



ANNUAL REPORT 2016

IRONROCK INSURANCE
COMPANY LIMITED

CORE VALUES

HONESTY

ORE :-

“A naturally occurring solid material from which a metal or valuable mineral can be extracted profitably”

INTEGRITY

EFFICIENCY





TABLE OF CONTENTS

Notice of AGM	1
Chairman's Message to Shareholders	3
Directors' Report	4
Key Financial Data.....	5
Shareholdings of Note	6
Corporate Partners	7
Audited Financial Statement	8
Proxy Form.....	57

ON **THIS ROCK** I STAND
SECURING MY FOUNDATION

NOTICE OF ANNUAL GENERAL MEETING – 2017

NOTICE IS HEREBY GIVEN that the Annual General Meeting of IronRock Insurance Company Limited (the “Company”) will be held at the Knutsford Court Hotel, 11 Ruthven Road, Kingston 10, on Wednesday, 3 May 2017, starting at 3:00 p.m. to consider, and if thought fit, pass the following resolutions: -

ORDINARY RESOLUTIONS

Resolution No. 1 – Audited Accounts

“That the Directors’ Report, the Auditor’s Report and the Audited Financial Statements for the year ended 31 December 2016 be and are hereby received and adopted by the Company.”

Resolution No. 2 – Resignation and Re-appointment of Directors

“That each of the following directors, who has retired in accordance with the Articles of Incorporation, and being eligible now offers himself for re-election, be and is hereby re-elected:”

- (a) “That William A. McConnell be and is hereby re-elected a Director of the Company.”
- (b) “That R. Evan Thwaites be and is hereby re-elected a Director of the Company.”
- (c) “That Anthony Bell be and is hereby re-elected a Director of the Company.”
- (d) “That Matthew Hogarth be and is hereby re-elected a Director of the Company.”
- (e) “That Wayne Hardie be and is hereby re-elected a Director of the Company.”
- (f) “That Christopher Berry be and is hereby re-elected a Director of the Company.”
- (g) “That Gary Peart be and is hereby re-elected a Director of the Company.”
- (h) “That Jan Polack be and is hereby re-elected a Director of the Company.”
- (i) “That William D. McConnell be and is hereby re-elected a Director of the Company.”

Resolution No. 3 – Directors’ Remuneration

“That the Board be and is hereby authorised to fix and agree the remuneration of the Directors.”

Resolution No. 4 – Re-Appointment of Auditors

“That KPMG Chartered accountants who have consented to continue as the auditors of the Company be and are hereby appointed Auditors of the Company to hold office until the next Annual General Meeting.

Resolution No. 5 – Remuneration of Auditors

“That the remuneration of the auditors be fixed by the Directors of the Company.”



SPECIAL RESOLUTION**Resolution No. 6 – Ratification of Correction to Articles of Incorporation**

“To hereby ratify the correction of a clerical error appearing in the Articles of Incorporation of the Company such that paragraph 6 on page 2 of the Form 1A (Amended Articles of Incorporation) and paragraph 76 of the Schedule thereto, both state that the minimum number of directors is two (2), and that there shall be no maximum number of directors.”

DATED THIS 21ST DAY OF MARCH 2017
BY ORDER OF THE BOARD OF DIRECTORS



ANTHONY BELL
Secretary

A member entitled to attend and vote is entitled to appoint a proxy or proxies, to attend, and on a poll, to vote instead of him. A proxy need not be a member of the Company. A member being a corporation may by resolution of its Directors, authorise such person as it thinks fit and exercise such powers as the corporation could exercise if it were an individual member of the Company.



CHAIRMAN'S MESSAGE TO SHAREHOLDERS

On behalf of the Directors of IronRock Insurance Company Limited (IronRock), I am pleased to present the audited results for the twelve months ended December 31, 2016.

IronRock commenced limited underwriting operations in January 2016 and during the first quarter conducted an Initial Public Offering (IPO), which opened on 1 March 2016. The IPO, was oversubscribed and closed within minutes of opening, having successfully raised \$315 million. These funds were used to provide IronRock with additional capital to support underwriting activities. Following the IPO, the Company's shares were listed on the Junior Market of the Jamaica Stock Exchange. Full operations commenced on March 14, 2016, when IronRock's offices, located at 1b Braemar Avenue, Kingston 10, opened to the public.

We are pleased to report that IronRock has been well received by both insurance brokers and clients and that agreements are in place with all targeted brokers. Gross Premium Written amounted to \$127.3 million, with approximately 20% being business placed directly by clients and 80% being generated from our broker partners.

Our reinsurers are among the largest and best capitalized in the world, with extensive experience in Jamaica. With their support, we are able to provide unrivalled financial security to our policyholders, who include some of the largest companies operating in the country.

Managements' overriding objective in the first year of operation, was to underwrite a profitable portfolio of risks, that would serve as a foundation for future profitable growth and we are particularly pleased that they achieved this objective as evidenced by the extremely low gross loss ratio of approximately 4.6%.

Operational efficiency is at the core of IronRock's business model and the effective utilization of Information Technology and Systems will play an integral part in achieving this objective. During the year, we completed development of software applications to automate many of the processes associated with the underwriting of Motor and Home insurance and to improve the efficiency of providing quotations to our broker partners. IronRock is already reaping the benefits from these initiatives.

In December, Messrs. Christopher Berry, Gary Peart, W. David McConnell and Ms. Jan Polack were invited to join the Board and we are delighted that they have accepted the invitation. IronRock will undoubtedly benefit greatly from their experience and commercial acumen.

The economic outlook for 2017 is promising, with reports that new car sales have increased significantly, and many new investment projects either underway or expected to commence shortly and thus we anticipate growth in the insurance market. Unfortunately, rates in the property market continue to fall, a trend that we expect will continue during the year.

We have successfully completed our first year in operation, for which we owe much to our dedicated employees, broker partners and loyal clients. May I also express my deepest appreciation to IronRock's management team and our Board of Directors whose commitment and collective wisdom has been integral to IronRock's success.



Hon. William A. McConnell
Chairman



DIRECTORS' REPORT

The Directors submit herewith their report together with the audited Financial Statements of the Company for the year ended 31 December 2016.

Financial results

	<u>\$ '000</u>
Gross premium written	127,346
Underwriting loss	(82,191)
Loss for the year attributable to members	(50,319)
Fair value gains on investments, being total other comprehensive income	5,505
Total comprehensive loss/profit for the year	(44,814)
Loss per stock unit	23 cents

Directors

"This being the first general meeting of the Company after the adoption of the Articles of Incorporation, for the re-registration of the Company as public, all directors have tendered resignations and, being eligible, have offered themselves for re-election by the shareholders."

Auditors

KPMG have expressed their willingness to continue in office in accordance with Section 154 of the Companies Act.

BY ORDER OF THE BOARD



A. J. Bell
Secretary

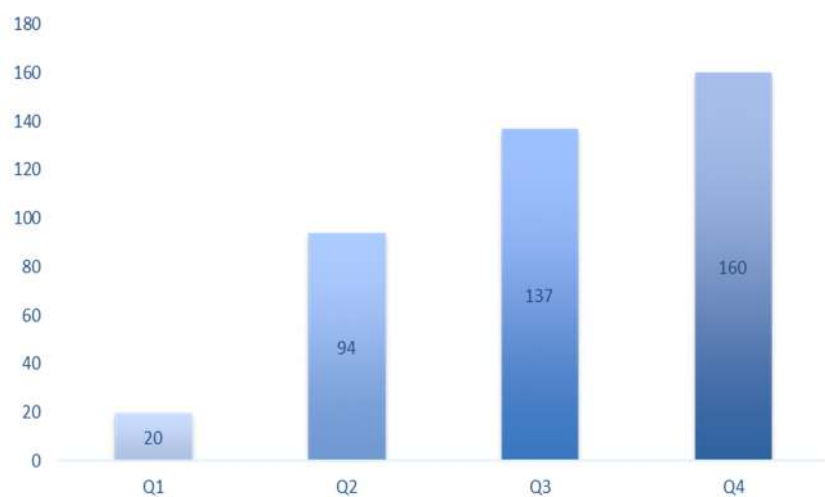


KEY FINANCIAL DATA

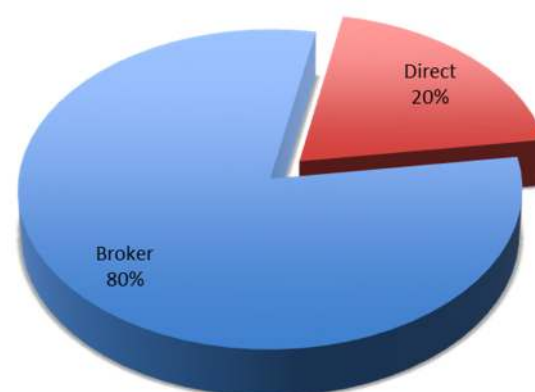
TOTAL PREMIUM ('000s)



POLICIES ADDED BY QUARTER



GROSS PREMIUM WRITTEN BY SOURCE



SHAREHOLDINGS OF NOTE

Shareholdings -
As at December 31, 2016

Top Ten Shareholders

<u>Name</u>	<u>Shareholdings</u>
Granite Group Ltd	109,000,000
Mayberry West Indies Limited	45,976,929
Catherine Adella Peart	7,532,783
Sharon Harvey-Wilson	3,768,339
Michael Fraser/Paulette Fraser	3,333,000
Michelle A. Myers Mayne	3,000,000
Bamboo Group Holdings Limited	2,738,287
William D. McConnell	
Tania McConnell/Leah McConnell	808,000
William D. McConnell	
Tania McConnell/David McConnell	806,000
William D. McConnell	
Tania McConnell/William McConnell	806,000
	2,420,000
Stafford Burrowes/Marilyn Burrowes	2,000,000
Apex Pharmacy	1,989,266

Shareholdings of Directors and Senior Officers

<u>Directors</u>	<u>Shareholdings</u>	<u>Connected Parties</u>
Richard Evan Thwaites	1,500,000	109,000,000
William A. McConnell	-	109,000,000
Wayne N. Hardie	1,025,727	-
Anthony Bell	-	300,000
William D. McConnell	-	2,420,000
Christopher Berry	-	49,620,390
Gary Peart	-	53,509,712
Jan Polack	-	-
<u>Senior Officers</u>		
Yvonne Daley	250,000	
Maurice Bolt	200,000	



CORPORATE PARTNERS

FINANCIAL & LEGAL		
Bank Scotiabank Jamaica Limited	Auditors KPMG	Attorneys Patterson Mair Hamilton
REINSURERS		
R+V	Scor	Peak Re
QBE Re	Lloyds Underwriter Syndicates	Sirius
Transatlantic Re		
BROKERS		
Allied Insurance Brokers Limited	Assurance Brokers Jamaica Limited	Billy Craig Insurance Brokers Limited
Caribbean Assurance Brokers Limited	CGM Gallagher Insurance Brokers Limited	Desmond Mair Insurance Brokers Limited
Jamaica Citadel Insurance Brokers Ltd .	JMMB Insurance Brokers Limited	Fraser Fontaine & Kong Insurance Brokers Ltd.
Marathon Insurance Brokers Limited	Maritime Insurance Brokers Limited	Thwaites Finson Sharp Insurance Brokers Ltd.
AGENTS		
	Sanya-Marie Noble	



AUDITED FINANCIAL STATEMENT



KPMG
Chartered Accountants
P.O. Box 76
6 Duke Street
Kingston
Jamaica, W.I.
+1 (876) 922 6640
firmmail@kpmg.com.jm

INDEPENDENT AUDITORS' REPORT

To the Members of
IRONROCK INSURANCE COMPANY LIMITED

Report on the Audit of the Financial Statements*Opinion*

We have audited the financial statements of Ironrock Insurance Company Limited ("the company"), set out on pages 7 to 49, which comprise the statement of financial position as at December 31, 2016, the statements of profit or loss and other comprehensive income, changes in shareholders' equity and cash flows for the year then ended, and notes, comprising a summary of significant accounting policies and other explanatory information.

