT.)**
**Exposure to credit risk**

The table below analyses the credit rating of the assets held at the reporting date:

<b>2018</b>	<b>AAA</b>	<b>AA</b>	<b>A</b>	<b>BBB</b>	<b>&lt;BBB</b>	<b>Not Rated</b>	<b>Total</b>
	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>
Shares and other variable yield securities	-	-	13,118	-	-	-	13,118
Debt securities	39,788	32,559	-	-	-	-	72,347
Overseas deposits as investments	8,014	1,933	1,367	828	38	7,540	19,720
Reinsurer's share of claims outstanding	-	8,206	82,766	-	-	7,757	98,728
Reinsurers' debtors	-	1,493	8,000	-	-	3,195	12,688
Cash at bank and in hand	-	-	7,577	-	-	-	7,577
<b>Total credit risk</b>	<b>47,802</b>	<b>44,191</b>	<b>112,828</b>	<b>828</b>	<b>38</b>	<b>18,492</b>	<b>224,178</b>

<b>2017</b>	<b>AAA</b>	<b>AA</b>	<b>A</b>	<b>BBB</b>	<b>&lt;BBB</b>	<b>Not Rated</b>	<b>Total</b>
	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>
Shares and other variable yield securities	-	-	9,764	-	-	-	9,764
Debt securities	41,748	33,207	-	-	-	-	74,955
Overseas deposits as investments	7,044	1,772	1,354	747	53	3,678	14,648
Reinsurer's share of claims outstanding	-	2,985	53,391	-	-	13,749	70,125
Reinsurers' debtors	-	2,013	14,674	-	-	327	17,014
Cash at bank and in hand	-	-	6,205	-	-	-	6,205
<b>Total credit risk</b>	<b>48,792</b>	<b>39,977</b>	<b>85,388</b>	<b>747</b>	<b>53</b>	<b>17,754</b>	<b>192,711</b>

**NOTES TO THE FINANCIAL STATEMENTS (CONT.)**
**4. RISK AND CAPITAL MANAGEMENT (CONT.)**
**Financial assets**

An analysis of the carrying amounts of debtors and cash in bank is presented in the table below:

	Neither past due nor impaired	Financial assets that are past due but not impaired				Financial assets that have been impaired	Total
		up to 3 months	3 to 6 months	6 to 12 months	greater than 1 year		
2018	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
Shares and other variable yield securities and unit trusts	13,118	-	-	-	-	-	13,118
Debt securities	72,347	-	-	-	-	-	72,347
Overseas deposits as investments	19,720	-	-	-	-	-	19,720
Reinsurers' share of claims outstanding	98,728	-	-	-	-	-	98,728
Reinsurance debtors	12,688	-	-	-	-	-	12,688
Insurance debtors	50,771	12,555	3,035	2,494	4,106	-	72,961
Other assets	69,057	-	-	-	-	-	69,057
Cash at bank and in hand	7,577	-	-	-	-	-	7,577
<b>Total credit risk</b>	<b>344,006</b>	<b>12,555</b>	<b>3,035</b>	<b>2,494</b>	<b>4,106</b>	<b>-</b>	<b>366,196</b>

There have been no impairments or write off of financial assets in the year (2017: Nil).

	Neither past due nor impaired	Financial assets that are past due but not impaired				Financial assets that have been impaired	Total
		up to 3 months	3 to 6 months	6 to 12 months	greater than 1 year		
2017	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
Shares and other variable yield securities and unit trusts	9,764	-	-	-	-	-	9,764
Debt securities	74,955	-	-	-	-	-	74,955
Overseas deposits as investments	14,648	-	-	-	-	-	14,648
Reinsurers' share of claims outstanding	70,125	-	-	-	-	-	70,125
Reinsurance debtors	17,014	-	-	-	-	-	17,014
Insurance debtors	53,428	9,955	2,731	2,518	2,467	-	71,099
Other assets	72,025	-	-	-	-	-	72,025
Cash at bank and in hand	6,205	-	-	-	-	-	6,205
<b>Total credit risk</b>	<b>318,164</b>	<b>9,955</b>	<b>2,731</b>	<b>2,518</b>	<b>2,467</b>	<b>-</b>	<b>335,835</b>

