GasanMamo
INSURANCE
we're always there

2018 ANNUAL REPORT AND FINANCIAL STATEMENTS

CONTENTS

MISSION STATEMENT

OUR CUSTOMERS

We will consistently work towards meeting customers' expectations. We will always advertise in a truthful, positive, and educational manner. We will only make promises we can keep.

OUR PEOPLE

We will endevour to provide job satisfaction, career growth prospects, and competitive working conditions. We will consistently provide a safe and healthy working environment. We will support and expect total honesty and integrity by all employees. We will foster quality throughout our operations. We will, as an employer, act in a humane and ethical manner. We will actively encourage the development of employees' professional skills, knowledge, and qualifications.

OUR CORPORATE SOCIAL RESPONSIBILITY

We will contribute to relevant philanthropic and social causes. We will fulfill a social role as a leading corporate citizen and will support the development of the Maltese economy. We will seek to adopt environmentally friendly policies and further the cause of the protection of our natural environment.

OUR CUSTOMERS.

OUR PEOPLE.

OUR CSR.

< EARTH DAY CLEAN UP

WALK & MOVE FOR ALS v

< SUPPORTING JAKE VELLA

GASANMAMO DAY 2018 >

MOSTA FC YOUTH ACADEMY >

TREKKING EVENT IN COLLABORATION WITH CAMINO GROUP v

< BREAST CANCER AWARENESS CAMPAIGN

CONSERVATION OF NOTARIAL DOCUMENTS AT NOTARIAL ARCHIVES v

< SUPPORTING MENTAL HEALTH - BE POSITIVE BIPOLAR SELF HELP

< MOSTA FC YOUTH ACADEMY

CHAIRMAN'S STATEMENT

It is with pride that I present to you the Annual Report and Financial Statements for 2018. GasanMamo Insurance remains a company whose performance I am pleased to say continues to deliver strong results for the benefit of all stakeholders. The track record over the years shows that GasanMamo Insurance has produced steady, positive numbers year on year. The company has shown that is has been able to seek out growth opportunities and constantly evolve without taking its eye off the ball. The capacity to focus on core competencies, as well as to have the ability to pivot in line with market needs and trends remains a fundamental strength.

The year under review presented challenges that clearly impacted on performance. The economic backdrop was mixed with the European economic green shoots seen in 2017 tapering out in 2018. Finally, this was crowned with a dire last quarter in investment markets impacting all asset classes negatively. In contrast, the Maltese economic performance continued to surprise on the upside, with strong growth across all sectors. Foreign Direct Investment and Tourism were stellar performers. Domestic consumption grew as the upbeat economic activity left increased discretionary income in the hands of the local population. Unsurprisingly, the insurance market grew and the company consolidated its market share across all lines of business. From an underwriting standpoint the company was faced with its largest ever property loss registered. The company took this in its stride and still turned out an excellent underwriting result, the best ever. It is years like this when an insurance undertaking is put to the test, that one can draw comfort from the fact that a company has found the right balance. The prudent approach to business is balanced with the drive to pursue a journey of growth. The GasanMamo Insurance mantra of constantly seeking profitable growth has once again been borne out.

In the environment and circumstances of 2018 as referred to above, the Company registered very encouraging top line growth with GWP rising by 14.6% to €44.6M compared to €38.9M in 2017. Growth was generated in all markets, in particular Greece, the latest territory in which we commenced operations. This segment of business, a Motor portfolio, which commenced in April 2018, has steadily gained traction and over time is expected to become a substantial contributor to GWP. As mentioned, the investment markets were such that expected investment returns were not achieved. I must say that under the careful stewardship of the Investment Committee, the investment policy of the company ensured that volatility was managed and that both peaks and troughs were muted. Regrettably, last year it was a case of damage limitation and the company for the second time in the last 15 years registered an investment loss, the first time being the financial crisis of 2008. The investment loss registered for 2018 was -€0.7M (-1.38%) compared to investment return of €2.7M (6.1%) last year. It is worth noting most of the losses registered in the final quarter of 2018 have been recovered following a rebound of markets in Q1 2019.

Notwithstanding the investment situation described above, the Profit Before Tax for the period under review was €7.3M compared to last year's €9M. Clearly, it is a disappointment that there has been a dip in profitability, however on closer evaluation of the situation we draw great satisfaction from the fact that the company's fundamentals are on such a sound footing. We have closed another year where we have strengthened the company further and closed another chapter of the journey with a positive result. Total Assets are €74.3M compared to last year's €66.6M and Capital and Reserves have increased to €29.7M compared to last year's €27.5M.

A landmark decision was taken regarding acquisition of a new head office. Due to changes in workspace trends, coupled with the fact that our staff complement has almost outgrown our current office space, we have decided to plan ahead. The Company has entered into a Promise of Sale for the acquisition of prime office space that will meet the needs of the company for the foreseeable future. This decision followed a thorough process of scouring the market and weighing up options. The planned move will take place in 2022.

Our commitment to our role in the communities in which we operate remains as strong as ever; and yet again, we have been involved in CSR projects and initiatives surrounding sports, heritage, culture and the environment. We are immensely proud of these activities and are pleased to have been able to play our small part in them.

I would like to thank our clients for placing their trust in GasanMamo Insurance; since they are in fact at the very heart of our existence, our mission, and our day to day operations. I would also like to thank all our partners who have been so instrumental in our success, in particular Tied Insurance Intermediaries, Agents, and Brokers. We value the excellent and professional relationships that we have built over time and we are certain that together we are well placed to move forward together. I would also like to recognise and thank our reinsurers for their confidence in GasanMamo Insurance and for the support that they provide. Last but by no means least, I would like to thank my fellow Board members and all the Management Team and Staff who have brought another year to a successful close.

The future of our company remains bright. We look forward to the future with confidence and caution in equal measure.

Joseph A Gasan
Chairman

MANAGING DIRECTOR'S REVIEW

As I am tasked to summarise the detail of the Financial Statements in the pages ahead, I would say: 2018 is another successful year for a company that operates professionally, enjoying a strong and positive relationship with all stakeholders. It is a company that is held in high regard by a substantial and loyal customer base. It is a company that remains keen to expand into new markets, while at the same time is committed to its core business.

The year under review, like many before it, was not free of challenges. As we know, the "stock in trade" of an insurance company is risk. We assume the risk of others and manage it. In addition, we are exposed to all the other risks that organisations face in the normal course of events. In 2018, two events stand out that had an impact on the performance of the company: the negative market movements across most asset classes and the largest recorded Greek market loss, a fire at an industrial plant on which GasanMamo Insurance had a small share.

The global economic environment was peppered with mixed messages and the expected upturn in the European economies faltered. Geo politics took its toll with the threat of a looming trade war as well as the effects of Brexit uncertainty. Market sentiment took a sharp negative view during the last quarter of 2018 which saw a major sell off and de-risking of portfolios, thus we witnessed value drain away from balance sheets on a mark to market basis. In Malta, the trajectory that had been developing over the last few years was maintained and 2018 was another excellent year for Malta's economy. Foreign direct investment continued, and tourists visited our shores in record numbers. The trickle-down effect is self-evident as more people are out and about spending their increased discretionary income.

GasanMamo Insurance remains a company that has learned lessons well from the past while at the same time focusing on the future, using internal and external data to draw conclusions and plan actions. The insurance market is evolving fast, technology and society are closely inter-twined and we must not only keep up but anticipate where things are heading. We have continued to invest heavily in technology and training to ensure that we are where we need to be and have the flexibility to pivot as required. Opposing forces at play make this ever more challenging, customer driven speed, convenience and clarity (championed through social media) on the one hand; and compliance and regulation on the other. New requirements emanating from IDD and GDPR are areas of regulation that Management took in its stride through the year. We are confident that due to the long-term view taken, coupled with the determination to be leaders rather than followers, we will continue to bridge the gap providing policies and service that clients require whilst meeting all our obligations head on. At this point, I would like to commend the entire GasanMamo Insurance staff and Management for their professionalism and commitment. I have been around long enough to know that things do not happen alone, and it is a truly remarkable team to achieve outstanding results and make it appear relatively effortless.

Speaking of excellent results, I am pleased to say that we have seen growth in GWP of 14.6% ending the year at €44.6M compared to last year's €38.9M. In spite of inflationary pressures due to the buoyant economic situation we have improved the cost to income ratio further. It must be said that the pressure in this area is considerable. Effective full employment in Malta means that it is more difficult to retain and attract good staff thus driving costs upwards. This notwithstanding, the Combined Operating Ratio for 2018 improved to 80.88% compared to 2017 83.01%.

As mentioned earlier, investment markets in 2018 were not favourable and consequently the company registered an investment loss of -€0.7M compared to an investment return in 2017 of €2.7M. It is therefore not surprising that a swing in investment of €3.4M from 2017 to 2018 returns left a dent on the PBT. In 2018 PBT stood at €7.3M compared to €9M in 2017. This said, for the reasons mentioned above we are very proud of our performance in spite of the headwinds.

The balance sheet has been further strengthened, with Capital and Reserves at €29.7M compared to last year's €27.5M and Total Assets of €74.3M compared to €66.6M in 2017. We believe that this positions us well for continued profitable growth in Malta and in new markets as we build on our experience and our relationships.

GasanMamo Insurance stands proudly as a corporate citizen that is duty bound to play a meaningful and constructive role in the society in which it operates. Our commitment to causes surrounding, culture, heritage, sport and youth and the environment remain strong. Our involvement ranges from financial contributions to rolling up our sleeves and getting involved. This sense of duty is borne out by the commitment of our staff who look beyond their immediate needs and respond whenever the company backs these causes.

I am genuinely proud to write these few words reporting another successful year for GasanMamo Insurance, but I must ensure that credit is passed to all those who have contributed to this success, in fact it is all stakeholders. Our clients for entrusting us with their insurance needs, our Tied Insurance Intermediaries, our Agents, Brokers, our Management Team and all Staff as well as all our Reinsurers and Service Providers. I would also like to thank the Board for their wisdom and guidance. Our commitment to lasting relationships that are based on professionalism and mutual respect are the bedrock of our model, one that defines who we are.

We look forward to the years ahead encouraged by our track record, yet we are very aware of the prudence that is required in order to pursue our objective of continued profitable growth, for the benefit of all stakeholders.

Julian J Mamo
Director

"We are confident that due to the long-term view taken, coupled with the determination to be leaders rather than followers, we will continue to bridge the gap providing policies and service that clients require whilst meeting all our obligations head on. "

THE BOARD OF DIRECTORS

GasanMamo Insurance Limited has a Board of Directors whose members have a wealth of experience in the world of business, insurance and financial services both locally and abroad.

JOSEPH A. GASAN
CHAIRMAN

Joseph A. Gasan is the chairman of Gasan Group Limited, GasanMamo Insurance Limited and several other companies constituting the Gasan group of companies. He is also a director of several other companies including MIDI plc, The Quad Ltd, Embassy Ltd, and Main Street Complex Ltd. Mr. Gasan assumed the running of the family business in 1971 and in the mid-70s initiated and directed an expansion and diversification programme which resulted in the development of the Gasan group of companies to its present level of development. The result has been the creation of a dynamic enterprise with the necessary human and financial resources to continue to seek fresh opportunities at home and abroad.

ALBERT P. MAMO
DEPUTY CHAIRMAN

Albert P. Mamo has been involved in insurance for all his working life of 48 years and served as Managing Director of Galdes & Mamo Ltd. From 1990 to 1999 and Managing Director of GasanMamo Insurance Ltd. from 2000 to 2013 when he retired from his executive role. During this period he steered the business through merger, and subsequently transformation from an Insurance Agency to an Insurance Company. Mr. Mamo has had considerable input into the evolution of Malta's insurance market, having served on the Council of the Malta Insurance Association for 22 years, 6 years of which as President.

JULIAN J. MAMO
MANAGING DIRECTOR

Julian Mamo, a graduate in Business Management has been in the insurance industry for over 25 years. Having been a Director of Galdes & Mamo Ltd and playing an instrumental role in the development of the Company and has witnessed the insurance industry evolve first hand. Mr. Mamo has been Managing Director of GasanMamo Insurance since 2013 and has led the company on a steady path of profitable growth providing solid stakeholder returns. Mr. Mamo is a Non-Executive Director on several Boards in companies operating in diverse industries.

BAUDOUIN DESCHAMPS
DIRECTOR

Mr. Deschamps has 30 years of insurance experience including almost 25 years with the Aviva Group where he served in Senior Management in various parts of the group including as CEO. His involvement with Malta started in 2001, when he was Director Europe for Aviva. Today he is an independent consultant in Risk Management and Governance and sits on several boards in the finance and consultancy sectors.

MARK GASAN
DIRECTOR

Mark Gasan is the CEO of Gasan Group and a director of several other companies. Mr. Gasan assumed the Chief Executive position of the group in 2014 and has led the group on a strong growth path ever since. His leadership has seen the business strengthen its focus on its four key pillars whilst still delivering solid growth across all the sectors that the group operates in. Mr. Gasan brings a distinct area of expertise in leading and developing various group interests in the property, building services solutions, automotive and insurance sectors.

ROBERT ROGERS
DIRECTOR

Robert Rogers has 35 years' experience as a reinsurance underwriter and broker, latterly at Willis Towers Watson where he was Regional Director with particular responsibility for UK and Irish clients. Having advised insurance companies in many geographies and with very different business approaches, he brings a broad experience and understanding of the insurance industry, particularly focused on reinsurance, to the GasanMamo Insurance Board.

MARTIN WONFOR
DIRECTOR

Mr. Wonfor is an economics graduate and a chartered accountant by profession.

He has spent most of his career in the financial services field and was a partner of Cazenove & Co. from 1989 to 2000 and subsequently a main board director from 2000 to 2003 when this company changed from a partnership to a private limited company.

VANESSA PORTELLI
COMPANY SECRETARY

Vanessa Portelli, a lawyer by profession joined GasanMamo Insurance as Legal Officer in 2002. She served as Board Secretary from 2005 and was appointed Company Secretary in 2008. In 2011, Dr Portelli was appointed Compliance Officer of the Company and in 2015 she joined the management team as General Manager responsible for Operations, Legal and Compliance.

THE SENIOR MANAGEMENT TEAM

JULIAN J. MAMO
MANAGING DIRECTOR

LESLIE CAUSON
GENERAL MANAGER
PERSONAL & COMMERCIAL, REINSURANCE AND OVERSEAS MARKETS

MICHAEL FARRUGIA
FINANCIAL CONTROLLER

MARK MAMO
GENERAL MANAGER
NETWORK, HEALTH & IT

VANESSA PORTELLI
GENERAL MANAGER
OPERATIONS, LEGAL & COMPLIANCE

FRANCIS VALLETTA
GENERAL MANAGER
MOTOR

NETWORK

At GasanMamo Insurance we feel that clients should choose how they wish to deal with us. To cater for this, a strategy has been developed that ensures that we are accessible to all clients.

GasanMamo Insurance has a distribution network that is unparalleled in Malta with a large centrally located Head Office and strategically located branches. In General Insurance, GasanMamo has Malta's largest network of Tied Insurance Intermediaries. These are located throughout Malta and Gozo and provide a very personalised level of service to their customers. Brokers are seen as an essential source of business and GasanMamo Insurance has excellent relationships with all leading brokers and provides market-leading support.