In our opinion, the financial statements give a true and fair view of the financial position of the company as at December 31, 2016, and of its financial performance and its cash flows for the year then ended, in accordance with International Financial Reporting Standards (IFRS) and the Jamaican Companies Act.

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 *Auditors' Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the company in accordance with the International Ethics Standards Board for Accountants Code of Ethics for Professional Accountants (IESBA Code), and we have fulfilled our other ethical responsibilities in accordance with the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

KPMG, a Jamaican partnership and a member firm of the KPMG network of independent member firms affiliated with KPMG International Cooperative ("KPMG International"), a Swiss entity.

R. Tanun Herda
Cynthia L. Lawrence
Rajan Trehan
Norman O. Rainford
Nigel R. Chambers

W. Giran C. de Mel
Nyssa A. Johnson
Wilbert A. Soence
Rodolphe N. Stephenson





Page 2

INDEPENDENT AUDITORS' REPORT (CONT'D)

To the Members of
IRONROCK INSURANCE COMPANY LIMITED

Report on the Audit of the Financial Statements, continued*Key Audit Matters*

Key audit matters are those matters that, in our professional judgment, 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 was the matter addressed in our audit
<p><i>Estimates for outstanding claims</i></p> <p>One of the key sources of estimation uncertainty is the estimates included in outstanding claims, which comprise estimates of the amount of reported losses, loss expenses, and provision for losses incurred but not reported.</p> <p>This is an area of audit focus as significant management and actuarial assumptions are used in determining outstanding claims at the end of the reporting period.</p>	<p>In this area, our audit procedures included challenging the assumptions applied by management's experts in the preparation of the annual valuation of the company's policyholders' liabilities in accordance with accepted actuarial practice and regulatory requirements. In addition, we used our own actuarial specialist to assist us in evaluating the assumptions and methodologies used by management's experts, in particular the actuarial methods used to develop the selected ultimate expected losses. We also tested the controls over the claims payments process and the case reserving process. We considered the adequacy of the disclosures about the degree of estimation involved in arriving at the reported balance.</p>





Page 3

INDEPENDENT AUDITORS' REPORT (CONT'D)

To the Members of
IRONROCK INSURANCE COMPANY LIMITED

Report on the Audit of the Financial Statements, continued

Other Information

Management is responsible for the other information. The other information comprises the information included in the annual report but does not include the financial statements and our auditors' report thereon. The annual report is expected to be made available to us after the date of this auditors' report.

Our opinion on the financial statements does not cover the other information and we will not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information identified above when it becomes available 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.

When we read the annual report if we conclude that there is a material misstatement therein, we are required to communicate the matter to those charged with governance.

Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation of financial statements that give a true and fair view in accordance with IFRS and the Jamaican Companies Act, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is 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 management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

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





Page 4

INDEPENDENT AUDITORS' REPORT (CONT'D)

To the Members of
IRONROCK INSURANCE COMPANY LIMITED

Report on the Audit of the Financial Statements, continued

Auditors' Responsibility 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 auditors' 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.

A further description of our responsibilities for the audit of the financial statements is included in the Appendix to this auditors' report. This description, which is located at pages 5 and 6, forms part of our auditors' report.

Report on additional matters as required by the Jamaican Companies Act

We have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of our audit.

In our opinion, proper accounting records have been maintained, so far as appears from our examination of those records, and the financial statements, which are in agreement therewith, give the information required by the Jamaican Companies Act in the manner required.

The engagement partner on the audit resulting in this independent auditors' report is Nyssa Johnson.

Chartered Accountants
Kingston, Jamaica

March 9, 2017





Page 5

INDEPENDENT AUDITORS' REPORT (CONT'D)

To the Members of
IRONROCK INSURANCE COMPANY LIMITED

Appendix to the Independent Auditors' report

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional skepticism 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.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's 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 auditors' 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 auditors' 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.





Page 6

INDEPENDENT AUDITORS' REPORT (CONT'D)

To the Members of
IRONROCK INSURANCE COMPANY LIMITED

Appendix to the Independent Auditors' report, continued

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and 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 auditors' 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.





7

IRONROCK INSURANCE COMPANY LIMITEDStatement of Financial Position
December 31, 2016

	<u>Notes</u>	<u>2016</u> \$'000	<u>2015</u> \$'000
ASSETS			
Property, plant and equipment	5	20,711	-
Intangible asset	6	4,345	-
Investments	7	365,542	-
Deferred acquisition costs	8	9,739	-
Reinsurance assets	9	41,716	-
Insurance and other receivables	10	47,118	4,427
Taxation recoverable		2,622	83
Short-term investments	11	70,347	90,216
Securities purchased under resale agreements	12	30,649	-
Cash and cash equivalents		<u>86,236</u>	<u>4,712</u>
		<u>679,025</u>	<u>99,438</u>
LIABILITIES AND SHAREHOLDERS' EQUITY			
Insurance and other payables	13	25,419	500
Insurance contract provisions	9	84,095	-
Deferred commission income	14	<u>9,332</u>	-
		<u>118,846</u>	<u>500</u>
Share capital	15	465,540	98,825
Capital reserves	16	139,340	-
Investment revaluation reserve		5,505	-
Accumulated (deficit)/profit		<u>(50,206)</u>	<u>113</u>
		<u>560,179</u>	<u>98,938</u>
		<u>679,025</u>	<u>99,438</u>

The financial statements, on pages 7 to 49 were approved for issue by the Board of Directors on March 9, 2017, and signed on their behalf by:


 William McConnell Director


 Richard Thwaites Director

The accompanying notes form an integral part of the financial statements.



8

IRONROCK INSURANCE COMPANY LIMITED**Statement of Profit or Loss and Other Comprehensive Income**
Year ended December 31, 2016

	<u>Notes</u>	<u>2016</u> S'000	<u>2015</u> S'000
Gross premiums written	17, 9(b)	127,346	-
Change in gross provision for unearned premiums		(79,317)	-
Gross insurance premium revenue	9(b)	48,029	-
Written premiums ceded to reinsurers	9(b)	(80,816)	-
Reinsurers' share of change in provision for unearned premiums	9(b)	40,581	-
Net insurance premium revenue		7,794	-
Claims expenses incurred	9(a)	(5,841)	-
Reinsurers' share of claims and benefits incurred	9(a)	1,799	-
Net insurance claims		(4,042)	-
Commission expense	8	(5,708)	-
Commission income	14	10,839	-
Net commission income		5,131	-
Profit before operating expenses		8,883	-
Operating expenses	18(h)	(91,074)	(3,151)
Underwriting loss before other income and taxation		(82,191)	(3,151)
Investment income, net	19	17,005	649
Foreign exchange gain		14,867	2,694
(Loss)/profit before taxation		(50,319)	192
Taxation	21	-	(79)
(Loss)/profit for the year		(50,319)	113
Other comprehensive income			
Items that may be reclassified to profit or loss			
Fair value gains on investments, being total other comprehensive income		5,505	-
Total comprehensive (loss)/profit for the year		(44,814)	113
Loss per stock unit			
Based on stock units in issue	20	23 cents	-

The accompanying notes form an integral part of the financial statements.



IRONROCK INSURANCE COMPANY LIMITEDStatement of Changes in Shareholders' Equity
Year ended December 31, 2016

	Share Capital \$'000 (note 15)	Capital reserves \$'000 (note 16)	Investment revaluation reserve \$'000	Accumulated (deficit)/profit \$'000	Total \$'000
Balances at December 31, 2014	-	-	-	-	-
Profit for the year, being total comprehensive income	-	-	-	113	113
Transactions with owners of the company:					
Issue of shares	98,825	-	-	-	98,825
Balances at December 31, 2015	98,825	-	-	113	98,938
Loss for the year	-	-	-	(50,319)	(50,319)
Other comprehensive income:					
Fair value gains on Investments	-	-	5,505	-	5,505
Total comprehensive income/(loss)	-	-	5,505	(50,319)	(44,814)
Transactions with owners of the company:					
Contributed capital	-	139,340	-	-	139,340
Issue of shares, net	366,715	-	-	-	366,715
	366,715	139,340	-	-	506,055
Net change for the year	366,715	139,340	5,505	(50,319)	461,241
Balances at December 31, 2016	465,540	139,340	5,505	(50,206)	560,179

The accompanying notes form an integral part of the financial statements.



10

IRONROCK INSURANCE COMPANY LIMITEDStatement of Cash Flows
Year ended December 31, 2016

	<u>Notes</u>	<u>2016</u> \$'000	<u>2015</u> \$'000
CASH FLOWS FROM OPERATING ACTIVITIES			
(Loss)/profit for the year		(50,319)	113
Adjustments for:			
Depreciation and amortisation	5,6	4,218	-
Insurance contract provisions		42,379	-
Interest income	19	(15,888)	(649)
Taxation	21	-	79
		(19,610)	(457)
Changes in:			
Deferred acquisition costs		(9,739)	-
Insurance and other receivables		(35,137)	(4,427)
Insurance and other payables		24,919	500
Deferred commission income		9,332	-
		(30,235)	(4,384)
Taxation paid		(2,539)	(162)
Net cash used by operating activities		(32,774)	(4,546)
CASH FLOWS FROM INVESTING ACTIVITIES			
Short term investments, net		19,869	(90,216)
Securities (purchased)/sold under resale agreements		(30,649)	-
Investments, net		(360,037)	-
Acquisition of property, plant and equipment	5	(24,685)	-
Acquisition of intangible assets	6	(4,589)	-
Interest received		8,334	649
Net cash used by investing activities		(391,757)	(89,567)
CASH FLOWS FROM FINANCING ACTIVITY			
Contributed capital	16	139,340	-
Issue of shares	15	366,715	98,825
Net cash provided by financing activities		506,055	98,825
Net increase in cash and cash equivalents		81,524	4,712
Cash and cash equivalents at beginning of the year		4,712	-
CASH AND CASH EQUIVALENTS AT END OF THE YEAR		86,236	4,712
Comprised of:			
Cash and bank balances		12,814	4,712
Short-term investments		73,422	-
		<u>86,236</u>	<u>4,712</u>

The accompanying notes form an integral part of the financial statements.



IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements Year ended December 31, 2016

1. Corporate structure and nature of business

Ironrock Insurance Company Limited (the company) was incorporated June 9, 2015 and is domiciled in Jamaica, with its registered office at 1b Braemar Avenue, Kingston 10. At December 31, 2015, it was a wholly owned subsidiary of Granite Group Limited, a company incorporated and domiciled in St. Lucia. On March 15, 2016, the Company's ordinary shares were listed on the Jamaica Stock Exchange Junior Market through an Initial Public Offering (IPO). This resulted in Granite Group Limited's ownership being reduced to 50.9%.

