



# SAGICOR STRONG

PRIDE • COMMITMENT • STRENGTH

ANNUAL REPORT 2013  
SAGICOR GROUP JAMAICA LIMITED



A young boy with a joyful expression is sitting on a lush green lawn. He is wearing a bright green baseball cap and a green polo shirt with blue and white horizontal stripes. He is holding a small dandelion flower in his right hand. The background is a soft-focus green field, suggesting a park or a sunny day outdoors.

## OUR VISION

To be a great company committed to improving the lives of people in the communities in which we operate

## OUR PHILOSOPHY

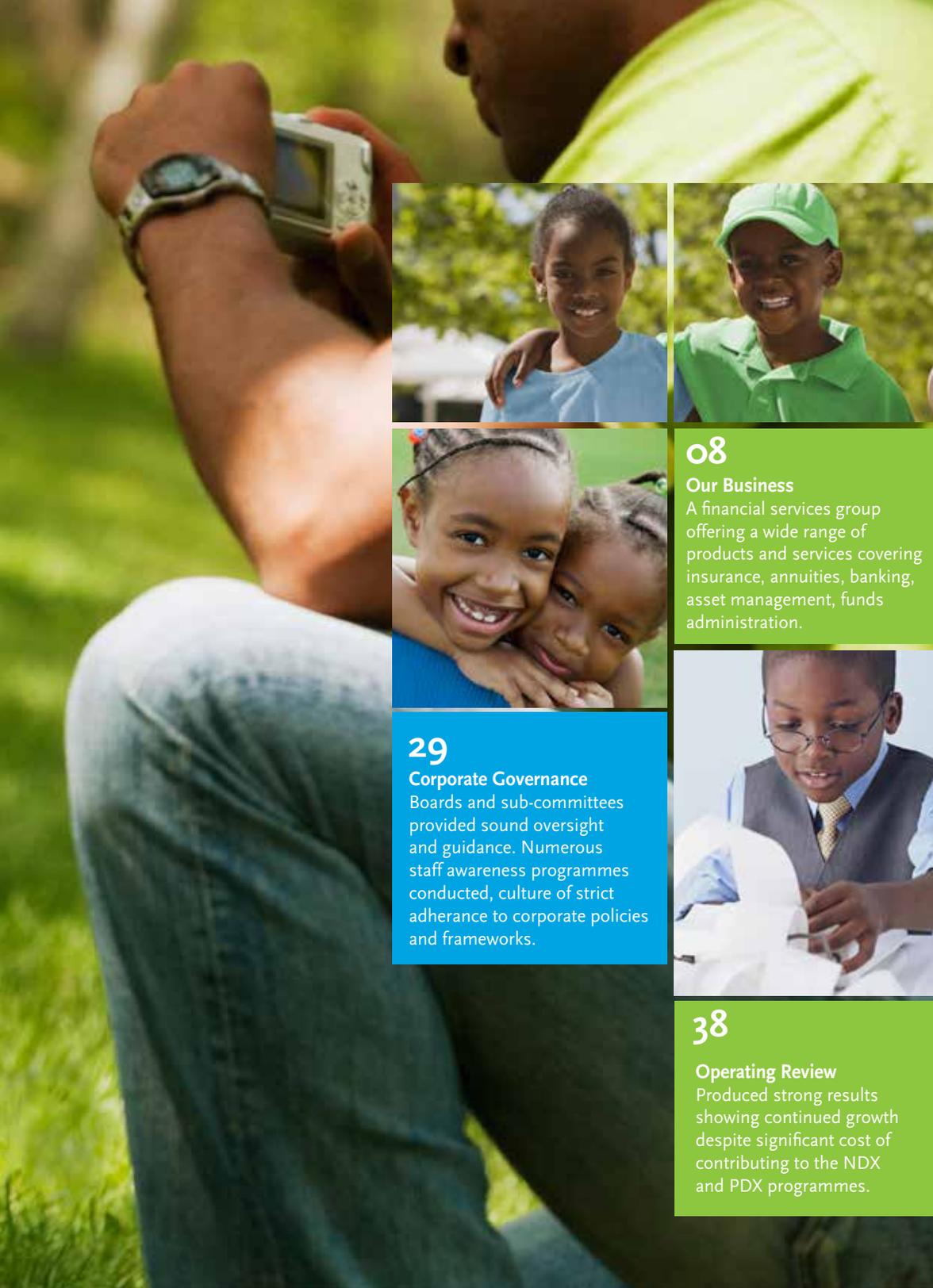
To provide quality products and services to our customers while delivering strong return on our shareholders' investments

## OUR VALUES

Our Values dictate who we are... our SCRIPT guides our action.

### Sagcor Values

- Service
- Communication
- Respect
- Integrity
- Performance
- Teamwork



**08**  
**Our Business**  
 A financial services group offering a wide range of products and services covering insurance, annuities, banking, asset management, funds administration.



**38**  
**Operating Review**  
 Produced strong results showing continued growth despite significant cost of contributing to the NDX and PDX programmes.

**29**  
**Corporate Governance**  
 Boards and sub-committees provided sound oversight and guidance. Numerous staff awareness programmes conducted, culture of strict adherence to corporate policies and frameworks.

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## STATEMENT OF THE CHAIRMAN & THE PRESIDENT

On behalf of the Board of Directors of Sagicor Life Jamaica (SLJ), we are pleased to share with you the 2013 performance of our Group of Companies.

Our Team delivered net profits of \$6.3 billion, which is 7% above 2012 and our fourteenth consecutive year of profit growth. Revenues were \$42.4 billion, an improvement of 19% over 2012. We provided \$15.75 billion of insurance and annuity benefits to our customers and their families in 2013. In addition, we managed the GEASO and GPASO health business on behalf of the Government of Jamaica and the largest pool of pension funds in Jamaica. These are major businesses from which we pay out another almost \$10 billion annually. Our investment funds outperformed their respective benchmarks for the most part and some were the best performers in their asset class.

Left: Dr. The Hon. R.D. Williams, Chairman

Right: Richard O. Byles, President & CEO



## STATEMENT OF THE CHAIRMAN & THE PRESIDENT (CONT'D)

In 2013 we made significant progress in growing the business and laying a platform to deliver continued growth in the near term:

- Once again we had excellent new business sales, outperforming the individual and group insurance markets and growing our share by 1% to 55% and by 0.8% to 57% respectively.
- We began negotiations to acquire the operations of RBC Jamaica, which led to the signing of an agreement to purchase in January 2014.
- We satisfactorily completed the first 10 months of operations in Costa Rica and look forward to expanding that business in 2014.
- Team morale in the group improved further. The annual, independently administered staff survey indicates that 77% of our Team members consider themselves to be highly engaged in their jobs.
- Customer experience across the group showed 76% of our surveyed customers expressing satisfaction with our services across all our major product lines.
- We further strengthened the recognition of and affinity for the Sagicor brand through a wide array of product promotions and social initiatives focused primarily on sport, health and education.

### Strong Balance Sheet

Underpinning our promise to deliver promised benefits to our customers is a strong balance sheet. In 2013 our assets grew 14% to \$198 billion and capital improved by 9% to \$35.9 billion after paying a dividend of \$1.5 billion to our 8,312 shareholders. Regulated companies of the group continue to exceed the risk-adjusted capital required by our regulators.

### Group Restructuring

In 2013 we begun a group reorganisation exercise to comply with the new Omnibus Banking Bill, which is expected to be passed in Parliament by June 2014. The first phase of the reorganisation involved the establishment of a group holding company, Sagicor Group Jamaica Ltd (SGJ), and the change of ownership of our two overseas subsidiaries in Cayman and Costa Rica from Sagicor Life Jamaica to the holding company, Sagicor Group Jamaica. All the shareholders of SLJ are now shareholders of SGJ. The second phase will see Sagicor Investments Ltd (SIJ) and Sagicor Bank Ltd (SBJ) also being transferred to the holding company SGJ. This will take place in May 2014.

### Sound Governance

We are pleased to report that the Board of Directors and its various Committees met regularly and executed their responsibilities with diligence. They deliberated on matters of proper governance, management performance, business strategy and risk management.

### Spending Time, Shaping Lives

During 2013, Sagicor Group Jamaica continued to impact lives in the areas of Health, Sports and Education.

Our Sagicor Sigma Corporate Run was a tremendous success, raising \$16 million for the Bustamante Hospital for Children's Cardiac Intensive Care Unit, the Best Care Lodge, and the Jamaica National Children's Home. Since its inception, we have raised \$124 million through Sigma.

We were also particularly pleased to award 220 educational scholarships islandwide, touching every educational level, valued at \$7 million.

Further, we contributed \$8.8 million to the growth of youth sports through sponsorship of the JTA/Sagicor National Athletic Championships, the Sagicor UWI Guild Champions League football tournament, as well as other sporting initiatives.

### Thank you

We thank our customers for the confidence placed in us to provide for all their financial needs through Health Insurance, Life Insurance, Annuities, Pensions Management, and Commercial and Investment Banking. We thank our entire Team of 1,600 individuals and our business partners for their continuing support and professionalism.

### Outlook for 2014

Jamaica has successfully completed the first three quarters of the four-year IMF programme. In so doing several significant milestones were achieved, including:

- A reformed tax system to improve the competitiveness of some sectors;
- Considerable strengthening of the Fiscal Rule to enhance fiscal transparency and lock in the fiscal gains;
- Much-improved fiscal accounts;
- Considerable progress towards a more competitive exchange rate.

This success has come at a cost to the Jamaican consumer and there is still a long way to go to stabilise the Jamaican economy. Notwithstanding the long journey ahead of us, at Sagicor, our confidence has been bolstered and that is why we have made the decision to invest through the acquisition of RBC Jamaica for our shareholders and in the hotel business for our pension clients.

We look forward to 2014 with cautious optimism.

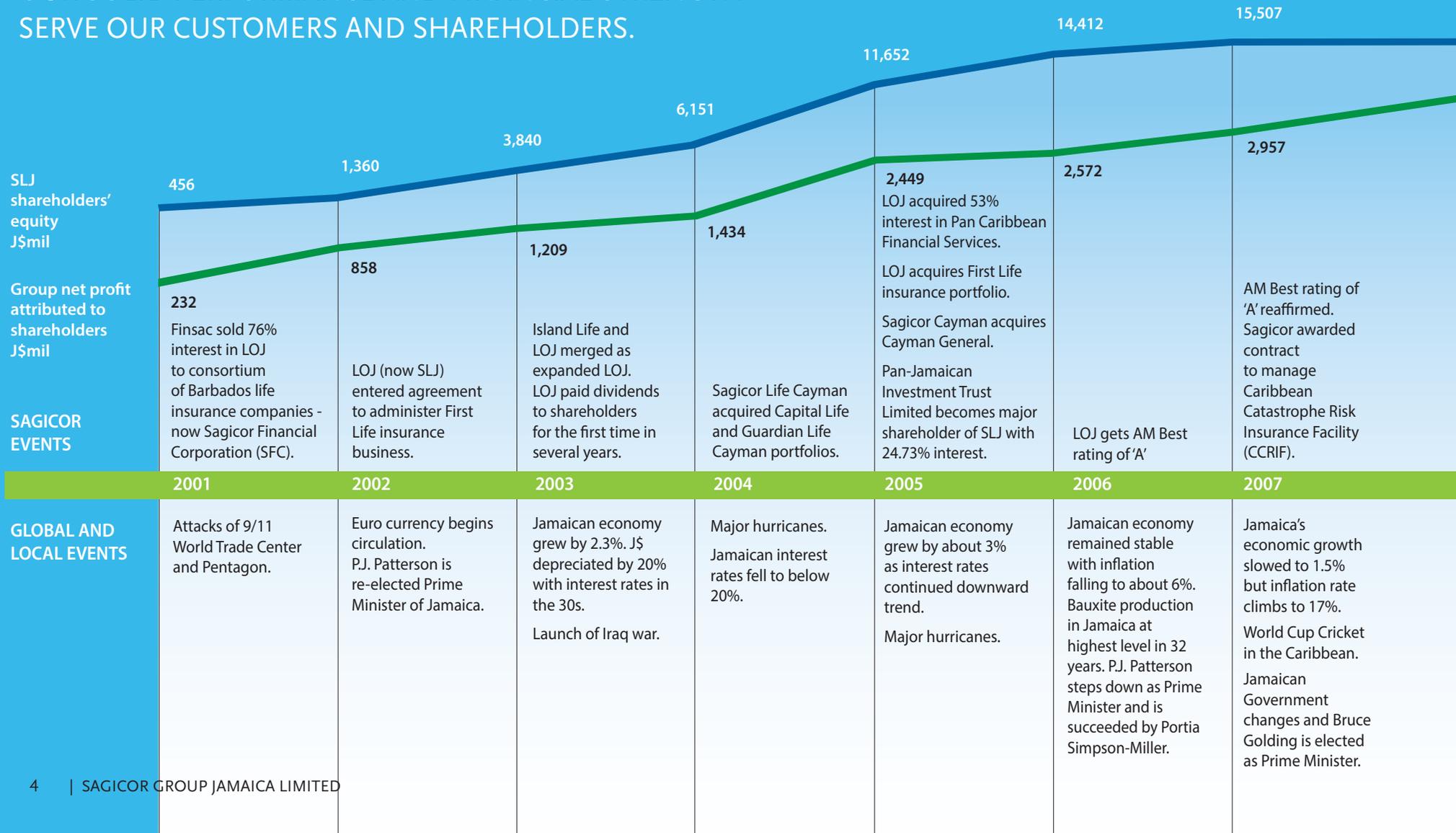


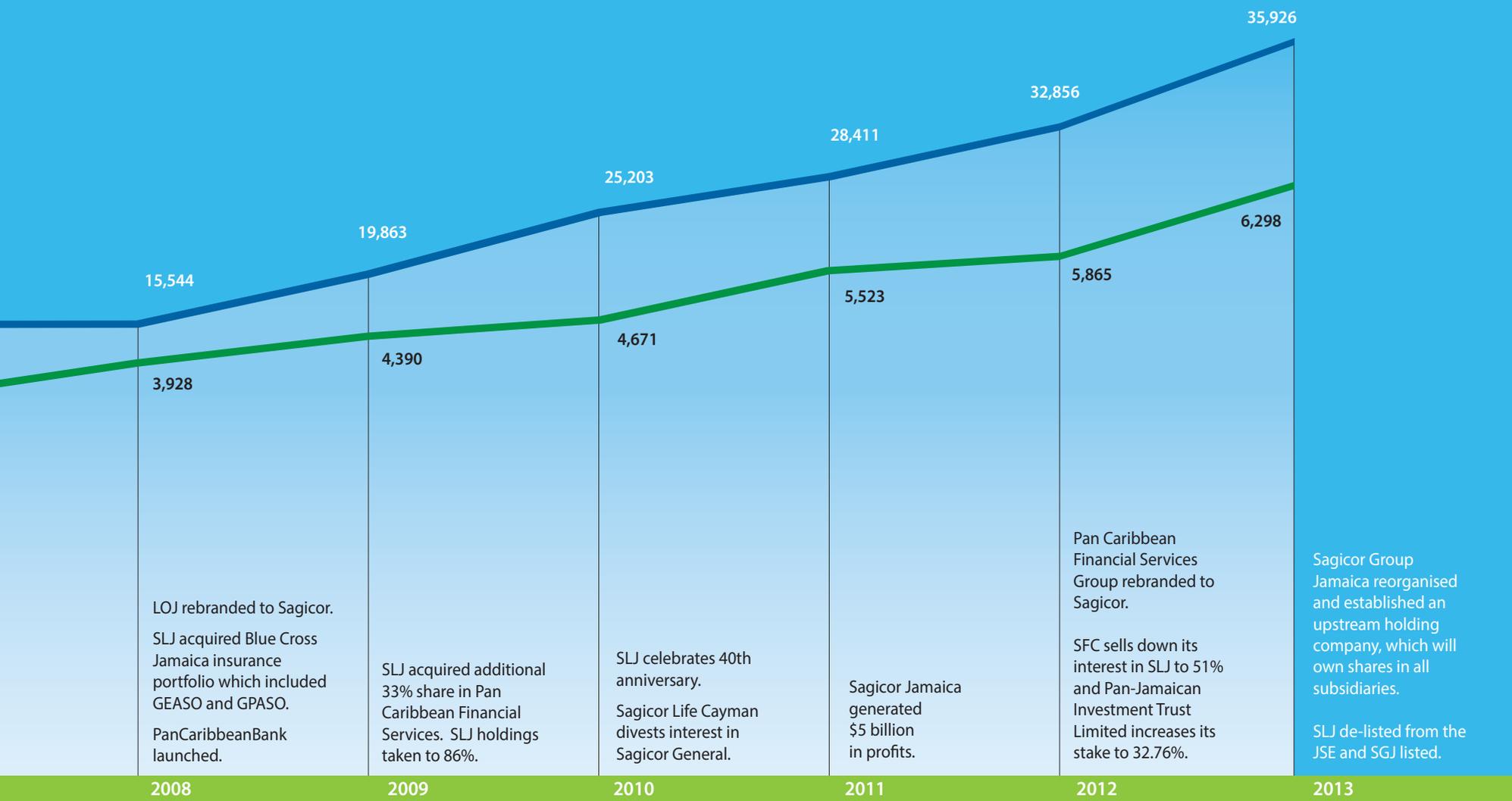
Dr. The Hon. R.D. Williams  
Chairman



Richard O. Byles  
President & CEO

SAGICOR MAINTAINED ITS TRACK RECORD OF 13 YEARS' UNBROKEN PROFITABILITY DESPITE CHALLENGING ECONOMIC CONDITIONS BOTH GLOBALLY AND LOCALLY. OUR SOLID PERFORMANCE AND FINANCIAL STRENGTH SERVE OUR CUSTOMERS AND SHAREHOLDERS.





LOJ rebranded to Sagicor.  
 SLJ acquired Blue Cross Jamaica insurance portfolio which included GEASO and GPASO.  
 PanCaribbeanBank launched.

SLJ acquired additional 33% share in Pan Caribbean Financial Services. SLJ holdings taken to 86%.

SLJ celebrates 40th anniversary.  
 Sagicor Life Cayman divests interest in Sagicor General.

Sagicor Jamaica generated \$5 billion in profits.

Pan Caribbean Financial Services Group rebranded to Sagicor.

SFC sells down its interest in SLJ to 51% and Pan-Jamaican Investment Trust Limited increases its stake to 32.76%.

Sagicor Group Jamaica reorganised and established an upstream holding company, which will own shares in all subsidiaries.

SLJ de-listed from the JSE and SGJ listed.

Global financial crisis. Bailout of US financial system enacted.  
 More major hurricanes.  
 Barack Obama elected first black President of the United States.

Global financial crisis deepened.  
 Jamaica downgraded by rating agencies.

Jamaica's economic variables stabilised with JDX and standby IMF agreement.  
 Massive oil spill in Gulf of Mexico.

Oil prices eclipsed \$100 per barrel. Many world economies in recession. Tsunami in Japan.  
 Bruce Golding steps down as prime minister and is succeeded by Andrew Holness.  
 Jamaican Government changes on Dec 29 and Portia Simpson-Miller elected prime minister.

Spain, Greece, Cyprus economic crisis deepen. Barack Obama re-elected as President of the United States.  
 Jamaican economy declines, there is high uncertainty and intense negotiations with the IMF for a new agreement.  
 Jamaica introduces new asset tax, particularly targeted at financial services institutions.

Generally world economies showed improvements.  
 The "Arab Spring" expanded.  
 Jamaica enters into a 4 year Extended Fund Facility with the IMF and embarks on NDX and PDX.

# Strength

## DELIVERING ON OUR RESULTS

In 2013, Sagicor's earnings were higher than the previous year, maintaining the company's record for year over year increased profits for 13 years.