## NOTES TO THE FINANCIAL STATEMENTS (CONT.)

## 4. RISK AND CAPITAL MANAGEMENT (CONT.)

## Liquidity risk

Liquidity risk is the risk that the Syndicate, although solvent, does not have sufficient readily realisable financial resources available (including liquid assets in the correct currency) to enable it to meet its obligations as they fall due, or can only secure them at excessive cost.

*Management of liquidity risk*

The following sets out the key controls in place for liquidity risk:

- credit control monitoring and reporting to help identify potential future liquidity risks;
- regular cash flow reporting and monitoring reducing the risk of short term liquidity issues;
- relatively conservative investment strategy and guidelines provided to the investment manager containing an agreed spread and maturity;
- Regular reports from the investment manager on investments held including value, currency and maturity which are overseen by the Board; and
- maintaining a level of “free fund” investment in near liquid and/or cash equivalents (generally this is two or three months of average gross claims payments).

The maturity of liabilities held at the reporting date is shown in the table below:

	Not stated maturity	0-1 year	1-3 years	3-5 years	Greater than 5 years	Total
2018	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
Claims outstanding	-	116,679	91,689	33,204	16,582	258,154
Creditors	-	51,007	-	-	-	51,007

  

	Not stated maturity	0-1 year	1-3 years	3-5 years	Greater than 5 years	Total
2017	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
Claims outstanding	-	124,873	86,373	24,470	10,370	246,086
Creditors	-	49,863	-	-	-	49,863

The maturity of the assets held by the Syndicate match the liabilities held as they fall due.

**NOTES TO THE FINANCIAL STATEMENTS (CONT.)**

**4. RISK AND CAPITAL MANAGEMENT (CONT.)**

**Market risk**

Market risk is the risk of fluctuations in the value of the Syndicate's assets, the amount of its liabilities, or the income from its assets, as a result of market movements.

*Management of market risks*

Interest rate risk is managed by the Board. This risk arises from the Syndicate's financial investments, cash and overseas deposits.

Currency risk arises from business being transacted and settled in other currencies to the functional currency of US Dollars. The Syndicate primarily writes business in US Dollars, Sterling, Euro, Australian Dollars, and Canadian Dollars.

Insurance receivables in certain currencies are shown as negatives where funds received for a given settlement currency differ from settlement currency of premiums written.

The table below summarises the assets and liabilities at the reporting date split by currency:

	USD	GBP	EUR	CAD	AUD	Total
2018	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
Financial investments	-	66,607	5,941	8,080	4,837	85,465
Overseas deposits	7,542	3,337	-	2,270	6,571	19,720
Reinsurer's share of technical provisions	17,576	93,638	15,673	3,719	4,276	134,882
Insurance and reinsurance receivables	39,467	49,415	(5,134)	229	2,443	86,420
Cash and cash equivalents	4,028	4	1,531	690	1,324	7,577
Other assets	11,786	14,810	3,163	1,096	1,278	32,133
<b>Total assets</b>	<b>80,399</b>	<b>227,811</b>	<b>21,174</b>	<b>16,084</b>	<b>20,729</b>	<b>366,197</b>
Technical provisions	(78,042)	(248,144)	(34,380)	(8,548)	(15,702)	(384,816)
Insurance and reinsurance payables	(13,537)	(24,777)	(3,227)	(536)	(1,283)	(43,360)
Other creditors	(5,134)	(7,626)	(802)	(315)	(852)	(14,729)
<b>Total liabilities</b>	<b>(96,713)</b>	<b>(280,547)</b>	<b>(38,409)</b>	<b>(9,399)</b>	<b>(17,837)</b>	<b>(442,905)</b>