The principal activity of the company is the underwriting of general insurance business. The company commenced trading March 2016.

2. Insurance licence

The company is registered under the Insurance Act 2001 (the Act).

3. Roles of the actuary and auditors

The actuary is appointed by the Board of Directors pursuant to the Act. With respect to preparation of financial statements, the actuary carries out an actuarial valuation of management's estimate of the company's policy liabilities and reports thereon to the shareholders. Actuarially determined policy liabilities consist of the provisions for, and reinsurance recovery of, unpaid claims and adjustment expenses on insurance policies in force, including provisions for salvage and subrogation, and future obligations on the unearned portion of insurance policies in force, including deferred policy acquisition costs. The valuation is made in accordance with accepted actuarial practice, as well as any other matter specified in any directive that may be made by regulatory authorities. The actuary, in his verification of the management information provided by the company, and which is used in the valuation, also makes use of the work of the external auditors. The actuary's report outlines the scope of his work and opinion.

The external auditors are appointed by the shareholders pursuant to the Jamaican Companies Act to conduct an independent audit of the financial statements of the company in accordance with International Standards on Auditing and to report thereon to the shareholders. In carrying out their audit, the auditors also make use of the work of the actuary and his report on the company's actuarially determined policy liabilities. The auditors' report outlines the scope of their audit and their opinion.

4. Statement of compliance, basis of preparation and significant accounting policies

(a) Statement of compliance:

The financial statements are prepared in accordance with International Financial Reporting Standards (IFRS) and their interpretations adopted by the International Accounting Standards Board (IASB), and comply with the provisions of the Jamaican Companies Act.

Certain new, revised and amended standards and interpretations came into effect during the current financial year.



IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
 Year ended December 31, 2016

4. Statement of compliance, basis of preparation and significant accounting policies (cont'd)

(a) Statement of compliance (cont'd):

New, revised and amended standards and interpretations that became effective during the year:

- IAS 1, *Presentation of Financial Statements* has been amended to clarify or state the following:
 - Specific single disclosures that are not material do not have to be presented even if they are the minimum requirements of a standard.
 - The order of notes to the financial statements is not prescribed.
 - Line items on the statement of financial position and the statement of profit or loss and other comprehensive income (OCI) should be disaggregated if this provides helpful information to users. Line items can be aggregated if they are not material.
 - Specific criteria are now provided for presenting subtotals on the statement of financial position and in the statement of profit or loss and OCI, with additional reconciliation requirements for the statement of profit or loss and OCI.
 - The presentation in the statement of OCI of items of OCI arising from joint ventures and associates accounted for using the equity method follows the IAS 1 approach of splitting items that may, or that will never be, reclassified to profit or loss.
- IAS 16 and IAS 38, *Clarification of Acceptable Methods of Depreciation and Amortisation*, are amended as follows:
 - The amendment to IAS 16, *Property, Plant and Equipment* explicitly states that revenue-based methods of depreciation cannot be used. This is because such methods reflect factors other than the consumption of economic benefits embodied in the assets.
 - The amendment to IAS 38, *Intangible Assets* introduces a rebuttable presumption that the use of revenue-based amortisation methods is inappropriate for intangible assets.
- IFRS 7, *Financial Instruments: Disclosures*, has been amended to clarify when servicing arrangements are in the scope of its disclosure requirements on continuing involvement in transferred assets in cases when they are derecognised in their entirety. A servicer is deemed to have continuing involvement if it has an interest in the future performance of the transferred asset -e.g. if the servicing fee is dependent on the amount or timing of the cash flows collected from the transferred financial asset; however, the collection and remittance of cash flows from the transferred asset to the transferee is not, in itself, sufficient to be considered 'continuing involvement'.



IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
 Year ended December 31, 2016

4. Statement of compliance, basis of preparation and significant accounting policies (cont'd)

(a) Statement of compliance (cont'd):

New, revised and amended standards and interpretations that became effective during the year (cont'd):

IFRS 7 has also been amended to clarify that the additional disclosures required by Disclosures: Offsetting Financial Assets and Financial Liabilities (Amendment to IFRS 7) are not specifically required for inclusion in condensed interim financial statements for all interim periods; however, they are required if the general requirements of IAS 34, Interim Financial Reporting, require their inclusion.

The adoption of these improvements did not result in any change in accounting policies and did not have any effect on the company's financial statements.

New, revised and amended standards and interpretations not yet effective:

Certain new, revised and amended standards and interpretations have been issued which are not yet effective for the current year and which the company has not early-adopted. The company has assessed the relevance of all such new standards, amendments and interpretations with respect to the company's operations and has determined that the following are likely to have an effect on the financial statements.

- Amendments to IAS 7, *Statement of Cash Flows*, effective for accounting periods beginning on or after January 1, 2017, requires an entity to provide disclosures that enable users of financial statements to evaluate changes in liabilities arising from financing activities, including both changes arising from cash flows and non-cash flows.
- Amendments to IAS 12, *Income Taxes*, effective for accounting periods beginning on or after January 1, 2017, clarify the following:
 - The existence of a deductible temporary difference depends solely on a comparison of the carrying amount of an asset and its tax base at the reporting date, and is not affected by possible future changes in the carrying amount or expected manner of recovery of the asset.
 - A deferred tax asset can be recognised if the future bottom line of the tax return is expected to be a loss, if certain conditions are met.
 - Future taxable profits used to establish whether a deferred tax can be recognised should be the amount calculated before the effect of reversing temporary differences.
 - An entity can assume that it will recover an asset for more than its carrying amount if there is sufficient evidence that it is probable that the entity will achieve this.
 - Deductible temporary differences related to unrealised losses should be assessed on a combined basis for recognition unless a tax law restricts the use of losses to deductions against income of a specific type.



IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
 Year ended December 31, 2016

4. Statement of compliance, basis of preparation and significant accounting policies (cont'd)

(a) Statement of compliance (cont'd):

New, revised and amended standards and interpretations not yet effective (cont'd):

- Amendments to IFRS 4, *Insurance Contracts*, provide two optional solutions to reduce the impact of the differing effective dates of IFRS 9, *Financial Instruments* (effective January 1, 2018), and IFRS 4, *Insurance Contracts* (expected to be effective in 2020 or later) as follows:

(i) Temporary exemption from IFRS 9:

- Rather than having to implement IFRS 9 in 2018, some companies will be permitted to continue to apply IAS 39 *Financial Instruments: Recognition and Measurement*.
- To qualify, a reporting company's activities need to be predominantly connected with insurance.

Entities applying the temporary exemption will need to disclose fair value information separately for financial assets that meet the exemption criteria and for all other financial assets.

(ii) Overlay approach:

For designated financial assets, a company is permitted to reclassify between profit or loss and other comprehensive income (OCI), the difference between the amounts recognised in profit or loss under IFRS 9 and those that would have been reported under IAS 39.

There will be new qualitative and quantitative disclosure requirements to describe how the adjustment is calculated and the effect on the financial statements.

- IFRS 9, *Financial Instruments*, which is effective for annual reporting periods beginning on or after January 1, 2018, replaces the existing guidance in IAS 39 *Financial Instruments: Recognition and Measurement*. IFRS 9 includes revised guidance on the classification and measurement of financial assets and liabilities, including a new expected credit loss model for calculating impairment of financial assets and the new general hedge accounting requirements. It also carries forward the guidance on recognition and derecognition of financial instruments from IAS 39. Although the permissible measurement bases for financial assets – amortised cost, fair value through other comprehensive income (FVOCI) and fair value through profit or loss (FVTPL) – are similar to IAS 39, the criteria for classification into the appropriate measurement category are significantly different. IFRS 9 replaces the 'incurred loss' model in IAS 39 with an 'expected credit loss' model, which means that a loss event will no longer need to occur before an impairment allowance is recognised.



IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
Year ended December 31, 2016

(a) Statement of compliance (cont'd):**New, revised and amended standards and interpretations not yet effective (cont'd):**

- IFRS 15, *Revenue From Contracts With Customers*, effective for accounting periods beginning on or after January 1, 2018, replaces IAS 11, *Construction Contracts*, IAS 18, *Revenue*, IFRIC 13, *Customer Loyalty Programmes*, IFRIC 15, *Agreements for the Construction of Real Estate*, IFRIC 18, *Transfer of Assets from Customers* and SIC-31 *Revenue – Barter Transactions Involving Advertising Services*. It does not apply to insurance contracts, financial instruments or lease contracts, which fall in the scope of other IFRSs. It also does not apply if two entities in the same line of business exchange non-monetary assets to facilitate sales to other parties.

The Company will apply a five-step model to determine when to recognise revenue, and at what amount. The model specifies that revenue should be recognised when (or as) an entity transfers control of goods or services to a customer at the amount to which the entity expects to be entitled. Depending on whether certain criteria are met, revenue is recognised at a point in time, when control of goods or services is transferred to the customer; or over time, in a manner that best reflects the entity's performance.

There will be new qualitative and quantitative disclosure requirements to describe the nature, amount, timing, and uncertainty of revenue and cash flows arising from contracts with customers.

- IFRS 16, *Leases*, which is effective for annual reporting periods beginning on or after January 1, 2019, eliminates the current dual accounting model for lessees, which distinguishes between on-balance sheet finance leases and off-balance sheet operating leases. Instead, there is a single, on-balance sheet accounting model that is similar to current finance lease accounting. Lessees will be required to bring all major leases on-balance sheet, recognising new assets and liabilities. The on-balance sheet liability will attract interest; the total lease expense will be higher in the early years of a lease even if a lease has fixed regular cash rentals. Optional lessee exemption will apply to short-term leases and for low-value items with value of US\$5,000 or less.

Lessor accounting remains similar to current practice as the lessor will continue to classify leases as finance and operating leases.

Early adoption is permitted if IFRS 15, *Revenue from Contracts with Customers* is also adopted.

Management is assessing the impact that the standards will have on the financial statements when these standards become effective.

(b) Basis of preparation:

The financial statements are prepared under the historical cost convention, modified for the inclusion of available-for-sale investments at fair value.

These financial statements are presented in Jamaica dollars (\$), which is the functional currency of the company. The values presented in the financial statements have been rounded to the nearest thousand (\$'000) unless otherwise stated.



IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
 Year ended December 31, 2016

4. Statement of compliance, basis of preparation and significant accounting policies (cont'd)

(c) Going concern:

The preparation of the financial statements in accordance with IFRS assumes that the company will continue in operational existence for the foreseeable future. This means, *inter alia*, that the statements of financial position and profit or loss and other comprehensive income assume no intention or necessity to liquidate the company or curtail the scale of its operations. This is commonly referred to as the going concern basis.

The company made a loss for the year of \$50,319,000 and had an accumulated deficit of \$50,206,000 which is broadly in line with the projections that were issued at the time of their IPO. Based on these projections, the company is expected to make losses in the first two years of operation followed by profits. The company's existing capital is sufficient to meet prudent and regulatory capital requirements during this period as evidenced by its Minimum Capital Test result of 1,234% as compared to the regulatory requirement of 250%. Consequently, management is of the view that the going concern basis continues to be appropriate in the preparation of the financial statements.