### TOTAL ASSETS UNDER MANAGEMENT



### SHARE PRICE



### SHAREHOLDERS' EQUITY



### MARKET CAPITALISATION





**\$ 6.3 Billion**  
NET PROFIT

## PERFORMANCE BY BUSINESS LINE

Employee Benefits	Treasury & Asset Management	Individual Insurance	Banking
			
<p><b>Errol McKenzie</b> <i>Executive Vice President</i></p> <p>The Employee Benefits Division provides group health, life and personal accident insurance to institutional clients for their employees. The Division also provides pension funds administration services and annuity products to corporate clients. The Division focuses on building financial security programmes that balance the needs of both employer and employees. Sagicor Life Jamaica is the largest provider of these services in Jamaica.</p>	<p><b>Rohan Miller</b> <i>Executive Vice President</i></p> <p>The Treasury &amp; Asset Management Division exists to assist individual investors in attaining their personal goals. We allow you to follow your own investment philosophy by tailoring products to meet your goals and match your appetite for risk. The Sagicor Life Treasury &amp; Asset Management Division manages the investment portfolios for all group companies with the exception of Sagicor Investments Jamaica Limited.</p>	<p><b>Mark Chisholm</b> <i>Executive Vice President</i></p> <p>The Individual Insurance Division provides individual clients with life and health insurance policies, individual pensions, investment opportunities, and other insurance-related solutions through our wide range of products, and a large distribution network of financial advisors and broker/agency channels in Jamaica and the Cayman Islands.</p>	<p><b>Donovan Perkins</b> <i>President and CEO</i></p> <p>The Sagicor Investments Group (formerly Pan Caribbean Financial Services Group) is focused on helping you make the most of your money. Through a diverse range of value-added investment and banking solutions for both individuals and companies, our hallmark is recognised as offering wise, insightful advice that matches our customers' objectives with the best financial opportunities available.</p>
<b>CONTRIBUTION TO GROUP REVENUE</b>			
<b>48%</b>	<b>5%</b>	<b>38%</b>	<b>9%</b>

# OUR BRAND ESSENCE

## Sagicor's Brand Essence Wheel



## Our Brand Personality

A trusted life partner who is loyal to family and friends.

A coach and a mentor, who is happy to offer advice and always keeps promises.

Well-loved and respected in the community.



# GROUP 10-YEAR FINANCIAL STATISTICS

YEAR END RESULTS TO DECEMBER 31, 2013

	The Group									
	2013	Restated 2012	Restated 2011	Restated 2010	Restated 2009	Restated 2008	Restated 2007	Restated 2006	Restated 2005	Restated 2004

## SALES:

### Insurance Amounts

Individual Life - Sums Assured	\$m	149,096	137,571	150,624	116,311	119,432	86,120	75,435	67,603	54,426	40,702
Group Life - Sums Assured	\$m	4,988	1,710	2,358	1,462	5,053	5,212	4,180	1,427	1,793	6,675
<b>Total New Insurance Amount</b>	<b>\$m</b>	<b>154,084</b>	<b>139,281</b>	<b>152,982</b>	<b>117,773</b>	<b>124,485</b>	<b>91,332</b>	<b>79,615</b>	<b>69,030</b>	<b>56,219</b>	<b>47,377</b>

### New Annualised Premiums

Individual Life	\$m	2,583	2,530	2,110	1,998	1,943	1,432	1,352	1,401	1,131	853
Group Life and Health	\$m	647	636	184	194	311	604	327	223	207	274
Group Health Single Premiums	\$m			56	356	-	1,447				
Annuities	\$m	1,456	1,820	1,139	1,279	1,302	810	831	605	387	417
Bulk Annuities Single Premiums	\$m	4,820	428	2,153	-	1,699	6,141				
Group Pensions	\$m	475	212	-	111	-	-	418	7	2	18
<b>Total New Annualised Premiums</b>	<b>\$m</b>	<b>9,982</b>	<b>5,625</b>	<b>5,642</b>	<b>3,938</b>	<b>5,255</b>	<b>10,434</b>	<b>2,928</b>	<b>2,236</b>	<b>1,727</b>	<b>1,562</b>

## IN FORCE:

### Insurance Amount

Individual Life - Sums Assured	\$m	908,068	813,598	734,195	666,096	622,513	527,376	442,844	378,018	321,222	260,354
Group Life - Sums Assured	\$m	493,945	553,171	491,577	468,407	571,731	424,576	376,715	348,574	283,115	186,740
Property and Casualty	\$m	34,481	29,058	22,957	19,584	134,787	118,864	100,081	73,413	62,388	
<b>Total Insurance Amounts in Force</b>	<b>\$m</b>	<b>1,436,494</b>	<b>1,395,827</b>	<b>1,198,771</b>	<b>1,154,087</b>	<b>1,329,031</b>	<b>1,070,815</b>	<b>919,640</b>	<b>800,005</b>	<b>666,725</b>	<b>447,094</b>
Number of Individual Life policies in force		412,470	397,673	380,591	364,725	354,795	335,931	322,884	307,365	294,178	271,577
Number of New Individual Life policies		10,702	61,877	57,450	51,741	52,624	47,547	43,081	42,685	36,107	33,014

		2013	Restated 2012	Restated 2011	Restated 2010	Restated 2009	Restated 2008	Restated 2007	Restated 2006	Restated 2005	Restated 2004
<b>FINANCIAL POSITION &amp; STRENGTH:</b>											
Total Assets <sub>1</sub>	\$m	198,310	174,532	160,372	142,731	134,530	116,934	86,806	79,058	70,824	20,351
Pension Funds under Management <sub>2</sub>	\$m	85,506	79,725	74,399	64,569	55,336	46,709	50,705	41,825	35,991	26,473
Other Funds under Management	\$m	45,692	40,683	22,304	20,081	19,610	19,418	25,001	20,531	20,330	
<b>Total Assets Under Management</b>	<b>\$m</b>	<b>329,508</b>	<b>294,940</b>	<b>257,075</b>	<b>227,381</b>	<b>209,476</b>	<b>183,061</b>	<b>162,512</b>	<b>141,414</b>	<b>127,145</b>	<b>46,824</b>
Invested Assets <sub>5</sub>	\$m	180,330	155,730	144,942	127,941	114,745	97,042	73,408	65,854	56,698	16,560
Policyholders' Funds (including Segregated Funds)	\$m	64,538	52,534	47,532	42,735	42,047	35,290	20,893	18,042	17,357	12,490
Shareholders' Equity	\$m	35,926	32,856	28,411	25,203	19,863	15,576	15,507	14,412	11,652	6,151
Market Capitalization	\$m	39,867	37,986	37,610	25,650	25,575	21,001	29,985	32,863	36,649	28,744
<b>OPERATING RESULTS:</b>											
Total Revenue <sub>5</sub>	\$m	42,356	35,507	33,108	29,436	31,418	29,860	19,022	16,716	13,159	9,043
Total Policyholder Benefits and reserves <sub>3,5</sub>	\$m	23,231	17,767	16,519	14,064	15,678	16,793	8,143	7,036	5,356	4,351
Total Commissions, Expenses, and Taxes <sub>5</sub>	\$m	12,660	11,668	10,835	10,501	10,854	8,524	7,458	6,627	4,921	3,258
Net profit, attributable to Shareholders <sub>5</sub>	\$m	6,298	5,865	5,523	4,671	4,390	3,928	2,957	2,572	2,449	1,434
<b>FINANCIAL RATIOS:</b>											
Return on average assets	%	3	4	4	3	3	4	4	3	7	10
Return on average shareholders' equity	%	18	19	21	21	25	25	20	20	28	29
Share price	\$	10.60	10.10	10.00	6.82	6.80	5.60	8.00	8.81	9.86	11.30
Earnings per share	\$	1.67	1.56	1.47	1.24	1.17	1.05	0.79	0.69	0.71	0.57
Price earnings ratio		6.35	6.47	6.80	5.49	5.81	5.33	10.13	10.76	13.89	19.82
Dividends per share	\$	0.40	0.56	0.65	0.43	0.57	0.44	0.30	0.27	0.20	0.10
Administration Expenses and Depreciation to Revenue	%	20 <sub>4</sub>	19 <sub>4</sub>	20 <sub>4</sub>	22 <sub>4</sub>	21 <sub>4</sub>	21 <sub>4</sub>	20	22	22	22
Commissions and Related Sales Expenses to net premium income	%	15 <sub>4</sub>	14 <sub>4</sub>	15 <sub>4</sub>	15 <sub>4</sub>	14 <sub>4</sub>	14 <sub>4</sub>	16	16	15	16

**Footnotes:**

1 - Includes Segregated Funds

2 - Includes Sagikor Pooled Funds and Self-Directed Funds

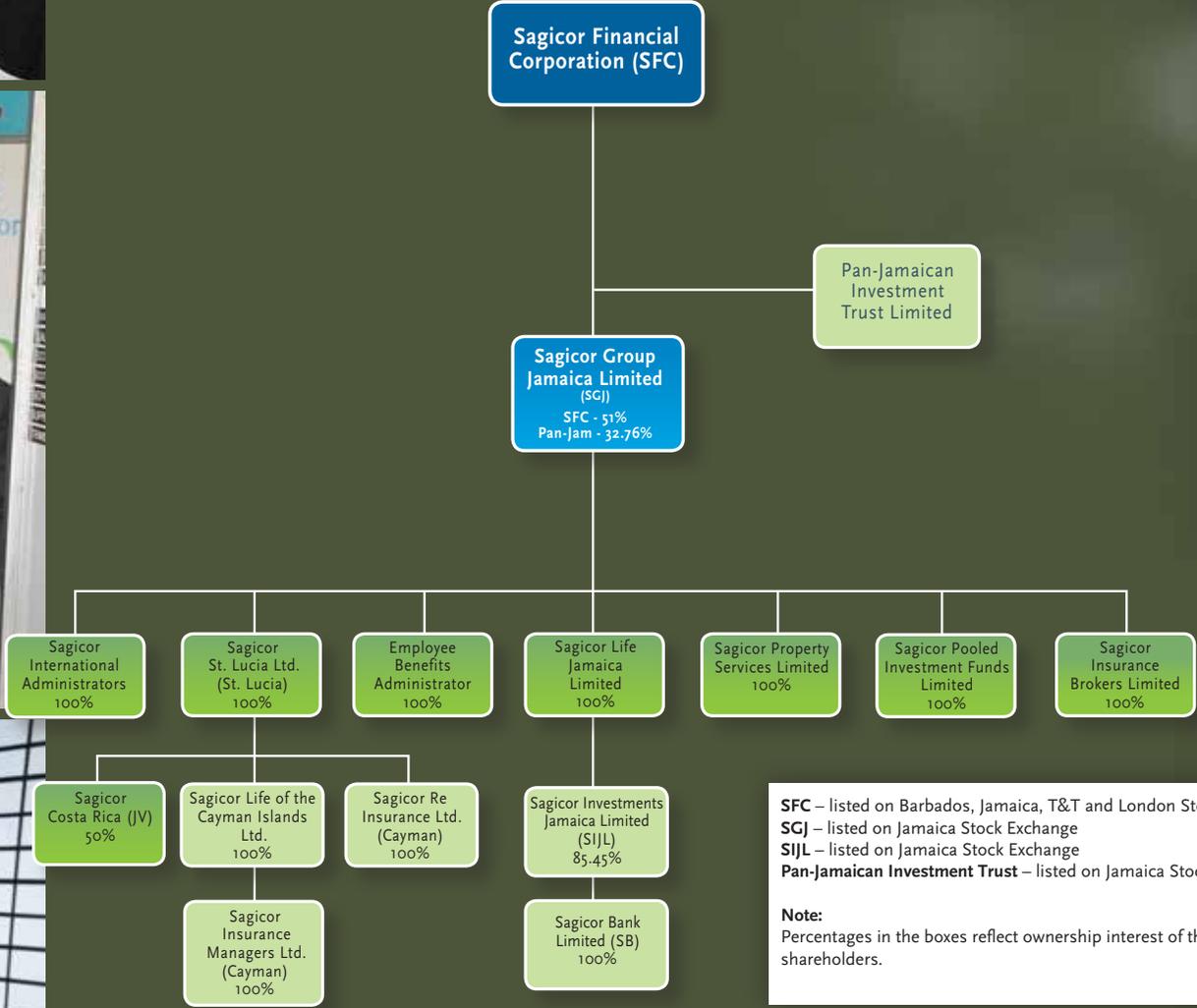
3 - Includes movement in Actuarial Liabilities

4 - These ratios reflect a 10% weighting for single premiums

5 - Prior period computations have been adjusted to include Segregated Funds

# Sagicor Today

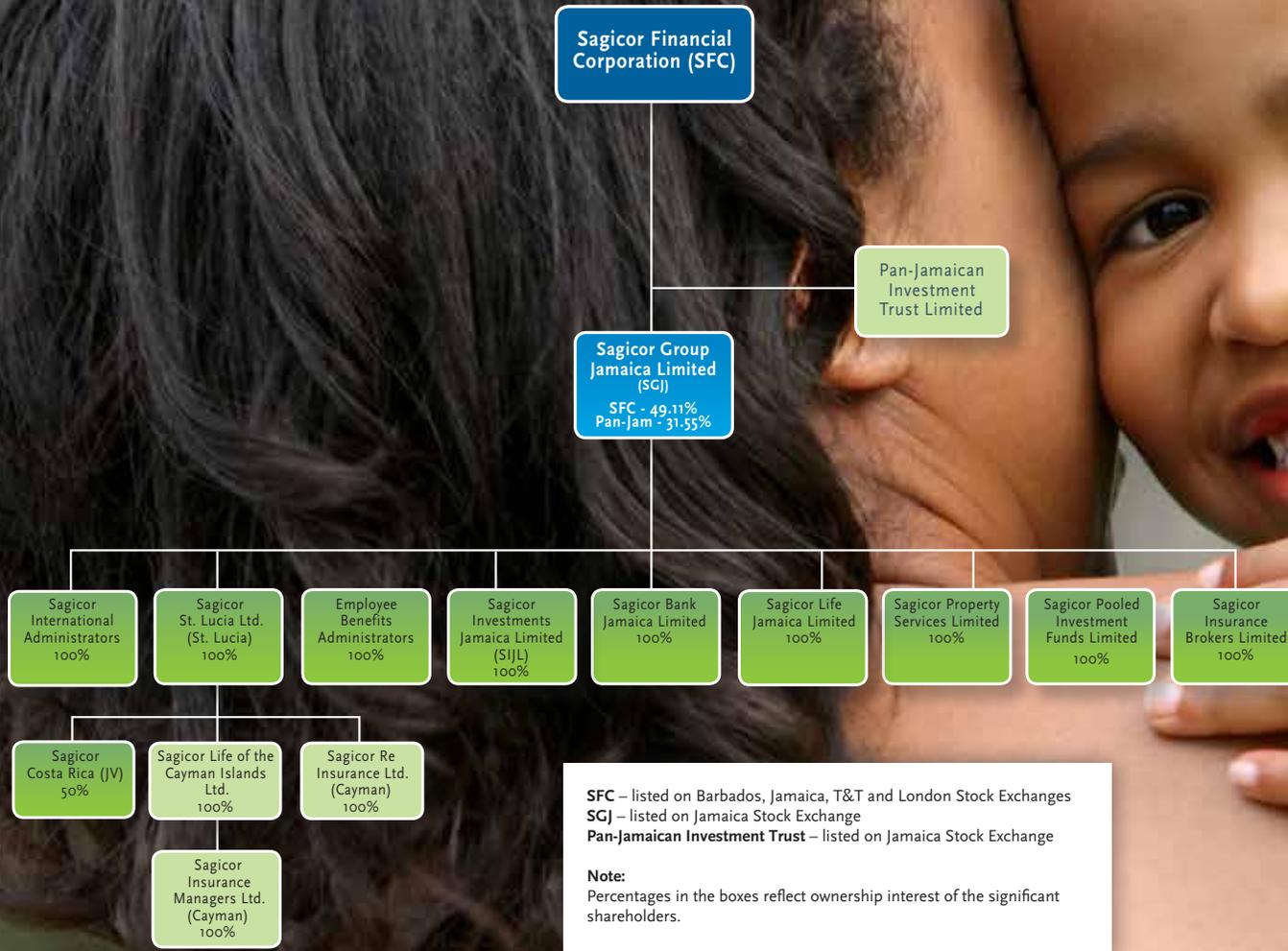
(As at December 31, 2013)



**SFC** – listed on Barbados, Jamaica, T&T and London Stock Exchanges  
**SGJ** – listed on Jamaica Stock Exchange  
**SIJL** – listed on Jamaica Stock Exchange  
**Pan-Jamaican Investment Trust** – listed on Jamaica Stock Exchange

**Note:**  
 Percentages in the boxes reflect ownership interest of the significant shareholders.

# Sagicor after Reorganisation



**SFC** – listed on Barbados, Jamaica, T&T and London Stock Exchanges  
**SGJ** – listed on Jamaica Stock Exchange  
**Pan-Jamaican Investment Trust** – listed on Jamaica Stock Exchange

**Note:**  
 Percentages in the boxes reflect ownership interest of the significant shareholders.

## REORGANISATION OF THE SAGICOR JAMAICA GROUP



In December 2013, Sagicor Life Jamaica Limited (Sagicor Life) completed phase one of the reorganisation of the Sagicor Jamaica Group with the formation of an upstream holding company, Sagicor Group Jamaica Limited, which will eventually be the ultimate holding company, of all the Jamaican operations of the brand Sagicor when phase two is completed later this year. This reorganisation will enable the Group to improve its management of capital and to align its organisational structure with the requirements of the new omnibus legislation for deposit-taking institutions.

The reorganisation was achieved through court-approved Scheme of Arrangement, which was sanctioned by the stockholders of Sagicor Life Jamaica Limited who voted unanimously in favour of the exchange of shares in Sagicor Group Jamaica Limited on a one-for-one basis pursuant to the Scheme at an Extraordinary General Meeting of Sagicor Life in September 2013. Sagicor Life was delisted from the Jamaica Stock Exchange (JSE) and Sagicor Group Jamaica Limited's stocks listed on the main market of the JSE on December 23, 2013.

All stockholders of Sagicor Life now hold the same number of shares in the holding company, with the stock now trading as 'SJ'. The reorganisation of the Banking Group will take place early in 2014 and will involve share ownership in Sagicor Bank

Jamaica Limited (SBJ) and Sagicor Investments Jamaica Limited (SIJL) being held directly by SGJ. Minority stockholders in SIJL will also be offered SGJ shares in exchange for their SIJL shares under a court-approved Scheme of Arrangement. When phase two is completed, Sagicor Bank Jamaica Limited (SBJ) will stand independent of its parent company, Sagicor Investments Jamaica Limited (SIJL); all the Jamaican subsidiaries of Sagicor Life will now be owned directly by Sagicor Group Jamaica Limited and include Sagicor Life Jamaica Limited, Sagicor Investments Jamaica Limited, Sagicor Bank Jamaica Limited, Sagicor Insurance

Administration Limited, Employee Benefits Administration Limited, Sagicor Property Services Limited, Sagicor Pooled Investments Funds Limited and Sagicor Insurance Brokers Limited. Sagicor's overseas operations will be owned indirectly through the St Lucian subsidiary, Sagicor St Lucia. The entities falling under this subsidiary are Sagicor Costa Rica, Sagicor Life of the Cayman Islands Ltd, Sagicor Insurance Managers Limited and Sagicor Reinsurance Limited.

The day-to-day operations of Sagicor Group Jamaica Limited and all of its subsidiaries have not been affected by the change.

Enabling improved capital management

## DIRECTORS' REPORT

The Directors are pleased to submit their Report and the Audited Financial Statements for the year ended December 31, 2013. The Financial Statements reflect the consolidated results of the Sagikor Group Jamaica Limited (SGJ) and its subsidiaries.

	2013 J\$000's	Revised 2012 J\$000's
<b>Operating Results:</b>		
Group Profit before tax	7,014,463	6,916,749
Taxation	(561,773)	(855,217)
Net Profit after tax	6,452,690	6,061,532
Attributable to:		
Stockholders of the Company	6,297,935	5,864,574
Minority Interest	154,755	196,958
<b>Stockholders' Equity:</b>		
Stockholders' equity brought forward	32,855,555	28,410,618
Share capital, opening	7,854,938	7,854,938
Shares issued	-	-
Share capital, ending	7,854,938	7,854,938
Reserves, opening	5,734,286	4,463,419
Net gains/(losses) recognised in equity	(471,965)	873,862
Stock options and grants schemes value of services rendered	34,529	29,719
Stock options and grants exercised/expired	(6,196)	(37,386)
Transfers (to)/from reserves	52,779	404,672
Reserves, ending	5,343,433	5,734,286
Retained earnings, opening	19,266,331	16,092,261
Net profit	5,018,314	5,684,898
Transfers (to)/from reserves	(52,779)	(404,672)
SLJ dividends paid	(1,504,396)	(2,106,156)
Retained earnings, ending	22,727,470	19,266,331
Stockholders' equity carried forward	35,925,841	32,855,555

### Directors

Article 99 provides that one third of the Directors shall retire from office at each Annual General Meeting. Directors Marjorie Fyffe Campbell and Jacqueline Coke-Lloyd retire under this Article and, being eligible, offer themselves for re-election.