Three excellent agency appointments are in place: Thomas Smith Insurance Agency Limited in Malta and Prodromou & Makriyiannis Insurance Underwriting Agents & Consultants Limited in Cyprus and ELPA Insurance Brokers in Greece. The company is pleased with their performance and confident of their continued growth.

BRANCH OFFICES

Birkirkara • Ħal Qormi • Ħamrun
Mellieħa • Mosta • Mrieħel
Naxxar • Paola • Rabat
Tas-Sliema • Valletta

HEAD OFFICE

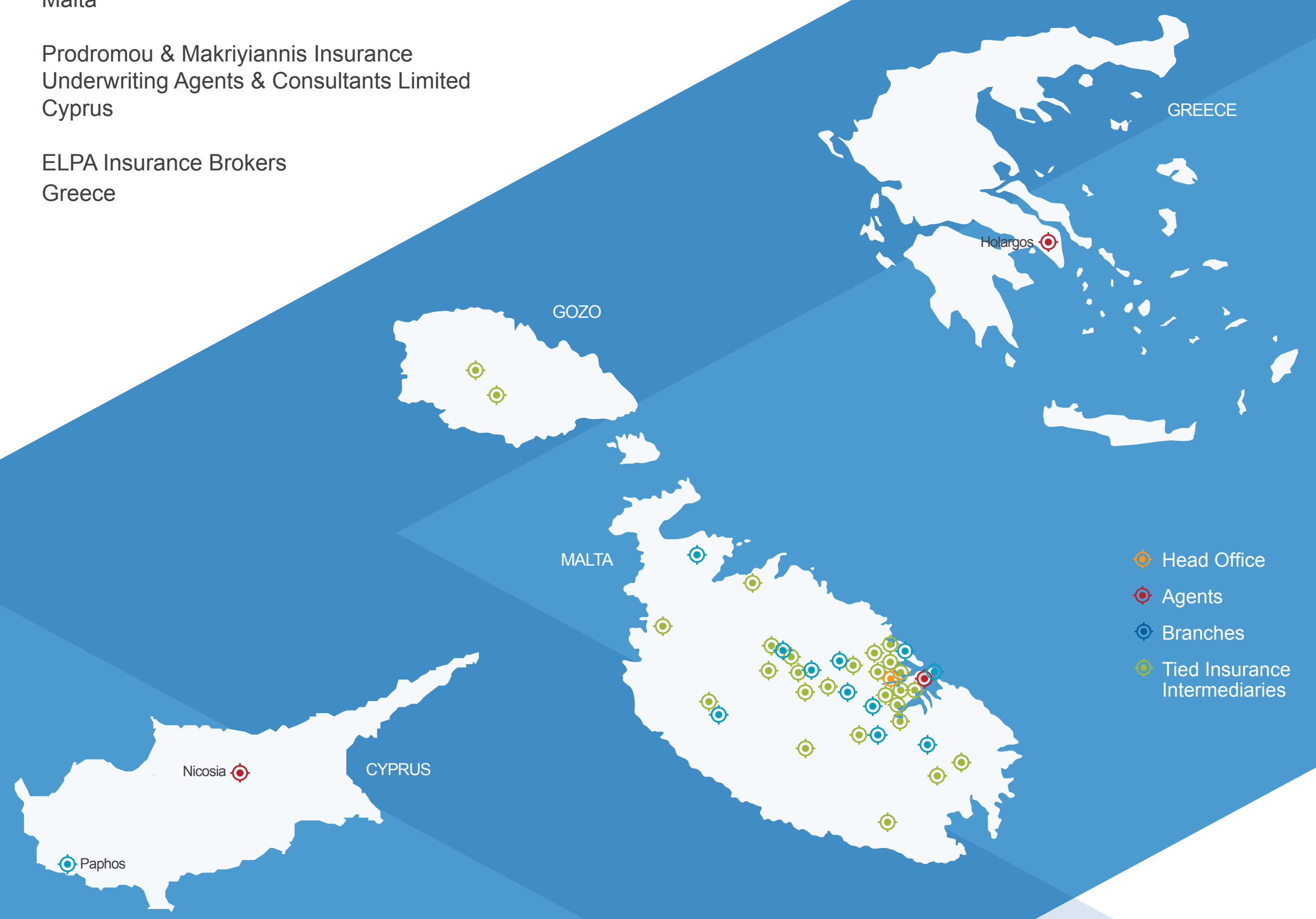
Gżira, Msida Road

AGENTS

Thomas Smith Insurance Agency Limited
Malta

Prodromou & Makriyiannis Insurance
Underwriting Agents & Consultants Limited
Cyprus

ELPA Insurance Brokers
Greece



GASANMAMO INSURANCE LIMITED

Annual Report and Financial Statements
31 December 2018

Company Registration Number: C3143

Directors' report

The directors present their report and the audited financial statements for the year ended 31 December 2018.

Principal activities

The principal activities of the company are that of an insurance company licensed by the Malta Financial Services Authority to write general insurance business in Malta in terms of section 7 of the Insurance Business Act 1998.

Review of the Business

During the year under review the Maltese economy has maintained the positive trajectory for growth seen over the recent few years. This has translated into a 2018 forecast GDP growth of 6.6% and an improvement of Malta's credit rating. The economic growth has been spread throughout the main economic sectors. Construction and foreign direct investment continue to be strong drivers. The labour market is tight with almost full employment and increasing disposable income as a consequence of wage increases. The labour force is growing through immigration and the demographic in Malta is rapidly changing as more foreign nationals choose Malta as a place to work and live, and the trickle-down effect on the economy is self-evident.

We are pleased to report that the company has performed well in this economic environment, registering significant profitable growth with Gross Written Premiums up by 14.6% compared to the previous year (2017: 13.6%). Global markets and investor sentiment took its toll on the investment returns as most asset classes performed badly. Consequently, the Company registered an investment loss of -1.38% (2017: gain of 6.10%). Negative investment returns has impacted the profit before tax causing a dip in profitability for the period. The 2018 profit before tax stood at €7,322,346 compared to €9,018,270 in 2017. The team at GasanMamo has remained focussed on the key deliverables, providing excellent service to customers and mindful of all stakeholders' needs. Adequate pricing in a challenging environment in terms of both claims and operational costs remains an area of focus.

The solvency position of the company remains strong with a Solvency Capital Requirement, ('SCR') of €12,874,069 and Own Funds of €29,774,916, at 31 December 2018, thus having an SCR ratio of 231% and a Minimum Capital Requirement ratio of 514%.

The company is well positioned to proceed on its journey seeking out profitable growth in line with its strategy. In addition to organic growth in markets where it currently operates, prudent growth that is in line with predetermined objectives is being sought in other EU jurisdictions. During 2018 the Company started operations in Greece under the freedom of services regime and after nine months of activity in the Greek Motor market we are confident that this will develop into an important element of GasanMamo Insurance's business.

Developments on the compliance front featured during the year with the introduction of the Insurance Distribution Directive and the GDPR. These necessitated operational changes and have an impact on costs. The Board is confident that everything is in place to ensure that all obligations are met.

A decision has been taken to acquire adequate office space in a new state of the art business development. It is anticipated that this will be ready by 2022. A Promise of sale agreement was entered into in January 2019 for the acquisition of this office space for a price of €14M. An appropriate analysis has been confirmed that the SCR of the company will remain well within the expected band.

Risks and uncertainty

The main risk that affects an insurance company is insurance risk. The risk under any one insurance contract is the possibility that the insured event occurs and the uncertainty of the amount of the resulting claim. By the very nature of an insurance contract, this risk is random and therefore unpredictable.

Directors' report - CONTINUED

Risks and uncertainty - continued

The company manages these risks through its underwriting strategy, adequate reinsurance arrangements and proactive claims handling.

The estimation of the IBNR provision is also generally subject to a greater degree of uncertainty than the estimation of the cost of settling claims already notified to the company, where information about the claim event is available. Management makes use of statistical models to help assess the company's levels of IBNR and claims reserves and ensure they are appropriate.

Financial risk management

Information pertaining to the company's insurance and financial risk management is included in Notes 2.1 and 2.2 of these financial statements.

Events after reporting date

During 2019, the directors recommended the payment of a final net dividend of €1,000,000 which was paid in February 2019. There were no other particular important events affecting the company which occurred after the reporting date other than those mentioned in the Directors' report.

Future developments

The directors intend to continue to operate in line with the company's current business plan.

Results and dividends

The statement of comprehensive income is set out on pages 17 and 18.

The interim net ordinary dividends of €2,500,000 (2017: €3,250,000) were declared and paid out during the year, €1,000,000 of which were paid in March 2018 as a final dividend based on 2017 financial statements.

Reserves

The directors propose that the balance of retained earnings amounting to €17,680,175 (2017: €15,464,842) be carried forward to the next financial year, and that a final dividend be paid in 2019 as described above.

External actuarial function holder

The company's external actuarial function holder is Mr Dimitris Dimitrou, fellow of the Institute of Actuaries, partner of Deloitte Actuarial Services Ltd (Cyprus).

Directors

Joseph A Gasan - *Chairman*
Albert P Mamo - *Deputy Chairman*
Julian J Mamo - *Managing Director*
Mark Gasan
Baudouin Deschamps
Robert Rogers
Martin Wonfor

The company's Articles of Association do not require any of the directors to retire.

Directors' report - CONTINUED

Statement of Directors' responsibilities for the financial statements

The directors are required by the Insurance Business Act, 1998 and the Maltese Companies Act, (Cap. 386) to prepare financial statements which give a true and fair view of the state of affairs of the company as at the end of each reporting period and the profit and loss for the period.

In preparing the financial statements, the directors are responsible for:

- ensuring that the financial statements have been drawn up in accordance with the International Financial Reporting Standards as adopted by the EU;
- selecting and applying appropriate accounting policies;
- making accounting estimates that are reasonable in the circumstances;
- ensuring that the financial statements are prepared on the going concern basis unless it is inappropriate to presume that the company will continue in business as a going concern.

The directors are also responsible for designing, implementing and maintaining internal controls as the directors determine necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error, and that comply with the Companies Act (Cap. 386). They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The financial statements of GasanMamo Insurance Limited for the year ended 31 December 2018 are included in the Annual Report 2018, which is published in hard copy printed form and may be made available on the Company's website. The directors are responsible for the maintenance and integrity of the Annual Report on the website in view of their responsibility for the controls over, and the security of the website. Access to information published on the company's website is available in other countries and jurisdictions where legislation governing the preparation and dissemination of financial statements may differ from requirements or practice in Malta.

Company Secretary

Vanessa Portelli B.A., LL.D., Dip.CII

Auditors

PricewaterhouseCoopers have indicated their willingness to continue in office and a resolution for their reappointment will be proposed.

Corporate Governance

The company continues to make endeavours to ensure that it complies with the requirements of the Malta Financial Services Authority guidelines and to exceed these where it deems necessary so as to ensure that high standards are met in this area.

Corporate Social Responsibility

The company acknowledges its responsibility as a corporate citizen and hence its obligations toward society at large. It complies with the applicable laws of the country as befits a good corporate citizen company. Furthermore, the company supports various entities in the sphere of national heritage, culture, sport as well as initiatives of a social nature that benefit the country as well as overseas.

Directors' report - CONTINUED

The Board of Directors

The Board meets regularly, at least on a quarterly basis to review the performance to date and to assess the position of the company at that time. The members are a mix of appointees of the shareholders, together with independent members who bring with them international experience in various areas of the business. During the quarterly meetings senior officials of the company make detailed presentations to the board members for their evaluation and assessment of performance and progress.

The Board also meets once a year for a separate and specific meeting to discuss strategy and set strategic direction for the company.

An Executive Committee of the Board consisting of all local directors together with five senior members of management meets on a monthly basis to review the management accounts of the previous month. All members of the Board are circulated with the same level of management information including detailed monthly financial performance reports, investment reports, as well as other key performance indicators, together with the minutes of meetings.

Board and Executive Committees

The following committees are appointed by and report to the Board of Directors.

Audit Committee

The committee meets regularly to review processes connected with internal controls, to review reports prepared by the internal auditor, to coordinate the work of the external auditors and the internal auditor, and to make any recommendations that it deems necessary for the better performance and governance of the company. The audit committee is made up of:

Baudouin Deschamps - *Chairman*
Robert Rogers - *Director*
Martin Wonfor - *Director*

The following are normally invited to attend these meetings:

Julian J Mamo - *Managing Director*
Vanessa Portelli - *Company Secretary*
Michael Farrugia - *Financial Controller*
KPMG as the company's internal auditor

Investment Committee

The Committee has the function to consider and propose to the Board the asset allocation policy of the company and to monitor the performance of the portfolio managers. The Investment Committee is made up of:

Joseph A Gasan - *Chairman*
Albert P Mamo
Julian J Mamo
Mark Gasan
Baudouin Deschamps
Robert Rogers
Martin Wonfor
Michael Farrugia
Vanessa Portelli - *Member & Secretary*

Directors' report - CONTINUED

Property Investment Committee

The investment committee has appointed this sub-committee to consider and propose investment in immovable property and to subsequently manage any rental property the company may own. The Property Investment Committee is made up of:

Julian J Mamo - *Chairman*
Mark M Mamo
Mark Gasan
Eliseo Fenech
Vanessa Portelli - *Member & Secretary*

Other Committees

Governance, Risk and Compliance Committee

This committee is responsible for defining and revising the corporate governance as well as overseeing arrangements of the company in order to ensure the sound and prudent management of the business. The committee, as an advisory committee to the Board, assists the Board to actively promote ethical and responsible decision-making and ensures that the company recognises legal and other obligations to all legitimate stakeholders.

Moreover the committee contributes in the formulation of the company's overall risk strategies and polices for managing significant business risks, and is responsible for designing and implementing the company's Risk Management Framework. Finally, it ensures that the company's overall system of internal control operates effectively, monitors risk exposures and breaches. The Governance, Risk and Compliance Committee is made up of:

Julian J Mamo - *Chairman*
Albert P Mamo
Vanessa Portelli
Leslie Causon
Francis Valletta
Michael Farrugia
Mark M Mamo

Reinsurance Committee

This committee is representative of the various areas of operation of the company and meets regularly towards the end of the year to assess and propose to the Board any changes that may be considered for the reinsurance programme of the company for the following year. It also meets as and when required during the course of the year to consider particular issues that affect the reinsurance programme and which may require ad-hoc solutions. The Reinsurance Committee is made up of:

Julian J Mamo - *Chairman*
Leslie Causon
Francis Valletta
Vanessa Portelli
Mark M Mamo
Shawn O'Dea - *Member & Secretary*

Directors' report - CONTINUED

Health & Safety Committee

The Health & Safety Committee is composed of representatives of the company as well as representatives of the staff. This Committee's role is to ensure that the premises and work environment in general complies with legal requirements and is of an acceptable level, as well as to make any related recommendations in this regard.
The Health & Safety Committee is made up of:

Vanessa Portelli - *Chairperson*
Mario Farrugia
Marcel Bonaci
Petra Satariano - *Staff Representative*
Kurt Caruana - *Staff Representative*

Debtors Review Committee

The committee meets on a monthly basis, to oversee the management of the debtors of the company. It also takes cognisance of debtors and any related action required, legal or otherwise, and recommends any required bad debt write-offs. The company recognises that it manages to retain a very positive time-frame for debt collection through the collective efforts of this committee. The Debtors Review Committee is made up of:

Julian J Mamo - *Chairman*
Leslie Causon
Eliseo Fenech
Mark M Mamo
Steve Bilocca
Ritianne Zammit – *Member & Secretary*

Remuneration Committee

This committee, as an advisory committee to the Board of Directors, assists with the formulation of GasanMamo's overall remuneration policy for defining remuneration practices. In addition, the committee ensures that these policies promote an effective system of internal control and makes recommendations to the Board of Directors for improvements. The committee is made up of Non-Executive Directors and invites the Managing Director to attend the meetings as required. Meetings are held at least annually and are minuted. The Remuneration Committee is made up of:

Albert P Mamo - *Chairman*
Joseph A Gasan
Martin Wonfor
Mark Gasan

Directors' report - CONTINUED

Going Concern

The directors are satisfied that taking into account the financial position of the company it is reasonable to assume that there are adequate resources to enable the company to continue its operations in the foreseeable future. Therefore the directors have adopted this position as a basis for the preparation of these accounts.