**NOTES TO THE FINANCIAL STATEMENTS (CONT.)**
**4. RISK AND CAPITAL MANAGEMENT (CONT.)**

	USD \$'000	GBP \$'000	EUR \$'000	CAD \$'000	AUD \$'000	Total \$'000
<b>2017</b>						
Financial investments	64,793	-	7,818	6,751	5,357	84,719
Overseas deposits	2,726	3,693	-	1,793	6,436	14,648
Reinsurer's share of technical provisions	85,163	10,767	5,180	2,126	2,128	105,364
Insurance and reinsurance receivables	62,385	30,605	(6,157)	(235)	1,515	88,113
Cash and cash equivalents	9	2,099	2,204	847	1,046	6,205
Other assets	16,695	13,170	3,175	1,682	2,064	36,786
<b>Total assets</b>	<b>231,771</b>	<b>60,334</b>	<b>12,220</b>	<b>12,964</b>	<b>18,546</b>	<b>335,835</b>
Technical provisions	(253,204)	(70,402)	(23,366)	(6,192)	(13,452)	(366,616)
Insurance and reinsurance payables	(26,257)	(9,189)	(1,769)	(1,504)	(1,922)	(40,641)
Other creditors	(2,425)	(6,663)	(77)	(394)	9	(9,550)
<b>Total liabilities</b>	<b>(281,886)</b>	<b>(86,254)</b>	<b>(25,212)</b>	<b>(8,090)</b>	<b>(15,365)</b>	<b>(416,807)</b>

*Sensitivity analysis to market risks for financial instruments*

An analysis of the Syndicate's sensitivity to interest rate is presented in the table below:

<b>Interest rate risk</b>	<b>2018 \$'000</b>	<b>2017 \$'000</b>
Impact of 100 basis point increase on the net assets	(2,342)	(1,310)
Impact of 50 basis point increase on the net assets	(1,171)	(655)
Impact of 100 basis point decrease on the net assets	2,398	1,332
Impact of 50 basis point decrease on the net assets	1,199	666

## NOTES TO THE FINANCIAL STATEMENTS (CONT.)

### 4. RISK AND CAPITAL MANAGEMENT (CONT.)

#### Capital management

##### *Capital framework at Lloyd's*

The Society of Lloyd's ("Lloyd's") is a regulated undertaking and subject to supervision by the Prudential Regulatory Authority ("PRA") under the Financial Services and Markets Act 2000, and in accordance with the Solvency II Framework.

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

Although, as described below, 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 the Syndicate 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 ("CPG").

A Syndicate may be supported by one or more underwriting members of Lloyd's. Each member is liable only for its own share of underwriting liabilities on the Syndicates on which it participates. Accordingly, the capital requirements 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 may be provided to reflect the spread of risk, but consistent with determining an SCR which reflects the capital requirement to cover a 1 in 200 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 financial strength, licence and ratings objectives. The capital uplift applied for 2017 and 2018 was 35% of the member's SCR 'to ultimate'.

##### *Provision of capital by members*

Each member may provide capital to meet its ECA by assets held in trust by Lloyd's specifically for that member (Funds at Lloyd's), assets held and managed within a Syndicate (Funds in Syndicate), and the member's share of the members' balances on a Solvency II basis on each Syndicate on which it participates.