(d) Use of estimates and judgements:

The preparation of the financial statements to conform to IFRS requires management to make estimates and assumptions that affect the reported amount of assets and liabilities, contingent assets and contingent liabilities at the reporting date, and the income and expense for the year then ended. Actual amounts could differ from these estimates. The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

Judgements made by management in the application of IFRS that have a significant effect on the financial statements and estimates with a significant risk of material adjustment in the next financial year are discussed below:

(i) Allowance for impairment losses on receivables:

In determining amounts recorded for impairment losses in the financial statements, management makes judgements regarding indicators of impairment, that is, whether there are indicators that there may be a measurable decrease in the estimated future cash flows from receivables, for example, based on default and adverse economic conditions. Management makes estimates of the likely estimated future cash flows from impaired receivables as well as the timing of such cash flows.



IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
 Year ended December 31, 2016

4. Statement of compliance, basis of preparation and significant accounting policies (cont'd)

(d) Use of estimates and judgements (cont'd):

(ii) Outstanding claims:

Outstanding claims comprise estimates of the amount of reported losses and loss expenses plus a provision for losses incurred but not reported based on historical experience. The loss and loss expense reserves have been estimated by the company's actuary using the company's and industry data.

Amounts recoverable in respect of claims from reinsurers are estimated in a manner consistent with the underlying liabilities.

Notes 9 and 22 contain information about the assumptions and uncertainties relating to insurance liabilities and discloses the risk factors in these contracts. Note 24 contains information about the risks and uncertainties associated with financial instruments.

(e) Cash and cash equivalents:

Cash and cash equivalents comprise cash and bank balances, and include short-term deposits and other monetary investments with maturities ranging between one and three months from the reporting date. These are not subject to significant risk of change in value and are held for the purpose of meeting short-term cash commitments rather than for investment or other purposes.

(f) Short-term investments:

Short-term investments comprise fixed deposits with banks, money market securities, and loans and receivables maturing within one year. They are acquired for their earnings potential and for balancing the company's risks on its investment portfolio. Their nature, liquidity and risk are similar to those of cash and cash equivalents.

(g) Insurance and other receivables:

Insurance and other receivables are measured at amortised cost less impairment losses.

(h) Insurance and other payables:

Insurance and other payables are measured at amortised cost.

(i) Provisions:

A provision is recognised when the company has a legal or constructive obligation as a result of a past event, it is probable that an outflow of economic benefits will be required to settle the obligation and the amount can be reliably estimated. If the effect is material, provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and, where appropriate, the risks specific to the obligations.



IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
 Year ended December 31, 2016

4. Statement of compliance, basis of preparation and significant accounting policies (cont'd)

(j) Related parties:

A related party is a person or company that is related to the entity which is preparing its financial statements (referred to in IAS 24 *Related Party Disclosures* as the "reporting entity").

(a) A person or a close member of that person's family is related to a reporting entity if that person:

- (i) has control or joint control over the reporting entity;
- (ii) has significant influence over the reporting entity; or
- (iii) is a member of the key management personnel of the reporting entity or of a parent of the reporting entity.

(b) An entity is related to the reporting entity if any of the following conditions applies:

- (i) The entity and the reporting entity are members of the same group (which means that each parent, subsidiary and fellow subsidiary is related to the others).
- (ii) One entity is an associate or joint venture of the other entity (or an associate or joint venture of a member of a group of which the other entity is a member).
- (iii) Both entities are joint ventures of the same third party.
- (iv) One entity is a joint venture of a third entity and the other entity is an associate of the third entity.
- (v) The entity is a post-employment benefit plan established for the benefit of employees of either the reporting entity or an entity related to the reporting entity. If the reporting entity is itself such a plan, the sponsoring employers are also related to the reporting entity.
- (vi) The entity is controlled, or jointly controlled by a person identified in (a).
- (vii) A person identified in (a)(i) has significant influence over the reporting entity or is a member of the key management personnel of the reporting entity (or of a parent of the entity).
- (viii) The entity, or any member of a group of which it is a part provides key management services of the company.

A related party transaction involves transfer of resources, services or obligations between a reporting entity and a related party, regardless of whether a price is charged.

The company has a related party relationship with its directors, parent company, and key management personnel. "Key management personnel" represents certain senior officers of the company.



IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
 Year ended December 31, 2016

4. Statement of compliance, basis of preparation and significant accounting policies (cont'd)

(k) Investments:

Investments with fixed or determinable payments and which are not quoted in an active market are classified as loans and receivables, and are initially measured at cost and subsequently at amortised cost, using the effective interest method, less impairment losses.

Available-for-sale investments are stated at fair value, except where fair value cannot be reliably determined, in which case they are stated at cost, with any movements in fair value included in investment revaluation reserve, except where there is evidence of impairment, in which event, reductions in fair value are recognised as impairment losses in profit or loss. The fair value of available-for-sale investments is based on their quoted market bid price at the reporting date. Where a quoted market price is not available, fair value is estimated using discounted cash flow techniques.

Available-for-sale investments are recognised or derecognised by the company on the date they commit to purchase or sell the investments. Other investments are recognised or derecognised on the day they are transferred to by the company.

(l) Property, plant and equipment:

Items of property, plant and equipment are measured at cost less accumulated depreciation and impairment losses.

Cost includes expenditures that are directly attributable to the acquisition of the asset. The cost of replacing part of an item of property, plant and equipment is recognised in the carrying amount of the item if it is probable that the future economic benefits embodied in the part will flow to the company and its cost can be reliably measured.

The cost of day-to-day servicing of property, plant and equipment is recognised in profit or loss as incurred.

Property, plant and equipment are depreciated on the straight-line basis over the estimated useful lives of such assets, at the following annual rates:

Leasehold improvements	20%
Furniture, fixtures and equipment	10%
Computer	33%

The depreciation methods, useful lives and residual values are reassessed annually at each reporting date.



IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
 Year ended December 31, 2016

4. Statement of compliance, basis of preparation and significant accounting policies (cont'd)

(m) Intangible assets and amortisation:

This includes computer software acquired by the company. This is measured at cost less accumulated amortisation and impairment losses. The estimated useful life of computer software is 3 years.

(n) Foreign currencies:

Foreign currency balances at the reporting date are translated at the rates of exchange ruling on that date. Transactions in foreign currencies are converted at the rates of exchange ruling at the dates of those transactions. Gains and losses arising from fluctuations in exchange rates are recognised in profit or loss.

For the purpose of the statement of cash flows, all foreign currency gains and losses recognised in profit or loss are treated as cash items and included in cash flows from operating or financing activities along with movements in the relevant balances.

(o) Impairment:

Objective evidence that financial assets are impaired can include default or delinquency by a customer, indications that a customer will enter bankruptcy and changes in the payment status of customers.

The carrying amounts of the company's assets are reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists, the asset's recoverable amount is estimated. Intangible assets with indefinite lives are assessed regardless of indication of impairment. An impairment loss is recognised whenever the carrying amount of an asset or its cash-generating unit exceeds its recoverable amount. Impairment losses are recognised in profit or loss.

When a decline in fair value of an available-for-sale financial asset has been recognised directly in other comprehensive income and there is objective evidence that the asset is impaired, the cumulative loss that had been recognised in other comprehensive income is recognised in profit or loss even though the financial asset has not been derecognised. The amount of the cumulative loss that is recognised in the income statement is the difference between the acquisition cost and current fair value, less any impairment loss on that financial asset previously recognised in profit or loss.

(i) Calculation of recoverable amounts:

The recoverable amount of the company's receivables carried at amortised cost is calculated as the present value of expected future cash flows, discounted at the original effective interest rate inherent in the assets.

Receivables with a short duration are not discounted. Impairment losses in respect of an available-for-sale investments are calculated by reference to its current fair value.



IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
 Year ended December 31, 2016

4. Statement of compliance, basis of preparation and significant accounting policies (cont'd)**(o) Impairment (cont'd):****(i) Calculation of recoverable amounts (cont'd):**

The recoverable amount of other assets is the greater of their net selling price and value in use. In assessing the value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. For an asset that does not generate largely independent cash inflows, the recoverable amount is determined for the cash-generating unit or pool of assets to which the asset belongs.

(ii) Reversals of impairment:

Impairment losses in respect of receivables carried at amortised cost is reversed if the subsequent increase in recoverable amount can be related objectively to an event occurring after the impairment loss was recognised.

For all other assets, an impairment loss is reversed if there is an indication that the impairment loss no longer exists and there has been a change in the estimate used to determine the recoverable amount.

All impairment losses are recognised in profit or loss. Any cumulative loss in respect of an available-for-sale investment recognised previously in other comprehensive income is transferred to profit or loss. For available-for-sale equity securities, the reversal is recognised in other comprehensive income.

An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortisation, if no impairment loss had been recognised.

(p) Insurance contracts recognition and measurement**(i) Recognition and measurement**

Insurance contracts are accounted for in compliance with the recommendations and practices of the insurance industry, and comply with the provisions of the Insurance Act 2001. The underwriting results are determined after making provision for, inter alia, unearned premiums, outstanding claims, unexpired risks, deferred commission expense and deferred commission income.



IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
 Year ended December 31, 2016

4. Statement of compliance, basis of preparation and significant accounting policies (cont'd)

(p) Insurance contracts recognition and measurement (cont'd):

(i) Recognition and measurement (cont'd)

Gross written premiums

Gross premiums reflect business written during the year, and include adjustments to premiums written in previous years. The earned portion of premiums is recognised as revenue. Premiums are earned from the effective date of the policy.

Unearned premiums

Unearned premiums represent that proportion of the premiums written up to the reporting date which is attributable to subsequent periods and are calculated on the "three sixty-fifths" basis on the total premiums written.

Unexpired risks

Unexpired risks represent the amount set aside in addition to unearned premiums, in respect of risks to be borne by the company under contracts of insurance entered into before the end of the financial year and are actuarially determined.

Outstanding claims

Outstanding claims comprise estimates of the amount of reported losses and loss expenses, plus a provision for losses incurred but not reported based on the historical experience of the company. The loss and loss expense reserves have been reviewed by the company's actuary using the past loss experience of the company and industry data. Amounts recoverable in respect of claims from reinsurers are estimated in a manner consistent with the underlying liabilities.

Management believes, based on the analysis completed by their actuary, that the provision for outstanding losses and loss expenses will be adequate to cover the ultimate net cost of losses incurred up to the reporting date. However, the provision is necessarily an estimate and may ultimately be settled for a significantly greater or lesser amount. Any subsequent differences arising are recorded in the period in which they are determined.

Deferred acquisition cost and deferred commission income

Commission income and expense are deferred on a basis consistent with that used for deferring premium income.

(ii) Reinsurance assets

Amounts recoverable from reinsurers are estimated in a manner consistent with the claim liability associated with reinsured policies. Unearned reinsurance premiums on business ceded up to the accounting date which are attributable to subsequent periods are calculated substantially on the "three sixty-fifths" basis on the total premiums ceded.



IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
 Year ended December 31, 2016

4. Statement of compliance, basis of preparation and significant accounting policies (cont'd)

(p) Insurance contracts recognition and measurement (cont'd):

(ii) Reinsurance assets (cont'd)

In the normal course of business the company seeks to reduce the loss that may result from catastrophe or other events that cause unfavourable underwriting results by reinsuring certain levels of risk with other insurers (see note 22). Reinsurance ceded does not discharge the company's liability as the principal insurer. Failure of reinsurers to honour their obligations could result in losses to the company. Consequently, a contingent liability exists in the event that an assuming reinsurer is unable to meet its obligations.

Reinsurance assets are assessed for impairment at each reporting date. A reinsurance asset is deemed impaired if there is objective evidence, as a result of an event that occurred after its initial recognition, that the company may not recover all amounts due, and that event has a reliably measurable impact on the amounts that the company will receive from the reinsurer. Impairment losses on reinsurance assets are recognised in the income statement.

(iii) Insurance receivable and insurance payable

Amounts due from and to policyholders, brokers, agents and reinsurers are financial instruments and are included in insurance receivables and payables and not in insurance contract provisions or reinsurance assets.

(q) Revenue:

Revenue is recognised in the income statement when the significant risks and rewards of ownership have been transferred to the policyholder. No revenue is recognised if there are significant uncertainties regarding recovery of the consideration due.

Revenue comprises the following:

(i) Gross written premiums

The accounting policies for the recognition of revenue from insurance contracts are disclosed in note 4(p)(i).

(ii) Commission income

Reinsurance commission is recognised on a basis that is consistent with the recognition of the costs incurred on the acquisition of the underlying insurance contracts [see note 4(p)(ii)]. Profit commission in respect of reinsurance contracts is recognised on an accrual basis.

(iii) Investment income

Investment income comprises income from financial assets. Income from financial assets comprises interest and dividends and realised gains/losses on financial assets. Dividend income is recognised when the right to receive income is established. Usually this is the ex-dividend date for equity securities.



IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
Year ended December 31, 2016

4. Statement of compliance, basis of preparation and significant accounting policies (cont'd)

(r) Taxation:

Taxation of the profit or loss for the year comprises current and deferred tax. Income tax is recognised in profit or loss, except to the extent that it relates to items recognised in other comprehensive, in which case it is also recognised in other comprehensive income.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted at the reporting date, and any adjustment to tax payable in respect of previous years.

Deferred tax is provided for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. The amount of deferred tax provided is based on the expected manner of realisation or settlement of the carrying amount of assets and liabilities, using tax rates enacted at the reporting date.

A deferred tax asset is recognised only to the extent that it is probable that future taxable profits will be available against which the asset can be utilised. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be

A deferred tax liability is recognised for all taxable temporary differences, except to the extent that the company is able to control the timing of the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future.

(s) Employee benefits:

(i) Pension contribution

Pension plan costs are contributions by the company to approved retirement schemes. Obligations for contributions by the company to the schemes are recognised as an expense in profit or loss as they fall due.

(ii) Other employee benefits

Employees' entitlements to leave are recognised when they accrue to employees. A provision is made for the estimated liability for vacation leave, as a result of services rendered by employees up to the reporting date.



IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
Year ended December 31, 2016

4. Statement of compliance, basis of preparation and significant accounting policies (cont'd)**(t) Securities purchased under resale agreements:**

Securities purchased under resale agreements ("reverse repos") are short-term transactions whereby an entity buys securities and simultaneously agrees to resell the securities on a specified date and at a specified price. Title to the security is not actually transferred unless the counterparty fails to comply with the terms of the contract.

Reverse repos are accounted for as short-term collateralised lending, classified as loans and receivables and measured at amortised cost. The difference between the sale and repurchase considerations is recognised on an accrual basis over the period of the transaction and is included in interest income.

(u) Leases:

Payment made under operating lease are recognised in profit and loss on a straight line basis over the term of the lease.

(v) Segment reporting:

A segment is a distinguishable component of the company that is engaged either in providing products (business segment), or in providing products within a particular economic environment (geographical segment), which is subject to risks and rewards that are different from those of other segments.

The company's activities are limited to the provision of general insurance to Jamaican consumers, operating in a single segment. As such no additional segment information is provided.

(w) Financial instruments:

A financial instrument is any contract that gives rise to both a financial asset of one enterprise and a financial liability or equity instrument of another enterprise. For the purpose of these financial statements, financial assets have been determined to include cash and cash equivalents, investments, insurance receivables, and other accounts receivable. Financial liabilities include accounts payable and insurance payables.

(x) Determination of fair value:

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Some financial instruments lack an available trading market. These instruments have been valued using present value or other valuation techniques and the fair value shown may not necessarily be indicative of the amounts realisable in an immediate settlement of the instruments.



26

IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
Year ended December 31, 2016

5. Property, plant and equipment

	Computer S'000	Leasehold improvement S'000	Furniture, fixtures and equipment S'000	Total S'000
Cost:				
December 31, 2015	-	-	-	-
Additions	<u>14,010</u>	<u>704</u>	<u>9,971</u>	<u>24,685</u>
December 31, 2016	<u>14,010</u>	<u>704</u>	<u>9,971</u>	<u>24,685</u>
Accumulated depreciation:				
December 31, 2015	-	-	-	-
Charge for the year	<u>2,799</u>	<u>133</u>	<u>1,042</u>	<u>3,974</u>
December 31, 2016	<u>2,799</u>	<u>133</u>	<u>1,042</u>	<u>3,974</u>
Net book values:				
December 31, 2016	<u>11,211</u>	<u>571</u>	<u>8,929</u>	<u>20,711</u>
December 31, 2015	-	-	-	-

6. Intangible asset

	Software S'000
December 31, 2015	-
Addition	<u>4,589</u>
December 31, 2016	<u>4,589</u>
Amortisation:	
December 31, 2015	-
Charge for the year	<u>244</u>
December 31, 2016	<u>244</u>
Net book value:	
December 31, 2016	4,345
December 31, 2015	-



27

IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
 Year ended December 31, 2016

7. Investments

	<u>2016</u>	<u>2015</u>
	<u>\$'000</u>	<u>\$'000</u>
Available-for-sale:		
Quoted equities	84,897	-
Corporate Bonds	53,606	-
Global Bonds – TT	31,201	-
Loans and receivables:		
Government of Jamaica securities – JS Bonds	100,000	-
Government of Jamaica securities – US\$ Bonds	95,838	-
	<u>365,542</u>	<u>-</u>

Investments include equities, Government of Jamaica securities, corporate bonds, and denominated in foreign currency aggregating US\$1,772,623 (2014: US\$Nil).

8. Deferred acquisition costs

The analysis of the movement in deferred commission expense is as follows:

	<u>2016</u>	<u>2015</u>
	<u>\$'000</u>	<u>\$'000</u>
Balance January 1	-	-
Commission paid during the year	15,447	-
Amounts recognised in income or expense during the year	(5,708)	-
Balance December 31	<u>9,739</u>	<u>-</u>

9. Reinsurance assets and insurance contract provisions

Analysis of movements in reinsurance assets and insurance contract provisions:

	<u>2016</u>			<u>2015</u>		
	<u>Gross</u>	<u>Reinsurance</u>	<u>Net</u>	<u>Gross</u>	<u>Reinsurance</u>	<u>Net</u>
	<u>\$'000</u>	<u>\$'000</u>	<u>\$'000</u>	<u>\$'000</u>	<u>\$'000</u>	<u>\$'000</u>
Claims outstanding	4,778	1,134	3,644	-	-	-
Unearned premiums	<u>79,317</u>	<u>40,581</u>	<u>38,736</u>	-	-	-
	84,095	41,715	42,380	-	-	-



IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
Year ended December 31, 2016

9. Reinsurance assets and insurance contract provisions (cont'd)

(a) Claims outstanding:

	Gross \$'000	2016 Reinsurance \$'000	Net \$'000	Gross \$'000	2015 Reinsurance \$'000	Net \$'000
Claims notified	-	-	-	-	-	-
Claims incurred but not reported	-	-	-	-	-	-
Balance at January 1	-	-	-	-	-	-
Claim expenses incurred	5,841	1,799	4,042	-	-	-
Claims paid in year	(1,063)	(665)	(398)	-	-	-
Change in outstanding claims provision	4,778	1,134	3,644	-	-	-
Balance at December 31	<u>4,778</u>	<u>1,134</u>	<u>3,644</u>	<u>-</u>	<u>-</u>	<u>-</u>
Analysis:						
Claims notified	2,041	520	1,521	-	-	-
Claims incurred but not reported	2,737	614	2,123	-	-	-
Balance December 31	<u>4,778</u>	<u>1,134</u>	<u>3,644</u>	<u>-</u>	<u>-</u>	<u>-</u>

(b) Unearned premiums:

	Gross \$'000	2016 Reinsurance \$'000	Net \$'000	Gross \$'000	2015 Reinsurance \$'000	Net \$'000
Balance January 1	-	-	-	-	-	-
Premiums written during the year	127,346	80,816	46,530	-	-	-
Premiums earned during the year	(48,029)	(40,235)	(7,794)	-	-	-
Balance December 31	<u>79,317</u>	<u>40,581</u>	<u>38,736</u>	<u>-</u>	<u>-</u>	<u>-</u>



IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
Year ended December 31, 2016

9. Reinsurance assets and insurance contract provisions (cont'd)

(c) Gross unearned premiums are analysed as follows:

	<u>2016</u>	<u>2015</u>
	\$'000	\$'000
Motor	19,532	-
Property	35,606	-
Accident	5,874	-
Liability	11,796	-
Engineering	4,991	-
Marine	<u>1,518</u>	<u>-</u>
	<u>79,317</u>	<u>-</u>

Process used to determine the assumptions for measuring insurance contracts:

The company adopts a consistent process in the calculation of provisions for insurance contracts. The overriding aim is to establish reserves that are expected to be at least adequate and that there is consistency from year to year. Therefore the reserves are set at a level above the actuarial "best estimate" position. However, there is a risk that, due to unforeseen circumstances, the reserves may be insufficient to meet insurance claim liabilities reported in future years on post policy periods.

The claims outstanding provision at the reporting date comprises the expected ultimate cost of settlement of all claims incurred in respect of events up to that date, whether reported or not, together with related claims handling expenses less amounts already paid. This provision is not discounted for the time value of money.

The estimation of claims incurred but not reported is generally subject to a greater degree of uncertainty than the estimates of claims already notified, where more information is available.

The outstanding claims provisions are estimated based on facts known at the date of estimation. Case estimates are generally set by skilled claims technicians, applying their experience and knowledge to the circumstances of individual claims. The ultimate cost of outstanding claims is estimated using standard actuarial claims projection techniques.

The main assumption underlying these techniques is that a company's past claims development experience can be used to project future claims development and hence ultimate claims costs. As such, these methods extrapolate the development of paid and incurred losses, average costs per claim and claim numbers based on the observed development of earlier years and expected loss ratios. There are reasons why this may not be the case, which, insofar as they can be identified, have been allowed for by modifying the methods. Such reasons include:



30

IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
 Year ended December 31, 2016

9. Reinsurance assets and insurance contract provisions (cont'd)

- Economic, legal, political and social trends (resulting in, for example, a difference in expected levels of inflation);
- Changes in the mix of insurance contracts written; and
- Impact of large losses

Incurred but not reported provisions and provisions for outstanding claims are initially estimated at a gross level and a separate calculation is carried out to estimate the size of reinsurance recoveries. The company purchases a range of excess of loss and other reinsurance contracts with sufficiently high retentions for only relatively few, large claims to be recoverable. The method uses gross incurred but not reported estimates and the terms and conditions of the reinsurance contracts to estimate the carrying value of the reinsurance asset. Impairment of reinsurance asset is considered separately.