On behalf of the Board

Joseph A Gasan
Chairman

Julian J Mamo
Director

Registered office
GasanMamo Insurance Limited
Msida Road
Gzira GZR 1405
Malta

17 April 2019

Independent auditor's report

To the Shareholders of GasanMamo Insurance Limited

Report on the audit of the financial statements

Our opinion

In our opinion:

- GasanMamo Insurance Limited's financial statements give a true and fair view of the Company's financial position as at 31 December 2018, and of the Company's financial performance and cash flows for the year then ended in accordance with International Financial Reporting Standards ('IFRSs') as adopted by the EU; and
- The financial statements have been prepared in accordance with the requirements of the Maltese Companies Act (Cap. 386).

Our opinion is consistent with our additional report to the Audit Committee.

What we have audited

GasanMamo Insurance Limited's financial statements, set out on pages 16 to 61, comprise:

- the statement of financial position as at 31 December 2018;
- the statement of comprehensive income for the year then ended;
- the statement of changes in equity for the year then ended;
- the statement of cash flows for the year then ended; and
- the notes to the financial statements, which include a summary of significant accounting policies.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report.

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

Independence

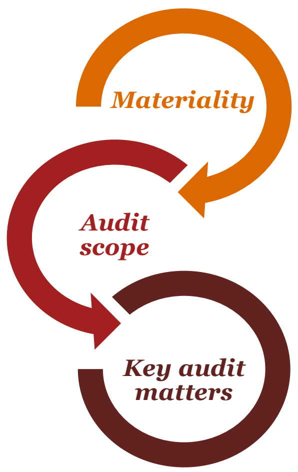
We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) together with the ethical requirements of the Accountancy Profession (Code of Ethics for Warrant Holders) Directive issued in terms of the Accountancy Profession Act (Cap. 281) that are relevant to our audit of the financial statements in Malta. We have fulfilled our other ethical responsibilities in accordance with these Codes.

To the best of our knowledge and belief, we declare that non-audit services that we have provided to the Company are in accordance with the applicable law and regulations in Malta and that we have not provided non-audit services that are prohibited under Article 18A of the Accountancy Profession Act (Cap. 281).

The non-audit services that we have provided to the Company, in the period from 1 January 2018 to 31 December 2018, are disclosed in note 17 to the financial statements.

Our audit approach

Overview



Overall materiality: €388,000, which represents 5% of a 3 year weighted average profit before tax.

Valuation and accuracy of claims outstanding and claims incurred but not reported (IBNR)

As part of designing our audit, we determined materiality and assessed the risks of material misstatement in the financial statements. In particular, we considered where the directors made subjective judgements; for example, in respect of significant accounting estimates that involved making assumptions and considering future events that are inherently uncertain. As in all of our audits, we also addressed the risk of management override of internal controls, including among other matters consideration of whether there was evidence of bias that represented a risk of material misstatement due to fraud.

We tailored the scope of our audit in order to perform sufficient work to enable us to provide an opinion on the financial statements as a whole, taking into account the structure of the Company, the accounting processes and controls, and the industry in which the Company operates.

Materiality

The scope of our audit was influenced by our application of materiality. An audit is designed to obtain reasonable assurance whether the financial statements are free from material misstatement. Misstatements may arise due to fraud or error. They 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.

Based on our professional judgement, we determined certain quantitative thresholds for materiality, including the overall materiality for the financial statements as a whole as set out in the table below. These, together with qualitative considerations, helped us to determine the scope of our audit and the nature, timing and extent of our audit procedures and to evaluate the effect of misstatements, both individually and in aggregate on the financial statements as a whole.

Overall materiality	€388,000 (2017: €363,200)
How we determined it	5% of a 3 year weighted average profit before tax
Rationale for the materiality benchmark applied	We chose a 3 year weighted average profit before tax as reflected in the statement of comprehensive income of 2016 to 2018 as the benchmark because, in our view, profit is a key financial statement metric used in assessing the performance of the Company, and considering that profit tends to fluctuate year on year. We selected 5% based on our professional judgement, noting that it is also within the range of commonly accepted profit-related benchmarks.

We agreed with the Audit Committee that we would report to them misstatements identified during our audit above €38,000 as well as misstatements below that amount that, in our view, warranted reporting for qualitative reasons.

Independent auditor's report *- continued*

To the Shareholders of GasanMamo Insurance Limited

Key audit matters

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the financial statements of the current period. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

Key audit matter	How our audit addressed the Key audit matter
Valuation and accuracy of claims outstanding and claims incurred but not reported (IBNR) Valuation of insurance provisions is judgemental, and requires a number of assumptions to be made that have estimation uncertainty. This is particularly the case for those liabilities that are recognised in respect of claims that have occurred, but have not yet been reported to the Company as some claims can take time to emerge or develop. The determination of the value of these insurance reserves requires judgement, *inter alia*, in the selection of key assumptions and methodologies. The Company has estimated claims outstanding on a case by case basis, which also include an estimated allowance for subrogation or salvage recoveries, and supplemented this with IBNR claims provision based on different reserving methodologies applicable to relevant policy portfolios. The Company's net claims outstanding and IBNR provisions are disclosed in note 13 at €14.6m and €2.1 respectively, and favourable variations arising from prior year claims, when also considering the impact of the recovery reserve and IBNR, amounting to €2.6m. Further information on the development of the ultimate cost of claims over the years is disclosed in note 13. We focused on this area due to its inherent subjectivity and complexity (refer to notes 2.1, 3 and 13)	Our audit procedures addressing the valuation of the Company's claims outstanding and incurred but not reported claims provision included the following procedures: • we applied our industry knowledge and experience in understanding and evaluating the IBNR reserving methodology, models and assumptions used; • we also performed our own independent IBNR projections, and compared the results to management's estimates; • we considered whether the claims outstanding and IBNR reserving methodology was applied consistently across the years; • we considered the quality of historical reserving by reviewing variations arising from prior year technical provisions, including the impact of the recovery reserve and IBNR; • we analysed claim patterns and sample tested case estimates; and • we considered the extent of related disclosures to the financial statements. Based on the work performed, we found the claims outstanding and IBNR to be consistent with the explanation and evidence obtained.

Independent auditor's report *- continued*

To the Shareholders of GasanMamo Insurance Limited

Other information

The directors are responsible for the other information. The other information comprises the Directors' report, the Managing Director's review and the Chairman's statement (but does not include the financial statements and our auditor's report thereon).

Our opinion on the financial statements does not cover the other information, including the directors' report.

In connection with our audit of the financial statements, our responsibility is to read the other information identified above and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

With respect to the directors' report, we also considered whether the directors' report includes the disclosures required by Article 177 of the Maltese Companies Act (Cap. 386).

Based on the work we have performed, in our opinion:

- The information given in the directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the directors' report has been prepared in accordance with the Maltese Companies Act (Cap. 386).

In addition, in light of the knowledge and understanding of the Company and its environment obtained in the course of the audit, we are required to report if we have identified material misstatements in the directors' report and other information.

Independent auditor's report - continued

To the Shareholders of GasanMamo Insurance Limited

Responsibilities of the directors and those charged with governance for the financial statements

The directors are responsible for the preparation of financial statements that give a true and fair view in accordance with IFRSs as adopted by the EU and the requirements of the Maltese Companies Act (Cap. 386), and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the Company'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 the directors either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company's financial reporting process.

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.

Independent auditor's report - continued

To the Shareholders of GasanMamo Insurance Limited

Auditor's responsibilities for the audit of the financial statements - continued

- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

Independent auditor's report - *continued*

To the Shareholders of GasanMamo Insurance Limited

Report on other legal and regulatory requirements

Other matters on which we are required to report by exception

We also have responsibilities:

- under the Maltese Companies Act (Cap. 386) to report to you if, in our opinion:
    - Adequate accounting records have not been kept, or that returns adequate for our audit have not been received from branches not visited by us.
    - The financial statements are not in agreement with the accounting records and returns.
    - We have not received all the information and explanations we require for our audit.
    - Certain disclosures of directors' remuneration specified by law are not made in the financial statements, giving the required particulars in our report.
- under the Listing Rules to review the statement made by the directors that the business is a going concern together with supporting assumptions or qualifications as necessary.

We have nothing to report to you in respect of these responsibilities.

Appointment

We were first appointed as auditors of the Company on 25 August 1975. Our appointment has been renewed annually by shareholder resolution representing a total period of uninterrupted engagement appointment of 44 years. The Company became licensed as an insurance undertaking in terms of the Maltese Insurance Business Act (Cap. 403) on 11 April 2003.

PricewaterhouseCoopers
78, Mill Street
Qormi
Malta

Lucienne Pace Ross
Partner

Statement of financial position

	Notes	As at 31 December 2018 €	2017 €
ASSETS			
Property, plant and equipment:			
- land and buildings	4	**2,751,370**	2,864,615
- plant and equipment	4	**726,997**	628,999
Investment property	5	**11,852,673**	10,515,358
Investments	6	**34,036,378**	36,676,752
Reinsurers' share of technical provisions	13	**2,867,032**	1,360,758
Deferred acquisition costs	7	**3,764,556**	3,401,450
Receivables:			
- receivables arising from direct insurance operations	8	**6,242,743**	5,492,900
- other receivables	8	**421,020**	323,443
- prepayments and accrued income	8	**481,036**	503,484
Cash and cash equivalents	10	**11,123,204**	4,843,354
Total assets		**74,267,009**	66,611,113
EQUITY			
Capital and reserves			
Share capital	11	**12,000,000**	12,000,000
Retained earnings	12	**17,680,175**	15,464,842
Total equity		**29,680,175**	27,464,842
LIABILITIES			
Technical provisions	13	**40,351,312**	35,545,949
Payables:			
- payables arising out of direct insurance operations	14	**710,037**	323,737
- other payables	14	**1,253,679**	1,157,758
- accruals and deferred income	14	**1,149,067**	711,473
Current taxation		**865,495**	408,694
Deferred taxation	9	**257,244**	998,660
Total liabilities		**44,586,834**	39,146,271
Total equity and liabilities		**74,267,009**	66,611,113

The notes on pages 21 to 61 are an integral part of these financial statements.

The financial statements on pages 16 to 61 were authorised by the Board on 17 April 2019 and were signed on its behalf by:

Joseph A Gasan
Chairman

Julian J Mamo
Director

Statement of comprehensive income
Technical account - General business

	Notes	Year ended 31 December 2018 €	2017 €
Earned premiums, net of reinsurance			
Gross premiums written		**44,604,225**	38,938,317
Outward reinsurance premiums		**(3,888,945)**	(2,913,365)
Net premiums written		**40,715,280**	36,024,952
Change in the gross provision for unearned premiums	13	**(1,979,458)**	(2,222,632)
Earned premiums, net of reinsurance		**38,735,822**	33,802,320
Allocated investment return transferred from the non-technical account	16	**(1,433,716)**	986,953
Total technical income		**37,302,106**	34,789,273
Claims incurred, net of reinsurance			
Claims paid			
- gross amount		**18,641,347**	16,213,770
- reinsurers' share	13	**(520,177)**	(245,432)
		18,121,170	15,968,338
Change in the provision for claims			
- gross amount	13	**2,306,460**	1,967,214
- reinsurers' share	13	**(986,827)**	(264,142)
		1,319,633	1,703,072
Claims incurred, net of reinsurance		**19,440,803**	17,671,410
Net operating expenses	15,17	**11,481,604**	9,995,353
Total technical charges		**30,922,407**	27,666,763
Balance on the technical account - general business (page 18)		**6,379,699**	7,122,510

Statement of comprehensive income
Non-technical account

	Notes	Year ended 31 December 2018 €	2017 €
Balance on technical account - general business (page 17)		**6,379,699**	7,122,510
Investment income	16	**(476,241)**	2,982,623
Investment expenses and charges	16	**(224,377)**	(287,812)
Allocated investment return transferred to the general business technical account	16	**1,433,716**	(986,953)
Other income		**615,241**	581,460
Administration expenses	17	**(405,692)**	(393,558)
Profit before income tax		**7,322,346**	9,018,270
Tax expense	19	**(2,607,013)**	(2,780,328)
Profit for the year		**4,715,333**	6,237,942
Earnings per share	21	**0.39**	0.52

The notes on pages 21 to 61 are an integral part of these financial statements.

Statement of changes in equity

	Notes	Share capital €	Retained earnings €	Total €
Balance at 1 January 2017		12,000,000	12,476,900	24,476,900
Comprehensive income				
Profit for the year - total comprehensive income		-	6,237,942	6,237,942
Transactions with owners				
Dividends - total transactions with owners	22	-	(3,250,000)	(3,250,000)
Balance at 31 December 2017		**12,000,000**	**15,464,842**	**27,464,842**
Balance at 1 January 2018		12,000,000	15,464,842	27,464,842
Comprehensive income				
Profit for the year - total comprehensive income		-	4,715,333	4,715,333
Transactions with owners				
Dividends - total transactions with owners	22	-	(2,500,000)	(2,500,000)
Balance at 31 December 2018		**12,000,000**	**17,680,175**	**29,680,175**

The notes on pages 21 to 61 are an integral part of these financial statements.

Statement of cash flows

	Notes	Year ended 31 December 2018 €	2017 €
Cash flows from operating activities			
Cash generated from operations	23	**11,558,868**	9,710,201
Dividends received		**279,347**	262,489
Interest received		**542,489**	503,037
Rental income		**350,223**	321,114
Tax paid		**(2,891,627)**	(3,348,018)
Net cash generated from operating activities		**9,839,300**	7,448,823
Cash flows from investing activities			
Purchase of property, plant and equipment	4	**(404,422)**	(431,675)
Disposal of property, plant and equipment		**1,750**	-
Purchase of investment property	5	**(622,314)**	(1,575,897)
Disposal of investment property		**-**	125,000
Purchase of investments - fair value through profit or loss	6	**(17,083,721)**	(9,849,918)
Disposal of investments - fair value through profit or loss	6	**15,814,567**	5,180,713
Sale/(purchase) of investments - loans and receivables	6	**1,234,690**	(1,728,928)
Net cash used in investing activities		**(1,059,450)**	(8,280,705)
Cash flows from financing activities			
Dividends paid	22	**(2,500,000)**	(3,250,000)
Net cash used in financing activities		**(2,500,000)**	(3,250,000)
Net movement in cash and cash equivalents		**6,279,850**	(4,081,882)
Cash and cash equivalents at beginning of year		**4,843,354**	8,925,236
Cash and cash equivalents at end of year	10	**11,123,204**	4,843,354

The notes on pages 21 to 61 are an integral part of these financial statements.