**NOTES TO THE FINANCIAL STATEMENTS (CONT.)**
**5. SEGMENTAL ANALYSIS**

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

2018	Gross Premiums written \$'000	Gross premiums earned \$'000	Gross claims incurred \$'000	Gross operating expenses \$'000	Reinsurance Balance \$'000	Total \$'000
Direct insurance						
Accident & Health	5,798	7,447	(6,724)	(5,054)	142	(4,189)
Fire and other damage to property	82,140	72,212	(55,672)	(27,030)	(2,012)	(12,502)
Energy – Marine	(4)	3	3	5	0	11
Energy – Non Marine	1,494	1,392	(1,543)	(147)	(44)	(342)
Third Party Liability	72,011	59,881	(22,322)	(19,413)	(2,597)	15,549
Pecuniary loss	22,903	29,956	(10,605)	(10,903)	(886)	7,562
Transport	162	977	(2,429)	(561)	(130)	(2,143)
Marine	(146)	2,082	(10,098)	(1,095)	887	(8,224)
Aviation	8,710	11,338	(17,883)	(4,543)	1,355	(9,733)
Motor - Third party liability	553	425	(168)	(209)	(9)	39
Motor - Other Classes	3,419	1,956	(631)	(919)	(41)	365
	<b>197,040</b>	<b>187,669</b>	<b>(128,072)</b>	<b>(69,869)</b>	<b>(3,335)</b>	<b>(13,607)</b>
<b>Reinsurance Business</b>	57,460	58,266	(41,566)	(18,864)	(366)	(2,530)
<b>Total</b>	<b>254,500</b>	<b>245,935</b>	<b>(169,638)</b>	<b>(88,733)</b>	<b>(3,701)</b>	<b>(16,137)</b>

**NOTES TO THE FINANCIAL STATEMENTS (CONT.)**
**5. SEGMENTAL ANALYSIS (CONT.)**

	Gross Premiums written \$'000	Gross premiums earned \$'000	Gross claims incurred \$'000	Gross operating expenses \$'000	Reinsurance Balance \$'000	Total \$'000
<b>2017</b>						
<b>Direct insurance</b>						
Accident & Health	11,010	10,440	(8,396)	(3,281)	477	(760)
Fire and other damage to Property	58,479	58,192	(70,163)	(16,225)	(5,704)	(33,900)
Energy – Marine	46	135	6	(14)	(384)	(257)
Energy – Non Marine	1,302	1,373	(2,251)	(159)	(423)	(1,460)
Third Party Liability	49,541	44,988	(9,135)	(12,347)	(7,535)	15,971
Pecuniary loss	22,325	18,584	(13,160)	(5,447)	(4,513)	(4,536)
Transport	2,240	4,568	(5,676)	(1,896)	(3,141)	(6,145)
Marine	6,336	11,940	(19,391)	(4,114)	2,487	(9,078)
Aviation	14,813	12,429	(9,299)	(3,518)	(3,076)	(3,464)
Motor - Third party Liability	224	84	(21)	(31)	(5)	27
Motor - Other Classes	254	54	(3,177)	(19)	3,171	29
	<b>166,570</b>	<b>162,787</b>	<b>(140,663)</b>	<b>(47,053)</b>	<b>(18,645)</b>	<b>(43,573)</b>
<b>Reinsurance Business</b>	55,790	55,346	(62,657)	(16,605)	(2,838)	(26,754)
<b>Total</b>	<b>222,360</b>	<b>218,133</b>	<b>(203,320)</b>	<b>(63,658)</b>	<b>(21,483)</b>	<b>(70,327)</b>

The segmental note above is presented by regulatory class of business. The table in the Report of the Directors' of the Managing Agent, on page 5, uses the managed class of business analysis.

Commissions on direct insurance gross premiums earned during 2018 were \$53.3 million (2017: \$29.3 million). Reinsurance balances includes reinsurance commissions receivable.

**6. CLAIMS**

	2018 \$'000	2017 \$'000
Claims incurred – current accident year	98,505	131,163
Claims incurred – development of prior accident years	5,113	4,192
<b>Claims incurred, net of reinsurance</b>	<b>103,618</b>	<b>135,355</b>

The Syndicate has loss reserves for various events and for losses that are incurred but not reported (IBNR). Losses continue to develop both positively and negatively on these open balances. Whilst the Syndicate has a reasonable degree of confidence as to the ultimate adequacy of its recourse for all events, volatility exists around the final settlement value.