### Auditors

The retiring Auditors, PricewaterhouseCoopers, having expressed their willingness to continue in office, will do so in accordance with the provisions of Section 154 of the Companies Act. A resolution authorising the Directors to fix remuneration of the Auditors will be presented at the Annual General Meeting.

### Dividends

Interim dividends of 19 cents per share were paid on March 28, 2013 and 21 cents per share on October 31, 2013.



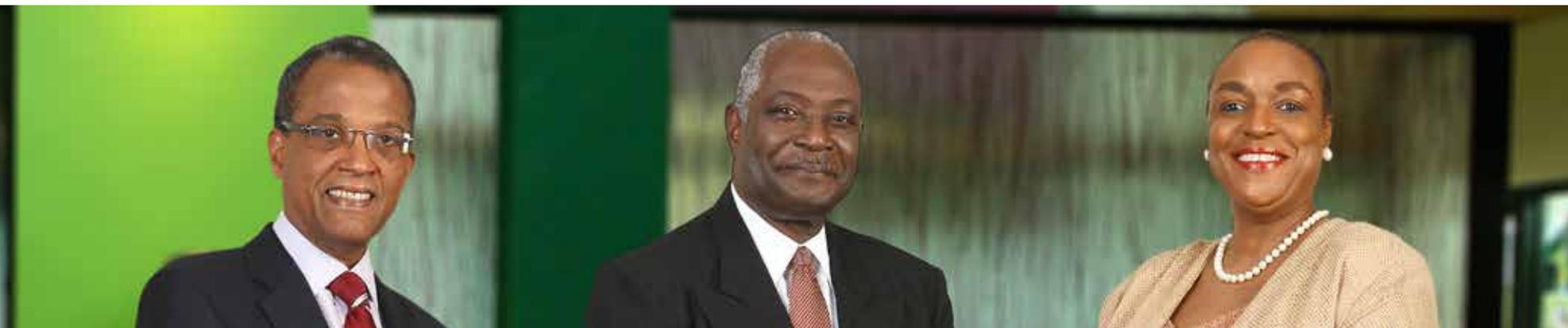
Chairman  
28 February, 2014

## BOARD OF DIRECTORS



	<b>DR. THE HON. R.D. WILLIAMS</b> OJ, CD, Hon. LLD, JP Chairman	<b>RICHARD O. BYLES</b> B.Sc., M.Sc. President & CEO	<b>PROF. SIR HILARY BECKLES</b> B.A. (Hons), Ph.D.
<b>Appointment</b>	1969	2004	2006
<b>Biography</b>	<p>Citizen of Jamaica</p> <p>Dr. the Hon. R. Danvers (Danny) Williams is the founder of Life of Jamaica Limited, now Sagicor Life Jamaica, serving as President &amp; CEO on two separate occasions. He also serves on the boards of a number of Sagicor Jamaica Group member companies.</p>	<p>Citizen of Jamaica</p> <p>Mr. Richard Byles is President and CEO of Sagicor Group Jamaica Limited. Mr. Byles holds a Bachelor's degree in Economics from the University of the West Indies and a Master's in National Development from the University of Bradford, England.</p>	<p>Citizen of Barbados</p> <p>Professor Sir Hilary M. Beckles earned his PhD from Hull University, United Kingdom and received an honorary Doctorate of Letters from the same university in 2003. He is a member of the Board of Directors of Sagicor Financial Corporation (SFC).</p>
<b>External Activities</b>	<p>In 1972 Dr. Williams was awarded the National Honour of Commander of the Order of Distinction (CD) and in 1993 was conferred with the Order of Jamaica (OJ) for voluntary service to his community. He served the Government of Jamaica for three years (from 1977 to 1980) as a Senator, Minister of State and Minister of Industry and Commerce, respectively. In 2005 he received an honorary Doctorate of Laws (LLD) from the University of Technology. Dr. Williams currently serves on the boards of several major Jamaican companies, organisations and foundations. He is Director Emeritus of Jamaica Broilers Group Limited and Chairman of the Jamaica College Foundation.</p>	<p>He is the Board Chairman of Sagicor Investments Limited, Sagicor Life of the Cayman Islands Limited, Sagicor Real Estate X Fund and Desnoes &amp; Geddes Ltd. (brewers of Red Stripe). He is also a director of Pan-Jamaican Investment Trust Limited where he was Chief Executive Officer for 13 years. He is also a Vice President of the Private Sector Organisation of Jamaica (PSOJ) and Co-chair of the Economic Programme Oversight Committee (EPOC), a private/public sector committee established to oversee the implementation of the IMF programme in Jamaica.</p>	<p>He is currently the Principal of the Cave Hill Campus of UWI, since 2002. He is a director of Cable and Wireless (Barbados) Limited, and also serves on the editorial boards of several academic journals. Sir Hilary has published widely on Caribbean economic history, cricket history and culture, and higher education. He has lectured in Africa, Asia, Europe and the Americas.</p>
<b>Board Expertise</b>	General Management, Strategic Management, Insurance	General Management, Finance, Strategic Management, Banking, Corporate Finance (M&A*), Asset Management, Insurance, HR Management	General Management, Strategic Management, Other: Education

\* Mergers & Acquisitions



**PETER E. CLARKE** B.A.

**JEFFREY COBHAM** B.A., Dip. Mgmt.

**JACQUELINE COKE-LLOYD**

**2012**

Citizen of Trinidad & Tobago

Mr. Clarke is a financial consultant. He is a director of Sagicor Financial Corporation and several other companies in the Group, including Sagicor Life Inc., Sagicor Asset Management Trinidad and Tobago Ltd., and Sagicor Investments Jamaica Ltd. He is the holder of a Bachelor of Arts degree in History from Yale University and a law degree from Downing College, Cambridge University.

He is a former chairman of the Trinidad and Tobago Stock Exchange and a former director of the Trinidad and Tobago Chamber of Industry and Commerce.

General Management, Finance, Strategic Management, Corporate Law, Banking, Corporate & Finance

**2003**

Citizen of Barbados

Mr. Jeffrey Cobham sits on the boards of Sagicor Property Services Limited, Sagicor Life of the Cayman Islands Ltd., Sagicor Investments Jamaica Limited (formerly Pan Caribbean Financial Services Limited), and several other companies. He chairs the Audit Committee of Sagicor Life Jamaica Limited.

Mr. Cobham sits on the boards of Salada Foods Jamaica Limited and Pulse Investments Limited. He is the Chancellor's representative to the UWI's Mona Campus Council and sits on its Finance and General Purposes, and Audit Committees.

General Management, Strategic Management, Finance, Banking, HR Management

**2010**

Citizen of Jamaica

Jacqueline Coke-Lloyd is currently the Principal Director of Make Your Mark Consultants with over 25 years of expertise in General Management, Human Resource Management and Industrial Relations. She is a graduate of the University of Technology Jamaica and the International Training Centre of the International Labour Organisation (ILO), Turin, Italy.

Mrs. Coke-Lloyd is the former CEO of Jamaica Employers' Federation (JEF) where she served for ten (10) years.

General Management, Strategic Management, HR Management

## BOARD OF DIRECTORS



	<b>RICHARD DOWNER</b> CD, FCA	<b>PAUL FACEY</b> B.Sc., MBA	<b>STEPHEN B. FACEY</b> B.A., M. Arch
<b>Appointment</b>	2008	2005	2005
<b>Biography</b>	Mr. Richard Downer, a former senior partner of PricewaterhouseCoopers in Jamaica, currently serves on the Board and the Audit, Investments & Risk Committees. He is a director of Sagicor Financial Services Limited, chairman of its Audit Committee and a director of Sagicor Bank.	Citizen of Jamaica Mr. Paul Facey holds a B.Sc in Marketing and Management from the University of South Florida and an MBA in Finance from Florida International University of Business School. He has a wide range of experience in banking, investment, manufacturing, retail and distribution.	Citizen of Jamaica Mr. Facey holds a B.A. in Architecture from the Rice University and a Master's in Architecture from the University of Pennsylvania. Mr. Stephen B. Facey is the president and CEO of Pan-Jamaican Investment Trust Limited, chairman of Jamaica Property Company Limited and a director of Pan-Jamaican Investment Trust Limited.
<b>External Activities</b>	Mr. Downer is a member of the Rating Committee of CariCRIS Limited and a director of ICD Limited and Dolphin Cove Limited. Mr. Downer has served on other private sector boards, including Victoria Mutual Building Society and Lascelles deMercado and Co. Ltd. In the public sector he has served as executive director of the Bureau of Management Support in the Office of the Prime Minister of Jamaica and a director of the Bank of Jamaica and was chairman of the Coffee Industry Board for eight years. He has also served on the boards and audit committees of the National Education Trust, the Overseas Examination Commission and the Tourism Enhancement Fund. He has advised the governments of sixteen countries on privatisation.	Mr. Facey is the vice president - Investments at Pan-Jamaican Investment Trust Limited.	He is a director of Hardware & Lumber Limited and the Kingston Restoration Company Limited. He is the president of the New Kingston Civic Association.
<b>Board Expertise</b>	General Management, Strategic Management, Finance, Banking, Corporate Finance (M&A*)	General Management, Finance, Strategic Management, Banking, Asset Management	General Management, Strategic Management, Property

\* Mergers & Acquisitions



**MARJORIE FYFFE CAMPBELL** B.Sc., M.Sc.



**PAUL HANWORTH** M.A., M.Sc., A.C.A., C.P.A



**DR. DODRIDGE MILLER** FCCA M.B.A., LL.M, Hon. LL.D

**2003**

Citizen of Jamaica

Mrs. Marjorie Fyffe Campbell is a management executive with over twenty-two years' experience in Finance and Accounting at the Executive Management level. She is a graduate of the University of the West Indies with a B.Sc. and an M.Sc. in Accounting, and is a member of the Institute of Chartered Accountants of Jamaica.

She is a former president and chief executive officer of the Urban Development Corporation, Jamaica. Mrs. Fyffe-Campbell is a part-time lecturer in Financial and Management Accounting at the Mona School of Business at the University of the West Indies, where she is pursuing a Doctorate in Business Administration with an emphasis on corporate governance. She is also a member of the Board of Directors of Sagicor Financial Corporation (SFC) and Sagicor Property Services Limited.

General Management, Strategic Management, Finance, Corporate Finance (M&A\*), Property, Other: Corp. Gov

**2008**

Citizen of Jamaica

Mr. Hanworth is the chief financial officer of Pan-Jamaican Investment Trust Limited and an entrepreneur with over 30 years of international experience in financial and strategic leadership. He is both a Certified Public Accountant (USA) and a Chartered Accountant (England & Wales), and holds an M.Sc. in Management from the Hartford Graduate Centre and an M.A. (Hons) in Classics from Cambridge University.

Prior to joining Pan-Jam, he worked with KPMG in the USA and England for 14 years, with Diageo in the USA and South Africa for 9 years, and with the Mechala Group (now ICD Group) in Jamaica for 6 years. He is also a director of Hardware & Lumber Limited and British Caribbean Insurance Company Limited, as well as a number of other Jamaican privately held companies. He also founded Jamaica's first specialty fine wine business in 2004, which he sold in 2012.

General Management, Strategic Management, International Business, Finance, Banking, Corporate Finance (M&A\*), Insurance, Property

**2001**

Citizen of Barbados

Dr. Dodridge Miller was appointed Group president and chief executive officer of Sagicor Financial Corporation in July 2002. , Mr. Miller is a Fellow of the Association of Chartered Certified Accountants (ACCA), and obtained his MBA from the University of Wales and Manchester Business School. He holds an LL.M in Corporate and Commercial Law from the University of the West Indies and, in October 2008, he was conferred with an honorary Doctor of Laws degree by the University of the West Indies. He has more than 25 years' experience in the banking, insurance and financial services industries. Prior to his appointment as Group president and CEO, he held the positions of treasurer and vice president – Finance and Investment, deputy chief executive officer and chief operating officer. Mr. Miller joined the Group in 1989.

He is also the chairman of Sagicor at Lloyd's, a director of Sagicor Life Inc, Sagicor USA, Sagicor Investments Jamaica and a number of other subsidiaries within the Group.

General Management, Strategic Management, International Business, Finance, Corporate Law, Corporate Finance (M&A\*), Asset Management, Insurance



## SAGICOR REAL ESTATE X FUND

### Jamaica Stock Exchange Listing

Sagicor Life Jamaica listed Jamaica's largest Initial Public Offer (IPO) on the Jamaica Stock Exchange (JSE) on November 15 last year when 1,357 applicants subscribed to the Sagicor Real Estate X Fund ('Sagicor X Fund'), totalling almost J\$1.5 billion. 'Sagicor X Fund' is the first stock of its kind on the JSE. The IPO surpassed its target. It was oversubscribed by approximately 50 per cent, as it set out to raise J\$1 billion through the listing of 20 per cent of the Sigma Real Estate portfolio.

Through the IPO, shareholders were offered an opportunity to invest in prime real estate without the myriad responsibilities that come with individual property ownership.

Sagicor X Fund consists of 11 tourism and commercial properties and land for future development; is managed by Sagicor Property Services Limited, and is the largest property management company in the island with more than 20 million square feet of properties under its umbrella.

The tourism properties are the multi award-winning Jewel Resorts at Dunn's River and Runaway Bay, which boasts an 18-hole Championship Golf Course, along with the most recent acquisition of Jewel Paradise Cove in St. Ann. The latter property was opened in November 2013. The commercial properties comprise the R Danny Williams building in New Kingston; Sagicor Industrial Park-Norman Road; Sagicor Industrial Park-Freeport, Montego Bay; Sagicor Industrial Park-Marcus Garvey Drive; Sagicor Montego Bay Commercial Centre; The Sagicor Sigma Building, 63-67 Knutsford Boulevard, New Kingston; 78A Hagley Park Road, Kingston; strata lots in the Spanish Town Shopping Centre; and a vacant lot on Seymour Avenue, Kingston.

Funds raised have been allocated to develop a water park at the Jewel Runaway Bay Beach & Golf Resort property and to position the company for future investment opportunities. Construction

of the water park will commence in the second quarter of 2014 with an expected completion date of December 2014. Revenue from the three hotel properties is conservatively expected to grow by 5% per annum through to 2017.

In an article dated September 29 in The Jamaica Observer, acknowledgement was made of the X Fund's tax efficiency.

"Sagicor Real Estate X Fund will just pay a one per cent income tax rate. Because of an allowance given by the CARICOM Treaty, the company registered in St Lucia doesn't have to pay the one-third rate applicable in Jamaica. What's more, Sigma Real Estate portfolio, in which Sagicor X Fund will acquire units, holds more than half of its assets in properties and not fixed income securities, which means that it doesn't pay taxes on its income as a unit trust," according to the Jamaica Observer.



### REAL ESTATE X FUND

Sagicor Real Estate X Fund also received the Gleaner Honour Award for business in 2013.

Sagicor X Fund, initially priced at J\$5.00 per share, traded at \$6.30 per share at the end of trading for 2013 on December 31 – which represents a 26 per cent increase in value over approximately six weeks. Sagicor X Fund projects a conservative dividend yield of 8 per cent per annum over the next four years, above current Government of Jamaica four-year bond yield of 7.3 per cent and the average main JSE market dividend yield of 4.1 per cent.

#### **Sagicor Real Estate X Fund**

##### **Board of Directors:**

*Richard Byles, Chairman*

*Dr. The Hon. R. Danny Williams*

*Michael Fraser*

*Rohan Miller*

*Dr. M. Patricia Downes-Grant*

*Stephen McNamara*

*Vinay Walia*

*Peter Pearson*

**\$1.5 Billion**

THE LARGEST IPO IN JSE HISTORY

## OUR LEADERSHIP TEAM

Sagicor Group Jamaica is a financially strong firm with a clear strategy and a commitment to delivering excellence to our clients.



**Richard O. Byles B.Sc. M.Sc.**  
President and Chief Executive Officer

Richard joined the company in 2004 as President & CEO. His experience and expertise spans across the financial industry to include Life, Health and General Insurance, Asset & Investment Management, Banking, Pension Administration and Re-Insurance Management. He is a member of the Executive Committee of Sagicor Financial Corporation, the parent company of SLJ.

Richard is Chairman of Sagicor Life of the Cayman Islands Limited, Desnoes & Geddes Limited and Sagicor X Fund Limited. He is also a Director of Pan-Jamaican Investment Trust Limited and Sagicor Bank Jamaica Limited.



**Ivan B. O'B. Carter MBA, M.Sc., FLMI**  
Executive Vice President,  
Finance & Information Technology and CFO

Ivan is the Executive Vice President, Finance and Information Technology & CFO for Sagicor Group Jamaica. He is responsible to the President and the Board of Directors for directing the Accounting, Financial Reporting, Financial Management, Taxation and Regulatory Reporting functions of the Group in accordance with International Financial Reporting Standards (IFRS), local laws and regulations and Sagicor Group policies; Strategic Financial Management of the organisation; Leadership of the use of Information Technology and leadership of the Group's General Insurance and Captive Management interests.

He sits on the Board of Directors of a number of Sagicor Group Jamaica member companies.



Errol McKenzie MBA, HIAA, FLMI, JP  
Executive Vice President, Employee Benefits

Errol has served the company in various capacities in Investment, Internal Audit, and Employee Benefits Divisions. He currently heads the Employee Benefits Division of Sagicor Life Jamaica Limited as its Executive Vice President, and is responsible for the Group Life and Health Insurance and Pension programmes. The Division provides services to groups of employees or members through their employers, their associations or other institutions in the public and private sectors to manage their respective benefit programmes. The Division has enjoyed continuous growth through mergers and acquisitions and the continuous marketing of a range of customer-centric business solutions. The Company today enjoys the role as the market leader in the group insurance and pension business in Jamaica.

Janice Grant Taffe LL.B.(Hons.)  
Vice President, General Counsel &  
Corporate Secretary

Janice has over 20 years' experience in the local financial sector and has held a senior management position in the company since 1997. She is currently responsible for providing Sagicor Group and its subsidiaries with general advice on legal, regulatory and corporate secretarial matters.

Under her leadership of the Legal resources, the company undertook major corporate initiatives, including the new business development process and investment strategies.

Rohan D. Miller B.Sc. (Hons.), M.B.A.  
Executive Vice President,  
Investments and Chief Investment Officer

Rohan has been the Chief Investment Officer and Executive Vice President for the Investments Division of Sagicor Life since March 1, 2011 after joining the company in 1993. His responsibilities include overseeing the Treasury Management, Investment Management, Investment Services, Property Management, Real Estate Development, and, most recently, the Sagicor Sigma Funds. He is instrumental in the development of new investment products for retail and institutional investors. Rohan is also CEO of Sagicor Real Estate X Fund, a JSE-listed company.

## OUR LEADERSHIP TEAM (CONT'D)

A photograph of three men in dark suits and ties standing in an office environment. The man on the left has his arms crossed, the man in the middle has his hands in his pockets, and the man on the right has his hands clasped. They are all smiling at the camera. The background shows a modern office interior with a staircase and glass railings.

**Donovan H. Perkins B.A. (Hons.), MBA  
President & CEO  
Sagicor Investments Jamaica Limited**

Donovan has been CEO of the company since 1993, and is currently responsible for the overall direction and operation of Sagicor Investments. Under his leadership, the company has grown through a series of mergers and acquisitions into a diversified financial services group today. Donovan sits on the Boards of Pan Jamaican Investment Trust Limited and Jamaica Producers Group and is Chairman of the Jamaica Stock Exchange and the Tourism Linkages Council.

**Philip Armstrong B.Sc.  
Deputy CEO  
Sagicor Investments Jamaica Limited**

Philip brings over 18 years of securities, derivatives and financial expertise to Sagicor.

Philip has over 18 years of securities, derivatives and financial management experience. His core responsibilities are to plan, direct and control the operations of Sagicor Bank Jamaica Limited where he is the Managing Director, in accordance with agreed Board directives to ensure profitability, sustainability and to generate the required shareholder returns. He is an ex-officio member of Sagicor Life Jamaica's Investment Committee, Treasurer of the Jamaica Bankers Association and Director of British Caribbean Insurance Company Limited.