Notes to the financial statements

1. Summary of significant accounting policies

The principal accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

1.1 Basis of preparation

These financial statements are prepared in accordance with International Financial Reporting Standards (IFRSs) as adopted by the EU and the requirements of the Maltese Companies Act, (Cap. 386).

The financial statements are prepared under the historical cost convention as modified by the fair valuation of financial assets at fair value through profit or loss (including all derivative financial instruments) and investment properties.

The preparation of financial statements in conformity with IFRSs as adopted by the EU requires the use of certain critical accounting estimates. It also requires directors to exercise their judgement in the process of applying the company's accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements, are disclosed in Note 3.

The statement of financial position is organised in increasing order of liquidity, with additional disclosures on the current or non-current nature of the company's assets and liabilities provided within the notes to the financial statements.

The company had to change its accounting policies following the adoption of IFRS 9, 'Financial Instruments' effective 1 January 2018. IFRS 9 and the other amendments to IFRS as adopted by the EU did not have any impact on the amounts recognised in prior periods and are not expected to significantly affect the current or future periods. The adoption of these revisions to the requirements of IFRSs as adopted by the EU did not also result in restatement in the statement of cash flows. IFRS 9 was generally adopted without restating comparative information.

IFRS 9 replaces the provisions of IAS 39 that relate to the recognition, classification and measurement of financial assets and financial liabilities, derecognition of financial instruments, impairment of financial assets and hedge accounting. As discussed below, the adoption of IFRS 9 from 1 January 2018 resulted in changes in accounting policies.

Classification and measurement

On 1 January 2018 (the date of initial application of IFRS 9), the company's management has assessed which business models apply to the financial assets held by the company and has classified its financial instruments into the appropriate IFRS 9 categories.

Investments at fair value through profit or loss (note 6) were originally classified as fair value through profit or loss under IAS 39. Under IFRS 9, the classification remains unchanged.

Deposits with banks and financial institutions (note 6), loans to group undertakings (note 6), cash and cash equivalents (note 10), other receivables and accrued income (note 8) were originally classified as loans and receivables under IAS 39. These are now measured at amortised cost under IFRS 9.

1. Summary of significant accounting policies - continued

1.1 Basis of preparation - continued

Impairment of financial assets

The company's deposits with banks or financial institutions, loan to group undertaking, other receivables and accrued income are subject to IFRS 9's new expected credit loss model. The company was required to revise its impairment methodology under IFRS 9 by measuring expected credit losses. The impact of the change in impairment methodology had no significant impact on the company's financial statements.

While cash and cash equivalents are also subject to the impairment requirements of IFRS 9, the identified impairment loss was immaterial.

The company has no hedging activities within the scope of IFRS 9.

Standards, interpretations and amendments to published standards effective in 2018

In 2018, the company adopted new standards, amendments and interpretations to existing standards that are mandatory for the company's accounting period beginning on 1 January 2018. The adoption of these revisions to the requirements of IFRSs as adopted by the EU did not result in substantial changes to the company's accounting policies other than those mentioned in the succeeding notes. The adoption of these standards did not have significant impact on the company's financial statements.

Standards, interpretations and amendments to published standards that are not yet effective

Certain new standards, amendments and interpretations to existing standards have been published by the date of authorisation for issue of these financial statements but are mandatory for the company's accounting periods beginning on or after 1 January 2019. The company has not early adopted these revisions to the requirements of IFRSs as adopted by the EU and the company's directors are of the opinion that there are no requirements that will have a possible significant impact on the company's financial statements in the period of initial application, other than as described below.

IFRS 17 was issued in May 2017, and sets out the requirements that an entity should apply in accounting for insurance contracts it issues and reinsurance contracts it holds. IFRS 17 is currently effective from 1 January 2021. However, the IASB is considering delaying the mandatory implementation date by one year and may make additional changes to the standard. The Company is in the process of implementing IFRS 17. Industry practice and interpretation of the standard is still developing and there may be changes to it, therefore the likely impact of its implementation remains uncertain.

IFRS 16 was issued in January 2016. It will result in almost all leases being recognised on the balance sheet by lessees, as the distinction between operating and finance leases is removed. Under the new standard, an asset (the right to use the leased item) and a financial liability to pay rentals are recognised. The only exceptions are short-term and low-value leases.

The company will apply the standard from its mandatory adoption date of 1 January 2019. While not expected to be significant to the company's financial statements, the company intends to apply the simplified transition approach and will not restate comparative amounts for the year prior to first adoption. Right-of-use assets for property leases will be measured on transition as if the new rules

1. Summary of significant accounting policies - continued

had always been applied. All other right-of-use assets will be measured at the amount of the lease liability on adoption (adjusted for any prepaid or accrued lease expenses).

1.2 Foreign currency translation

(a) Functional and presentation currency

Items included in these financial statements are measured using the currency of the primary economic environment in which the company operates (‘the functional currency’). The euro is the company’s functional and presentation currency.

(b) Transactions and balances

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions or valuation where items are re-measured. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in profit or loss.

All foreign exchange gains and losses are presented in profit or loss.

1.3 Property, plant and equipment

Property, plant and equipment are recorded at historical cost less depreciation. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

Subsequent costs are included in the asset’s carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the company and the cost of the item can be measured reliably. The carrying amount of the replaced part is derecognised. All other repairs and maintenance are charged to the statement of comprehensive income during the financial period in which they are incurred.

Depreciation is calculated using the straight-line method to allocate the cost of the assets to their residual values over their estimated useful lives, as follows:

	%
Buildings	2
Leasehold improvements, office furniture and equipment	10 - 20
Computer equipment	20
Motor vehicles	20 - 25

The assets’ residual values and useful lives are reviewed, and adjusted if appropriate, at the end of each reporting period. An asset’s carrying amount is written down immediately to its recoverable amount if the asset’s carrying amount is greater than its estimated recoverable amount.

Gains and losses on disposals of property, plant and equipment are determined by comparing the proceeds with carrying amount and are recognised in profit or loss.

1. Summary of significant accounting policies - continued

1.4 Investment property

Property held for long term rental yields or for capital appreciation or both and which is not occupied by the company is classified as investment property. Investment property comprises land and buildings and is measured initially at its cost, including related transaction costs. After initial recognition, investment property is carried at fair value. Fair value is based on active market prices, adjusted, if necessary, for any difference in the nature, location or condition of the specific asset. If this information is not available, the company uses alternative valuation methods such as recent prices on less active markets or discounted cash flow projections. These valuations are reviewed bi-annually by the directors. Investment property being redeveloped for continuing use as investment property or for which the market has become less active continues to be measured at fair value. The fair value of investment property reflects, among other things, rental income from current leases and assumptions about rental income from future leases in the light of current market conditions.

Subsequent expenditure is added to the asset’s carrying amount only when it is probable that future economic benefits associated with the item will flow to the company and the cost of the item can be measured reliably. All other repairs and maintenance costs are charged to profit or loss during the financial period in which they are incurred.

Changes in fair values are recorded in profit or loss.

1.5 Financial assets

Accounting policies on classification applied starting 1 January 2018

The company’s adoption of IFRS 9 on 1 January 2018 resulted in change in classification of deposits with banks or financial institutions, loan to group undertaking, other receivables and accrued income to financial assets at amortised cost from loans and receivable. This, however, did not result in any change in measurement and did not result in significant impairment loss.

From 1 January 2018, the company classifies its financial assets as “financial assets at fair value through profit or loss” and “financial assets at amortised cost”. The classification depends on the company’s business model for managing the financial assets and the contractual terms of the cash flows. Management determines the classification of the company’s financial assets at initial recognition.

The company reclassifies these debt instruments when and only when its business model for managing those assets changes. The adoption of IFRS 9 did not result in change in recognition and derecognition policies of the company.

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

The company classifies the following financial assets at fair value through profit or loss:

- Debt instruments that do not qualify for measurement at either amortised cost or at FVOCI (i.e., financial assets mandatorily required to be measured at fair value),
- Equity investments that are held for trading (i.e., financial assets mandatorily required to be measured at fair value), and
- Equity investments for which the company has not elected to recognise the fair value gains and losses through other comprehensive income.

Financial assets in this category are classified as current assets if expected to be settled within twelve months; otherwise, they are classified as non-current. The company’s financial assets at fair value through profit or loss include debt and equity securities (Note 6).

1. Summary of significant accounting policies – continued

1.5 Financial assets - continued

Financial assets at fair value through profit or loss include financial assets managed on a fair value basis. Derivatives are also categorised as held for trading unless they are designated as hedges. A financial asset is classified in this category on initial recognition if, as a company's business model, it is part of a portfolio of identified financial instruments that are managed together in the above manner.

(b) Financial assets at amortised cost

The company classifies its financial assets as at amortised cost only if both of the following criteria are met:

- The asset is held within a business model whose objective is to collect the contractual cash flows, and
- The contractual terms give rise to cash flows that are solely payments of principal and interest.

Financial assets in this category are classified as current assets if expected to be settled within twelve months or within normal operating cycle; otherwise, they are classified as non-current.

The company's deposits with banks or financial institutions, loan to group undertaking, other receivables and accrued income on financial assets at amortised cost in the statement of financial position are classified under this category (Notes 6, 8 and 10).

Accounting policies on classification applied until 31 December 2017

The company classified its financial assets in the following categories: "financial assets at fair value through profit or loss" and "loans and receivables". The classification depended on the purpose for which the financial assets were acquired. The directors determined the appropriate classification of the financial assets at initial recognition.

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

Financial assets at fair value through profit or loss comprised all securities intended to be held for an indefinite period of time, which may be sold in response to needs for liquidity or changes in interest rates, exchange rates or investment instrument prices, if so designated by the directors. These financial assets was managed and their performance was evaluated and reported annually on a fair value basis to the company's key management personnel in accordance with a documented investment strategy.

(b) Loans and receivables

Loans and receivables were non-derivative financial assets with fixed or determinable payments that were not quoted in an active market, other than those that the company intended to sell in the short term or that it designated as fair value through profit or loss. They included, inter alia, receivables, deposits held with credit or financial institutions and cash and cash equivalents.

Recognition and measurement

All purchases and sales of investments are recognised on the trade date, which is the date that the company commits to purchase and sell the asset. Investments are initially recognised at fair value plus, in the case of all financial assets not carried at fair value through profit or loss, transaction costs that are directly attributable to their acquisition. Financial assets are derecognised when the rights to receive cash flows from the financial assets have expired or have been transferred and the company has also transferred substantially all risks and rewards of ownership.

1. Summary of significant accounting policies - continued

1.5 Financial assets - continued

Recognition and measurement - continued

Financial assets at fair value through profit or loss are subsequently carried at fair value. Loans and receivables are carried at amortised cost using the effective interest method, less any provision for impairment. Realised and unrealised gains and losses arising from changes in fair value of the 'financial assets at fair value through profit or loss' category are included in profit or loss in the period in which they arise.

The fair values of quoted investments and units in collective investment schemes are based on quoted market prices at the end of the reporting period. If the market for an investment is not active, the company establishes fair value by using valuation techniques. Equity securities for which the fair value cannot be measured reliably are recognised at cost less impairment. On disposal, the difference between the net disposal proceeds and the carrying amount is included in the net profit or loss for the period.

1.6 Associated companies and joint ventures

Joint ventures are entities over which the company has joint control as a result of contractual arrangements, and rights to the net assets of the entities. Investments in associated companies and joint ventures are accounted for in the financial statements using the equity method of accounting less impairment losses, if any.

(i) Acquisitions

Acquisitions of investments in associated companies and joint ventures are initially recognised at cost. The cost of an acquisition is measured at the fair value of the assets given, equity instruments issued or liabilities incurred or assumed at the date of exchange, plus costs directly attributable to the acquisition. Goodwill on associated companies and joint ventures represents the excess of the cost of acquisition of the associated company or joint venture over the company's share of the fair value of the identifiable net assets of the associated company or joint venture and is included in the carrying amount of the investments.

(ii) Equity method

Investments are initially recognised at cost and adjusted thereafter to recognise company's share of its associated companies' or joint ventures' post-acquisition profits or losses of the investee in profit or loss and its share of movements in other comprehensive income of the investee's other comprehensive income. Dividends received or receivable from the associated companies or joint ventures are recognised as a reduction of the carrying amount of the investments. When the company's share of losses in an associated company or joint venture equals to or exceeds its interest in the associated company or joint venture, the company does not recognise further losses, unless it has legal or constructive obligations to make, or has made, payments on behalf of the associated company or joint venture. If the associated company or joint venture subsequently reports profits, the company resumes recognising its share of those profits only after its share of the profits equals the share of losses not recognised.

(iii) Unrealised gains

Unrealised gains on transactions between the company and its associated companies or joint ventures are eliminated to the extent of the company's interest in the associated companies or joint ventures. Unrealised losses are also eliminated unless the transactions provide evidence of impairment of the assets transferred. The accounting policies of associated companies or joint ventures are changed where necessary to ensure consistency with the accounting policies adopted by the company.

1. **Summary of significant accounting policies** - continued

1.6 Associated companies and joint ventures - continued

(iv) Disposals

Investments in associated companies or joint ventures are derecognised when the company loses significant influence or joint control. If the retained equity interest in the former associated company or joint venture is a financial asset, the retained equity interest is remeasured at fair value. The difference between the carrying amount of the retained interest at the date when significant influence or joint control is lost, and its fair value and any proceeds on partial disposal, is recognised in profit or loss.

1.7 Impairment of assets

Accounting policies on impairment applied starting 1 January 2018 for certain assets within scope of IFRS 9

From 1 January 2018, the company assesses on a forward-looking basis the expected credit losses associated with its debt instruments carried at amortised cost. The impairment methodology applied depends on whether there has been a significant increase in credit risk.

While the company's adoption of IFRS 9 resulted in change in impairment approach for financial assets, the same did not result in significant impairment losses.

Accounting policies on impairment applied until 31 December 2017 to certain assets that are now within scope of IFRS 9; and still applied for certain assets within scope of IFRS 4

For loans and receivables, the company assesses at the end of each reporting period whether there is objective evidence that a financial asset or group of financial assets is impaired. A financial asset or group of financial assets is impaired and impairment losses are incurred only if there is objective evidence of impairment as a result of one or more events that have occurred after the initial recognition of the asset (a 'loss event') and that loss event or events have an impact on the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated.

Objective evidence that a financial asset or group of assets is impaired includes observable data that comes to the attention of the company about the following events:

(i) significant financial difficulty of the issuer or debtor;
(ii) a breach of contract, such as default or delinquency in payments;
(iii) it becoming probable that the issuer or debtor will enter bankruptcy or other financial reorganisation; and
(iv) observable data indicating that there is a measurable decrease in the estimated future cash flow from a group of financial assets since the initial recognition of those assets, although the decrease cannot yet be identified with the individual financial assets in the group.