**NOTES TO THE FINANCIAL STATEMENTS (CONT.)**
**7. NET OPERATING EXPENSES**

	2018	2017
	\$'000	\$'000
Brokerage & commissions	31,086	32,065
Other acquisition costs	1,922	5,369
Change in deferred acquisition costs	1,071	3,667
<b>Acquisition costs</b>	<b>34,079</b>	<b>41,101</b>
Administrative expenses	34,161	32,011
<b>Net operating expenses</b>	<b>68,240</b>	<b>73,112</b>

Administrative expenses include:

	2018	2017
	\$'000	\$'000
Auditor's remuneration		
Fees payable to the Syndicate's auditor for the audit of these financial statements	243	212
Fees payable to the Syndicate's auditor for other services pursuant to legislation	104	97
	<b>347</b>	<b>309</b>

**8. REMUNERATION OF KEY MANAGEMENT PERSONNEL OF W. R. BERKLEY SYNDICATE MANAGEMENT LIMITED**

The executive directors of the Managing Agent receive remuneration from an affiliated service company, WRBSL. An allocation of the total remuneration is chargeable to the Syndicate under the Managing Agents' Agreement.

The independent non-executive directors are remunerated by way of fees paid by the Managing Agent. No fees are levied to the Syndicate for the services of the shareholder non-executive directors, where the majority of their time and effort is in respect of corporate matters for WRBC.

	2018	2017
	\$'000	\$'000
Executive directors total remuneration	1,116	1,050
Independent non-executive directors fees	197	198
	<b>1,313</b>	<b>1,248</b>

The highest paid director received a total remuneration of \$548,649 (2017: \$ \$498,010).

The Active Underwriters received the following aggregate remuneration from the Managing Agent, which was charged to the Syndicate by way of the Secondment and Services Agreement.

	2018	2017
	\$'000	\$'000
Total remuneration	1,129	932

The value above represents the combined total remuneration of the Active Underwriters.

## NOTES TO THE FINANCIAL STATEMENTS (CONT.)

## 9. STAFF NUMBERS AND COSTS

All staff are employed by affiliated service companies, WRBSL and WRBLSL, and are recharged to the Syndicate by way of the Secondment and Services Agreements and the Managing Agent's Agreement. WRBSL and WRBLSL made total charges (including staff costs amongst other expenses) to the Managing Agent of \$29.7 million (2017: \$31.8 million) in accordance with the Secondment and Services Agreements. The Managing Agent made a total charge to the Syndicate of \$30.0 million (2017: \$32.0 million) in accordance with the Managing Agent's Agreement.

The average number of persons employed by WRBSL and WRBLSL and working for the Syndicate during the year is as follows:

	2018	2017
Underwriting	34	41
Claims	9	12
Administration and finance	48	54
	<b>91</b>	<b>107</b>

## 10. INVESTMENT RETURN

	2018	2017
	\$'000	\$'000
Interest income	2,137	2,221
Realised gains and losses on investments	(758)	(1,155)
Unrealised gains and losses on investments	478	209
Investment management expenses and charges	(105)	(108)
<b>Investment return</b>	<b>1,752</b>	<b>1,167</b>

**NOTES TO THE FINANCIAL STATEMENTS (CONT.)**
**11. INVESTMENT YIELD**

The average amount of Syndicate funds available for investment and the investment return and yield were as follows:

	2018 \$'000	2017 \$'000
Average fund	117,220	129,469
Investment return	1,752	1,167
Investment yield	1.49%	0.90%
<b>Average funds available for investment by fund</b>		
Sterling	8,986	5,708
Euro	10,464	8,015
United States Dollars	78,167	95,040
Canadian Dollars	7,522	8,711
Australian Dollars	12,081	11,995
<b>Analysis of investment yield by fund</b>		
Sterling	(0.01%)	1.28%
Euro	(0.28%)	(0.03%)
United States Dollars	1.75%	0.90%
Canadian Dollars	1.89%	0.65%
Australian Dollars	2.27%	1.55%

"Average fund" is the average of bank balances, overseas deposits and investments held at the end of each month during the calendar year. For this purpose, investments are revalued at month-end market prices. The investment yield is the total investment return, including investment management expenses and charges and unrealised gains and losses, divided by the average investment funds.