**Mark Chisholm MBA (Hons.), J.P.  
Executive Vice President,  
Individual Insurance Division**

Mark's experience in the insurance industry spans over 25 years. Over this period he has moved up the corporate ladder to his current position of Executive Vice President with direct responsibility for the Individual Line Division which encompasses sales in Jamaica and Sagicor Life of the Cayman Islands. Mark is also responsible for spearheading the Sagicor Group Jamaica's group sales efforts. He is also an Adjunct Lecturer at Mona School of Business and Management UWI.



**Willard Brown FSA, B.Sc. (Hons.),  
Vice President - Actuarial & Risk  
Management**

Willard is the Vice President for Actuarial & Risk Management and has served the group in various capacities in Information Technology, Employee Benefits Division and Employee Benefits Administrator Ltd. His core functions include assisting in overseeing the operation of and setting the strategies for the Employee Benefits Division to ensure that it meets its various targets. He has oversight of all actuarial resources of SLJ, and is directly responsible for the pricing policy of all EBD insurance and fee-based products.

**Kristine Bolt B.Sc., M.Sc.**

**Vice President, Productivity &  
Customer Experience**

Kristine joined Sagicor Life Jamaica in January 2009. She is responsible for crafting the company's customer experience strategy and oversees its execution. Kristine also focuses on improving business processes in order to provide our customers with a better, more efficient experience. Most recently, she has been developing our business intelligence initiative, which helps us to know our customers better in order to interact with them more effectively.

**Karl Williams HRMP, B.Sc.,  
Executive MBA,  
Vice President, Group Human  
Resources**

Karl is the VP, Group Human Resources at Sagicor Life Jamaica Limited. He is a qualified Human Resource Management Professional (HRMP) from the Society of Human Resources Management (SHRM). His leadership spans disciplines of Marketing & Sales, Learning & Development and Human Resources. A highly creative individual with excellent problem solving skills who works well with and gets the best from multifaceted individuals. He promotes a strong team ethos propelled by outstanding strategic focus and execution.

## SUBSIDIARIES

Courtney Bert

Latoya Mayhew-Kerr

Carlos Ortiz

Donovan H. Perkins

Mark Chisholm

Michael Fraser

James Rawcliffe

SAGICOR PROPERTY SERVICES LIMITED  
78 Hagley Park Road  
Kingston 10  
Jamaica W.I  
Tel: (876) 929-8920-9  
Fax: (876) 929-4730  
Courtney Bert  
Assistant Vice President

EMPLOYEE BENEFITS ADMINISTRATORS LIMITED  
R. Danny Williams Building  
28 – 48 Barbados Avenue  
Kingston 5  
Tel: (876) 929-8920-9  
Fax: (876) 929-4730  
Latoya Mayhew-Kerr  
General Manager

SAGICOR COSTA RICA, SCR, S.A.  
102 Avenida Escazu,  
Torre, 2 Suite, 405  
Escuzu, San Jose,  
Costa Rica  
Carlos Ortiz  
General Manager

SAGICOR INVESTMENTS JAMAICA LIMITED  
60 Knutsford Boulevard  
Kingston 5, Jamaica W.I  
Tel: (876) 929-5583-4  
Fax: (876) 926-4385  
Donovan H. Perkins  
President & CEO

SAGICOR INSURANCE BROKERS LIMITED  
R. Danny Williams Building  
28 – 48 Barbados Avenue  
Kingston 5  
Tel: (876) 929-8920-9  
Fax: (876) 929-4730  
Mark Chisholm  
General Manager

SAGICOR LIFE OF THE CAYMAN ISLANDS LTD.  
P.O. Box 1087  
Grand Cayman KY101192  
Cayman Islands  
Tel: (345) 949-8211  
Fax: (345) 949-8262  
Michael Fraser  
President

SAGICOR INSURANCE MANAGERS  
1st Floor Harbour Place  
103 South Church Street,  
George Town  
Grand Cayman KY1-1102  
Cayman Islands  
Tel: (345) 815-0841  
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James Rawcliffe  
Vice President

SAGICOR POOLED INVESTMENT FUNDS LIMITED  
R. Danny Williams Building  
28 – 48 Barbados Avenue  
Kingston 5  
Tel: (876) 929-8920-9  
Fax: (876) 929-4730

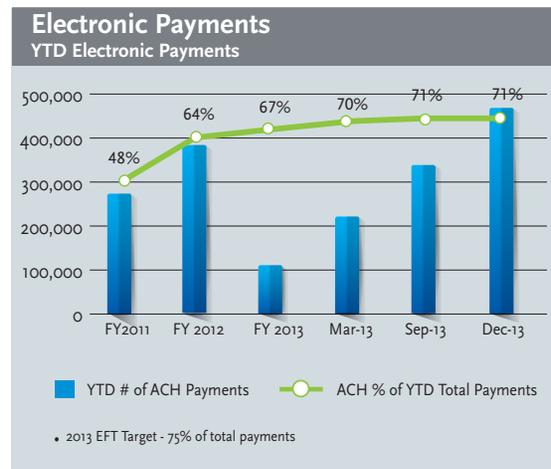
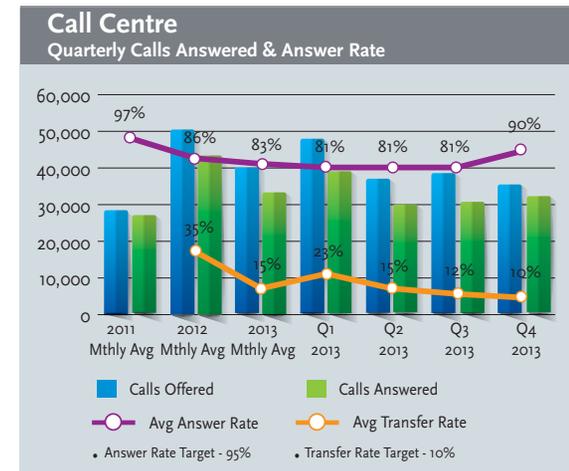
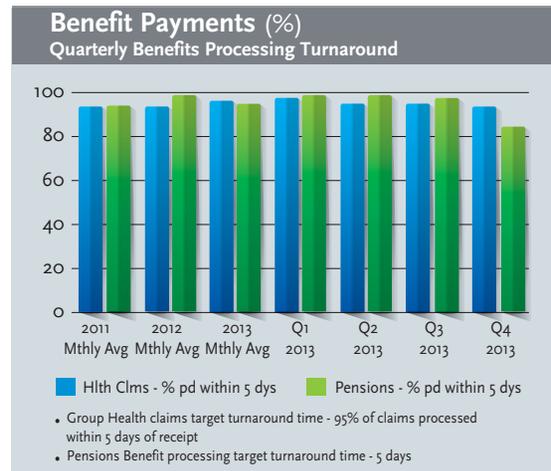
SAGICOR ST. LUCIA LIMITED  
c/o McNamara Corporate Services Inc.  
20 Micoud Street  
Castries, St. Lucia  
Tel: (758) 452-2662  
Fax: (758) 458-0007

SAGICOR RE INSURANCE LIMITED  
C/o Sagicor Insurance Managers Ltd.  
1st Floor Harbour Place  
103 South Church Street,  
George Town  
Grand Cayman KY1-1102  
Cayman Islands  
Tel: (345) 815-0841  
Fax: (345) 949-6297

# CUSTOMER SERVICE - OUR PRIORITY

During 2013 some areas of note in our customer service delivery were:

- The Customer Contact Centre answered 397,420 calls during the year and we served 164,295 walk-in customers in our service centres. We were able to serve these customers at our usual high quality standards.
- On average, we were able to serve our 164,295 walk-in customers within 31 minutes of their arrival.
- Health claims and pension benefits processing met their 2013 target with 95% of benefits within 5 days.
- Our Pensions team maintained its 2012 reporting turnaround time, with 97% of client reports delivered on time, and two of those reports being delivered on time every time.
- We improved our electronic payments to 71% of total payments, up from 64% in 2012. Although total payment volume increased by 10% to just under 660,000, the proportion of these payments that were made electronically increased by 23% during 2013 to 471,000. This means that more of our customers and vendors received payments from us faster and more efficiently.



# 3.5 million

HEALTH CLAIMS SETTLED IN 2013, OF WHICH 83% WERE ELECTRONIC

# NOTICE OF ANNUAL GENERAL MEETING

NOTICE IS HEREBY GIVEN THAT THE FORTY-THIRD ANNUAL GENERAL MEETING of the Company will be held on Tuesday, 3rd day of June, 2014 at 3:00 p.m. in the Auditorium, R. Danny Williams Building, 28-48 Barbados Avenue, Kingston 5, for the following purposes.

## ORDINARY BUSINESS

### 1. To receive the Audited Accounts and the Reports of the Directors and Auditors for the year ended December 31, 2013.

To consider and if thought fit, to pass the following Resolution:

“THAT the Audited Accounts and the Reports of the Directors and Auditors for the year ended December 31, 2013 be and are hereby adopted.”

### 2. To elect Directors.

To consider, and if thought fit, to pass the following Resolution:

#### Resolution No. 2

Article 99 provides that one third of the Directors shall retire from office at each Annual General Meeting. Directors Marjorie Fyffe-Campbell and Jacqueline Coke-Lloyd retire under this Article and being eligible, offer themselves for re-election.

- (i) THAT Director, Marjorie Fyffe-Campbell who retires by rotation and being eligible for re-election

be and is hereby re-elected a Director of the Company.

- (ii) THAT Director, Jacqueline Coke-Lloyd who retires by rotation and being eligible for re-election be and is hereby re-elected a Director of the Company.

Article 98(f) of the Company's Articles of Incorporation provides that:

The office of a Director shall be vacated if the Director attains the age of sixty-five years, provided that if a Director shall attain that age during his term of office, he shall be entitled to retain his position of Director until the next Annual General Meeting. Notwithstanding the foregoing, the Board at its absolute discretion may invite a former Director or any other person who has attained the age of sixty-five years to be a Director for a specified period, subject to retirement or re-election as otherwise provided for in the Articles of Incorporation.”

THAT Directors, Jeffrey Cobham and Richard Downer having been appointed under Article 98 (f) have been asked by the directors to continue in office for a term of three (3) years and shall retire in accordance with the Articles of Incorporation.

To consider, and if thought fit, to pass the following Resolution:

- (iii) THAT Director Jeffrey Cobham who retires by rotation be and is hereby re-elected a director of the Company under Article 98 (f).

To consider, and if thought fit, to pass the following Resolution:

- (iv) THAT Director Richard Downer who retires by rotation be and is hereby re-elected a director of the Company under Article 98 (f).

### 3. To fix the remuneration of the Directors.

#### Resolution No. 3

To consider and if thought fit, to pass the following Resolution:

THAT the amount of \$27,447,538.46 included in the Audited Accounts of the Company for the year ended December 31, 2013 as remuneration for their services as Directors be and is hereby approved.

### 4. To appoint Auditors and authorise the Directors to fix the remuneration of the Auditors.

#### Resolution No. 4

THAT PricewaterhouseCoopers, Chartered Accountants, having agreed to continue in office as Auditors, be and are hereby appointed Auditors for the Company to hold office until the conclusion of the next Annual General Meeting at a remuneration to be fixed by the Directors of the Company.

### 5. To ratify interim dividends and declare them final.

To consider and if thought fit, to pass the following Resolution:

#### Resolution No. 5

That the interim dividends of 19 cents paid on March 28, 2013 and 21 cents paid on October 31, 2013 be and are hereby ratified and declared final for 2013.

DATED THIS 30th DAY OF April, 2014

BY ORDER OF THE BOARD



Janice A.M. Grant Taffe  
Corporate Secretary

#### REGISTERED OFFICE

28-48 Barbados Avenue  
Kingston 5, Jamaica

A member entitled to attend and vote at the meeting is entitled to appoint a proxy to attend and vote in his/her stead. A Proxy need not be a member of the Company. Enclosed is a Proxy Form for your convenience which must be completed and lodged at the Company's Registered Office, at 28-48 Barbados Avenue, Kingston 5 not less than 48 hours prior to the time appointed for the meeting.

# CORPORATE GOVERNANCE

## The Board of Directors

The Board of Directors is responsible for and committed to adherence by the Company and its subsidiaries to the highest standards of corporate governance. Corporate Governance is central to the Board's role of providing entrepreneurial leadership and oversight to the company in order to maximise shareholder wealth within the bounds of law and community standards of ethical behaviour.

By this commitment, the Board has adopted a Corporate Governance Policy which is influenced by applicable laws and regulations and internationally accepted corporate governance best practices. The Corporate Governance and Ethics Committee of the Board is the key driver of the Policy, which is reviewed from time to time in keeping with the Rules of the Regulators, in the jurisdictions in which the company operates, the Jamaica Stock Exchange and internationally accepted best practices. The corporate governance activities of the Committee during 2013 reflect the commitment of the Board to sound governance principles.

The Corporate Governance Policy is available on our website at [www.sagicorjamaica.com](http://www.sagicorjamaica.com)

## Board Responsibilities

The Board of Directors is charged with the responsibility of providing entrepreneurial leadership, guidance and oversight for the management of the Company within the legal framework, which ensures that risk is effectively assessed and managed whilst returning value to the shareholders. This is outlined in the Board Charter which provides clear guidelines on the mandate through which the Board executes its oversight and decision-making role.

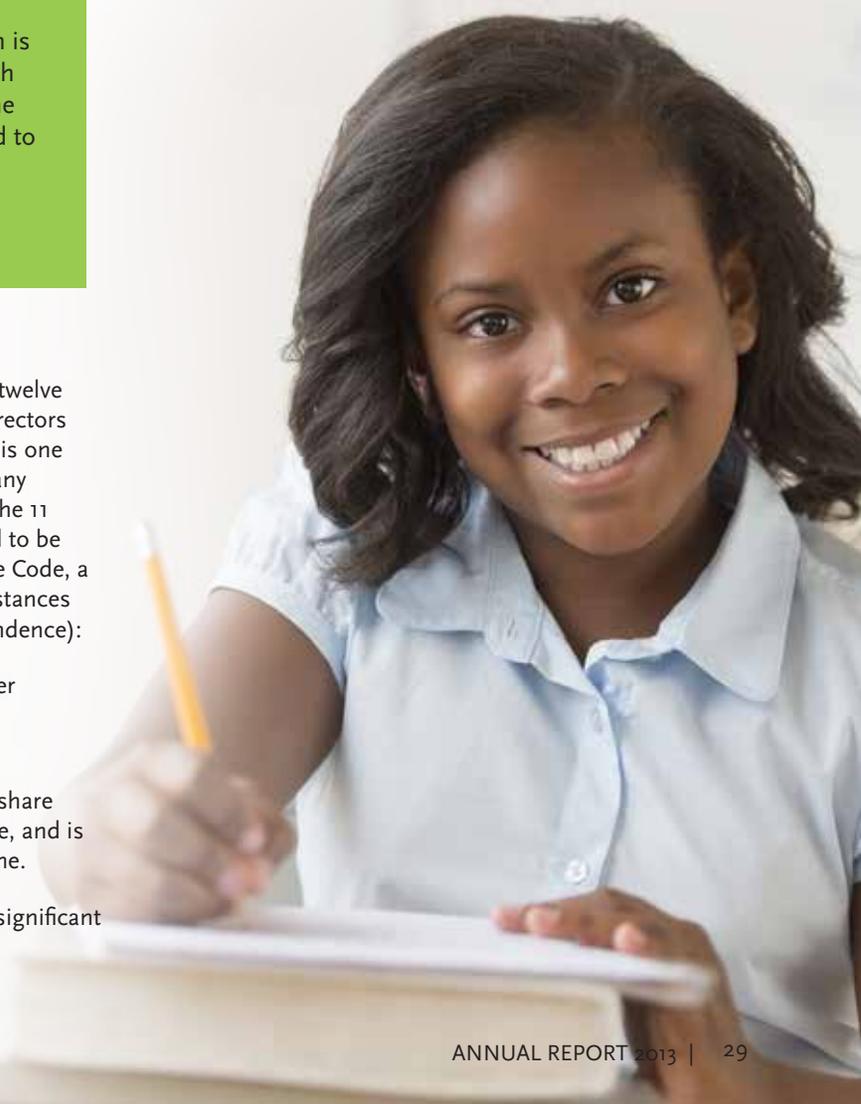
Board meetings are held monthly, except in the month of August, with a structured agenda comprising matters reserved for the Board. Directors also meet on an adhoc basis to consider matters which are deemed urgent and critical to the functioning of the Company.

The Board delegates certain of its authorities to Executive Management through the President and Chief Executive Officer with defined limits of management's power and authority to enable it to execute and manage the business on a day-to-day basis in line with the approved policies, strategies and applicable laws.

## Board Composition and Structure

As at December 31, 2013 the Board comprises twelve (12) directors, of which 11 are non-executive directors and 1 executive director. An Executive Director is one who holds office (or is employed to the Company or its associated or affiliated companies). Of the 11 non-executive directors, a majority are deemed to be independent. Under the Corporate Governance Code, a director is not independent in the following instances (unless the Board can argue a case for independence):

1. The director or an immediate family member is or was in any of the last five years an employee or officer in the Sagicor Group.
2. The director participates in the Company's share option or a performance-related pay scheme, and is a member of the Company's pension scheme.
3. The director or the director's spouse has a significant interest in a class of the Company's shares.
4. External auditor in certain instances.



## CORPORATE GOVERNANCE (CONT'D)

5. A director who is an executive officer or an employee, or whose immediate family member is an executive officer, of a company that makes payments to, or receives payments from, the Company for property or services in an amount which, in any single fiscal year, exceeds the greater of US\$0.5 million, or 2% of such other company's consolidated gross revenues, is not "independent" until three years after falling below such threshold.
6. The Company beneficially owns 5% or more of any class of equity securities of an entity:
  - i) controlled by the director;
  - ii) in which the director has an investment equal to 15% or more of the director's net worth,
  - iii) for which the director is an officer or has a similar position, or;
  - iv) for which the director could reasonably be deemed to have a material influence on the management of such entity.
7. The director holds cross-directorships or has significant links with other Company directors through involvement in other companies or bodies (unless the board can argue a case for independence).
8. The director or an immediate family member is or was in any of the last five years an employee or officer in the Sagicor Group.

In keeping with sound governance principles, the Board firmly believes in the separation of the office of Chairman and Chief Executive Officer in maintaining transparency and independence in governance of the business. The Chairman is Dr the Hon. R.D. Williams C.D., O.J., Hon. LLD., J.P., who is a non-executive Chairman and the founder of the Company. The Chairman is responsible for the efficient and effective functioning of the Board. He ensures that the Board Agenda covers the key strategic issues which are relevant to the Company's business, including the approval and periodic review of Management's action plans.

### Board Expertise

The Directors bring to the office wide and diverse expertise, experience and knowledge in the areas of international business and corporate finance, strategic management, human resources and corporate governance. This breadth of knowledge and expertise provides for diversity of opinions and invaluable support to the decision-making process which underpins the need for independent and critical thinking. Additionally, directors are afforded the opportunity through training to build on or are exposed to other disciplines.

### Director Rotation and Re-Election

The appointment, tenure, retirement and re-election are conducted in accordance with the Company's Articles of Incorporation and the Companies Act

of Jamaica. Each year at least one third of the directors retire at the company's Annual General Meeting and are eligible for re-election. Directors retiring this year are Marjorie Fyffe Campbell and Jacqueline Coke-Lloyd who have offered themselves for re-election. In addition, two directors, Richard Downer and Jeffrey Cobham, were appointed under special provisions of Article 98(f) and will retire this year in accordance with the Articles of Incorporation. The Board has however invited them to serve for an additional period of three (3) years and will retire in 2017. The Corporate Governance and Ethics Committee of the Board, which is charged with the responsibility for the nomination of directors, having evaluated the candidates, recommends them to the shareholders for re-election. The recommendation takes into account the expertise and core competence of each nominee and their willingness to devote time required to effectively perform their role as directors.