10. Insurance and other receivables

	<u>2016</u>	<u>2015</u>
	<u>\$'000</u>	<u>\$'000</u>
Accrued investment income	7,554	-
Premiums receivable	28,041	-
Prepaid expenses	811	-
Other receivables	<u>10,712</u>	<u>4,427</u>
	<u>47,118</u>	<u>4,427</u>

Information relating to credit risk management and the maturity profile of insurance receivables is outlined in more detail in note 24(a)(i) and (iii).

11. Short term investments

	<u>2016</u>	<u>2015</u>
	<u>\$'000</u>	<u>\$'000</u>
Loans and receivable		
Government of Jamaica Securities J\$Bond	49,903	-
Fixed Rate Bond	20,444	-
US\$ Money Market Investments		
2016: Nil (2015: US\$754,047)	<u>-</u>	<u>90,216</u>
	<u>70,347</u>	<u>90,216</u>

\$49,903,640 (2015:\$45,000,000) of short-term investment represents amounts held to the order of the Financial Services Commission as required by the Insurance Act 2001.

12. Securities purchased under resale agreements

The fair value of the underlying securities approximates to cost and amounts to \$30,649,000.



31

IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
 Year ended December 31, 2016

13. Insurance and other payables

	<u>2016</u>	<u>2015</u>
	<u>\$'000</u>	<u>\$'000</u>
Payables arising from insurance and reinsurance contracts due to other insurance companies	18,667	-
Other payables and accrued charges	<u>6,752</u>	<u>500</u>
	<u>25,419</u>	<u>500</u>

14. Deferred commission income

The analysis of the movement in deferred commission income is as follows:

	<u>2016</u>	<u>2015</u>
	<u>\$'000</u>	<u>\$'000</u>
Balance January 1	-	-
Commission received during the year	20,171	-
Amounts recognised in income during the year	<u>(10,839)</u>	<u>-</u>
Balance December 31	<u>9,332</u>	<u>-</u>

15. Share capital

	<u>2016</u>	<u>2015</u>
	<u>\$'000</u>	<u>\$'000</u>
Authorised:		
1,000,000,000 ordinary shares of no par value		
Stated capital:		
Issued and fully paid as stock units:		
214,000,000 (2015: 3,400,000) ordinary shares of no par value	485,824	98,825
Less: Share issue costs	<u>(20,284)</u>	<u>-</u>
	<u>465,540</u>	<u>98,825</u>

A resolution was passed at a General Meeting on February 12, 2016 that each of the issued ordinary shares of IronRock Insurance Company Limited be sub-divided into 25 ordinary share (25:1).

On February 16, 2016, 24,000,000 shares were issued to the parent company at a value of \$72,000,000.

On 1 March 2016, 105,000,000 shares were issued through an IPO at a value of \$315,000,000.



32

IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
Year ended December 31, 2016

16. Capital reserves

This represents contributed capital of \$139,340,000 (2015: Nil), from parent company.

17. Gross premiums written

	2016 \$'000	2015 \$'000
Motor	26,629	-
Property	62,278	-
Accident	9,332	-
Liability	16,264	-
Engineering	8,724	-
Marine	4,119	-
	<u>127,346</u>	<u>-</u>

18. Disclosure of expenses

Profit before taxation is stated after charging:

(a) Related party transactions :

	2016 \$'000	2015 \$'000
Compensation of key management personnel is as follows:		
Short term employment benefits		
Salary	23,762	-
Pension contributions [see note 4(s)]	<u>1,344</u>	<u>-</u>
	<u>25,106</u>	<u>-</u>
Directors - Premiums	<u>18,405</u>	<u>-</u>

(b) Operating expenses:

Computer expense and license fees	22,919	-
Depreciation and amortisation	4,218	-
Directors' emoluments		
Fees	1,500	-
Remuneration	12,906	-
Salaries and related costs	25,695	-
Auditors' remuneration	2,500	800
Advertising and promotion	799	-
Legal and professional fees	2,583	1,707
Motor vehicle expenses	6,054	-
Telephone	656	-
Stationery and office supplies	82	-
Bank interest and other charges	362	-
Other administrative expenses	<u>10,800</u>	<u>644</u>
	<u>91,074</u>	<u>3,151</u>



33

IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
 Year ended December 31, 2016

19. Investment income

	<u>2016</u>	<u>2015</u>
	<u>\$'000</u>	<u>S'000</u>
Interest income:		
Available-for-sale	1,639	649
Loans and receivables	<u>14,249</u>	<u>-</u>
	15,888	649
Dividend income	<u>1,117</u>	<u>-</u>
	<u>17,005</u>	<u>649</u>

20. Loss per share

Loss per ordinary stock unit, is calculated by dividing the loss attributable to shareholders by the number of stock units in issue during the year.

	<u>2016</u>	<u>2015</u>
	<u>\$'000</u>	<u>S'000</u>
Loss for the year	<u>(50,319)</u>	<u>-</u>
Number of ordinary stock unit in issue	<u>214,000</u>	<u>-</u>
Number of ordinary stock unit in issue	<u>23 cents</u>	<u>-</u>

21. Taxation

(a) The expense is based on the profit for the year adjusted for tax purposes and is made up as follows:

	<u>2016</u>	<u>2015</u>
	<u>\$'000</u>	<u>S'000</u>
(b) Reconciliation of effective tax rate:		
(Loss)/profit before taxation	<u>(50,319)</u>	<u>192</u>
Computed "expected" tax expense at 33 1/3%	(16,773)	64
Difference between (loss)/profit for financial statements and tax reporting purposes on:		
Depreciation charge and capital allowances	(1,140)	15
Items not allowed for tax purposes	(3,553)	-
Tax losses	23,000	-
Unrealised capital foreign exchange gain	<u>(1,534)</u>	<u>-</u>
Actual tax expense	<u>-</u>	<u>79</u>



IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
 Year ended December 31, 2016

21. Taxation (cont'd)

- (c) Subject to the agreement of the Commissioner General, Tax Administration Jamaica, tax losses aggregating approximately \$69,000,000 (2015: \$Nil) are available for set off against future taxable profits. If unutilised, these can be carried forward indefinitely, however the amount that can be utilised is restricted to 50% of chargeable income (before prior year) in any one year.
- (d) The company's shares were listed on the Junior Market of the Jamaica Stock exchange, effective March 15, 2016. Consequently, the company is entitled to a remission of taxes for ten (10) years in the proportions set out below, provided the shares remain listed for at least fifteen (15) years:

Year 1 to 5	100%
Year 5 to 10	50%

The financial statements have been prepared on the basis that the company will have the full benefit of the tax remissions.

22. Insurance risk management

Risk management objectives and policies for mitigating insurance risk:

(a) Overview:

The company's management of insurance risk is a critical aspect of the business. The primary insurance activity carried out by the company is the transfer of risk from persons or entities that are directly subject to the risk, by means of the sale of insurance policies. As such the company is exposed to uncertainty surrounding the timing, frequency and severity of claims under these policies.

The principal types of policy written by the company are as follows:

Liability insurance
 Property insurance
 Motor insurance

The company manages its insurance risk through its underwriting policy that includes, *inter alia*, authority limits, approval procedures for transactions that exceed set limits, pricing guidelines and the centralised management of reinsurance.

The company actively monitors insurance risk exposures both for individual and portfolio types of risks. These methods include internal risk measurement, portfolio modelling and scenario analyses.



IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
Year ended December 31, 2016

22. Insurance risk management (cont'd)

Risk management objectives and policies for mitigating insurance risk (cont'd):

(a) Overview (cont'd):

Underwriting strategy:

The company seeks to underwrite a balanced portfolio of risks at rates and terms that will produce underwriting results consistent with its long term objectives.

The board of directors approves the underwriting strategy which is set out in an annual business plan and management is responsible for the attainment of the established

Reinsurance strategy:

The company reinsures a portion of the risks it underwrites in order to protect capital resources and to limit its exposure to variations in the projected frequency and severity of losses.

Ceded reinsurance includes credit risk, and the company monitors the financial condition of reinsurers on an ongoing basis and reviews its reinsurance arrangements periodically. The board of directors is responsible for setting the minimum security criteria for accepting reinsurance and monitoring the purchase of reinsurance against those criteria. They also monitor its adequacy on an ongoing basis. Credit risk on reinsurance is addressed in more detail in note 24(a).

(b) Terms and conditions of general insurance contracts:

The table below provides an overview of the terms and conditions of general insurance contracts written by the company and the key factors upon which the timing and uncertainty of future cash flows of these contracts depend.

Type of contract	Terms and conditions	Key factors affecting future cash flows
Liability	Under these contracts, compensation is paid for injury suffered by individuals, including employees or members of the public. The main liability exposures are in relation to death, bodily injury, and damage to property.	<p>The timing of claim reporting and settlement is a function of factors such as the nature of the coverage and the policy provisions.</p> <p>The majority of bodily injury claims have a relatively short tail and are settled in full within four years. In general, these contracts involve greater estimation uncertainty.</p>



36

IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
 Year ended December 31, 2016

22. **Insurance risk management (cont'd)**

(b) Terms and conditions of general insurance contracts (cont'd):

Type of contract	Terms and conditions	Key factors affecting future cash flows
Property	Property insurance indemnifies, subject to any limits or excesses, the policyholder against the loss or damage to their own material property and business interruption arising from this damage.	<p>The risk on any policy varies according to many factors such as location, safety measures in place and the age of the property.</p> <p>The event giving rise to a claim for damage to buildings or contents usually occurs suddenly (as for fire and burglary) and the cause is easily determinable. Therefore, claims are generally notified promptly and can be settled without delay.</p> <p>The cost of repairing, rebuilding or replacement of assets and/or contents and the time taken to restart or resume operations to original levels for business interruption losses are the key factors influencing the level of claims under these policies.</p>
Motor	Motor insurance contracts provide cover in respect of policyholders' motor vehicles and their liability to third parties in respect of damage to property and injury. The exposure on motor insurance contracts is normally limited to the replacement value of the vehicle and a policy limit in respect of third party damage.	In general, claims reporting lags are minor and claim complexity is relatively low. The frequency of claims is affected by excessive speeding, the condition of the road network, failure by some motorists to obey traffic signals and an overall increase in the incidence of motor vehicle theft. The number of claims is also correlated with economic activity, which also affects the amount of traffic activity.



IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
Year ended December 31, 2016

22. Insurance risk management (cont'd)(c) Risk exposure and concentrations of risk:Liability contracts:

Risks arising from liability insurance are managed primarily through pricing, product design, risk selection, adopting an appropriate investment strategy, rating and reinsurance. The company monitors and reacts to changes in the general economic and commercial environment in which it operates to ensure that only liability risks which meet its criteria for profitability are underwritten. In pricing contracts, the company makes assumptions that costs will increase in line with the latest available financial and actuarial forecasts.