**12. FINANCIAL INVESTMENTS**

	2018		2017	
	Market value \$'000	Cost \$'000	Market value \$'000	Cost \$'000
Shares and other variable yield securities	13,118	13,118	9,764	9,764
Debt securities and other fixed income securities	72,347	72,705	74,955	75,695
<b>Total</b>	<b>85,465</b>	<b>85,823</b>	<b>84,719</b>	<b>85,459</b>

All "Shares and other variable yield securities" are listed, except for the Lloyd's Canadian Trust Funds short term blended investment accounts of \$2.3 million (2017: \$1.8 million).

**NOTES TO THE FINANCIAL STATEMENTS (CONT.)**
**13. FAIR VALUE HIERARCHY**

2018	Level 1	Level 2	Level 3	Fair value	Balance sheet position
	\$'000	\$'000	\$'000	\$'000	\$'000
Shares and other variable yield securities and unit trusts	-	13,118	-	13,118	13,118
Debt securities and other fixed income investments	-	72,347	-	72,347	72,347
Overseas deposits	9,254	10,466	-	19,720	19,720
<b>Total</b>	<b>9,254</b>	<b>95,931</b>	<b>-</b>	<b>105,185</b>	<b>105,185</b>

2017	Level 1	Level 2	Level 3	Fair value	Balance sheet position
	\$'000	\$'000	\$'000	\$'000	\$'000
Shares and other variable yield securities and unit trusts	-	9,764	-	9,764	9,764
Debt securities and other fixed income investments	-	74,955	-	74,955	74,955
Overseas deposits	5,131	9,517	-	14,648	14,648
<b>Total</b>	<b>5,131</b>	<b>94,236</b>	<b>-</b>	<b>99,367</b>	<b>99,367</b>

Overseas deposits comprise funds which are lodged as a condition of conducting underwriting business in certain countries or states within countries.

**14. DEBTORS ARISING OUT OF DIRECT INSURANCE OPERATIONS**

	2018	2017
	\$'000	\$'000
Due within one year	72,931	70,706
Due after one year	28	393
	<b>72,959</b>	<b>71,099</b>

**15. DEBTORS ARISING OUT OF REINSURANCE OPERATIONS**

	2018	2017
	\$'000	\$'000
Due within one year	13,460	17,014
Due after one year	-	-
	<b>13,460</b>	<b>17,014</b>

### NOTES TO THE FINANCIAL STATEMENTS (CONT.)

#### 16. YEAR OF ACCOUNT DEVELOPMENT

Year of account	2012 \$'000	2013 \$'000	2014 \$'000	2015 \$'000	2016 \$'000	2017 \$'000	2018 \$'000	Three year funded adjs. \$'000	Profit/(Loss) to member \$000
2012	(4,699)	21,163	1,907	-	-	-	-	(1,400)	16,971
2013	-	(2,802)	11,876	(6,489)	-	-	-	(396)	2,189
2014	-	-	(2,850)	13,570	(12,034)	-	-	(1,241)	(2,555)
2015	-	-	-	1,867	4,623	(3,440)	-	(1,121)	1,929
2016	-	-	-	-	(19,238)	(12,055)	(1,099)	(1,547)	(33,939)
2017	-	-	-	-	-	(54,341)	1,414	-	(52,927)
2018							(16,755)	-	(16,755)
<b>Calendar year result</b>	<b>(4,699)</b>	<b>18,361</b>	<b>10,933</b>	<b>8,948</b>	<b>(26,649)</b>	<b>(69,836)</b>	<b>(16,440)</b>	<b>(5,705)</b>	<b>(85,087)</b>

The three year funded adjustments arise from foreign exchange differences.