### Director Orientation and Training

Directors are inducted in the business through a formal orientation process. In addition, our directors undergo periodic training relating to the core business of the Company, including the drivers of the business lines, products and subsidiaries. Directors are also kept abreast of trends in the business and regulatory environment and sensitised on the Foreign Account Tax Compliance Act (FATCA) and its possible implications for the company and the impending Omnibus Bill and Cybercrimes Act with special emphasis on IT Risks.

### Board Operations

During 2013, the Board held nine (9) formal meetings; in addition, adhoc meetings were held to deal with other urgent matters. The critical agenda items which were covered at board meetings during 2013 included:

- The approval of the year-end Financials and Management Discussion and Analyses;
- The review and approval of the quarterly financial review and Reports to the Stock Exchange;
- Annual General Meeting preparation;
- Approval of the Company's Budget and Strategic Plan for 2013 - 2014;
- To consider and approve interim dividend payments to stockholders;
- Approve major investment activities including new product and strategic business initiatives;
- Monitor the performance of executive management in the implementation and achievement of strategic objectives and financial performance of the lines of business and subsidiaries of the Group;
- Receive and approve reports/decisions of Board Committees;
- Consider and approve new Corporate Policies and approved amendments to existing policies.

## Board Committees and Attendance Record

During 2013 a total of thirty-one (31) Board and Committee meetings were held.

The Committee members are appointed by the Board of Directors immediately following the Annual General Meeting each year and hold office until the end of the next Annual General Meeting or until they cease to be directors. The committees comprise a majority of non-executive directors. Members of the Executive Management Team attend

meetings as invitees and participate in the meetings through presentation of discussion documents and development of strategies.

The table below shows the composition of the committees and directors' attendance at meetings as at December 31, 2013.

### Directors' Remuneration

The Board determines the level and structure of fees paid to non-executive directors; executive directors do not receive fees in respect of their office as

a director of the company or any of its subsidiaries. The directors' fees were reviewed in 2013 (last review done in 2009) to bring these in line with other listed companies in the financial sector. This is done out of the need for the company to be able to retain and attract qualified and competent persons to the board. Fees are paid quarterly based on an annual retainer.

## BOARD COMMITTEES

Some Board functions are delegated to Committees of the Board, each of which have adopted a Charter approved by the Board which sets out clearly defined mandates. The Committees meet periodically to examine issues of a specialist nature and report its activities to the Board. The Committees are Audit, Investment & Risk, Corporate Governance & Ethics and Human Resource & Compensation.

### DIRECTORS' ATTENDANCE: BOARD AND COMMITTEE MEETINGS

Directors	Board Total Meetings	Audit Committee Total Meetings	Investment & Risk Total Meetings	Corporate Governance & Ethics Total Meetings	Human Resource & Compensation Total Meetings
<b>(Number of Meetings Attended)</b>	<b>held: 12</b>	<b>held: 7</b>	<b>held: 6</b>	<b>held: 3</b>	<b>held: 3</b>
Hon. R. D. Williams	11 of 12	-	6 of 6	2 (retired July 16, 2013)	2 of 3
Dr. Dodridge Miller	7 of 12	-	1 of 6	-	1 of 3
Richard Byles	12 of 12	-	-	-	-
Stephen Facey	12 of 12	-	5 of 6	2 of 3	2 of 3
Paul Hanworth	10 of 12	6 of 7	4 of 6	-	-
Jeffrey Cobham	12 of 12	7 of 7	2 (appointed as at July 16, 2013)	3 of 3	-
Marjorie Fyffe-Campbell	10 of 12	6 of 7	-	3 of 3	3 of 3
Richard Downer	11 of 12	7 of 7	6 of 6	-	-
Prof. Sir. Hilary Beckles	9 of 12	-	-	-	-
Jacqueline Coke-Lloyd	8 of 10	6 of 7	-	1 (appointed as at July 16, 2013)	3 of 3
Paul Facey	8 of 10	6 of 7	6 of 6	-	-
Peter Clarke	2 (appointed effective October 22, 2012)	-	2 (appointed as at July 16, 2013)	-	-

Board/Committee J\$	Annual retainer	Audit	Investment & Risk	Corporate Governance & Ethics	Human Resource & Compensation
Board Chairman	2,310,000.00				
Board Director (ALL)	1,470,000.00				
Committee Chair		945,000.00	945,000.00	630,000.00	630,000.00
Member of Committee		630,000.00	630,000.00	420,000.00	420,000.00

## CORPORATE GOVERNANCE (CONT'D)

### **Audit Committee**

The Audit Committee is charged with the responsibility of monitoring the effectiveness of the Company's risk management and internal control systems and compliance with applicable regulations and laws. It also oversees the external audit process. This Committee comprises non-executive directors: Mr. Richard Downer (Chairman), Mr. Jeffrey Cobham, Mrs. Marjorie Fyffe Campbell, Mr. Paul Facey, Mr. Paul Hanworth and Mrs. Jacqueline Coke-Lloyd.

The Committee met seven [7] times during 2013 to consider and approve inter alia the financial reports of the Company and its subsidiaries and disclosures to the shareholders and regulators, review and assess the main areas of enterprise risk management and internal control processes, review the activities of the internal and external auditors, assess the level of compliance with legal and regulatory requirements, review the quarterly financial reports, the Anti-Money Laundering and the Internal Audit Department's Risk Review Reports, and the Annual Audit plan.

### **Investment and Risk Committee**

The Investment and Risk Committee oversees and approves the investments to be undertaken by the company and assess the company's risk appetite in respect of financial risks. It reviews and approves the Investment Policy on an annual basis and monitors compliance with policy.

The Committee met six (6) times during 2013. The principal activities undertaken by the Committee included the review and recommendation to the Board of the

acquisition of real estate transactions, the review and approval of mortgage and investment reports, review and approval of operational and investment activities on behalf of the pension funds under management, consider the Appointed Actuary's Report and Report from the Asset Liability Management committee (of Management), review and approve new mortgage rates and significant investment projects including pension funds investments.

The members of the committee are: Mr. Jeffrey Cobham (Chairman), Mr. Stephen Facey, Dr. the Hon. R.D. Williams, Mr. Paul Facey, Dr. Dodridge Miller, Mr. Paul Hanworth, Mr. Richard Downer and Peter Clarke.

### **Human Resource and Compensation Committee**

The Human Resource and Compensation Committee has overall responsibility for the Human Resource policies and practices in line with the strategic goals of the Company, the compensation policies and programmes and recommends the Management Succession plans and the Pension Plan for staff to the Board.

The Committee met three times during 2013 to consider and approve the annual and long-term incentive plan for executives and the bonus payment to staff, to review Pension Fund Performance and approve amendments to benefits and to discuss staff issues.

The members are Dr. the Hon R. Danny Williams (Chairman), Dr. Dodridge Miller, Mrs. Marjorie Fyffe Campbell, Mrs. Jacqueline Coke-Lloyd and Mr. Stephen Facey.

### **Corporate Governance and Ethics Committee**

The Corporate Governance and Ethics Committee is charged with ensuring compliance with best practice standards of Corporate Governance and Ethics. The Committee's mandate also includes the management of the process for director succession, nomination and re-election, the performance evaluation of the Board as a whole and that of each director, directors' compensation, related party transactions and issues relating to the potential conflict of interest.

The Committee met three (3) times in 2013 and among the matters considered and approved Related Party Transactions and reviewed the process for dealing with potential conflicts of interest. The Committee also made amendments to its Corporate Governance Policy to bring it in line with best practices, including establishing performance standards for director attendance. The Committee also reviewed the level of director compensation and recommended a modest increase in line with other entities within the financial sector.

A Director Peer Review and Board Evaluation were conducted during the year. Following the review process, meetings were scheduled with directors, as necessary, to discuss any areas for development identified from the review.

Contract procurement practices were monitored against the Guidelines. The Committee approved new policies and amended existing policies during the period. The new policies adopted were the Disclosure Policy and the Complaints Handling Policy. The Related Party Policy was amended.

The corporate governance structure is further strengthened by the commitment to director independence. Directors are required to submit to an annual self-assessment of their compliance with independence and conflict of interest requirements.

The Corporate Governance and Ethics Committee keeps the board composition and the director expertise under its review annually, demonstrating its commitment to ensuring that it has the appropriate functional skill sets to provide the leadership role in guiding the management of the business. This is done through a formal Board Evaluation exercise, including the evaluation of the President and Chief Executive Officer and the Company Secretary.

The committee comprises only non-executive directors with diverse areas of expertise including Corporate Governance. The members are Mrs. Marjorie Fyffe Campbell (Chairman), Mr. Jeffrey Cobham, Mr. Stephen Facey and Mrs. Jacqueline Coke-Lloyd.

The Directors are covered under a Directors' and Officers' Liability Policy in respect of legal action which may be brought against them in certain instances. This policy also covers the Executive Management team.

## CORPORATE DATA

### DIRECTORS:

**Dr. the Hon. R.D. Williams**  
O.J., C.D., LL.D (Hon.), J.P.  
Chairman

**Richard O. Byles**  
President & CEO

Prof. Sir Hilary M. Beckles  
Jeffrey C. Cobham  
Marjorie Fyffe-Campbell  
Jacqueline Coke-Lloyd  
Richard Downer  
Paul A.B. Facey  
Stephen B. Facey  
Paul Hanworth  
Peter Clarke  
Dr. Dodridge D. Miller

### LEADERSHIP TEAM:

**Richard O. Byles**  
President & CEO

**Errol D. McKenzie**  
Executive Vice President,  
Employee Benefits Division

**Ivan B. O'B. Carter**  
Executive Vice President,  
Finance & IT Divisions and  
CFO

**Janice A.M. Grant Taffe**  
Vice President, General  
Counsel & Corporate  
Secretary

**Rohan D. Miller**  
Executive Vice President,  
Treasury & Asset  
Management  
& Chief Investment Officer

### Mark Chisholm

Executive Vice President,  
Individual Insurance Division

### Willard Brown

Vice President, Actuarial  
& Risk Management

### Karl Williams

Vice President,  
Group Human Resources

### Kristine Bolt

Vice President, Productivity  
and Customer Experience

### Donovan H. Perkins

President & CEO  
Sagicor Investments  
Jamaica Limited

### Philip Armstrong

Deputy CEO  
Sagicor Investments  
Jamaica Limited

### Corporate Secretary:

Janice A.M. Grant Taffe

### Appointed Actuary:

Janet Sharp

### Auditors:

PricewaterhouseCoopers

### Bankers:

Sagicor Bank Jamaica Limited  
Scotiabank Jamaica Limited  
National Commercial Bank  
(Jamaica) Limited  
Cayman National Bank Ltd.

### Attorneys

#### Myers, Fletcher & Gordon

21 East Street  
Kingston

#### Patterson Mair Hamilton

63-67 Knutsford Boulevard  
Kingston 5  
St. Andrew

#### Hart Muirhead Fatta

2 St. Lucia Avenue  
Kingston 5  
St. Andrew

#### Nunes, Scholefield Deleon & Company

6A Holborn Road  
Kingston 10  
St. Andrew

### Registered Office:

#### R. Danny Williams Building

28-48 Barbados Avenue,  
Kingston 5,  
Jamaica, W.I.

Telephone : (876) 929-8920-9

Toll Free : 1-888-SAGICOR

Fax No : (876) 929-4730

Email : infoja@sagicor.com

Cable Code: 'LOJAM'

Website : www.sagicorjamaica.com

### Territories of Operation

#### The Cayman Islands

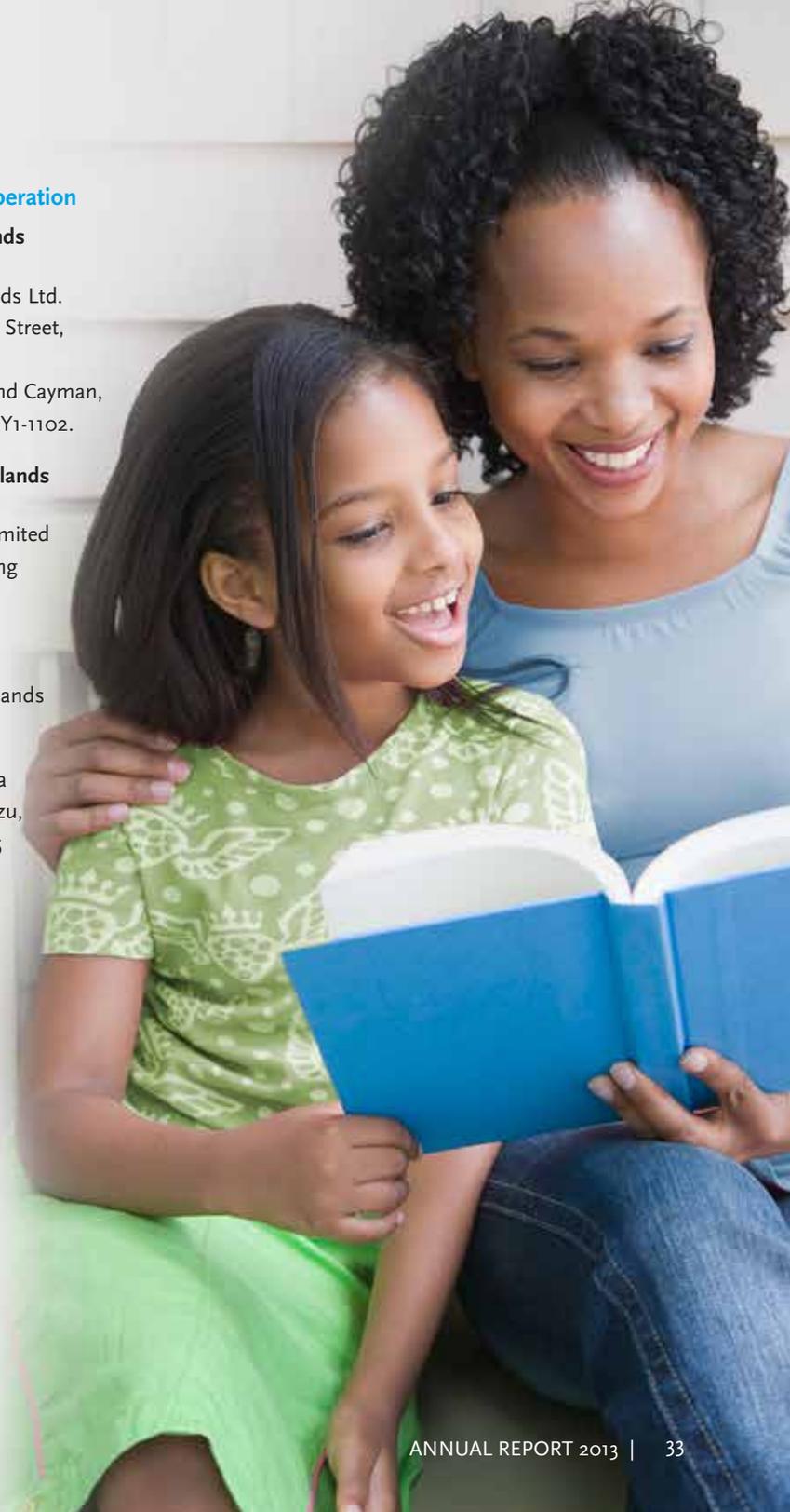
Sagicor Life of  
The Cayman Islands Ltd.  
103 South Church Street,  
P.O. Box 1087,  
Georgetown, Grand Cayman,  
Cayman Islands KY1-1102.

#### Turks & Caicos Islands

Turks & Caicos  
First Insurance Limited  
T & C First Building  
Downtown  
P. O. Box 80  
Providenciales  
Turks & Caicos Islands

#### Costa Rica

Sagicor Costa Rica  
102 Avenida Escazu,  
Torre, 2 Suite, 405  
Escuzu, San Jose,  
Costa Rica





## OUR BRANCH MANAGERS (SAGICOR LIFE JAMAICA)

1. **Mavis Ferguson** - Ocho Rios Branch   2. **Marvin Walters** - Senators Branch   3. **Olivine Barnes** - Spanish Town Branch   4. **Mark Lindsay** - Holborn Branch  
5. **Pete Forrest** - Corporate Circle Branch   6. **Dale Greaves-Smith** - Mandeville Branch   7. **Donovan McCalla** - New Kingston Branch   8. **Randolph McLean** - Knutsford Branch  
9. **Roaan Brown** - Belmont Dukes Branch   10. **Patrick Sinclair** - Montego Bay Branch   11. **Marston Thomas** - Half Way Tree Branch   12. **Norman Wilson** - Sagicor Life of the Cayman Islands  
13. **Michael Lawe** - Liguanea Branch



## OUR VICE PRESIDENTS AND ASSISTANT VICE PRESIDENTS (SAGICOR LIFE JAMAICA)

- First Row:** 1. Angela Ching - AVP Shared Services IT 2. Jacqueline Somers-King - VP Banking, Investment and Subsidiary Accounting 3. Horace Johnson - AVP Actuarial  
4. Carol Lawrence - VP Group Insurance Services 5. Jacqueline Donaldson - AVP Group Human Resources
- Second Row** 6. Jacinth Kelly - AVP Corporate & Insurance Accounting 7. Brenda-Lee Martin - AVP Investments 8. Vinnate Hall - AVP Internal Audit 9. Christopher King - AVP Actuarial  
10. Lorna Bond - AVP Management Accounting
- Third Row** 11. Megan Irvine - AVP Employee Benefits Marketing 12. Mark Clarke - AVP IT Local Services 13. Ingrid Card - AVP Group Marketing  
14. Grace Royal - AVP Group Legal, Trust and Corporate Services 15. Audrey Flowers-Clarke - VP Operations, Individual Insurance
- Fourth Row** 16. Nicola Leo-Rhynie - VP Employee Benefits Marketing 17. Corrine Bellamy - AVP Employee Benefits Administrator Limited - Actuarial  
18. Merrick Plummer - AVP Sales & Distribution Individual Insurance 19. Nadia Lewis - AVP EBD - Underwriting

# Commitment

## PAID OUT IN GROUP LIFE & PERSONAL ACCIDENT BENEFITS

.....

<b>\$855M</b>	<b>\$991M</b>	<b>15.85%</b>
DEC 2012	DEC 2013	% INCREASE YEAR OVER YEAR

.....

## PERCENTAGE OF CLAIMS PROCESSED WITHIN A FIVE (5) DAY TURNAROUND PERIOD

.....

<b>94.59%</b>	<b>95.88%</b>
DEC 2012	DEC 2013

.....

## PAID OUT IN HEALTH INSURANCE BENEFITS (incl. GEASO & GPASO)

.....

<b>\$9.8B</b>	<b>\$11.5B</b>	<b>16.78%</b>
DEC 2012	DEC 2013	% INCREASE YEAR OVER YEAR

.....



**\$12.4 Billion**

TOTAL LIFE & HEALTH PAYMENTS IN 2013

# MANAGEMENT'S DISCUSSION AND ANALYSIS

## OUR PERFORMANCE

Sagicor Group Jamaica Limited (SG) or the Group), formerly Sagicor Life Group of companies, is a leading financial services group in Jamaica, commanding the largest market share in many of the lines of business it operates.

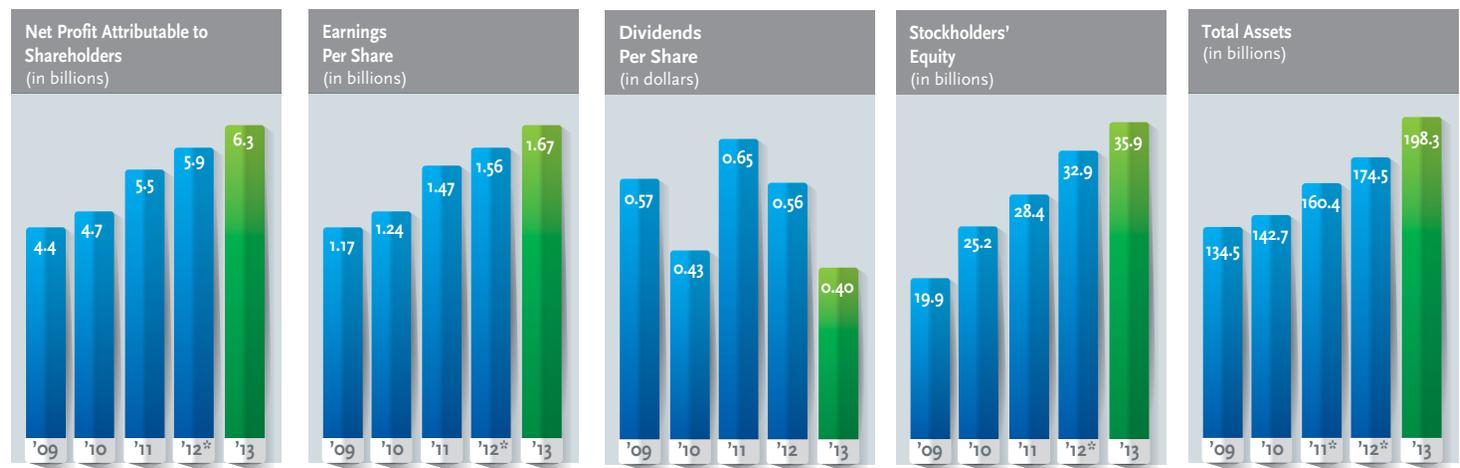
2013 was a year of adjustment for the Jamaica economy. In February the Group participated in the National Debt Exchange and Private Debt Exchange (NDX programme) where our holdings of GOJ securities with a face value of \$60.65 billion were exchanged for new bonds with lower coupons and longer maturities. The Group realised capital losses of \$1.04 billion from the NDX programme. For the 12 months to December 2013 the Jamaican dollar lost 14% of its value, inflation was 9.7% and interest rates were generally flat. Despite these trying circumstances the Sagicor Group responded with an overall strong financial performance.