Property contracts:

The risks relating to property contracts are managed primarily through the pricing process. The company uses strict underwriting criteria to ensure that the risk of losses is acceptable. Furthermore, the company accepts property insurance risks for one year so that each contract can be re-priced on renewal to reflect the continually evolving risk profile.

Motor contracts:

The risks relating to motor contracts are managed primarily through the pricing process. The company monitors and reacts to changes in trends of injury awards, litigation and the frequency of claims.

The following table shows the company's exposure to general insurance risk (based on the carrying value of claims outstanding at the reporting date) per class of business.

2016						
	<u>Liability</u>	<u>Property</u>	<u>Motor</u>	<u>Engineering</u>	<u>Accident</u>	<u>Total</u>
	<u>S'000</u>	<u>S'000</u>	<u>S'000</u>	<u>S'000</u>	<u>S'000</u>	<u>S'000</u>
Gross	1,727	559	1,871	-	621	4,778
Net of reinsurance	1,366	39	1,871	-	368	3,644
2015						
	<u>Liability</u>	<u>Property</u>	<u>Motor</u>	<u>Engineering</u>	<u>Accident</u>	<u>Total</u>
	<u>S'000</u>	<u>S'000</u>	<u>S'000</u>	<u>S'000</u>	<u>S'000</u>	<u>S'000</u>
Gross	-	-	-	-	-	-
Net of reinsurance	-	-	-	-	-	-

(d) Claims development:

Claims development information is disclosed in order to illustrate the insurance risk inherent in the company. The top part of the table shows how the estimates of total claims for each accident year develop over time. The estimates are increased or decreased as losses paid and more information become known about the severity of unpaid claims. The lower part of the table provides a reconciliation of the total provision included in the statement of financial position and the estimate of cumulative claims.



38

IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
 Year ended December 31, 2016

22. Insurance risk management (cont'd)

(d) Claims development (cont'd):

	<u>2016</u> \$'000
Estimate of cumulative claims At end of accident year	4,042
Estimate of cumulative claims Cumulative payments to date	4,042 (398)
Net outstanding claims liabilities	<u>3,644</u>

23. Contractual commitments

Lease commitments under operating leases December 31, are payable as follows:

	<u>2016</u> \$'000	<u>2015</u> \$'000
Within one year	7,459	-
Between one year and three years	<u>5,118</u>	<u>-</u>
	12,577	-

Payments made during the year ended December 31, 2016 aggregating S\$747,000 (2015: S\$nil).

24. Financial risk management

The company has exposure to the following risks from its use of financial instruments:

Credit risk
 Liquidity risk
 Market risk



IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
 Year ended December 31, 2016

24. Financial risk management (cont'd)

Risk management framework (cont'd):

Risk management framework:

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

The Board of Directors has overall responsibility for the establishment and oversight of the company's financial risk management framework. The company's risk management policies are established to identify and analyse the risks faced by the company, to set appropriate risk limits and controls, and to monitor risks and adherence to established limits. The Chief Executive Officer and Chief Financial Officer are responsible for developing and monitoring the company's financial risk management policies. These persons report regularly to the Board on their activities. The Audit Committee oversees how management monitors compliance with the company's management policies and procedures and reviews the adequacy of the risk management framework in relation to the risks faced by the company. The focus of financial risk management for the company is ensuring that the proceeds from its financial assets are sufficient to fund the obligations arising from its insurance contracts. The goal of the investment management process is to optimise the, risk-adjusted net of taxes investment income and risk-adjusted total return by investing in a diversified portfolio of securities, whilst ensuring that the assets and liabilities are managed on a cash flow and duration basis.

The Management team is responsible for the asset/liability management policy of the company. This policy details the framework for matching liabilities with appropriate assets, the approaches to be taken when liabilities cannot be matched and the required monitoring processes. The matching of assets and liabilities is also governed by the existing regulatory framework.

The asset/liability matching process is largely influenced by estimates of the timing of payments. These estimates are revaluated on a regular basis. There are also criteria for ensuring the matching of assets and liabilities as investment markets change.

(a) Credit risk

Credit risk is the risk of financial loss to the company if a counterparty fails to meet its contractual obligations. The company's key areas of exposure to credit risk include:

- debt securities, and cash and cash equivalents;
- amounts due from policyholders;
- amounts due from intermediaries;
- reinsurers' share of insurance liabilities; and
- amounts due from reinsurers in respect of payments already made to policyholders.

The nature of the company's exposure to credit risk and its objectives, policies and processes for managing credit risk have not changed significantly from the prior period.



IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
 Year ended December 31, 2016

24. Financial risk management (cont'd)(a) Credit risk (cont'd)(i) Management of credit risk

The company manages its credit risk in respect of debt securities by placing limits on its exposure to a single counterparty, by reference to the credit rating of the counterparty. The company has a policy of investing only in high quality corporate bonds and government issued debts.

Its exposure to individual policyholders and groups of policyholders is monitored as part of its credit control process. Financial analyses are conducted for significant exposures to individual policyholders or homogenous groups of policyholders.

All intermediaries must meet minimum requirements that are established and enforced by the company's management. The credit ratings and payment histories of intermediaries are monitored on a regular basis.

The company also operates a policy to manage its reinsurance counterparty exposures. The company assesses the credit worthiness of all reinsurers by reviewing public rating information and from internal investigations. The impact of reinsurer default is measured regularly and managed accordingly.

Exposure to credit risk

	2016					
	AA S'000	A S'000	BBB S'000	B S'000	Not rated S'000	Total S'000
Financial assets:						
Carrying amount	-	43,502	12,493	28,811	467,968	552,774
Reinsurance assets (excluding unearned premiums):						
Neither past due nor impaired	250	833	-	-	52	1,135
Insurance and other receivables:						
Neither past due nor impaired	-	-	-	-	35,264	35,264
Past due but not impaired	-	-	-	-	11,854	11,854
Carrying amount [note 24(a)(ii)]	-	-	-	-	47,118	47,118
	2015					
	AA S'000	A S'000	BBB S'000	B S'000	Not rated S'000	Total S'000
Financial assets:						
Carrying amount	-	-	-	-	94,928	94,928
Insurance and other receivables:						
Neither past due nor impaired	-	-	-	-	4,427	4,427
Carrying amount [note 24(a)(ii)]	-	-	-	-	4,427	4,427



IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
Year ended December 31, 2016

24. Financial risk management (cont'd)(a) Credit risk (cont'd)(i) Management of credit risk (cont'd)

The carrying amounts of financial assets and cash and cash equivalents do not include any assets that are either past due or impaired.

The company has no financial assets or reinsurance assets that would have been past due or impaired, whose terms have been renegotiated.

The company does not hold any collateral as security or any credit enhancements, (such as guarantees, credit derivatives and netting arrangements that do not qualify for offset).

(ii) Concentration of credit risk for insurance and other receivables

The specific concentration of risk from counterparties where receivables for any one counterparty or group of connected counterparties is \$1million or more at the year end is as follows:

	<u>2016</u>	<u>2015</u>
	<u>\$'000</u>	<u>\$'000</u>
Allied Insurance Brokers Limited	1,718	-
CGM Gallagher Insurance Brokers Jamaica Limited	3,320	-
JMMB Insurance Brokers Limited	2,669	-
IIB Re	1,175	-
Thwaites, Pinson Sharpe Insurance Brokers Limited	7,603	-
	<u>16,485</u>	<u>-</u>

(iii) Aged analysis

The company has insurance and other receivables that are past due but not fully impaired at the reporting date (as indicated by the overall credit risk exposure analysis). An aged analysis of the carrying amounts of insurance and other receivables is presented below.

	2016				
	0 to 45 days	46 to 60 days	61-90 days	More than 90 days	Total
	<u>\$'000</u>	<u>\$'000</u>	<u>\$'000</u>	<u>\$'000</u>	<u>\$'000</u>
Receivable arising from insurance agents and brokers	9,320	7,224	1,445	1,072	19,061
Insurance premium	8,041	870	-	70	8,981
Other receivables	8,364	-	-	10,712	19,076
Carrying amount [Note 24 (a)(i)]	<u>25,725</u>	<u>8,094</u>	<u>1,445</u>	<u>11,854</u>	<u>47,118</u>



IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
Year ended December 31, 2016

24. Financial risk management (cont'd)(a) Credit risk (cont'd)(iii) Aged analysis (cont'd)

	2015				Total \$'000
	0 to 45 days \$'000	46 to 60 days \$'000	61-90 days \$'000	More than 90 days \$'000	
Insurance premium					
Other receivables	4,427	-	-	-	4,427
Carrying amount [Note 24 (a)(i)]	<u>4,427</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>4,427</u>

(b) Liquidity risk

Liquidity risk is the risk that the company will encounter difficulty in meeting obligations from its financial and insurance liabilities. The company is exposed to daily calls on its available cash resources mainly from claims arising from insurance contracts. Liquidity risk may arise from a number of potential areas, such as a duration mismatch between assets and liabilities and unexpectedly high levels of claims. The nature of the company's exposures to liquidity risk and its objectives, policies and processes for managing liquidity risk have not changed significantly from the prior year.

Management of liquidity risk

The company's approach to managing liquidity is to ensure, as far as possible, that it will have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to its reputation. Consequently, the company invests in marketable securities that can be readily realised as its obligations under insurance contracts fall due and in the event of reasonably foreseeable abnormal circumstances. The company also manages this risk by keeping a substantial portion of its financial assets in liquid form, in accordance with regulatory guidelines. The company is subject to an early warning ratio imposed by the Financial Services Commission (FSC). The key measure used for assessing liquidity risk is the liquid assets (as defined) to total liabilities ratio. The liquid assets to total liabilities ratio at the end of the year is 288% (2015: Nil%). The FSC standard liquid assets to total liabilities ratio is 95%.



IRONROCK INSURANCE COMPANY LIMITED

Notes to the Financial Statements (Continued)
Year ended December 31, 2016

24. Financial risk management (cont'd)**(b) Liquidity risk (cont'd)**

An analysis of the contractual maturities of the company's financial and insurance contract liabilities is presented below. The analysis provided is by estimating timing of the amounts recognised in the statement of financial position.

	Carrying Amount \$'000	2016 Contractual undiscounted cash flows				
		Total cash outflow \$'000	Less than 1 year \$'000	1-2 years \$'000	2-5 years \$'000	5-10 years \$'000
Financial liabilities:						
Insurance and other payable	25,419	25,419	25,419	-	-	-
Total financial liabilities	25,419	25,419	25,419	-	-	-
 Insurance contract liabilities	 4,778	 4,778	 4,778	 -	 -	 -
Claims liabilities	27,459	27,459	27,459	-	-	-
 2015						
	Carrying Amount \$'000	Contractual undiscounted cash flows				
		Total cash outflow \$'000	Less than 1 year \$'000	1-2 years \$'000	2-5 years \$'000	5-10 years \$'000
Financial liabilities:						
Insurance and other payable	500	500	500	-	-	-
Total financial liabilities	500	500	500	-	-	-

(c) Market risk

Market risk is the risk that changes in market prices, such as interest rate, foreign exchange rates and equity prices will affect the value of the company's assets, the amount of its liabilities and/or the company's income. Market risk arises in the company due to fluctuations in the value of liabilities and the value of investments held. The company is exposed to market risk on all of its financial assets.