The company first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant. If the company determines that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, it includes the asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is or continues to be recognised are not included in a collective assessment of impairment.

1. **Summary of significant accounting policies** - continued

1.7 Impairment of assets – continued

If there is objective evidence that an impairment loss has been incurred on loans and receivables carried at amortised cost, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows discounted at the financial asset's original effective interest rate. The carrying amount of the asset is reduced through the use of an allowance account and the amount of the loss is recognised in profit or loss.

If in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised (such as improved credit rating), the previously recognised impairment loss is reversed by adjusting the allowance account. The amount of the reversal is recognised in profit or loss.

1.8 Current and deferred tax

The tax expense for the period comprises current and deferred tax. Tax is recognised in profit or loss, except to the extent that it relates to items recognised directly in equity. In this case, the tax is also recognised in equity.

Deferred tax is recognised, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements. However, the deferred tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss. Deferred tax is determined using tax rates (and laws) that have been enacted or substantively enacted by the end of the reporting period and are expected to apply when the related deferred tax asset is realised or the deferred tax liability is settled. Deferred tax assets are recognised only to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised. Deferred income taxes and liabilities are offset when there is a legally enforceable right to set-off under the Malta Income Tax regime.

1.9 Cash and cash equivalents

Cash and cash equivalents includes cash in hand and deposits held at call with banks.

1.10 Share capital

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of new shares are shown in equity as a deduction, net of tax, from the proceeds.

1.11 Insurance contracts - classification

The company issues contracts that transfer significant insurance risk to the company and that are classified as insurance contracts. As a general guideline, the company defines as significant insurance risk the possibility of having to compensate the policyholder if a specified uncertain future event (the insured event) adversely affects the policyholder.

<u>Insurance contracts - General business</u>

The results for general business are determined on an annual basis whereby the incurred cost of claims, commissions and related expenses are charged against the earned proportion of premiums, net of reinsurance as follows:

(i) Premiums written relate to business incepted during the year together with any differences between the booked premiums for prior years and those previously accrued, less cancellations.

1. Summary of significant accounting policies - continued

1.11 Insurance contracts - classification - continued

Insurance contracts - General business - continued

(ii) Unearned premiums represent the proportion of premiums written in the year that relate to unexpired terms of policies in force at the end of each reporting period, calculated on a time apportionment basis.

(iii) Commissions and other acquisition costs that vary with and are related to securing new contracts and renewing existing contracts are apportioned over the period in which the related premiums are earned. These are capitalised and are shown as deferred acquisition costs ("DAC") in the statement of financial position. DAC is amortised over the term of the policies as the premium is earned. All other costs are recognised as expenses when incurred.

(iv) Claims incurred comprise claims and related expenses paid in the year and changes in the provision for outstanding claims, including provisions for claims incurred but not reported ("IBNR") and related expenses, together with any other adjustments to claims from previous years. Where applicable, deductions are made for salvage and other recoveries.

(v) Provision is made at the year-end for the estimated cost of claims incurred but not settled at the end of each reporting period, including the cost of claims incurred but not yet reported to the company. The estimated cost of claims includes expenses to be incurred in settling claims. The company takes all reasonable steps to ensure that it has appropriate information regarding its claims exposures. However, given the uncertainty in establishing claims provisions, it is likely that the final outcome will prove to be different from the original liability established. Liabilities for unpaid claims are estimated using the input of assessments for individual cases reported to the company and statistical analyses for the claims incurred but not reported. The company does not discount its liabilities for unpaid claims. The estimation of claims IBNR is generally subject to a greater degree of uncertainty than the estimation of the cost of settling claims already notified to the company, where more information about the claim event is generally available.

(vi) Provision in the form of an unexpired risk provision will be made for any deficiencies arising when unearned premiums, net of associated acquisition costs, are insufficient to meet expected claims and expenses after taking into account future investment return on the investments supporting the unearned premiums provision and unexpired risks provision. The expected claims are calculated having regard to events that have occurred prior to the end of the reporting period.

The above method of provisioning satisfies the minimum liability adequacy required by IFRS 4.

1. Summary of significant accounting policies - continued

1.11 Insurance contracts - classification - continued

Reinsurance contracts held

Contracts entered into by the company with reinsurers under which the company is compensated for losses on one or more contracts issued by the company and that meet the classification requirements for insurance contracts are classified as reinsurance contracts held.

The benefits to which the company is entitled under its reinsurance contracts held are recognised as reinsurance assets. These assets consist of short-term balances due from reinsurers (classified within receivables), as well as longer term receivables (classified within reinsurers' share of technical provisions) that are dependent on the expected claims and benefits arising under the related reinsured insurance contracts. Amounts recoverable from or due to reinsurers are measured consistently with the amounts associated with the reinsured insurance contracts and in accordance with the terms of each reinsurance contract. Reinsurance liabilities are primarily premiums payable for reinsurance contracts and are recognised as an expense when due.

Receivables and payables related to insurance contracts

Receivables and payables are recognised when due. These include amounts due to and from reinsurers, agents, brokers and insurance policy holders.

The company assesses its reinsurance assets and its receivables related to insurance contracts for impairment on a regular basis. If there is objective evidence that the reinsurance asset or the insurance receivable is impaired, the company will reduce the carrying amount to its recoverable amount and recognises that impairment loss in the statement of comprehensive income. The company gathers the objective evidence that a reinsurance asset or insurance receivable is impaired using the same process adopted for financial assets classified as loans and receivables. The impairment loss is also calculated following the same method used for these financial assets. These processes are described in accounting policy 1.7.

1.12 Trade and other payables

Trade payables are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Accounts payable are classified as current liabilities if payment is due within one year or less (or in the normal operating cycle of the business if longer). If not, they are presented as non-current liabilities.

Trade and other payables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method.

1.13 Provisions

Provisions are recognised when the company has a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate of the amount of the obligation can be made.

1.14 Derivative financial instruments and hedging activity

Derivative financial instruments are initially recognised in the statement of financial position at cost and subsequently are remeasured at their fair value. The method of recognising the resulting gain or loss is dependent on the nature of the item being hedged. On the date a derivative contract is entered into, the company designates certain derivatives as either (1) hedge of the fair value of a recognised asset or liability (fair value hedge), or (2) a hedge of a forecasted transaction or of a firm commitment (cash flow hedge). The Company did not have hedging activities in 2018 and 2017.

1. Summary of significant accounting policies - continued

1.15 Offsetting financial instruments

Financial assets and liabilities are offset and the net amount reported in the statement of financial position when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis, or realise the asset and settle the liability simultaneously.

1.16 Revenue recognition

Revenue comprises the fair value for services and is recognised as follows:

(a) *Rendering of services*
Premium recognition is described in accounting policy 1.11 dealing with insurance contracts.

(b) *Interest income*
Interest income from financial assets not classified as fair value through profit or loss is recognised using the effective interest method. When an insurance receivable is impaired, the company reduces the carrying amount to its recoverable amount, being the estimated future cash flow discounted at the original effective interest rate of the instrument and continues unwinding the discount as interest income.

(c) *Dividend income*
Dividend income is recognised when the right to receive payment is established.

(d) *Rental income*
Rent receivable from investment property is accounted for on an accruals basis in accordance with the substance of the relative lease agreements.

1.17 Investment return

Investment return comprises investment income including fair value movements, interest income, dividends, rental income, and is net of investment expenses, charges and interest.

Investment return is initially recorded in the non-technical account. A transfer is made from the non-technical account to the general business technical account of the actual investment return on investments supporting the insurance technical provisions.

1.18 Leases

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases are charged to profit or loss on a straight-line basis over the period of the lease.

1.19 Dividend distribution

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

2. Management of insurance and financial risk

The company is exposed to insurance risk and financial risk. This section summarises these risks and the way the company manages them.

2.1 Insurance risk

The risk under any one insurance contract is the possibility that the insured event occurs and the uncertainty of the amount of the resulting claim. By the very nature of an insurance contract, this risk is random and therefore unpredictable.

The terms and conditions of the contracts set out the basis for the determination of the company's liability should the insured event occur. The risks underwritten include accident and health, motor (including third party liability), marine and transport, fire and other damage to property and liability.

For a portfolio of insurance contracts where the theory of probability is applied to pricing and provisioning, the principal risk that the company faces under its insurance contracts is that the actual claims and benefit payments exceed the carrying amount of the insurance liabilities. This could occur because the frequency or severity of claims are greater than estimated. Insurance events are random and the actual number and amount of claims may vary from year to year from the estimate established using statistical techniques.

Experience shows that the larger the portfolio of similar insurance contracts, the smaller the variability about the expected outcome will be. In addition, a more diversified portfolio is less likely to be affected across the board by a change in any subset of the portfolio. The company writes business in a number of classes and assesses its exposure at individual class level but it places more emphasis on assessing class groups. The company's underwriting strategy is to diversify the type of insurance risks accepted and within each of these categories to achieve a sufficiently large population of risks to reduce the variability of the expected outcome.

Factors that aggravate insurance risks include the lack of risk diversification in terms of type and amount and the concentration in the portfolio on a few large risks.

(a) Frequency and severity of claims

The frequency and severity of claims can be affected by several factors, but primarily by the types of risks that the company accepts to insure. Risk can be significantly affected by a single event such as a severe storm or a drastic change in the methods of compensation awarded by courts.

The company writes only annual policies (with the exceptions of Contractors All Risks contract term cover, Travel and Marine Cargo short term policies), and therefore has the ability to rate risks individually and to impose conditions in accordance with the risk under consideration. For property insurance contracts there is no distinct seasonality in claims patterns except storm-related claims to which the Maltese islands are susceptible at periodic intervals in certain months of the year. The company purchases adequate Catastrophe reinsurance cover to protect against this eventuality.

The company manages these risks through its underwriting strategy, adequate reinsurance arrangements and proactive claims handling.

2. Management of insurance and financial risk - continued

2.1 Insurance risk - continued

(a) Frequency and severity of claims - continued

Underwriting

The underwriting strategy attempts to ensure that the underwritten risks limit the company's exposure to large commercial and industrial risks and to risks with a high probability of causing a severe claim. Internal underwriting guidelines and limits are in place to enforce appropriate risk selection criteria and are reinforced by the proper IT driven controls. Thus intermediaries and branches are unable to give quotations unless these are within their underwriting limits or through direct computer links. Head Office underwriters handle all referrals on risks exceeding such limits. Insurance risks are contracted on the basis of the legal principle of "utmost good faith" and thus the company is able to refuse to settle claims where it can prove that there was non-disclosure or misrepresentation of a material fact at underwriting stage with the aim of circumventing such limits. The company also has systems in place that ensure that certain risks are reviewed prior to renewal terms being offered. As a licensed motor insurer the company is obliged to observe the terms, conditions and limitations of compulsory motor insurance legislation currently in force.

The risks underwritten by the company may also be in the form of reinsurance contracts issued on a one-off facultative basis with other direct re-insurers whereby it assumes a portion of the risk which such insurers undertake with their direct clients.

Reinsurance arrangements

The company has reinsurance protection in place substantially for all classes of business. The reinsurance arrangements consist mainly of a variety of non-proportional programs, with deductibles that are commensurate with the company's financial standing. In certain specific cases, proportional protection is purchased, especially in the case of new areas/ lines of business. This is done to afford increased protection against volatility which can occur in such cases. The company purchases adequate reinsurance cover to protect against the eventuality of a single event such as a storm.

The company's policy is to only utilise reinsurers with a minimum Standard & Poor's rating (or equivalent when not available) of "A minus".

Claims handling

The company's Head Office claims handling departments process, oversee and/or investigate as necessary all claims. Reserves are set in accordance with the company's reserving policy and these are reviewed individually on a regular basis. These limits vary in accordance with the individual's experience and seniority in a manner that ensures that the potentially serious claims are handled by senior and experienced personnel.

The company limits its delegation of claims handling authority to one agent in Malta and to two overseas agents, all of which are monitored by appropriate auditing processes carried out by Head Office personnel. Authority limits in relation to the handling and the settlement of claims are in place.

The company aims to achieve as short a settlement period as possible that allows it to achieve a higher degree of certainty with regard to the estimated cost of claims.

2. Management of insurance and financial risk - continued

2.1 Insurance risk - continued

(a) Frequency and severity of claims - continued

Concentration of insurance risk

The company derives 88% (2017: 90%) of its premium income from risks written in Malta whilst the other 12% (2017: 10%) is derived from risks written in Cyprus, France and Greece.

Property risks underwritten by the company are mainly geographically situated on the Maltese Islands with some exposure in Cyprus, and limited exposure in Greece. The nature of some policies underwritten by the company in Malta, such as Motor Third Party Liability, Marine Cargo, Travel Insurance and Liability expose the company to claims relating to incidents occurring outside the Maltese Islands, in spite of the fact that the risks are based within them.

In the company's portfolio there is no undue concentration of risk or of policy holders or of business sectors, with a healthy balance between Personal Lines risks and Commercial risks.

(b) Sources of uncertainty in the estimation of future claim payments

The most significant risks are changes in the pattern of awards for bodily injury and fatality claims, and inflationary trends. Claims on casualty contracts are payable on a claims-occurrence basis. The company is liable for all insured events that occurred during the term of the contract, even if the loss is discovered after the end of the contract period. Some liability claims tend to be settled over a longer period and in addition to case estimates, an element of claims provision at year-end relates to incurred but not reported claims. Statistical analyses are carried out annually to ascertain that the provision for IBNR is adequate. The compensation paid on these contracts is the monetary award granted for bodily injury suffered. Such awards are lump sum payments that are calculated as the present value of the lost earnings and actual related costs incurred that the injured party suffers as a result of the accident. For fatalities the amount of compensation is also a monetary amount paid as a lump sum to heirs relating to the lost future earnings of the deceased plus actual costs incurred as a result of the accident.

The estimated cost of claims includes direct expenses to be incurred in settling claims gross of expected subrogation value and other recoveries. The company takes all reasonable steps to ensure that it has appropriate information regarding its claims exposures. An initial reserve based on average claims cost is attributed to each reported incident where insufficient information is available at that time. Analysis of the development of past claims has shown that reserves have in overall terms proven to be sufficient to meet the ultimate cost. In calculating the estimated cost of notified but unpaid claims, the company's estimation techniques include a combination of past experience, medical assessments, legal precedent and current trends in compensation awards. All the company's claims reserves are an accumulation of individual case estimates coupled with an estimation of claims recoveries and IBNR. The company's independent actuarial function holder periodically reviews the estimation methodology and reports his observations to management.

The estimation of IBNR is generally subject to a greater degree of uncertainty than the estimation of the cost of settling claims already notified to the company, where information about the claim event is available. Claims IBNR may often not be apparent to the insured until several years after the event giving rise to the claims would have happened. The company estimates IBNR as a fixed percentage of gross written premiums in order to reflect the consequence of changes in portfolio size. Adequacy tests are carried out annually. Classes of business where the IBNR proportion of the total reserve is high will typically display greater variations between initial estimates and final outcome because of the greater degree of difficulty in estimating these reserves.