There was a continued growth trend, producing improved financial results for the fourteenth consecutive year. The Group generated consolidated net profit, attributable to stockholders,

of \$6.3 billion for the year, a 7% improvement over 2012. Earnings per stock unit were \$1.67 compared to \$1.56 in 2012 and the annualised return on average Stockholders' Equity was 18% (2012: 19%). Stockholders' Equity at the year-end stood at \$35.93 billion, a 9% increase over the \$32.86 billion at 2012. Total assets of the Group grew by 14% to reach \$198.31 billion (2012: \$174.53 billion). The 2013 financial results were buoyed by continued strong new business, unrealised foreign exchange gains and actuarial reserves gains from expense efficiencies and mortality experience.

### Financial performance highlights for 2013:

- Total revenue of \$42.36 billion; 19% better than the prior year
- Net profit attributable to Stockholders of \$6.30 billion; 7% better than prior year
- Earnings per share (EPS) of \$1.67; up 7% on prior year
- A Group efficiency ratio of 23% compared to 22% in 2012 (normalised & before segregated funds)
- Assets of the Group of \$198.31 billion; 14% more than prior year
- Total assets under management of \$329.5 billion; 12% more than the \$294.9 billion at 2012
- Stockholders' Equity of \$35.93 billion; up 9% over the 2012 amount
- Return on Stockholders' Equity (ROE) of 18%; 5% below the 19% for 2012
- Paid dividends to Stockholders of \$1.50 billion (\$0.40 per share); 29% less than the amount of \$2.1 billion paid in 2012 (\$0.56 per share)
- SGJ share price of \$10.60 at December 2013 was 5% above SLJ prior year share price of \$10.10.
- SGJ market capitalisation at December 2013 was \$39.87 billion compared to \$37.99 billion at December 2012



\* Restated

## Key 2013 performance drivers:

- Strong insurance and annuities, new business and improved conservation of business in-force
- Strong revenues, especially from earned insurance premiums, investment income, gains realised from the sale of securities and unrealised foreign exchange gains
- Capital loss on exchange of securities in the NDX programme
- Controlled operating costs
- Actuarial reserves gains from expense efficiencies and mortality experience

## ECONOMIC REVIEW

Sagicor Group Jamaica operates in the economies of Jamaica, the Cayman Islands and Costa Rica.

### JAMAICA

Early in 2013, the Government of Jamaica signed a new 4-year Extended Fund Facility (EFF) agreement with the IMF which was supported by other lending agencies. The IMF agreement provided for a number of pre-conditionalities, including:

- A three-year wage restraint for public-sector workers
- A new waiver regime
- The National Debt Exchange
- Various new legislation, Debt Management Act, Fiscal rule, Omnibus Banking Act among other Bills
- Various tax reform measures
- Implementation of an Economic Programme Oversight Committee (EPOC)

These measures have either been implemented or are well on the way to implementation. With the welcome success of the National Debt Exchange in February and March 2013, interest costs for central government have been

significantly lowered and financing pressures have been relieved by pushing out debt maturities by several years. The resulting substantial reduction in Government's appetite for debt will channel more resources to private sector direct investment an important stimulus for economic growth.

The new economic programme aimed to avert near-term fiscal deficiencies while creating the conditions for sustained growth and to provide a framework for critical steps and policy reforms to significantly enhance fiscal and debt sustainability and meaningful economic growth.

Throughout 2013, EPOC monitored monthly performance and the IMF performed quarterly tests. Policy implementation and structural reforms progressed well and key quantitative economic indicators either met or surpassed budget. These include:

- The primary balance of central government
- Tax revenues
- The balance of the public sector
- Net international reserves

The Government also embarked on a number of growth initiatives such as the Logistics Hub and Agro Parks project.

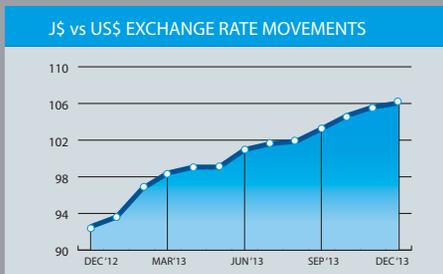
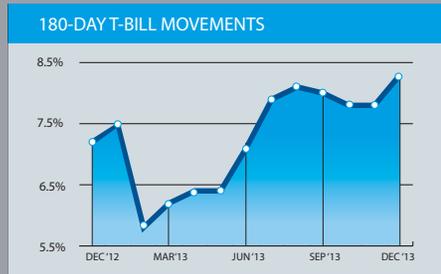
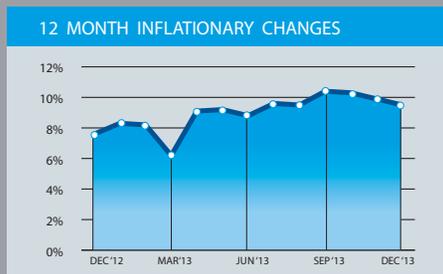
On September 24th, Standard & Poor's upgraded the long-term foreign and local currency rating of Jamaica debt from CCC+ to B-. The September quarter also showed GDP growth, albeit modest, of 0.8%, the first after six quarters of decline. The debt-to-GDP ratio is moving down and some measures to reform the tax system and efficiency of the public sector are taking shape.

However, while the IMF programme was being managed well, other challenges needed attention. There was tight Jamaican dollar liquidity, since the NDX programme, which restrained banks from extending credit. In addition, since August 2013, tax revenue consistently under-performed budget. By December the J\$ declined 14% against the US\$. Unemployment was at 15.3% and inflation 9.7%. Interest rates remained generally stable.

While there was good fiscal reform progress during 2013, the economy remains burdened by high debt with little room to put resources towards economic growth. The under-performance of tax revenues remains a great concern. Much more work is therefore required to achieve the goals of sustained growth, increased employment and improved living standards.

Key Economic Statistics:

- Growth in Real Gross Domestic Product (GDP) was 1.0% for the 12 month to December 2013 compared to a decline of 0.5% in 2012
- Average savings rates (domestic currency) declined by 84 bps to reach 1.23% at December 2013
- The 6-month Treasury Bill rate increased by 107 bps to 8.25% by December 2013
- The average lending rate fell by 2.67% to 14.56% by December 2013
- Inflation ended the 12 month period to December 2013 at approximately 9.7%, up from 8% last year.
- The Jamaica Stock Exchange main index declined by 12.45%. There was a 3% decline in 2013.
- The Jamaican dollar depreciated by 14% against the US\$, during the 2013 calendar year, versus 7.2% in 2012 with the weighted average daily selling price of \$106.38 as at December 31, 2013.
- Unemployment increased to about 15.3% at December 2013 compared to 13.7% (Dec 2012).
- The primary surplus for FY2012/13 was 5.4% as against a target of 6.0%. For FY2013/14 it is expected to be approximately 7.5% with the target of 7.5%.
- The ratio of debt to GDP remains high, at about 139% (140% in 2012).
- The BOJ's gross reserves amounted to US\$1.817 billion and the NIR US\$1.047 billion as at December 2013, representing 12.7 weeks of projected imports and close to the international benchmark of 12 weeks of goods and services imports.
- Business confidence index improved to 98.2% compared to 95% last year.

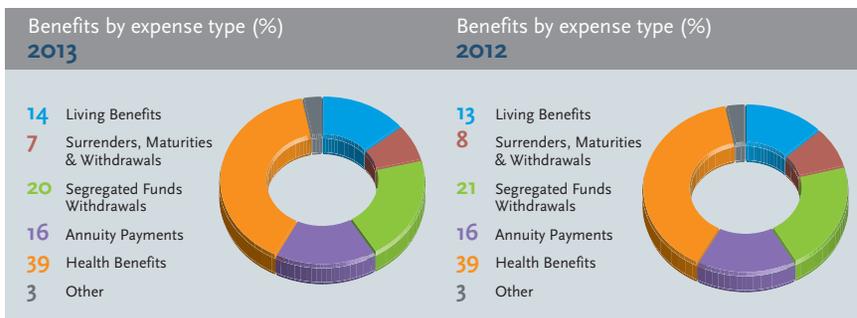


THE CAYMAN ISLANDS

In the Cayman Islands, the macro-economic performance showed continued improvement during 2013. Real GDP grew at an estimated annualised rate of 0.9% compared to 0.8% in the previous year. Inflation was about 2% compared to 1.2% last year. The unemployment rate is forecast to improve from 6.2% in 2012 to 6.1% in 2013. The weighted average lending rate fell by 4 bps to 6.26% while the prime lending rate remained stable at 3.25% and the weighted average savings rate declined from 0.23% to 0.12%. Air arrivals grew by 6.5% but cruise passenger visitors contracted by 13.1%. The central government's overall fiscal surplus was CI\$80.7 million compared to a deficit of CI\$1.6 million in 2012. The total outstanding debt of the central government declined to CI\$569.4 million from CI\$595.8 million last year.

COSTA RICA

In Costa Rica, the macroeconomic performance presented a year of stable growth with some concerns. Real GDP grew at an estimated 3.5% in 2013 which represents a reduction of 1.6% from 2012. Inflation rate was sustained at an average of 4.5%. Unemployment was reduced from 9.8% to 9% during 2013. An area of concern is the fiscal deficit of the country, expected to be within 5.2% to 5.5% of GDP to December 2013. A new government will start in May 2014.



## OUR OPERATING RESULTS

Sagicor Group Jamaica performed well in the challenging macro-economic and competitive environments. The Group generated consolidated Net Profit attributed to Stockholders of \$6.30 billion, 7% more than the amount in 2012 of \$5.86 billion. The profit result was earned from Revenues of \$42.36 billion. Revenues were up on the prior year amount of \$35.51 billion by 19%.

The growth in revenues was driven primarily by very good new business

across all lines. Net Premium Income, in aggregate, of \$29.22 billion was 27% more than that for 2012. With respect to the Individual lines of business, including Universal Life Segregated Funds, earned premiums were up by 12% while Group Insurance and Annuity premiums were 44% higher than prior year. Investment income, before interest expense and capital gains, was higher than in the prior year by 4%. Realised capital gains, from security trades,

other than the NDX programme, were 11% less than the amount in 2012. The Group realised capital losses of \$1.04 billion from the NDX programme. Fees and Other Revenues were substantially ahead of prior year, mainly influenced by higher current year unrealised foreign exchange gains from the 14% devaluation of the J\$ versus the US\$.

Policy benefits paid to policyholders or their beneficiaries were \$15.75 billion, net of reinsurance. This was 20% higher than the amount for last year of \$13.09 billion. The expense for Death claims was \$2.27 billion and was 29% up on the 2012 amount. The expense for Individual Life insurance policies surrendered of \$4.07 billion, including withdrawals from segregated funds, was 18% more than the prior year amount. The cost of annuities paid of \$2.52 billion, being 20% more than in 2012, grew with the larger portfolio. Health claims expense from Group insurance policies of \$5.8 billion was 20% more than in 2012 also reflected portfolio growth as the ratio of these claims to premiums remained about the same. Living benefits were \$479.0 million and about 26% higher than last year. The overall increases in benefits costs flowed mainly from robust business growth.

Net movement in Actuarial Liabilities was an increase of \$7.48 billion compared to \$4.68 billion in 2012. The 2013 amount reflect provisioning for the large single premium annuity obligation

**\$15.75 B**

In policy benefits paid to policyholders or their beneficiaries, net of reinsurance. This was 20% higher than the amount for last year of \$13.09 billion.

assumed during the year. The change in actuarial liabilities also reflects expense efficiencies and mortality gains.

Group administrative expenses of \$7.59 billion were 12% more than in 2012. The increased expenses reflect mainly higher compensation costs, higher loan loss provisions in the Banking Group and high FATCA (The Foreign Account Tax Compliance Act) readiness costs. The normalised Group efficiency ratio of administrative expenses to total revenue (with large single premiums weighted) was 23% (2012 – 22%).

Total comprehensive income (TCI) includes net profit and other comprehensive income (OCI). Total comprehensive income for 2013 of \$4.61 billion compared to \$6.66 billion for 2012. OCI reflects substantial unrealised fair value losses on available-for-sale securities, especially

## MANAGEMENT'S DISCUSSION AND ANALYSIS (CONT'D)

USA corporate bonds. Re-translation of foreign operations generated unrealised foreign exchange gains and increased OCI by \$1.35 billion. By the year-end, there was a charge to OCI of \$1.29 billion for re-measurement of retirement benefits obligations.

Cash generated from operations during the year was \$3.49 billion as against \$2.14 million at the end of 2012. This category includes activities for working capital and investment

**\$3.49 B**

Cash generated from operations during the year as against \$2.14 million at the end of 2012.

purchases and sales. Cash used for investment activities were \$249.76 million compared to \$1.06 billion in 2012. The 2012 amount reflected initial investment in the Sagicor Costa Rica Joint Venture and high leased-hold improvements. In 2013 Dividends distributed to SGJ stockholders were lower than prior year at \$1.5 billion. Cash used in financing activities was therefore \$1.55 billion as against \$2.21 billion in 2012. In aggregate, Liquidity of the Group remained healthy with cash and near cash investments of \$5.44

billion as at December 2013 compared to \$3.07 billion at end of 2012.

### OUR FINANCIAL CONDITION AND MANAGED FUNDS

Total assets of the Group were \$198.31 billion, reflecting a 14% growth from \$174.53 billion as at December 2012. These assets include the Segregated Funds portfolio which grew by 18% from \$13.68 billion at the end of 2012 to \$16.13 billion at 2013.

Invested assets make up about 90% of the Group's asset base. Total assets under management as at December 2013, including pension fund assets managed on behalf of clients and unit trusts, amounted to \$329.5 billion, a 12% growth over the prior year amount of \$294.9 billion.

SGJ Stockholders' Equity as at December 2013 was \$35.93 billion, compared to \$32.86 billion at December 2012. This 9% increase was predominantly due to the growth in Retained Earnings and unrealised foreign exchange gains on retranslation of foreign currency operations.

During 2013, the SGJ Board of Directors declared dividends of \$1.50 billion to stockholders or a dividend per share of \$0.40. In 2012, dividends of

\$2.10 billion or \$0.56 per share were distributed. The amount distributed during 2013 to Stockholders represents a dividend pay-out ratio of 24%, using the 2013 consolidated net profit allocated to stockholders, (2012: 36%).

SGJ's market capitalisation at the year-end was \$39.87 billion, 5% up on the \$37.99 billion at December 2012.

### CAPITAL ADEQUACY

The Jamaica Insurance Act and Regulations require life insurance companies to carry a Minimum Continuing Capital and Surplus Requirement (MCCSR) of at least 150%. The MCCSR measures the ratio of available capital to required capital for insurance companies. Sagicor Life Jamaica Limited (SLJ) carried a ratio of 179.6% at December 31, 2013,

compared to the ratio for last year, which was 162.9%.

The Cayman Islands Insurance (Capital and Solvency) (Class A Insurers) Regulations stipulate that the minimum capital requirement for a local Class A insurer shall be the greater of US\$300,000 or the square root of the sum of the square of five risk components – assets, policy liabilities, subsidiaries, catastrophe exposure and foreign exchange. The prescribed capital must be at least 125% of the minimum capital requirement. As at the balance sheet date the prescribed capital requirement for Sagicor Life of the Cayman Islands Ltd (SLC) was US\$25,335,000 (2012: US\$26,978,000) and available capital when expressed as a percentage of prescribed capital was 359.7% (2012: 333.5%). At the same time, the ratio for Sagicor Life Cayman (SLC), based on Canadian Regulatory

LIFE COMPANIES MCCSR				
	SLJ 2013	SLJ 2012	SLC 2013	SLC 2012
Regulated Ratio	150%	150%		
Actual Ratio	179.6%	162.9%	618.9%	656.4%

BANKING COMPANIES RISK CAPITAL				
	SIJL 2013	SIJL 2012	SBL 2013	SBL 2012
Actual capital base to risk weighted assets	15%	17%	17%	21%
Required capital base to risk weighted assets	10%	10%	10%	10%

Standards, was 384.48% (2012; 384.75%).

Capital adequacy of the Sagicor Investments Banking Group is managed in accordance with techniques based on guidelines developed by the Financial Services Commission (FSC), The Bank of Jamaica (BOJ) and Basel 11. The regulated required capital base to risk weighted assets is 10%. At the year-end Sagicor Investments Jamaica Limited (SIJL) had a ratio of 15.2% (2012:17%) and Sagicor Bank Jamaica Limited (SBJ) 17% (2012: 21%).

## INDUSTRY RATINGS

Sagicor Life Jamaica Limited retained a rating of jmAAA on the Jamaica national scale, from Caribbean Information and Credit Rating Services Limited (CariCRIS), following a review in February 2014. This rating for Sagicor Life Jamaica Limited (SLJ) reflects the company's dominant market position in Jamaica, healthy profitability and good capitalisation levels.

In February 2013, A. M. Best rating agency downgraded the Financial Strength Rating (FSR) rating for SLJ from B++ (Good) to B+ (Good) and the Insurers' Credit Rating (ICR) from "bbb" to "bbb-". A.M. Best placed the ratings under review with negative implications following the announcement of the National Debt Exchange programme in February 2013 by the Government of Jamaica. However, in August 2013, A.M. Best removed the under review with negative implications and affirmed the FSR of B+ (Good) and ICR of "bbb-" with a stable outlook.

During March 2014, CariCRIS reaffirmed the ratings of Sagicor Investments Jamaica Ltd. These are: CariBBB- (Foreign Currency Rating) and CariBBB (Local Currency Rating) on the regional rating scale, and jmA+ on the Jamaica national scale.

The three primary business segments of Sagicor Group Jamaica performed satisfactorily during 2013. The outcome for the Sagicor Investments Banking Group was down by 22% due to the impact of the NDX programme.

## DIVISIONAL AND SUBSIDIARY PERFORMANCE

Business Segment	2013	Restated 2012	2011	2010	2009
	J\$M	J\$M	J\$M	J\$M	J\$M
Individual Insurance	2,417	2,102	2,562	1,664	1,722
Employee Benefits	2,384	2,362	1,998	1,485	1,560
Investment and Commercial Banking*	1,064	1,364	1,622	1,425	1,379
Other	588	234	(428)	297	225
Net Profit (before Minority Interest)	6,453	6,062	5,754	4,871	4,886

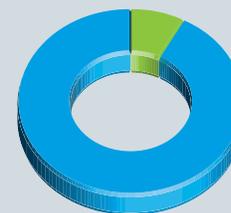
\*Includes amortisation charges for purchased intangibles.