The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimising the return on risk. The nature of the company's exposures to market risks and its objectives, policies and processes for managing credit risk have not changed significantly from the prior period.



IRONROCK INSURANCE COMPANY LIMITEDNotes to the Financial Statements (Continued)
Year ended December 31, 201624. Financial risk management (cont'd)(c) Market risk (cont'd)Management of market risk

The Investment Committee manages market risks in accordance with its asset/liability management framework. The Committee reports regularly to the Board of Directors on its activities. For each of the major components of market risk the company has policies and procedures in place which detail how each risk should be managed and monitored. The management of each of these major components of major risk and the exposure of the company at the reporting date to each major risk are addressed below.

(i) Interest rate risk

Interest rate risk arises primarily from the company's investments. The company manages its interest rate risk by matching, where possible, the duration and profile of assets and liabilities to minimise the impact of mismatches between the value of assets and liabilities from interest rate movements.

Interest bearing financial assets are primarily represented by long term investments, which have been contracted at fixed and floating interest rates for the duration of the term.

The nature of the company's exposures to interest rate risk and its objectives, policies and processes for managing interest rate risk have not changed significantly from the prior period.

At the reporting date the interest profile of the company's interest-bearing financial instruments was:

	<u>Carrying amount</u>	
	<u>2016</u>	<u>2015</u>
	<u>\$'000</u>	<u>\$'000</u>
Fixed rate instruments:		
Financial assets	<u>454,835</u>	<u>90,216</u>

Fair value sensitivity analysis for fixed rate instruments

The company does not account for any fixed rate financial assets and liabilities at fair value through profit or loss. Therefore, a change in interest rates at the reporting date would not affect fair value changes in profit before tax.

An increase or decrease in interest rates at the reporting date would have decreased/(increased) equity as outlined below. This analysis assumes that all other variables, in particular foreign currency rates, remain constant. The analysis is performed on the same basis for 2015.



IRONROCK INSURANCE COMPANY LIMITEDNotes to the Financial Statements (Continued)
Year ended December 31, 201624. Financial risk management (cont'd)(c) Market risk (cont'd)(i) Interest rate risk (cont'd)

<u>Sensitivity</u>	<u>Effect on Equity</u>		<u>Effect on Profit</u>	
	<u>Increase</u>	<u>Decrease</u>	<u>Increase</u>	<u>Decrease</u>
	<u>\$'000</u>	<u>\$'000</u>	<u>\$'000</u>	<u>\$'000</u>
December 31, 2016				
Fixed rate instruments – J\$	<u>1%</u>	<u>1%</u>	<u>2,744</u>	<u>(2,744)</u>
US\$	<u>1%</u>	<u>0.5%</u>	<u>1,785</u>	<u>(892)</u>
December 31, 2015				
Fixed rate instruments – J\$	<u>1%</u>	<u>1.5%</u>	<u>-</u>	<u>-</u>
– US\$	<u>1%</u>	<u>0.5%</u>	<u>902</u>	<u>451</u>

(ii) Currency risk

Currency risk is the risk that the market value of or cash flows from financial instruments will vary because of exchange rate fluctuations.

The company incurs foreign currency risk primarily on insurance and reinsurance contracts and investments that are denominated in a currency other than the Jamaica dollar. Such exposure comprises the monetary assets and liabilities of the company that are not denominated in that currency. The principal foreign currency risk of the company is denominated in United States dollars (US\$).

At the reporting date, the company's exposure to foreign currency risk is as follows:

	<u>2016</u>	<u>2015</u>
	<u>US\$'000</u>	<u>US\$'000</u>
Foreign currency assets:		
Investments	<u>1,773</u>	<u>754</u>
Premium receivable	<u>67</u>	<u>-</u>
Cash and cash equivalents	<u>48</u>	<u>36</u>
Interest receivable	<u>26</u>	<u>-</u>
	<u>1,914</u>	<u>790</u>
Foreign currency liabilities:		
Accounts payable	<u>44</u>	<u>-</u>
Net foreign currency assets	<u>1,870</u>	<u>790</u>

Exchange rates for the US dollar, in terms of Jamaica dollars were as follows:

At December 31, 2016:	<u>\$128.44</u>
At December 31, 2015:	<u>\$119.64</u>



IRONROCK INSURANCE COMPANY LIMITEDNotes to the Financial Statements (Continued)
Year ended December 31, 201624. Financial risk management (cont'd)(e) Market risk (cont'd)(ii) Currency risk (cont'd)Sensitivity analysis

A 1% (2015: 1%) strengthening of the Jamaica dollar against the United States dollar at December 31, would have increased the profit before tax for the year by \$2,402,000 (2015: \$945,000).

An 6% (2015: 8%) weakening of the Jamaica dollar against the United States dollar at December 31, would have increased the profit before tax for the year by \$14,411,000 (2015: \$7,561,000).

(iii) Equity price risk

Equity price risk arises from available-for-sale equity securities and unit trust investments held by the company as part of its investment portfolio. Management monitors the mix of debt and equity securities in its investment portfolio based on market expectations. The primary goal of the company's investment strategy is to maximise investment returns.

A 10% (2015: 20%) increase or decrease in the bid price at the reporting date would cause an increase or an equal decrease respectively in equity of \$8,490,000 (2015: \$Nil).

25. Operational risk

Operational risk is the risk of direct or indirect loss arising from a wide variety of causes associated with the company's processes, personnel, technology and infrastructure, and from external factors other than financial risks such as those arising from legal and regulatory requirements and generally accepted standards of corporate behaviour.

The company's objective is to manage operational risk so as to balance the avoidance of financial losses and damage to its reputation with overall cost effectiveness and to avoid control procedures that restrict initiative and creativity.

The primary responsibility for the development and implementation of controls to address operational risk is assigned to senior management within each department. The Audit Committee monitors each department to ensure compliance with the company's internal control procedures.



IRONROCK INSURANCE COMPANY LIMITEDNotes to the Financial Statements (Continued)
Year ended December 31, 201626. Capital risk management

Capital risk is the risk that the company fails to comply with mandated regulatory requirements, resulting in a breach of its minimum capital test and the possible suspension or loss of its insurance license (see note 2). The company's objectives when managing capital, which is a broader concept than the 'equity' on the face of the statements of financial position, are:

- (i) To comply with the capital requirements set by the regulators of the insurance industry.
- (ii) To safeguard the company's ability to continue as a going concern so that it can continue to provide returns for stockholders and benefits to other stakeholders; and
- (iii) To maintain a strong capital base to support the development of its business.

Capital adequacy is managed by the company's management. It is calculated by management, certified by the Appointed Actuary and reviewed by executive management, the audit committee and the board of directors. In addition, the company seeks to maintain internal capital adequacy ratios at levels higher than the regulatory requirements. To assist in evaluating the current business and strategic opportunities, the company currently uses the Minimum Capital Test (MCT) as stipulated by the insurance regulations.

The regulator requires general insurance companies to achieve a Minimum Capital Test Ratio of 250%. At December 31, 2016, the company's capital ratio was 1,234%.

27. Fair value of financial instruments

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Where quoted market prices are not available, the fair values of these instruments have been determined using a generally accepted alternative method.

The following methods and assumptions were used to estimate the fair value of each class of financial instrument for which it is practicable to estimate that value.



IRONROCK INSURANCE COMPANY LIMITEDNotes to the Financial Statements (Continued)
Year ended December 31, 201627. Fair value of financial instruments (cont'd)

<u>Financial instrument</u>	<u>Method</u>
Government of Jamaica securities	Discounting future cash flows of these securities at the estimated reporting date using yields published by a broker.
Government of Jamaica US\$ Global bonds	Prices of bonds at reporting date as quoted by broker/dealer, where available.
Cash equivalents, resale agreements, insurance and other receivables, insurance and other payables, reinsurance assets and insurance contract provisions.	Assumed to approximate their carrying values, due to their short-term nature.
Quoted equities and unitised funds	Bid prices published by the Jamaica Stock Exchange and fund managers respectively.
Corporate bonds	Prices of bonds at reporting date as quoted by broker/dealer where available.

Fair values hierarchy

IFRS 7 specifies a hierarchy of valuation techniques based on whether the inputs to those valuation techniques are observable or unobservable. These two types of inputs have created the following fair value hierarchy:

- Level 1 – Quoted prices (unadjusted) in active markets for identical assets or liabilities. This level includes equity securities and debt instruments listed on exchanges.
- Level 2 – 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). This includes financial assets with fair values based on broker quotes and investments in funds with fair values obtained via fund managers.
- Level 3 – Inputs for the asset or liability that are not based on observable market data (unobservable inputs). This level includes equity investments and debt instruments with significant unobservable components. This hierarchy requires the use of observable market data when available.



IRONROCK INSURANCE COMPANY LIMITEDNotes to the Financial Statements (Continued)
Years ended December 31, 201627. Fair value of financial instruments (cont'd)*Fair values hierarchy (cont'd)*

The tables below analyses financial instruments carried at fair value (which are classified as available for sale) and those not carried at fair value (which are classified as loans and receivables) but for which fair value has been disclosed.

The fair value of certain short-term financial instruments such as cash and cash equivalents securities under resale agreement, premiums and other receivables was determined to approximate their carrying value and are not disclosed in the tables below.

	Carrying amount \$'000	Fair value			
		Level 1 \$'000	Level 2 \$'000	Level 3 \$'000	Total \$'000
2016					
Available for sale financial assets:					
Other bonds	84,807	84,807	-	-	84,807
Quoted equities	<u>84,897</u>	<u>84,897</u>	<u>-</u>	<u>-</u>	<u>84,897</u>
	169,704	169,704	-	-	169,704



PROXY FORM

IronRock Insurance Company Limited
 1b Braemar Avenue
 Kingston 10, Saint Andrew
 Jamaica

Place
 \$100
 Stamp
 here

A member entitled to attend and vote at the Annual General Meeting is entitled to appoint a Proxy to vote on his/her behalf. A Proxy need not be a member. A suitable form of Proxy is below.

The Proxy must be signed and deposited, duly stamped, at the registered office of IronRock Insurance Company Limited at 1b Braemar Avenue, Kingston 10, Saint Andrew, Jamaica, not less than forty-eight (48) hours prior to the Annual General Meeting of the Company .

I/We, _____
 (Name(s) of Shareholder(s))

of, _____
 (Address(es) of Shareholder(s))

in the parish of _____, being a member(s) of IronRock Insurance Company Limited
 hereby appoint, _____
 (Name of Proxy)

of, _____
 (Address of Proxy)

or failing him, _____
 (Name of Alternative Proxy)

of, _____
 (Address of Alternative Proxy)

as my Proxy/our Proxy to vote for me/us on my/our behalf at the Annual General Meeting of the Company to be held at Knutsford Court Hotel, 11 Ruthven Road, Kingston 10, on May 3, 2017 at 3:00 p.m., and at any adjournment thereof.

This form is to be used IN FAVOUR of resolutions numbered _____.

This form is to be used AGAINST resolutions numbered _____.

Signed this _____ day of _____ 2017.

Signatures(s) of Shareholder(s)