1. **Management of insurance and financial risk** - continued

2.1 Insurance risk - continued

(b) Sources of uncertainty in the estimation of future claim payments - continued

Classes of business where claims are typically reported relatively quickly after the claim event tend to display lower levels of volatility.

Note 13 presents the development of the estimate of ultimate claims costs for claims notified in a given year. This gives an indication of the accuracy of the company's estimation techniques for claims payments.

2.2 Financial risk management

The company is exposed to financial risk through its financial assets, financial liabilities, and insurance and reinsurance assets and liabilities. The key financial risk is that the proceeds from its financial assets are not sufficient to fund the obligations arising from its insurance risk. The most important components of this financial risk are market risk (including interest rate risk, equity price risk and currency risk), credit risk and liquidity risk. These risks arise from open positions in interest rate, currency and equity positions, all of which are exposed to general and specific market movements. The risk management policies employed by the company to manage these risks are discussed below.

(a) Market risk

(i) Interest rate risk

In general, the company is exposed to risk associated with the effects of fluctuations in the prevailing levels of market interest rates. Assets issued at variable rates expose the company to cash flow interest rate risk. Assets issued at fixed rates expose the company to fair value interest rate risk. The company holds investments mostly in equity and debt securities. Debt securities are subject to interest rate risk.

Fair value interest rate risk is the risk that the relative value of a security will worsen due to an interest rate increase. Interest rate risk is mitigated through the distribution of fixed interest investments over a range of maturity dates. Moreover, the company's asset allocation policy limits the amount of investment in any one asset or towards any one counterparty. The exposure to interest rate risk in respect of borrowings is not material considering the short term nature of the company's external borrowings. Notes 6, 8 and 10 incorporate interest rate and maturity information with respect to the company's assets and liabilities.

The total assets and liabilities subject to interest rate risk are the following:

	2018	2017
	€	€
Assets at floating interest rates (Note 6 and 10)	**11,569,628**	4,945,746
Assets at fixed interest rates (Note 6)	**22,177,499**	22,126,018
	33,747,127	27,071,764

2. **Management of insurance and financial risk** - continued

2.2 Financial risk management - continued

(a) Market risk - continued

(i) Interest rate risk - continued

Up to the end of the reporting period the company did not have any hedging policy with respect to interest rate risk as exposure to such risks was not deemed to be significant by the directors.

The sensitivity analysis for interest rate risk illustrates how changes in the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates at the end of the reporting period.

At 31 December 2018 the company was mainly exposed to fair value interest rate risk on listed fixed interest rate debt securities. If interest rates at that date would have been 50 basis points lower with all other variables held constant, the increase in pre-tax profit for the year would have been €514,459 (2017: €502,954) higher. An increase of 50 basis points, with all other variables held constant, would have resulted in pre-tax profit being €496,025 (2017: €490,794) lower.

(ii) Price risk

The company is exposed to market price risk on its financial assets, particularly on its equity investments. These investments are subject to stock market volatility and the value can decline significantly in response to adverse political, market or economic developments.

The company reduces this risk by diversifying its investments in different countries and in different sectors. The company also operates a number of investment portfolios in order to spread risk. These investment portfolios are administered by different investment managers.

The company's investment portfolio is overseen by the Investment Committee that meets on a regular basis in order to review the position of its investments and to plan its investment strategy in accordance with established guidelines. Investment decisions are taken on the basis of an Asset Allocation Policy approved by the Board. The Asset Allocation Policy includes benchmarks and guidelines on various aspects of portfolio management, including currency, instrument, rating, localization, concentration and maturity. It is periodically reviewed by the Investment Committee and, subject to Board approval, amended as necessary so as to reflect the company's overall investment objective, which is principally the preservation of capital and the ability to meet claim liabilities.

The total assets subject to equity price risk are the following:

	2018	2017
	€	€
Assets subject to equity price risk	**9,933,671**	12,744,567

2. Management of insurance and financial risk - continued

2.2 Financial risk management - continued

(a) Market risk - continued

(ii) Price risk - continued

The sensitivity for equity price risk illustrates how changes in the fair value of equity securities will fluctuate because of changes in market prices, whether those changes are caused by factors specific to the individual equity issuer, or factors affecting all similar equity traded in the market. The sensitivity for equity price risk is derived based on global equity returns, assuming that currency exposures are hedged.

Given the investment strategy of the company, a 10% positive or negative movement in equity prices is considered to be an appropriate benchmark for sensitivity purposes. A 10% increase/decrease in equity prices, with all other variables held constant, would result in an impact on the pre-tax profit for the year of €993,367 (2017: €1,274,457).

(iii) Currency risk

Currency risk arises from the possibility that fluctuations in foreign exchange rates will impact on the amounts that are paid to settle liabilities and on the amounts that are realised from the company's assets. Most of the company's liabilities are in local currency and are therefore not subject to currency risk. On the other hand, the company's exposure to foreign exchange risk arises primarily from investments that are denominated in currencies other than the Euro. The company's Investment Committee establishes allowable thresholds with regards to the company's exposure to foreign exchange risk.

As at 31 December 2018, the company's exposure to foreign currency investments, principally comprising a mix of US Dollar and UK Pound, represented 6% of the company's total investments (2017: 9%). The directors do not consider the company's exposure to exchange risk to be significant.

(b) Credit risk

Credit risk is the risk that a counterparty will be unable to pay amounts in full when due. The company's exposure to credit risk can arise mainly from the following sources:

1. Amounts due from insurance intermediaries
2. Amounts due from insurance contract holders
3. Reinsurers' share of insurance liabilities
4. Amounts due from reinsurers for amounts already paid by the Company
5. Intercompany/related party borrowings
6. Investments and cash and cash equivalents

As a general rule the company transacts its business on a cash basis. The company has in place internal control structures to assess and monitor credit exposures and risk thresholds. Normal credit terms provided by the Company range from 1 to 3 months. Credit risk with respect to debts is limited due to the large number of customers comprising the company's debtor base.

2. Management of insurance and financial risk - continued

2.2 Financial risk management - continued

(b) Credit risk - continued

For the first two categories the company manages its credit risks through the work of its Debtors Review Committee. This committee meets on a regular basis and ensures that credit is controlled within pre-agreed timed payment schedules on a case-by-case basis. The company experiences an insignificant level of bad debts.

In view of the nature of the company's activities, its receivables comprise amounts due from group and related undertakings. The company's management monitors credit exposures with related parties at individual entity level on a regular basis and ensures timely performance of these assets in the context of overall liquidity management. The company assesses the credit quality of these related parties taking into account financial position, performance and other factors. The company takes cognisance of the related party relationship with these entities and management does not expect any losses from non-performance or default.

Reinsurance is used to manage insurance risks. This does not, however, discharge the company's liability as primary insurer. If a reinsurer fails to pay a claim for any reason, the company remains liable for the payment to the policyholder. The creditworthiness of reinsurers is considered on an annual basis by the company's Reinsurance Committee that reviews their financial strength in accordance with MFSA guidelines prior to finalisation of any contract. The company's policy is to only contract Reinsurers with a minimum Standard & Poor's rating (or equivalent when not available) of "A minus".

The company is also exposed to credit risk on its cash at bank and investments. The company's cash is placed with quality financial institutions. The company has no significant exposure to credit risk with respect to investments since such assets exposing the company to credit risk mainly consist of investments in government bonds and corporate bonds quoted on a reputable stock exchange. Credit risk in respect of concentration of investments is not considered by the directors to be significant in view of the credit standing of the issuers.

The following table illustrates the assets that expose the company to credit risk as at the end of the reporting period and includes the Standard & Poor's composite rating (or equivalent), when available. Unrated financial assets principally comprise locally traded bonds on the Malta Stock Exchange, receivables and certain deposits with local bank institutions for which no recognised rating is available.

2. Management of insurance and financial risk - continued

2.2 Financial risk management - continued

(b) Credit risk - continued

Financial assets bearing credit risk at the end of the reporting period are analysed as follows:

As at 31 December 2018

	AAA to AA- €	A+ to A- €	B to BB- €	BBB+ to BBB- €	Unrated €	Total €
Investments						
Fair value through profit or loss	3,202,236	6,526,523	1,610,686	7,163,926	944,121	**19,447,492**
Loans to group undertaking and shareholders	-	-	-	-	1,250,000	**1,250,000**
Deposits with banks or financial institutions	-	-	-	1,757,899	1,550,000	**3,307,899**
	3,202,236	6,526,523	1,610,686	8,921,825	3,744,121	**24,005,391**
Loans and receivables						
Receivables and accrued income	-	-	-	-	6,918,871	**6,918,871**
Cash and cash equivalents	499,032	87,479	195,695	7,452,728	2,888,270	**11,123,204**
	499,032	87,479	195,695	7,452,728	9,807,141	**18,042,075**
Total	3,701,268	6,614,002	1,806,381	16,374,553	13,551,262	**42,047,466**
Reinsurers' share of technical provisions						**2,347,585**
Total assets bearing credit risk						**44,395,051**

2. Management of insurance and financial risk - continued

2.2 Financial risk management - continued

(b) Credit risk - continued

As at 31 December 2017

	AAA to AA- €	A+ to A- €	BB to BB- €	BBB+ to BBB- €	Unrated €	Total €
Investments						
Fair value through profit or loss	3,677,442	6,484,753	568,231	6,387,322	983,372	**18,101,120**
Loans to group undertaking and shareholders	-	-	-	-	2,988,661	**2,988,661**
Deposits with banks or financial institutions	-	-	-	1,803,928	1,000,000	**2,803,928**
	3,677,442	6,484,753	568,231	8,191,250	4,972,033	**23,893,709**
Loans and receivables						
Receivables and accrued income	-	-	-	-	6,083,984	**6,083,984**
Cash and cash equivalents	42,836	680,809	-	465,390	3,654,319	**4,843,354**
	42,836	680,809	-	465,390	9,738,303	**10,927,338**
Total	3,720,278	7,165,562	568,231	8,656,640	14,710,336	**34,821,047**
Reinsurers' share of technical provisions						**1,360,758**
Total assets bearing credit risk						**36,181,805**

(c) Liquidity risk

The company's exposure to liquidity risk arises from the eventuality that the frequency or severity of claims are greater than estimated. Liquidity risk is the risk that cash may not be available to pay obligations when due at a reasonable cost.

The directors do not consider this risk as significant given the nature of the company's financial assets and liabilities. The company's financial assets are considered to be in their greater part readily realisable as they consist of local and foreign securities listed on recognised stock markets and deposits held with reputable credit institutions. Moreover, the company ensures that a reasonable level of funds is available at any point in time for unexpected large claims and the company may also resort to overdraft facilities as a means of finance.

2. **Management of insurance and financial risk** - continued

2.2 Financial risk management - continued

(c) Liquidity risk - continued

The table below analyses the company's financial and other liabilities into relevant maturity groupings based on the remaining period at the end of the reporting period to the contractual maturity date. The amounts disclosed in the table are the contractual undiscounted cash flows.

As at 31 December 2018	**Contracted undiscounted cash outflows**				
	Less than one year €	Between one and two years €	Between two and five years €	Over five years €	Total €
Trade and other payables	1,963,716	-	-	-	1,963,716
Accruals and deferred income	1,149,067	-	-	-	1,149,067
	3,112,783	**-**	**-**	**-**	**3,112,783**

	Expected undiscounted cash outflows				
	Less than one year €	Between one and two years €	Between two and five years €	Over five years €	Total €
Technical provisions - Claims outstanding and IBNR	**10,888,022**	**1,790,529**	**2,116,107**	**4,257,013**	**19,051,672**

As at 31 December 2017	**Contracted undiscounted cash outflows**				
	Less than one year €	Between one and two years €	Between two and five years €	Over five years €	Total €
Trade and other payables	1,481,495	-	-	-	1,481,495
Accruals and deferred income	711,473	-	-	-	711,473
	2,192,968	**-**	**-**	**-**	**2,192,968**

	Expected undiscounted cash outflows				
	Less than one year €	Between one and two years €	Between two and five years €	Over five years €	Total €
Technical provisions - Claims outstanding and IBNR	**9,925,812**	**1,641,383**	**2,657,467**	**2,520,549**	**16,745,211**

2. **Management of insurance and financial risk** - continued

2.3 Capital risk management

The company's objectives when managing capital are:

- to comply with the insurance capital requirements required by the Malta Financial Services Authority ("MFSA");
- to safeguard the company's ability to continue as a going concern so that it can continue to provide returns for shareholders and benefits for other stakeholders; and,
- to provide an adequate return to shareholders by pricing insurance contracts commensurately with the level of risk.

In order to maintain or adjust the capital structure, the company may issue new shares or capitalise contributions received from its shareholders.

The company is required to hold regulatory capital for its general insurance business in compliance with the rules issued by the MFSA. The minimum capital requirement (defined as 'the required minimum margin') must be maintained at all times throughout the year. The company monitors its capital level on a regular basis at least once a month through detailed reports compiled with the management accounts. Such reports are circulated to the Board and senior management. Any transactions that may potentially affect the company's solvency position are immediately reported to the directors and shareholders for resolution prior to notifying the MFSA.

As from 1 January 2016, the Company was subject to the requirements of the EU Solvency II directive. The Solvency II regime establishes a new set of EU-wide capital requirements, risk management and disclosure standards. The Company must hold eligible own funds to cover the solvency capital requirement (SCR) and eligible basic own funds to cover the minimum capital requirement (MCR). The SCR shall be calculated either in accordance with the standard formula or using a full or partial internal model (PIM) as approved by the Regulator. The Company must immediately inform the Regulator where it observes that its SCR or MCR are no longer complied with or where there is risk of non-compliance in the following six months for SCR and three months for MCR.

The Company opted for the standard formula under the Solvency II regime to calculate the SCR as the assumptions underlying the standard formula are considered to be a good fit for the Company's risk profile.

The Company was in full compliance with its regulatory capital requirements throughout the financial year and at 31 December 2018, the Company's eligible own funds amounting to €29,774,916 (2017: €27,622,830) were in excess of the required SCR.

2.4 Fair value estimation

The fair value of publicly traded investments classified as financial assets at fair value through profit or loss is based on quoted market prices at the end of the reporting period. At 31 December 2018 and 2017, the carrying amount of the company's other financial assets and liabilities approximate their fair value due to their short-term nature.

2. Management of insurance and financial risk - continued

2.4 Fair value estimation - continued

IFRS 13 requires disclosure for fair value measurements by level of the following fair value measurement hierarchy for financial instruments that are measured in the statement of financial position at fair value:

- Quoted prices (unadjusted) in active markets for identical assets or liabilities (level 1).
- Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices) (level 2).
- Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs) (level 3).

The following table presents the company's assets and liabilities that are measured at fair value at 31 December.

	2018	2017
	€	€
Assets		
Financial assets at fair value through profit or loss:		
Investments - Level 1	**29,381,163**	30,845,687

The fair value of financial instruments traded in active markets is based on quoted market prices at the end of the reporting period. A market is regarded as active if quoted prices are readily and regularly available from an exchange, dealer, broker, industry group, pricing service, or regulatory agency, and those prices represent actual and regularly occurring market transactions on an arm's length basis. The quoted market price used for financial assets held by the company is the current bid price. These instruments are included in level 1.