## NET PROFIT BY GEOGRAPHIC SEGMENT:

	2013	Restated 2012	2011	2010	2009
	J\$M	J\$M	J\$M	J\$M	J\$M
Jamaica	5,338	4,968	4,237	4,107	4,237
Cayman	1,115	1,094	1517	764	649
Total	6,453	6,062	5,754	4,871	4,886

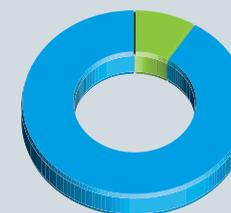
Revenue by geographic segment (%) 2013

92 Jamaica  
8 Cayman



Revenue by geographic segment (%) 2012

91 Jamaica  
9 Cayman



**INDIVIDUAL INSURANCE DIVISION**

The Individual Insurance Division provides individual clients with Life & Health insurance policies, individual annuities, investment products, living benefits and other insurance-related solutions through our wide range of products, and a large distribution network comprising 441 Financial Advisors and Broker/Agency Channels in Jamaica and the Cayman Islands. At the year-end there were 428,816 contracts in-force, a growth of 4.3% during the year. The Division earns its revenues principally from insurance premiums; mortality, expenses and other fees; contributions to segregated funds and investment income on assets assigned to cover the liabilities and surplus requirements of the portfolios.

The Division contributed \$2.42 billion in profits, 15% better than in 2012. The 2013 results were generated from strong

Revenues of \$16.234 billion which were 10% higher than in the prior year. There was an attractive return on the capital allocated to the Division. The results were driven by excellent new business sales, stable conservation, increased benefit payments, actuarial reserves efficiencies and continued tight control of operating costs.

During 2013, earned premium income, including Segregated Funds contributions, was \$14.19 billion, an increase of 12% over the 2012 amount of \$12.65 billion. In 2013 premium income represents about 87% of total revenue. Investment income net of interest expense was 8% more than last year and realised capital gains were also higher. The Division recorded a realised capital loss of \$466.53 million from the NDX programme.

Net benefits expense, including Segregated Funds, was \$6.41 billion, an increase of 21% over the 2012 amount. Net death claims of \$1.24 billion were

37% more than in 2012. Surrenders expense and Segregated Funds encashments of \$4.07 billion showed an 18% increase over the 2012 level. Individual health claims were \$306.18 million with a ratio to premiums of 85%. Other benefits, including living benefits, were \$514.57 million reflecting a 27% increase over the prior year. The change in actuarial liabilities was an increase of \$1.74 billion compared to \$2.69 billion in 2012. The lower increase in 2013 reflects releases for expense efficiencies and mortality gains. Commission, expenses and taxes totalled \$5.67 billion and were 14% more than last year.

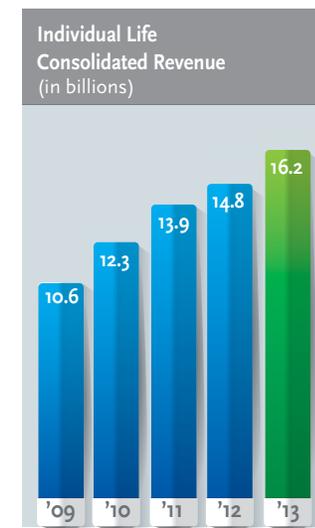
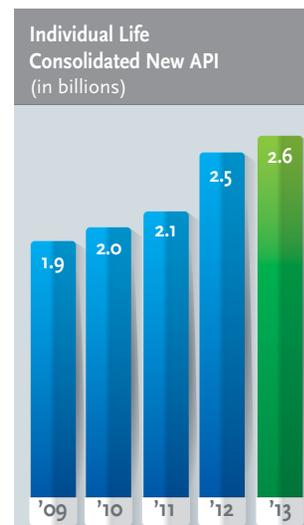
In Jamaica, the Division established yet another industry record for new Annualized Premium Income, writing \$2.33 billion (1% more than in 2012) and capturing market share of 55% versus 53% in 2012. New policies sold were 58,599 showing a 2% decrease when compared to 2012; this however was accompanied by a more favourable product mix and larger average case size. The amount of new cases sold represented 56% of total cases sold by the entire industry.

Sagicor Life of the Cayman Islands generated satisfactory new Individual Life and Annuities business during the year and also made an important contribution to profits. New Annualized Premium Income of US\$2.55 million was produced in 2013, compared to the US\$2.62 million written in 2012. In Cayman 2,103 new policies were sold during the year.

**INDIVIDUAL INSURANCE DIVISION**

High level P&L for 2013 and 2012

	2013	Restated 2012	% Variance
Revenue	16,234	14,781	9.8%
Benefits	(6,406)	(5,276)	-21.4%
Movement in Actuarial liabilities	(1,739)	(2,422)	28.2%
Commissions	(2,948)	(2,530)	-16.5%
Expenses	(2,272)	(1,973)	-15.2%
Taxes (Premium, Investment & Other)	(452)	(478)	5.4%
Net Profit	2,417	2,102	15.0%



## EMPLOYEE BENEFITS DIVISION

High level P&L for 2013 and 2012

	2013	Restated 2012	% Variance
Revenue	20,377	15,161	34.4%
Benefits	(9,349)	(7,816)	-19.6%
Movement in Actuarial liabilities	(5,738)	(2,254)	-154.6%
Commissions	(699)	(669)	-4.5%
Expenses	(1,901)	(1,759)	-8.1%
Taxes (Premium, Investment & Other)	(306)	(301)	-1.7%
Net Profit	2,384	2,362	0.9%

### EMPLOYEE BENEFITS DIVISION

The Employee Benefits Division provides group health, group life, creditor life and personal accident insurance to institutional clients. The Division also provides pension funds administration services and annuity products to corporate clients. The Division focuses on building financial security programmes that balance the needs of both employer and employees. Sagicor Life Jamaica is the largest provider of these services in Jamaica. The Employee Benefits business operates in a highly competitive environment where most contracts are renewed annually and competition is mainly driven by price and service.

On Revenues of \$20.38 billion, a profit contribution of \$2.38 billion was generated during 2013. The Employee Benefits Division earns its

revenues from insurance premiums; annuity contributions; fees from the administration of pension funds under management, fees from administrative service only contracts and investment income earned on assets which support liabilities of the portfolios and required surplus.

# 34%

Increase in Revenue on prior year, heavily influenced by a large single premium annuity contract received in during the year.

Revenue was up 34% on prior year, heavily influenced by a large single premium annuity contract received in during the year. Earned premiums for Group Life remained relatively flat while Group Health premiums grew 16%. Normal annuity contributions were also strong during the year. The Division wrote \$7.4 billion of new business during the year compared to \$3.1 billion in 2012. The Division earned investment income commensurate with the portfolio growth. A realized capital loss of \$373.80 million was recorded from the NDX programme. An unrealized foreign exchange gain of \$608.93 million was recorded on net assets denominated in US\$. This amount was 38% more than in 2012.

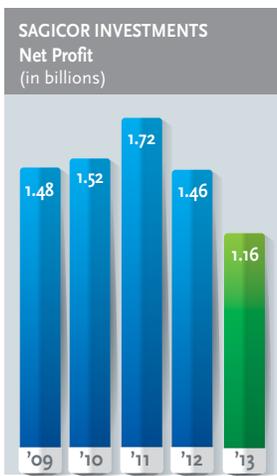
Net benefits expense was \$9.35 billion, an increase of 20% over the 2012 amount. Net death claims of \$1.04 billion were 20% more than in 2012. Annuity payments of \$2.45 billion were 20% higher than prior year. Health claims of \$5.84 billion were higher than in 2012 by 20%. The ratio of incurred health claims to gross premiums was about the same as in 2012. The change in actuarial liabilities was significantly higher (155%) in 2013 than in 2012 due to a large single premium annuity. Commission, expenses and taxes totaled \$2.79 billion and showed a 6% increase over the 2012 amount. The division also continued to produce an attractive return on the allocated capital.

## THE BANKING GROUP

Sagicor's Banking Division, our 85.45%-owned banking subsidiary which comprises Sagicor Investments Jamaica Ltd and Sagicor Bank Jamaica Ltd, delivered consolidated after-tax profits of \$1.16 billion for 2013, as against \$1.45 billion in 2012. These earnings are before the amortisation of purchased intangibles by the parent and were derived from revenues of \$3.62 billion, which was \$495 million less than the prior year. Contributing significantly to this decline were realised trading losses of \$191.06 million on securities exchanged in the NDX programme. The new bonds also reflected reduced coupons resulting in Net Interest Income declining to \$2.87 billion, down from \$3.02 billion in 2012.

Our Securities and Loan portfolios grew by 7% and 15% respectively during 2013; however, interest margins contracted and fell from 3.97% in 2012 to 3.41% for this financial year.

Overall operating expenses rose 3% to \$2.036 billion in 2013. There were higher compensation costs, increased occupancy expenses arising from our branch expansion strategy along with higher loan provisioning charges. 2012 carried the cost of rebranding to Sagicor. Our Efficiency Ratio (Operating Expense to Operating Income) moved to 56.2% compared to 47.9% for 2012. This deterioration reflects the impact of the Debt Exchanges on Net

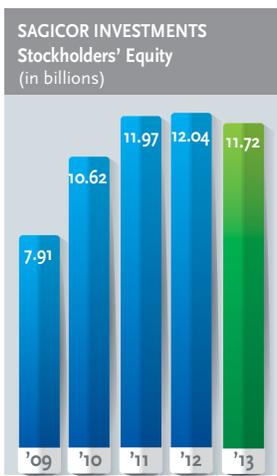


Interest Income and the overall trading environment in 2013. The effective tax rate of the Banking Division for 2013 was 21.0% compared to 28.7% in 2012.

Ordinary dividends declared to stockholders of the Banking Group increased from \$725 million in 2012 to \$834 million in 2013. Despite the higher dividends distribution and reduced Net Income reported, Shareholders' Equity at December 2013 remained healthy at \$11.7 Billion. Return on Equity was 10% reflecting a decline from 12% in the previous year while Return on Assets was 1.2%, compared to 1.6% in 2012.

**The highlights influencing the Banking Division's 2013 mixed performance were:**

- Double-digit growth in credit assets, commercial bank checking and savings deposits (positive)
- Trading losses arising from the NDX programme, a \$584 million decline in gross Investment Income and reduced Interest Margins (negative)



- FX translation gains arising from the depreciation of the JA\$ partially offset losses resulting from the Debt Exchanges (positive)
- Significant improvement in cross-selling results across the Group's portfolios (positive)
- A worsening Efficiency Ratio increasing to 59% from 50% in 2012 (negative)

**PERFORMANCE OF THE SAGICOR LIFE INVESTMENTS PORTFOLIOS**

The Sagicor Life Jamaica Treasury & Asset Management Division manages the investment portfolios for all Group Companies except the Sagicor Investments Group. By year-end 2013, the Division managed total assets of \$218.8 billion on behalf of individual

policyholders, group insurance clients, pension clients, annuitants, Sigma Funds and stockholders. These portfolios were managed using disciplined Asset/Liability Management (ALM) principles, while applying prudent risk management through diversification of investments across all asset classes.

**PERFORMANCE OF FUNDS**

**Sagicor Life General Fund**

Sagicor Life Jamaica General Fund's invested assets totalled \$70.82 billion, representing an increase of 51% over the 2012 amount of \$46.94 billion. With income of \$4.7 billion the portfolio generated an attractive yield of approximately 10%. This income amount is before capital gains, interest expense and dividends from subsidiaries. The fund is heavily invested in Government of Jamaica (GOJ) fixed income securities which maintained a sovereign credit rating from Standard & Poor's of B- with a stable outlook. In addition to GOJ bonds, the fund invests mainly in other sovereign bonds, corporate bonds, real estate, equities, unit trusts, repurchase agreements, mortgages and policy loans.

In September 2013, SLJ completed the refurbishing of the property (former Blue Cross Building) located at 85 Hope Road, and by year-end had secured a lease agreement for approximately 34% of available space. It is expected that the building will be fully occupied in 2014.

<b>BANKING GROUP</b>			
High level P&L for 2013 and 2012			
	2013	2012	% Variance
Revenue	3,622	4,116	-12.0%
Expenses	(2,149)	(2,066)	-4.0%
Taxes (Corporation & Other)	(310)	(588)	47.3%
Net Profit	1,163	1,462	-20.5%

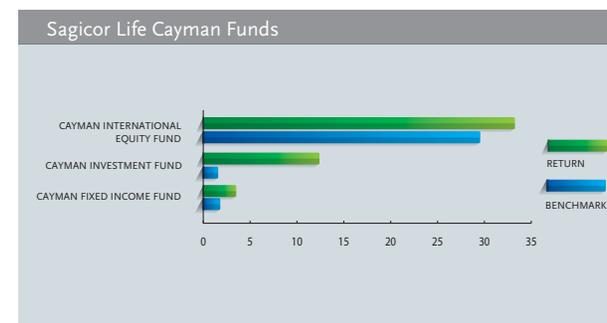
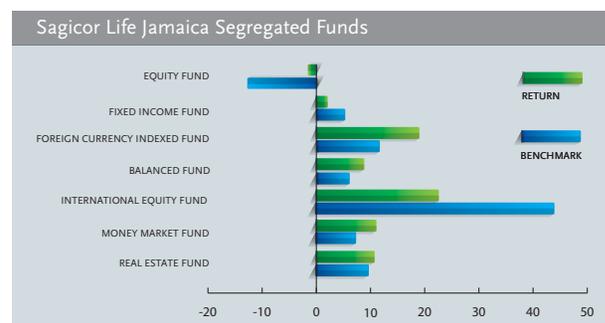
Sagicor Life Cayman General Fund invests primarily in international corporate bonds. This fund also holds investments in real estate, GOJ global bonds, sovereign regional bonds, international equities and US treasuries. Invested assets amounted to \$24.06 billion, which produced income of \$1.15 billion, before capital gains and interest expense charges. The portfolio yield was approximately 5.5%, before capital gains and interest expense.

### Segregated Policy Investment Funds

SLJ's segregated policy holder funds under management totalled \$13 billion at the end of 2013. This represents a 14% increase over \$11 billion at the end of 2012. Policyholders share all rewards and risks of the performance of these funds. These funds allow for diversification across asset classes, ranging from local and international Equities and Real Estate to local and foreign currency Fixed Income, all of which have provided solid long-term returns for our policyholders over the past 30 years. The Foreign Currency Indexed Fund, which provides a hedge against devaluation, generated the highest returns for the year. The Cayman Segregated Funds similarly provided strong double-digit returns.

SAGICOR LIFE JAMAICA SEGREGATED FUNDS			
	Annual Return	Annual Benchmark Return	Benchmark
Equity Fund	-1.5%	-12.5%	JSE Main Index
Fixed Income Fund	2.1%	5.1%	Weighted Avg 5-10 year GOJ Bond Yield & Inflation
Foreign Currency Indexed Fund	19.0%	11.7%	JSE Jamaica Global Bond Index & Devaluation
Balanced Fund	8.8%	5.9%	Avg Asset Yields & Inflation
International Equity Fund	22.6%	44.0%	S&P 500 Index & Devaluation
Money Market Fund	11.1%	7.3%	Avg GOJ 180-day Treasury Bill
Real Estate Fund	10.8%	9.7%	Inflation

SAGICOR LIFE CAYMAN SEGREGATED FUNDS			
	Annual Return	Annual Benchmark Return	Benchmark
Cayman International Equity Fund	33.3%	29.6%	S&P 500 Index
Cayman Investment Fund	12.2%	1.5%	US CPI
Cayman Fixed Income Fund	3.6%	1.5%	US CPI



## MANAGEMENT'S DISCUSSION AND ANALYSIS (CONT'D)

SAGICOR SIGMA FUNDS			
	Annual Return	Annual Benchmark Return	Benchmark
Optima	-3.4%	-12.45%	JSE Main Index
Solution	3.3%	7.7%	GOJ 365 Day Yield
Liberty	15.1%	11.9%	JSE Global Bond Index & Devaluation
Corporate	17.3%	3.5%	UST 10 year T-bond Yield & 175 bps
Real Estate	11.0%	10.7%	Ja. Inflation & 100 bps
Venture	28.8%	-11.0%	JSE Index & 150 bps
Money Market	4.1%	6.3%	BOJ / GOJ 30 Day Yield
Diversified Investor	17.3%	9.7%	Ja. Inflation Rate
Global Equity	27.5%	29.2%	S&P 500 Index
Real Growth	9.5%	9.7%	Ja. Inflation Rate

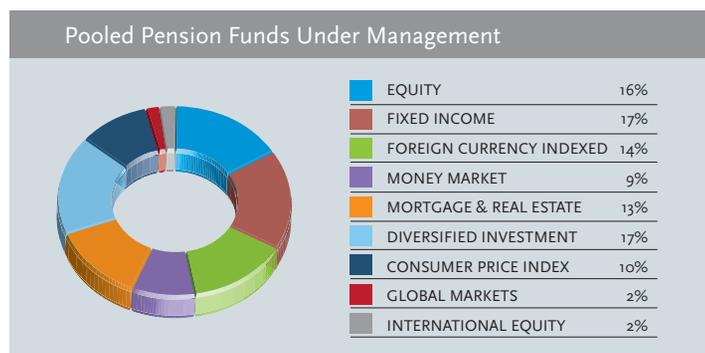
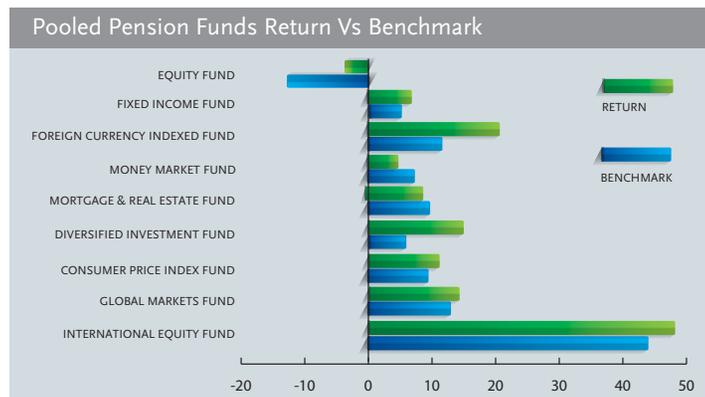
### Sagicor Sigma Funds

In May 2012, following a decision to give SLJ full responsibility for the management and administrative services of all pooled funds within the group, the management of the Sigma unit trust product was moved from SIJL to SLJ. The number of portfolio offerings has since been expanded from five to ten, making our product the most diverse and affordable in the market. These portfolios cover the full range of asset classes of local and international stocks and bonds as well as real estate. Total funds under management have increased over the year by approximately 33.5% moving from \$21.5 billion to \$28.6 billion, making us the number one unit trust both in terms of size and performance.

Through the Sigma Real Estate portfolio, SLJ further expanded its reach in the Hotel and Tourism Sector through the acquisition of another north coast hotel property in 2013 which was rebranded the Jewel Paradise Cove Beach Resort and Spa. The hotel as acquired on May 1, 2013, closed for extensive renovation and officially reopened on October 18, 2013. The property has been completely redesigned with a focus on health and fitness. This is now the third resort property owned and operated by Sagicor under the Jewel brand.

### Pension Funds

Total Pension Funds under management, consisting of nine pooled funds and ten self-directed funds, increased by 7% from \$79.73 billion in 2012 to \$85.51 billion at December 2013. Despite the challenging economic climate both locally and globally, all Pooled Pension Funds except one either outperformed or matched their respective benchmarks for the period under review. The funds generating the highest returns over the 12 month period were the Pooled International Equity and Foreign Currency Funds, while the Pooled Global Markets and Diversified Investment Funds also generating double-digit returns.



## SAGICOR LIFE JAMAICA POOLED PENSION FUNDS

	Invests mainly in	Net Asset Value (\$B)	Annual Return	Annual Benchmark Return	Benchmark
Equity Fund	Listed Stocks	10.90	-3.2%	-12.5%	JSE Main Index
Fixed Income Fund	GOJ Securities (average tenure 10 years)	12.17	6.8%	5.1%	Avg 5-10 year GOJ Bond Yield & Inflation
Foreign Currency Indexed Fund	GOJ, US and Euro denominated Fixed Bonds	9.83	20.8%	11.7%	JSE Jamaica Global Bond Index & Devaluation
Money Market Fund	GOJ Securities (Average tenure 3 years)	6.18	4.7%	7.3%	Avg 180-Day Treasury Bill Yield
Mortgage & Real Estate Fund	Hotels, Commercial and Warehousing Properties	8.96	8.8%	9.7%	Jamaica Inflation
Diversified Investment Fund	Bonds, Equities & Real Estate	11.91	14.8%	5.9%	Avg Asset Yields & Inflation
Consumer Price Index Fund	GOJ Inflation Index Bonds	7.16	10.8%	9.7%	Jamaica Inflation
Global Markets Fund	US\$ Equity & Fixed Income Securities	1.68	14.3%	12.9%	Weighted US Repo Rate, US Inflation & Devaluation
International Equity Fund	Listed Securities on international exchanges	1.28	48.1%	44.0%	S&P 500 Index & Devaluation

### Property Management

Sagicor Property Services Limited (SPS), our 100%-owned property management subsidiary continues to provide excellent property management and real estate services for Sagicor Group owned and managed properties as well as third party managed properties. Its primary revenue sources are fee-based income from the sale and management of real estate properties and project management. SPS' medium to long-term goal is to significantly increase its volume of third party managed properties and sales. In 2013, the company was able to increase property and project management fees by 25% and 86% respectively. With the real estate market improving, intensive efforts continue to achieve targets of double-digit growth in revenue from third parties.