#### 17. TECHNICAL PROVISIONS SEGMENT

	2018			2017		
	Gross provisions \$'000	Reinsurance assets \$'000	Net \$'000	Gross provisions \$'000	Reinsurance assets \$'000	Net \$'000
<b>Claims outstanding</b>						
As at 1 January	246,086	(70,125)	175,961	165,248	(18,763)	146,485
Change in claims outstanding	16,299	(30,093)	(13,794)	75,418	(50,638)	24,780
Effect of movements in exchange rates	(4,232)	1,490	(2,742)	5,420	(724)	4,696
<b>As at 31 December</b>	<b>258,153</b>	<b>(98,728)</b>	<b>159,425</b>	<b>246,086</b>	<b>(70,125)</b>	<b>175,961</b>
Claims notified	136,902	(48,186)	88,716	136,254	(31,340)	104,914
Claims incurred but not reported	116,883	(50,542)	66,341	106,006	(38,785)	67,221
Unallocated Loss Adjustment Expenses	4,368	-	4,368	3,826	-	3,826
<b>As at 31 December</b>	<b>258,153</b>	<b>(98,728)</b>	<b>159,425</b>	<b>246,086</b>	<b>(70,125)</b>	<b>175,961</b>
<b>Unearned premiums</b>						
As at 1 January	120,530	(35,239)	85,291	112,297	(21,043)	91,254
Change in unearned premiums	8,568	(1,765)	6,803	4,227	(12,738)	(8,511)
Effect of movements in exchange rates	(2,436)	850	(1,585)	4,006	(1,458)	2,548
<b>As at 31 December</b>	<b>126,662</b>	<b>(36,154)</b>	<b>90,509</b>	<b>120,530</b>	<b>(35,239)</b>	<b>85,291</b>

### NOTES TO THE FINANCIAL STATEMENTS (CONT.)

#### 18. GROSS CLAIMS DEVELOPMENT TRIANGLES

Estimate of cumulative claims	2011 \$'000	2012 \$'000	2013 \$'000	2014 \$'000	2015 \$'000	2016 \$'000	2017 \$'000	2018 \$'000
At end of underwriting year	72,354	38,703	76,033	67,961	51,843	63,944	102,895	59,618
One year later	99,952	55,020	96,517	104,373	101,724	151,799	174,100	-
Two years later	99,184	61,495	104,589	124,864	111,118	170,569	-	-
Three years later	107,926	69,805	105,078	122,739	110,427	-	-	-
Four years later	111,412	72,426	105,463	139,021	-	-	-	-
Five years later	111,125	72,641	103,700	-	-	-	-	-
Six years later	110,704	71,300	-	-	-	-	-	-
Seven years later	110,673	-	-	-	-	-	-	-
Cumulative payments	109,154	67,655	96,804	107,008	89,534	109,825	92,667	9,017
Estimated balance to pay	1,519	3,645	6,896	32,013	20,893	60,744	81,433	50,601
<b>Gross estimated balance to pay</b>								
2010 and prior								410
<b>Grand total</b>								<b>258,154</b>

#### 19. NET CLAIMS DEVELOPMENT TRIANGLES

Estimate of cumulative claims	2011 \$'000	2012 \$'000	2013 \$'000	2014 \$'000	2015 \$'000	2016 \$'000	2017 \$'000	2018 \$'000
At end of underwriting year	72,260	38,642	75,458	67,103	49,739	58,035	64,821	41,004
One year later	96,752	52,435	88,439	101,594	96,206	117,445	111,626	-
Two years later	96,143	59,617	95,333	115,207	104,094	130,838	-	-
Three years later	102,755	69,460	96,013	113,326	103,820	-	-	-
Four years later	104,852	72,074	97,109	112,228	-	-	-	-
Five years later	104,313	72,262	96,669	-	-	-	-	-
Six years later	104,002	71,198	-	-	-	-	-	-
Seven years later	104,231	-	-	-	-	-	-	-
Cumulative payments	103,041	67,604	89,790	101,603	86,193	89,814	66,399	8,147
Estimated balance to pay	1,190	3,594	6,879	10,626	17,627	41,024	45,227	32,856
<b>Net estimated balance to pay</b>								
2010 and prior								403
<b>Grand total</b>								<b>159,426</b>

In the calendar year there was a prior accident year adverse development of claims incurred of \$5.1 million, (2017: \$4.2 million adverse).