3. Critical accounting estimates and judgements in applying accounting policies

Estimates and judgements are continually evaluated and based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. The estimate and assumptions that have a significant risk of affecting the reported amount of assets and liabilities within the next financial year are discussed below.

The estimation of the ultimate liability arising from claims made under insurance contracts is the company's most critical accounting estimate. There are sources of uncertainty that need to be considered in the estimate of liability that the company will ultimately pay for such claims. As disclosed in note 2.1 the estimated cost of unpaid claims, both reported and not, is calculated on a case by case basis using a combination of past experience, medical assessments, legal precedent and current trends in compensation awards. The company believes that the liability arising from claims under insurance contracts is adequately reserved as at the financial year end. Further detail about the development of claims is provided in note 13 to these financial statements.

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4. Property, plant and equipment

	Land and buildings including leasehold improvements	Office furniture and equipment	Computer equipment	Motor vehicles	Total
	€	€	€	€	€
At 1 January 2017					
Cost	4,310,315	1,624,423	2,624,209	453,848	9,012,795
Accumulated depreciation	(1,376,112)	(1,458,113)	(2,355,296)	(369,774)	(5,559,295)
Net book amount	**2,934,203**	**166,310**	**268,913**	**84,074**	**3,453,500**
Year ended 31 December 2017					
Opening net book amount	2,934,203	166,310	268,913	84,074	3,453,500
Additions	35,015	48,363	291,692	56,605	431,675
Depreciation charge	(104,603)	(51,964)	(174,515)	(60,479)	(391,561)
Closing net book amount	2,864,615	162,709	386,090	80,200	3,493,614
At 31 December 2017					
Cost	4,345,330	1,672,786	2,915,901	510,453	9,444,470
Accumulated depreciation	(1,480,715)	(1,510,077)	(2,529,811)	(430,253)	(5,950,856)
Net book amount	**2,864,615**	**162,709**	**386,090**	**80,200**	**3,493,614**
Year ended 31 December 2018					
Opening net book amount	2,864,615	162,709	386,090	80,200	3,493,614
Additions	10,438	33,081	179,928	180,975	404,422
Disposals	-	-	-	(7,474)	(7,474)
Transfers	(28,320)	-	-	-	(28,320)
Depreciation charge	(101,027)	(51,141)	(174,414)	(70,431)	(397,013)
Depreciation released on disposals and transfers	5,664	-	-	7,474	13,138
Closing net book amount	2,751,370	144,649	391,604	190,744	3,478,367
At 31 December 2018					
Cost	4,327,448	1,705,867	3,095,829	683,954	9,813,098
Accumulated depreciation	(1,576,078)	(1,561,218)	(2,704,225)	(493,210)	(6,334,731)
Net book amount	**2,751,370**	**144,649**	**391,604**	**190,744**	**3,478,367**

5. Investment property

	2018 €	2017 €
Year ended 31 December		
At beginning of year	**10,515,358**	7,813,455
Additions	**622,314**	1,575,897
Disposal	**-**	(87,132)
Fair value gain on revaluation	**715,001**	1,213,138
At end of year	**11,852,673**	10,515,358
At 31 December		
Cost	**9,297,039**	8,674,725

Fair value of investment property

	Available for rent €
Fair value at 31 December 2018	
At beginning of year	10,515,358
Additions	622,314
Fair value gain on revaluation	715,001
At end of year	**11,852,673**

	Available for rent €
Fair value at 31 December 2017	
At beginning of year	7,813,455
Additions	1,575,897
Disposal	(87,132)
Fair value gain on revaluation	1,213,138
At end of year	**10,515,358**

An internal valuation of the company's investment property was performed to determine the fair value as at 31 December 2018. The directors are of the opinion that the carrying amount of the investment property as at 31 December 2018 is not materially different from its fair value. The company is required to disclose fair values by level of the fair value measurement hierarchy described in note 2.4.

The company's recurring fair value measurements of investment property are categorised as level 3 as they are based on significant unobservable inputs.

5. Investment property - continued

Valuation processes

The valuations of the properties are performed annually by the directors on the basis of information such as current rents, terms and conditions of lease agreements, capital expenditure, etc. The information used to value the properties and the valuation models used - are reviewed by the Property Investment Committee. This includes a review of fair value movements over the period.

The Property Investment Committee is a sub-committee of the Investment Committee and when the Investment Committee considers that the valuation report is appropriate, the valuation report is recommended to the audit committee. The audit committee considers the valuation report as part of its overall responsibilities.

Valuation technique

The valuation was determined by capitalising future net income streams based on significant unobservable inputs. These inputs include:

Future rental cash inflows	based on the actual location, type and quality of the properties and supported by the terms of any existing lease, other contracts or external evidence such as current market rents for similar properties;
Capitalisation rates	based on actual location, size and quality of the properties and taking into account market data at the valuation date.

Information about fair value measurements using significant unobservable inputs (level 3)

At 31 December 2018			Range of significant unobservable inputs	
Description	**Fair value €**	**Valuation technique**	**Rental value €**	**Capitalisation rate %**
Residential and commercial property	11.9m	Capitalisation of future net income streams	0.4m	3.75 - 5.55

For each valuation for which rental value and capitalisation rate have been determined to be the significant unobservable inputs, the higher the rental value and the lower the capitalisation rate, the higher the fair value. Conversely, the lower the rental value and the higher the capitalisation rate, the lower the fair value.

6. Investments

The investments are summarised by measurement category in the table below.

	2018 €	2017 €
Fair value through profit or loss (Note a)	**29,381,163**	30,845,687
Loans and receivables (Note b)	**4,557,899**	5,792,589
Investment in joint venture (Note c)	**97,316**	38,476
	34,036,378	36,676,752

6. Investments - continued

(a) Investment at fair value through profit or loss

	2018 €	2017 €
Equity securities, other variable yield securities and units in collective investment schemes	**9,933,671**	12,744,567
Debt securities - listed fixed interest rate	**17,619,600**	16,333,429
Debt securities - listed floating interest rate	**1,827,892**	1,767,691
	19,447,492	18,101,120
Total investments at fair value through profit or loss	**29,381,163**	30,845,687

Equity securities, other variable yield securities and units in collective investment schemes are classified as non-current.

Maturity of debt securities and treasury bills:

	2018 €	2017 €
Within 1 year	**311,687**	1,241,621
Between 1 and 2 years	**1,807,629**	1,662,262
Between 2 and 5 years	**9,202,972**	8,146,136
Over 5 years	**8,125,204**	7,051,101
	19,447,492	18,101,120

	2018	2017
Weighted average effective interest rate	**2.73%**	3.88%

The movements for the year are summarised as follows:

	2018 €	2017 €
Year ended 31 December		
At beginning of year	**30,845,687**	25,412,447
Additions	**16,983,721**	9,849,918
Disposals (sale and redemptions)	**(15,814,567)**	(5,180,713)
Net unrealised fair value (losses)/gains	**(2,633,678)**	764,035
At end of year	**29,381,163**	30,845,687
As at 31 December		
Cost	**30,757,047**	28,997,625
Accumulated net fair value (losses)/gains	**(1,375,884)**	1,848,062
	29,381,163	30,845,687

6. Investments - continued

(b) Loans and receivables

	2018 €	2017 €
At 31 December		
Deposits with banks or financial institutions	**3,307,899**	2,803,928
Loan to group undertaking	**1,250,000**	2,900,000
Loan to shareholder	**-**	88,661
	4,557,899	5,792,589

Maturity of deposits with banks or financial institutions and loans:

	2018 €	2017 €
Within 1 year	**3,107,899**	2,053,928
Between 1 and 2 years	**200,000**	750,000
	3,307,899	2,803,928

The deposits with banks or financial institutions earn interest as follows:

	2018 €	2017 €
At fixed rates	**3,307,899**	2,803,928

Investments amounting to €2,109,500 (2017: €2,109,500) are pledged with banks or financial institutions against borrowings.

The loan to group undertaking is unsecured, bears interest at a weighted average rate of 2.50% (2017: 3%) and is repayable on demand.

(c) Investment in joint venture

	2018 €	2017 €
CCGM Pension Administrators Limited	**97,316**	38,476

6. Investments - continued

(c) Investment in joint ventures - continued

CCGM Pension Administrators Limited's share capital is made up as follow:

	2018 €	2017 €
Authorised, issued and fully paid up		
100,000 Ordinary 'A' shares of €1 each	**100,000**	100,000
100,000 Ordinary 'B' shares of €1 each	**100,000**	100,000
	200,000	200,000

Shares carry equal voting rights, and rights to dividends and rank pari-passu. The investment's carrying value is determined by reference to the Company's share of the net asset value of CCGM. The movement of €58,840 is the net result of both a shareholder contribution of €100,000 (2017: Nil) and an unrealised loss on this investment amounting to €41,160 (2017: €61,524).

7. Deferred acquisition costs

	2018 €	2017 €
Year ended 31 December		
At beginning of year	**3,401,450**	3,072,804
Net amount credited to profit or loss (Note 15)	**363,106**	328,646
At end of year	**3,764,556**	3,401,450
Current portion	**3,764,556**	3,401,450

8. Receivables, prepayments and accrued income

	2018 €	2017 €
Receivables		
Receivables arising from direct insurance operations:		
- due from policyholders	**1,180,469**	1,135,293
- due from agents, brokers and intermediaries	**5,062,274**	4,357,607
	6,242,743	5,492,900
Other receivables		
- receivables from group undertakings	**295,197**	292,940
- receivables from related parties	**12,220**	28,041
- receivables from directors	**3,742**	2,462
- other receivables	**109,860**	-
	421,020	323,443

8. Receivables, prepayments and accrued income - continued

	2018 €	2017 €
Prepayments and accrued income		
- prepayments	**225,928**	235,843
- accrued interest	**255,108**	267,641
	481,036	503,484
Total receivables, prepayments and accrued income	**7,144,799**	6,319,827
Current portion	**7,144,799**	6,319,827

Receivables from group undertakings, related parties and directors are unsecured, interest free and repayable on demand.

Receivables are presented net of an allowance for impairment of €200,695 (2017: €271,145). As at 31 December 2018, receivables amounting to €5,634,902 (2017: €4,990,771) were fully performing, whereas receivables amounting to €1,028,861 (2017: €825,572) were past due but not impaired. These dues related to a number of independent parties for whom there is no recent history of significant default. The ageing analysis of the past due but not impaired receivables is as follows:

	2018 €	2017 €
Less than 3 months	**809,700**	565,461
Less than 6 months but more than 3 months	**113,938**	128,714
Less than 12 months but more than 6 months	**68,719**	118,584
More than 12 months	**36,504**	12,813
	1,028,861	825,572

9. Deferred income tax

	2018 €	2017 €
Year ended 31 December		
At beginning of year	**(998,660)**	(660,388)
Credited/(charged) to profit or loss (Note 19)	**741,416**	(338,272)
At end of year	**(257,244)**	(998,660)

Deferred income taxes are calculated on all temporary differences under the liability method using a principal tax rate of 35% (2017: 35%), with the exception of investment property, for which deferred income taxes are calculated using a principal tax rate of 8%. The directors consider the deferred taxation as at the end of the reporting period to be of a non-current nature.

9. Deferred income tax - continued

The balance at 31 December represents temporary differences on:

	2018 €	2017 €
Temporary difference on fixed assets	**(25,162)**	(25,162)
Temporary differences attributable to unrealised foreign exchange differences	**90,150**	56,107
Temporary differences on impairment of receivables	**70,388**	94,901
Temporary differences on investment property	**(705,559)**	(657,984)
Temporary differences on unrealised capital gains	**312,939**	(466,522)
	(257,244)	(998,660)

10. Cash and cash equivalents

For the purpose of the statement of cash flows, the year-end cash and cash equivalents comprise the following:

	2018 €	2017 €
Cash at bank and in hand	**11,123,204**	4,843,354

Cash at bank and in hand includes amounts held with investment managers amounting to €1,353,802 (2017: €4,419,864).

The deposits held with banks earn interest as follows:

	2018 €	2017 €
At floating rates	**9,741,736**	3,178,055

11. Share capital

	2018 €	2017 €
Authorised		
15,000,000 Ordinary shares of €1 each	**15,000,000**	15,000,000
Issued and fully paid up		
6,750,000 Ordinary 'A' shares of €1 each	**6,750,000**	6,750,000
5,250,000 Ordinary 'B' shares of €1 each	**5,250,000**	5,250,000
	12,000,000	12,000,000

The 'A' and 'B' ordinary shares rank pari passu in all respects except for the appointment of the directors. The holders of the 'A' and 'B' ordinary shares are entitled to appoint an equal number of persons as directors of the company.

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12. Retained earnings

The retained earnings balance represents the amount available for dividend distribution to the ordinary shareholders except for any amount that is not distributable in terms of the solvency capital requirements which the Company is required to adhere to in terms of the Insurance Business Act (Cap. 403) and any amount that is not distributable under the Maltese Companies Act, (Cap. 386), to the extent that it represents unrealised profits.

13. Technical provisions and reinsurance assets

	2018 €	2017 €
Gross technical provisions		
Claims reported and loss adjustment expenses	**16,974,113**	14,598,753
Claims incurred but not reported	**2,077,559**	2,146,458
Unearned premiums	**21,299,640**	18,800,738
Total technical provisions - Gross	**40,351,312**	35,545,949
Reinsurers' share of technical provisions		
Claims reported and loss adjustment expenses	**2,347,585**	1,360,758
Unearned premium	**519,447**	-
Total reinsurers' share of technical provisions	**2,867,032**	1,360,758
Net technical provisions		
Claims reported and loss adjustment expenses	**14,626,526**	13,237,995
Claims incurred but not reported	**2,077,559**	2,146,458
Unearned premiums	**20,780,195**	18,800,738
Total technical provisions - Net	**37,484,280**	34,185,191
Current portion	**31,668,217**	27,964,829

Claims reserves are calculated utilising a combination of internal and market data and are made up of the sum of individual case estimates. In the case of property damage claims estimates are based on expert reports, while those for injury or fatality claims are calculated using formulas established by jurisprudence to which legal costs are added on. Based on this process, no key variable has been identified for which a change would have a material impact on the profit or loss for the year. Such an assessment and the relative materiality of the key variables may change in the future.

Statistical analyses on the adequacy of claims reserves are regularly carried out and these consistently show that the reserves are reliable and adequate. As at 31 December 2018, the provision for claims reported and loss adjustment expenses includes an allowance for subrogation or salvage recoveries amounting to €2,531,891 (2017: €2,264,877).

The company's policy with regards to IBNR reserves is to calculate this as a percentage of gross written premium based on statistical analysis of late reported claims. Percentages were updated during the year. This did not have a significant impact.

The risk and claim profile of the company does not indicate any conditions or variables that are likely to impact significantly upon the company's cash flow. During the year the assumptions used to estimate the ultimate cost of claims were updated. This did not have a significant impact.

13. Technical provisions and reinsurance assets - continued

The development of insurance liabilities provides a measure of the company's ability to estimate the ultimate value of claims. The top half of each table below illustrates how the company's estimate of total claims incurred for each accident year has changed at successive year-ends. The bottom half of the table reconciles the cumulative claims to the amount appearing in the statement of financial position. The accident-year basis is considered to be the most appropriate for the business written by the company. Liability in respect of prior years includes claims handled by the company as agents and attorneys of the Aviva Group and which were subject to a portfolio transfer to the company with effect from 1 January 2003.

Claims outstanding - Gross

Estimate of the ultimate claims costs:

	2009 €	2010 €	2011 €	2012 €	2013 €	2014 €	2015 €	2016 €	2017 €	2018 €	Total €
At end of reporting year	12,259,523	13,271,686	13,925,721	14,165,946	14,919,844	16,680,060	19,521,393	15,758,540	18,823,566	22,244,950	
- one year later	11,832,395	12,830,586	12,753,049	13,562,717	14,828,377	14,593,910	18,580,047	14,164,549	17,075,810		
- two years later	11,084,438	13,009,746	12,574,462	13,383,321	14,580,222	14,221,883	18,825,596	14,684,713			
- three years later	11,213,234	12,836,570	12,627,392	13,235,431	14,369,068	14,234,696	18,332,484				
- four years later	11,073,744	12,777,630	12,662,183	13,194,822	14,244,658	14,176,098					
- five years later	10,903,889	12,648,134	12,403,455	13,121,787	14,114,118						
- six years later	10,829,321	12,588,867	12,354,460	12,994,125							
- seven years later	11,014,456	12,656,101	12,365,565								
- eight years later	10,858,917	12,664,970									
- nine years later	10,615,861										
Current estimates of :											
Cumulative claims	10,615,861	12,664,970	12,365,565	12,994,125	14,114,118	14,176,098	18,332,484	14,684,713	17,075,810	22,244,950	149,268,695
Cumulative payments to date	(10,563,152)	(12,495,283)	(12,002,506)	(12,691,182)	(13,767,050)	(13,802,396)	(16,630,440)	(13,460,545)	(14,322,258)	(11,289,418)	(131,024,230)
Liability recognised in the statement of financial position	52,709	169,687	363,059	302,943	347,068	373,702	1,702,044	1,224,168	2,753,552	10,955,532	18,244,465
Liability in respect of prior years											807,205
Total liability recognised in the statement of financial position											19,051,670

13. Technical provisions and reinsurance assets - continued

Claims outstanding - Net

Estimate of the ultimate claims costs:

	2009 €	2010 €	2011 €	2012 €	2013 €	2014 €	2015 €	2016 €	2017 €	2018 €	Total €
At end of reporting year	12,259,523	13,271,686	13,925,721	13,875,114	14,206,396	15,976,787	17,904,856	15,758,540	18,491,566	20,039,335	
- one year later	11,832,395	12,830,586	12,753,049	13,280,100	14,127,162	14,221,788	17,086,976	14,164,549	17,075,810		
- two years later	11,084,438	13,009,746	12,574,462	13,108,062	13,885,349	13,796,256	17,154,951	14,684,713			
- three years later	11,213,235	12,836,570	12,627,392	12,966,166	13,675,346	13,809,068	16,902,151				
- four years later	11,073,744	12,777,630	12,662,183	12,926,133	13,550,935	13,750,470					
- five years later	10,903,889	12,648,134	12,403,455	12,853,098	13,420,395						
- six years later	10,829,321	12,588,867	12,354,460	12,725,436							
- seven years later	11,014,456	12,656,101	12,365,565								
- eight years later	10,858,917	12,664,970									
- nine years later	10,615,861										
Current estimates of :											
Cumulative claims	10,615,861	12,664,970	12,365,565	12,725,436	13,420,395	13,750,470	16,902,151	14,684,713	17,075,810	20,039,335	144,244,707
Cumulative payments to date	(10,563,152)	(12,495,283)	(12,002,506)	(12,422,493)	(13,073,327)	(13,401,975)	(15,821,922)	(13,460,545)	(14,322,258)	(10,773,189)	(128,336,650)
Liability recognised in the statement of financial position	52,709	169,687	363,059	302,943	347,068	348,495	1,080,228	1,224,168	2,753,552	9,266,146	15,908,057
Liability in respect of prior years											796,027
Total liability recognised in the statement of financial position											16,704,084

13. Technical provisions and reinsurance assets - continued

(a) Claims and loss adjustment expenses

	Year ended 31 December 2018 Gross €	Reinsurance €	Net €
Notified claims still outstanding	14,598,753	(1,360,758)	13,237,995
Incurred but not reported	2,146,458	-	2,146,458
Total at beginning of year	16,745,211	(1,360,758)	15,384,453
Claims settled during the year	(17,362,860)	520,177	(16,842,683)
Increase/(decrease) in liabilities			
- arising from current year claims	22,244,950	(2,205,615)	20,039,335
- arising from prior year claims	(2,575,629)	698,610	(1,877,019)
Total at the end of year	**19,051,672**	**(2,347,586)**	**16,704,086**
Notified claims still outstanding	16,974,113	(2,347,586)	14,626,527
Incurred but not reported	2,077,559	-	2,077,559
Total at the end of year	**19,051,672**	**(2,347,586)**	**16,704,086**

	Year ended 31 December 2017 Gross €	Reinsurance €	Net €
Notified claims still outstanding	13,213,303	(1,096,616)	12,116,687
Incurred but not reported	1,564,695	-	1,564,695
Total at beginning of year	14,777,998	(1,096,616)	13,681,382
Claims settled during the year	(15,036,284)	245,432	(14,790,852)
Increase/(decrease) in liabilities			
- arising from current year claims	18,823,566	(332,000)	18,491,566
- arising from prior year claims	(1,820,069)	(177,574)	(1,997,643)
Total at the end of year	**16,745,211**	**(1,360,758)**	**15,384,453**
Notified claims still outstanding	14,598,753	(1,360,758)	13,237,995
Incurred but not reported	2,146,458	-	2,146,458
Total at the end of year	**16,745,211**	**(1,360,758)**	**15,384,453**

The company registered a gross favourable run-off of €2.58m (2017: €1.82m). After the effect of reinsurance, this amounts to €1.88m (2017: €2.00m).

Variations occur when compared to prior year claims estimates due to a combination of factors including claims being settled for different amounts than estimated, and changes made to reserve estimates as more information becomes available. Favourable movements are indicative of an adequate reserving methodology in prior years.

13. Technical provisions and reinsurance assets - continued

(b) Unearned premiums

The movements for the year are summarised as follows:

	Gross €	Reinsurance €	Net €
Year ended 31 December 2018			
At beginning of year	18,800,737	-	18,800,737
Net amount (credited)/charged to profit or loss	2,498,903	(519,445)	1,979,458
At end of year	**21,299,640**	**(519,445)**	**20,780,195**

	Gross €	Reinsurance €	Net €
Year ended 31 December 2017			
At beginning of year	16,578,106	-	16,578,106
Net amount charged to profit or loss	2,222,632	-	2,222,632
At end of year	**18,800,738**	**-**	**18,800,738**

14. Other payables, accruals and deferred income

	2018 €	2017 €
Payables arising out of direct insurance operations	**710,037**	323,737
Other payables		
Payables to fellow subsidiaries	**18,832**	52,616
Payables to other related parties	**7,811**	57,050
Other payables	**316,299**	216,432
Document duty and other tax payables	**910,737**	831,660
	1,253,679	1,157,758
Accruals and deferred income		
Accrued expenses and deferred income	**1,149,067**	711,473
Total other payables and accruals and deferred income	**3,112,783**	2,192,968
Current portion	**3,112,783**	2,192,968

15. Net operating expenses

	2018 €	2017 €
Acquisition costs	**8,518,771**	7,103,867
Change in deferred acquisition costs (Note 7)	**(363,106)**	(328,646)
Administrative expenses	**3,325,939**	3,220,132
	11,481,604	9,995,353

Total commissions accounted for in the financial period in the company's technical result amounted to €5,240,123 (2017: €4,076,870). Administrative expenses mainly comprise staff costs.

16. Investment return

	2018 €	2017 €
Investment income		
Interest receivable from financial assets that are not at fair value through profit or loss	**103,093**	111,884
Income from financial assets at fair value through profit or loss:		
- Dividend income	**279,347**	262,489
- Interest income	**542,489**	503,037
Rental income on investment property	**350,223**	321,114
Exchange differences	**18,902**	(364,684)
(Losses)/Gains from financial assets at fair value through profit or loss	**(2,444,136)**	997,169
Gains on revaluation of investment property	**715,001**	1,213,138
Loss from investment in joint venture	**(41,160)**	(61,524)
	(476,241)	2,982,623
Investment expenses and charges		
Investment management fees and charges	**185,820**	211,778
Other investment expenses	**38,557**	76,034
	224,377	287,812
Total investment return	**(700,618)**	2,694,811
Analysed between:		
Allocated investment return transferred to the general business technical account	**(1,433,716)**	986,953
Investment return included in the non-technical account	**733,098**	1,707,858
	(700,618)	2,694,811

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17. Expenses by nature

	2018 €	2017 €
Employee benefit expense and directors' fees	**3,484,710**	3,247,327
Commissions (Note 15)	**5,240,123**	4,076,870
Change in deferred acquisition costs (Note 7)	**(363,106)**	(328,646)
Depreciation of property, plant and equipment (Note 4)	**383,875**	391,561
Operating lease rentals - property	**122,958**	114,652
Decrease in provision for impairment of receivables	**(70,450)**	(36,533)
Other expenses	**3,089,186**	2,923,680
Total operating expenses and administration expenses	**11,887,296**	10,388,911
Analysed between:		
Included in the general business technical account (Note 15)	**11,481,604**	9,995,353
Included in the non-technical account	**405,692**	393,558
	11,887,296	10,388,911

Auditor's fees

Fees charged by the auditor for services rendered during the financial period relate to the following:

	2018 €	2017 €
Annual statutory audit	**48,692**	46,020
Other assurance services	**22,420**	22,420
Tax advisory services	**2,177**	3,882

18. Employee benefit expense

	2018 €	2017 €
Salaries (including directors' salaries)	**4,488,003**	4,172,719
Social security costs	**295,691**	260,421
	4,783,694	4,433,140

The average number of persons employed during the year was:

	2018 €	2017 €
Directors	1	1
Direct	96	92
Indirect	46	44
	143	137

19. Tax expense

	2018 €	2017 €
Current income tax expense	**3,348,429**	2,442,056
Deferred income tax (credit)/charge (Note 9)	**(741,416)**	338,272
	2,607,013	2,780,328

The tax on the company's profit before tax differs from the theoretical amount that would arise using the basic tax rate as follows:

	2018 €	2017 €
Profit before income tax	**7,322,346**	9,018,270
Tax on profit at 35%	**2,562,821**	3,156,395
Tax effect of:		
Expenses not allowable for tax purposes	**394,721**	150,367
Exempt losses and application of flat rate foreign tax credit	**(95,326)**	(100,818)
Different tax rates applicable to investment property	**(202,675)**	(329,194)
Tax credits	**-**	(3,143)
Income charged at lower rates of tax	**(72,129)**	(74,156)
Overstatement of tax in prior year	**19,601**	(19,123)
Tax expense	**2,607,013**	2,780,328

20. Directors' emoluments

	2018 €	2017 €
Directors' fees, salaries and other emoluments	**465,000**	458,000

During the year, no benefits in kind were provided to the directors (2017: €Nil).

21. Earnings per share

Earnings per share is based on the net profit for the year divided by the weighted average number of ordinary shares in issue during the year.

	2018	2017
Net profit attributable to shareholders (€)	**4,715,333**	6,237,942
Weighted average number of ordinary shares in issue	**12,000,000**	12,000,000
Earnings per share (€)	**0.39**	0.52

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22. Dividends

	2018 €	2017 €
Net dividends paid on ordinary shares	**2,500,000**	3,250,000
Dividends per ordinary share	**0.21**	0.27

After the end of the reporting period, the directors recommended the payment of a final dividend in the net amount of €1,000,000 which was paid on 13 February 2019.

23. Cash generated from operations

	2018 €	2017 €
Profit before tax	**7,322,346**	9,018,270
Adjustments for:		
Depreciation of plant and equipment (Note 4)	**397,013**	391,561
Profit on disposal of plant and equipment (Note 4)	**(1,750)**	-
Decrease in provision for bad debts (Note 8)	**(70,450)**	(36,533)
Profit on disposal of investment property	**-**	(37,868)
Non-cash movements in plant and equipment (Note 4)	**22,656**	-
Non-cash movements in investments (Notes 5 and 6)	**787,780**	(3,002,289)
Movements in:		
Technical provisions (net)	**3,299,089**	3,925,704
Debtors and prepayments including DAC	**(1,117,629)**	(482,904)
Creditors and accruals	**919,813**	(65,740)
Cash generated from operations	**11,558,868**	9,710,201

24. Related party transactions

Due to common ultimate shareholders, all companies forming part of the Gasan Group of Companies and the Galdes & Mamo Group are considered by the directors to be related parties.

The following transactions were carried out by the company with related parties:

	2018 €	2017 €
Income		
Gross premium income - Parent company	**98,121**	83,553
Gross premium income - Other related parties	**243,167**	233,525
Interest	**63,460**	77,633
Expenditure		
Services provided in relation to claims paid	**4,031,206**	4,135,954
Rent	**12,215**	11,976
Administrative and operating expenses	**29,721**	58,636
Capital expenditure		
Fixed asset additions	**167,902**	93,378

24. Related party transactions - continued

Year-end balances owed by or to group undertakings and other related parties are disclosed in notes 6, 8 and 14 to these financial statements respectively.

The key management of the company are considered to be the directors. Directors' remuneration, has been disclosed in note 20 to these financial statements.

25. Commitments

Operating lease commitments - where the Company is the lessor

	2018	2017
	€	€
Not later than 1 year	**280,004**	281,056
Later than 1 year and not later than 5 years	**262,565**	233,587
Later than 5 years	**-**	16,701
	542,569	531,344

26. Contingencies

At 31 December 2018 there were contingent liabilities amounting to €124,998 (2017: €108,970) in respect of guarantees in favour of third parties.

27. Events after the reporting period

The Company entered into a promise of sale agreement in January 2019 to acquire new office space at a cost of €14M in a new business development. It is anticipated that this will be ready by 2022.

28. Statutory information

GasanMamo Insurance Limited is a limited liability company and is incorporated in Malta.

The parent company of GasanMamo Insurance Limited is Gasan Group Limited, a company registered in Malta, with its registered address at Gasan Centre, Mriehel By-Pass, Mriehel. Gasan Group Limited is the undertaking that draws up the consolidated financial statements of the smallest body of undertakings of which GasanMamo Insurance Limited forms part as a subsidiary company.

The ultimate parent company of GasanMamo Insurance Limited is J.A.G. Limited, a company registered in Malta, with its registered address at Gasan Centre, Mriehel By-Pass, Mriehel. The ultimate controlling party of GasanMamo Insurance Limited and J.A.G. Limited is Mr J. A. Gasan. The financial statements of GasanMamo Insurance Limited are included in the consolidated financial statements prepared by J.A.G. Limited.

29. Comparative information

Where necessary, comparative figures have been adjusted to conform with the current year's disclosure for the purpose of fairer presentation.

NOTES

NOTES

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gasanmamo.com