**20.**
**NOTES TO THE FINANCIAL STATEMENTS (CONT.)**
**20. CREDITORS ARISING OUT OF DIRECT INSURANCE OPERATIONS**

	2018 \$'000	2017 \$'000
Due within one year	1,684	1,408
Due after one year	-	-
Total	1,684	1,408

**21. CREDITORS ARISING OUT OF REINSURANCE OPERATIONS**

	2018 \$'000	2017 \$'000
Due within one year	41,676	39,232
Due after one year	-	-
Total	41,676	39,232

**22. RELATED PARTIES**

The Syndicate is managed by the Managing Agent under the terms of a Lloyd's Managing Agent's Agreement. A Managing Agent's fee equal to 0.1% of the stamp capacity of the current underwriting year (2017: 0.1%) plus costs under the terms of the Secondment and Services Agreements (see below) is charged in the current calendar year and payable by the Syndicate to the Managing Agent.

Under the terms of the Secondment and Services Agreements the affiliated companies, WRBSL and WRBLSL, provides staff and facilities for the operation of the Syndicate and the Managing Agent. A fee, which equates to costs plus a margin of 6% is charged in the current calendar year and payable by the Managing Agent to WRBSL and WRBLSL. The fees charged were \$29.7 million (2017: \$31.8 million).

Investments are managed by an affiliated company, Berkley Dean & Company, Inc., under the Investment Management Agreement. Fees are charged based on the basis of a percentage of assets under management and are settled by WRBSL on behalf of the Syndicate.

The provision of computer and data processing services are provided to the Syndicate and the Managing Agent by an affiliated company, Berkley Technology Services LLC, under the provision of an outsourcing contract and Master Services Agreement. Fees are charged on a time and materials basis and settled by WRBSL and recharged to the Syndicate.

Certain centralised services are provided by an affiliated company, WRBC Services, Limited, under the Services Agreement. Fees are chargeable on a time and materials basis and settled by WRBSL on behalf of the Syndicate.

All the above charges are considered to have been made on an "arm's length" basis as set out in the contractual terms and are in the course of normal market conditions.

The Syndicate writes certain international business, classified as "Berkley" business, written on a coverholder basis or on a referral basis with certain affiliated companies within WRBC. The total amount of gross premium written in the year was \$5.8 million (2017: \$6.3 million).

## NOTES TO THE FINANCIAL STATEMENTS (CONT.)

### 23. 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. FAL is 100% provided by WRBC Corporate Member Limited, an indirect wholly owned subsidiary of WRBC.

The level of FAL that Lloyd's requires a member to maintain is determined by Lloyd's and is based on PRA requirements and resource criteria as described in the Capital Management section of Note 4. Since FAL is not under the management of the Managing Agent, no amount has been shown in these annual accounts 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.

### 24. OFF BALANCE SHEET EVENTS

The Syndicate has not been party to any arrangement, which is not reflected in its balance sheet, where material risks and benefits arise for the Syndicate.

### 25. FOREIGN EXCHANGE RATES

The following currency exchange rates have been used for principal foreign currency transactions.

	2018 Year end rate	2018 Average rate	2017 Year end rate	2017 Average rate
Euro	1.14	1.18	1.20	1.18
Sterling	1.27	1.34	1.35	1.28
Canadian Dollar	0.73	0.77	0.80	0.78
Australian Dollar	0.70	0.75	0.78	0.76