### Sagicor Insurance Managers Ltd

Sagicor Insurance Managers Ltd. (SIM), our Cayman Islands Subsidiary which manages Captive Insurance Companies, continues to make a positive contribution to Group results. Among its client base are Private Sector companies and the prestigious Caribbean Catastrophe Risk Insurance Facility (CCRIF) which provides Parametric Insurance products to 16 Caricom member Countries. SIM has provided management services to CCRIF since its inception in 2007.

SIM has been at the forefront of new initiatives for CCRIF as it expands its service offerings to regional governments. One such initiative is the Excess Rainfall Product being offered by CCRIF to participating countries as an enhancement to the existing Hurricane

and Earthquake policies. The University of the West Indies is also a CCRIF beneficiary through its UWI Scholarship Programme. This is aimed at enhancing the development of expertise and capacities in the region in the area of Disaster Risk Management.

SIM continues to provide value-added services through partnerships with risk intermediaries, insurance and reinsurance companies in the region and elsewhere.

### Sagicor Costa Rica

Sagicor obtained the licence A12 to operate as a mixed insurance company on the 20th of February 2013 which enables us to operate in the Costa Rican Life and P&C insurance business. In August the company obtained its operational break-even from a cash flow

perspective and ultimately obtained break-even in November allowing the company to close the year with a loss far lower than expected in its first year of operations.

The main initiatives set for 2014 are: the selling of mass insurance through financial and non-financial institutions; the marketing of insurance products specially designed for private educational institutions; the deepening of our current product base at companies and financial institutions; the development of a group niche health product that is still not available in the Costa Rican market in the last quarter of the year.

### OPERATIONAL CAPABILITIES AND TECHNOLOGY

Sagicor Group Jamaica's operational capabilities include the mix of team members, financial advisors, brokers, health care providers, suppliers and all other entities along the supply and value chains. We carefully manage and synchronise the roles of the entities that contribute to the delivery of our offerings. For those internal, there are a number of ongoing programmes, including envisioning and training. Strong relationships are built with external partners to ensure the best value and convenience for our clients.

In addition to our people, internal systems, processes and structures are pivotal to the delivery of the promise. We cultivate a competitive environment that spurs innovation and is performance driven. We continuously seek to improve operations, by streamlining workflows, automating processes and leverage the best available technologies. Indeed, there are a high number of new initiatives each year and the most outstanding are recognised at the Annual Awards gala in March.

During 2013, there were several significant new initiatives which will have far-reaching positive implications for efficiency gains, productivity improvements and lifting the quality of customer service even higher.

### RISK MANAGEMENT

Sagicor Group Jamaica operates in a wide cross-section of financial services which exposes it to a variety of insurance, financial and operational risks. Taking various types of risk is core to the financial services business, and operational risk is an inevitable consequence of being in business. The Group's aim is to achieve an appropriate balance between risk and return, in order to maximise stakeholder value and to minimise

potential adverse effects on the Group's financial performance.

The Group utilises an Enterprise Risk Management framework with clear terms of reference and which includes policies and procedures designed to identify, analyse, measure and control risks from all sources.

The Group utilises an Enterprise Risk Management framework with clear terms of reference and which includes policies and procedures designed to identify, analyse, measure and control risks from all sources. This is supplemented with an organisational structure with delegated authorities and responsibilities from the Board of Directors to Executive Management Committees and Senior Managers.

The Framework defines the Group's risk appetite through its policies and limits developed with Regulatory guidance as well as inputs from Board of Directors and Executive Management. These policies also provide guidance to the business units through the setting of

boundaries and tolerances for various categories of key risks.

The risk management process is interactive as Executive Management and business process owners participate in the identification and assessment of existing and emerging risks enterprise-wide. Top risks are agreed upon during this process with responsibilities specifically assigned to the relevant Executives for management and reporting. While the assessment activity is conducted annually, there is ongoing monitoring and management of the key risks to ensure that they remain relevant to the business strategies of the Group. This process provides for quarterly reporting to the Board of Directors and other Board Committees on the management of financial risks as well as operational risks.

### Board Audit Committee

The Board Audit Committee is a sub-committee of the Board comprising independent directors, and is responsible for:

- **Overseeing how management monitors internal controls, compliance with the Group's risk management policies, and adequacy of the risk management framework to risks faced by the Group;**

- Reviewing the Group's annual and quarterly financial statements, related policies and assumptions;
- Reviewing the internal audit function as well as the external auditor's independence, objectivity and effectiveness.

The Board Audit Committee is assisted in its oversight role by the Internal Audit Department. The Internal Audit Department undertakes both regular and ad hoc reviews of risk management controls and procedures, the results of which are reported to the Board Audit Committee.

### Board Investment & Risk Committee

The Board Investment & Risk Committee comprises a majority of independent directors. As part of its Terms of Reference, the Committee:

- Oversees the Group's financial risk management framework.
- Approves the investment policies within which the Group's investment portfolios are managed;
- Reviews the performance of the Group's investment portfolios;

- Ensures adherence to prudent standards in making investment and lending decisions and in managing investments and loans; and
- Approves new investment projects over certain thresholds, ensuring the required rates of returns are considered.

### Asset/Liability Management Committee

The Group has in place an Asset/Liability Management (ALM) Committee. This Committee:

- Monitors the profile of the Group's assets and liabilities;
- Plans, directs and monitors various financial risks, including interest rate risk, equity risk, liquidity risk, currency risk and country risk;
- Provides guidance to the Investment Managers with regard to the appropriateness of investments assigned or purchased to support the liabilities of the various lines of business; and
- Monitors market interest rates and establishes the credited rate for various investment contracts.

### Anti-Money Laundering (AML)

The Group (other than the Banking Division) has assigned responsibility for AML and anti-fraud policies to the Chief Financial Officer and to a designated department. The primary responsibilities of this officer include:

- Maintaining and communicating the AML and Anti-fraud policies and procedures;
- Interrogating financial transactions on a daily basis to identify suspicious and threshold reportable items;
- Coordinating information received from operating departments on reportable items;
- Ensuring that adequate anti-money laundering and anti-fraud controls and awareness programmes are in place; and
- Filing the required reports with Management, Board of Directors and Regulatory bodies.

### Regulatory Compliance

The Board has assigned responsibility for ensuring compliance to regulatory standards to the Executive Management; with the day to day compliance function managed by the Vice President, Group Risk Management & Compliance who is responsible for:

- Keeping abreast of laws and regulations affecting the business;
- Developing, managing and maintaining the compliance framework of the Sagicor Jamaica Group, ensuring the appropriate implementation of regulatory changes within the business;
- Developing and implementing compliance policies; providing guidance to Management and the Board on regulatory changes impacting the Group and ensuring the appropriate implementation of operational processes to manage these changes;
- Monitoring the timely submission of all required regulatory filings by the respective departments;
- Providing compliance updates and performance reports to Management, the Board of Directors, and the Audit and Compliance Sub-Committee of the Board

## MANAGEMENT'S DISCUSSION AND ANALYSIS (CONT'D)

### Business Continuity

Identified among the top risks for Sagicor Group Jamaica are business continuity and information technology recovery arrangements to support mission critical business functions. To manage and mitigate these risks the following frameworks are in place:

- A Corporate Business Continuity Plan (BCP)
- An Information Technology Disaster Recovery Plan (IT DRP)

The Corporate Business Continuity Plan (BCP) was developed with input from all business units and approved by the Board of Directors. The BCP ensures the continuity of critical business functions in the event of business disruptions and helps to minimize the impact on Team members, customers and other stakeholders, thus enabling the continued provision of certain critical services in the event of a disruption, crisis or emergency. The BCP seeks to address events such as natural disasters, loss of utilities, loss of services by external providers, organized &/or deliberate disruption and other organizational threats.

The Information Technology Disaster Recovery Plan (IT DRP) was developed in congruence with the BCP and encompasses the policies and procedures related to preparing for recovery or continuation of the technology and communications infrastructure after a disaster or emergency. Our IT infrastructure also includes a high level of redundancy and data security features.

Regular simulations are a part of our preparedness.





## OUR CORPORATE STRATEGY

Strategic thinking, strategic planning, financial modelling, performance measurement and performance-driven compensation are central to how we manage our business. The overarching vision and objectives are first set at the Group level. In support of the Group vision and objectives, each business unit and operating department conduct detailed SWOT analyses, determine specific objectives and identify strategies in alignment with the Group vision. These detailed plans are used to build the Group strategic plan with supporting budgets for a three-year planning horizon. Our Board of Directors approves the strategic plans and budgets in December.

Amidst the local and global economic challenges, we at Sagicor will continue to exploit our advantages and opportunities while managing risks and exposures.

### The key strategies which we will be pursuing in 2014 are:

- Finalise the acquisition of RBC Jamaica and integrate into Sagicor Bank and the wider Sagicor Group
- Write even higher levels of new business and watch conservation
- Produce superior returns on investments and keep Sigma Funds as #1
- Delivering on our promise of exceptional customer experience every day
- Continued focus on building the efficiency of the business by streamlining, simplifying and automating
- Continuously engaging and motivating our Team members
- Building out new products and services to stay relevant to customers' needs
- Protecting brand awareness and maintaining our social responsibility

## OUTLOOK

Jamaica must build on the economic successes of 2013 and continue to implement measures which will create meaningful sustained economic growth. A number of these measures have been identified and form part of the IMF programme. Furthermore both the Private Sector and Government must work together in a collaborative effort to achieve sustained growth. With the economic achievements of 2013; the demonstrated will of the Government to reform; along with continued improvements in world economies, though tepid in some countries; we are cautiously optimistic about our future.

## CONCLUSION

Sagicor Group Jamaica is the third largest conglomerate on the Jamaica Stock Exchange, measured in terms of profitability. The pending acquisition of the RBC Jamaica business will further deepen our reach. We are grateful for our loyal customers; the wise counsel of our Board of Directors; the commitment and expertise of our Executive Management; each team member of the Group; each financial advisor and all those persons who contribute to the delivery of the promise!

Thanks to you all.



**Richard O. Byles**

*President & Chief Executive Officer*  
28 February, 2014



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# 'RHODE' TO OXFORD

2013 scholar says he could have easily given up

Winner of the Rhodes scholarship for 2013, Temar Jackson and the other finalists with Governor General Sir Patrick Allen at King's House, yesterday. (PHOTO: LORNA RODRIGUEZ)

BY REMOND THOMPSON  
 Jamaica editor — remond.thompson@jamaicadvertiser.com

TEMAR Jackson's Facebook page blew up with likes and comments yesterday when, at about 2:30, he posted: Temar Jackson 2014 Rhodes Scholar. He was submitting to his friends what the Rhodes Scholarship committee had, only minutes earlier, disclosed as

Turn to RHODES on Page 4



## SAGICOR'S FIRST RHODES SCHOLAR

### Sagicor Actuarial Analyst Timar Jackson



**2014** Jamaican Rhodes Scholar is Sagicor Actuarial Analyst Timar Jackson! The Governor General made the announcement on Thursday, November 21 during a ceremony at King's House.

The humble 24 year old was a 2012 recipient of the Prime Minister's Youth Award for Excellence in Academics. During his years at Norman Gardens Primary and Junior High, Vauxhall and Ardenne High schools, Jackson was always seen by his many teachers as a young man with great potential. Through hard work and discipline he became an over achiever in his scholastic endeavours and a dynamic leader in myriad extracurricular activities.

Jackson says that Vauxhall played a major role in his development as a young man. As a means of giving back to his alma mater, he, with the help of friends Everett Mosely, Warren Cornwall and Kareem Harris, decided to provide a service to his school by starting a Math Mentorship

Programme in association with the schools' Past Students Association earlier this year.

Jackson now works as an Actuarial Analyst at Sagicor Life Jamaica, a role he enjoys very much. "Working at Sagicor has been a true joy and I have learned so much from my managers and my team in the field of Actuarial Science," said Timar.

With a first class honours Bachelor of Science (BSc) Degree in Actuarial Science, Jackson plans to pursue a Doctor of Philosophy (DPhil) degree in Mathematical and Computational Finance when he takes up his scholarship at Oxford University next year. Sagicor Group Jamaica anticipates his continued success and his commitment to serve our country.

.....  
"We are extremely proud of Timar and this tremendous achievement. He is a bright young man who has been a wonderful member of the team here at Sagicor."

**Richard Byles**  
President and CEO

# Pride



## ADMIN RETENTION RATE



An increasing number of team members continue to choose Sagikor as their place of work.

## EMPLOYEE SATISFACTION RATE



Team members' satisfaction and engagement are important to the Group and engagement ratings continue to rise.

## FORMAL REWARD & RECOGNITION



Our recognition culture is paramount to high performance as we continue to recognise team members

## INTERNAL FILL RATE 2013



Career Development is a key success factor and we bettered the international benchmark of 70% by filling vacancies through promotions and other reclassifications.



**76.8%**  
Employee Satisfaction Rate

# TEAM HIGHLIGHTS

## Connected to Our Team Members

Our team members are the reason for our success.

In 2013, we deepened our commitment to and connection with our team, to improve engagement and productivity levels.

### Recognising Team Member Performance and Commitment

Rewarding the accomplishments and contributions of our team members

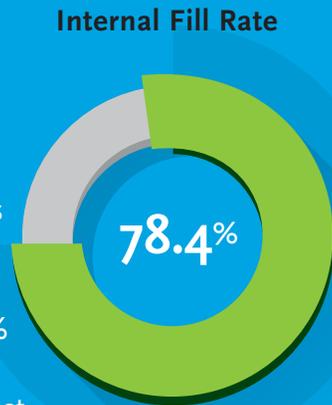
is the cornerstone of Sagicor Group Jamaica's high-performance culture. We strengthened our recognition programme to show our team members how much we appreciate their contribution:

- The 2013 Long-Service Awards Ceremony & Luncheon where we recognised team members celebrating 5, 10, or 15 years of service, with special emphasis on those who have been with the Group for over 20 years;

# 76.8%

## Satisfaction Rate

Team member engagement was again measured via the annual LOMA Employee Opinion Survey, which solicits feedback from team members about their experience with Sagicor. Sagicor Group Jamaica showed a result of 76.8% satisfaction, a 2.4% improvement from the previous year and, notably, the highest satisfaction levels experienced by the Group since the commencement of the survey in 2005.



- The expansion of the formal reward and recognition programme included the improvement of our On-The-Spot Reward programme, and the introduction of the Temporary-Team-Member-of-the-Month and Manager-of-the-Quarter programmes. Our efforts resulted in a 121% increase in the number of formal reward and recognition instances in the Group, over 2012.

### Supporting Team Member Career Development

Showing our commitment to the development of our team members' careers is integral in ensuring an engaged and productive workforce. In 2013, we championed Internal Career Development, achieving a Group internal fill rate of 78.4% (8.4% more than our 70% target). That means 78.4% of new or vacated permanent positions were filled with team members through promotion, reclassification, transfer, or making a temporary team member permanent.

We also strengthened the learning and development programme, including intensifying

supervisory and leadership training and launching the 2nd Cohort of the Sagicor Leadership Council development programme, in support of our annual succession planning activities which identify successors for positions at the executive level all the way down to the managerial level.

In 2013, we also hosted multiple events, and launched several initiatives that further supported the career development of our team members, including:

- The 2013 Sagicor Motivational Seminar that was held at the Secrets Resort, and included speakers such as renowned singer and motivational speaker Wintley Phipps and decorated Jamaican athlete, Shelly-Ann Fraser-Pryce;



1. Speakers at the 2013 Sagicor Motivational Seminar pose for a photo.

- The first-ever **Career Day** for team members that highlighted different career fields within the Group, outlined career paths within these fields, and provided advice on topics ranging from ‘Dressing For Success’ to ‘Crafting the Perfect Resume’;
- Our formal **Cross Training Programme** for team members to gain experience in other areas.

### Promoting Team Member Wellness and Work/Life Balance

We continue to build out our wellness programme with initiatives including:

- **STARS Week Wellness Day** and the **Wellness Challenge**;
- **Hike and Bike up Blue Mountain**;
- The continued support of the **Sagikor Sports Programmes**;
- The expansion of the **free Exercise Programme** to include Zumba!
- We showed our commitment to helping team members balance their work and personal responsibilities through:
- The 2013 **Summer School Programme** for team members’ children, and the **After-Care Centre** made available during the school year;
- Our **Corporate Scholarship Programme** to reward our team’s children for solid academic performance;
- Our confidential **Team Member Assistance Programme** and counselling services.

### Showcasing Team Member Talent

Our team members are a talented set, both in and out of the workplace. In 2013, we hosted more initiatives to showcase our team members’ impressive skillsets:

- The first ever **T.I.D.E.S (Talented Individuals Displaying Entrepreneurial Skills) Grande Market Expo**, which afforded team members the opportunity to showcase their talents and entrepreneurial spirit;
- The bi-annual **Mr. and Miss Sagikor Competition** where we crowned our 2014-2016 **Mr and Miss Sagikor winners – Cordell Grant** of our Individual Life Sales department and **Dana-Marie Dick** of our Corporate Actuarial Services department
- **STARS Week Karaoke and Mix-Masters Competition.**



2. Richard Byles, President and CEO, Sagikor Group peruses the booth of Sagikor Team Members at the 2013 Grande Market.

### Fostering Team Synergies

One of our team member promises is to provide a fun, fit, and ‘friendly’ environment. We delivered on that promise through social and bonding activities:

- **STARS Week Movie Night**;
- The annual **Staff Christmas Party** held at the Famous Nightclub in Portmore, Jamaica;
- **STARS Week Church Services** and monthly **Sagi-Praise** events.



3. Winners of the 2013 Mr and Miss Sagikor Group Jamaica competition, Dana-Marie Dick and Cordell Grant.

Being a good corporate citizen is not only part of Sagikor Group Jamaica’s vision, but it is also of vital importance to our team members as well.

### Embracing Volunteerism

Being a good corporate citizen is not only part of Sagikor Group Jamaica’s vision, but it is also of vital importance to our team members as well. We actively encourage volunteerism and many team members gave of themselves by supporting:

- The **STARS Week Blood Drive**;
- The **STARS Week Charity Day** and **Charity Drum Drive** for St. Anthony & Mary’s Child Home;
- The **Clothing and School Supplies Drive** for the Best Care Foundation;
- The **Christmas Visit and Gift-Giving** to the Golden Age Home;
- And, most significantly, the launch of the **Sagikor Experience Internship Programme**, which allows us to do our part in developing the leaders of tomorrow and providing valuable work experience to university graduates;
- The **Adopt-A-School** programme, in which several departments within the Group adopted and gave back to a primary school throughout the year.

## SIGNIFICANT INITIATIVES: FOCUS ON SUPERVISORY SKILLS

In 2013, we also placed renewed focus on the development of our supervisory team, ensuring that they were providing the best supervisory experience for their direct reports. It is our objective to continuously improve the relationship between supervisors and team members as a significant factor in propelling engagement. Among other things, we:

- Included ‘Supervisory Skills’ more prominently in the formal appraisal process, to ensure supervisors placed special focus in this area and were held accountable
- Prepared reports for all supervisors, based on feedback provided by their team, to help them understand their supervisory strengths and weaknesses
- Created development plans for those supervisors with significant areas for development, to help them better realise their supervisory potential
- Introduced a Managerial-Award-of-the-Quarter to recognise those managers who go above and beyond in enriching their teams’ work experience
- Hosted multiple training sessions and workshops aimed at helping supervisors better develop their skills
- These exercises will continue to be rolled out in 2014, as we work to ensure that our supervisory team is providing a work environment that is fit and friendly and a place to grow, while nurturing a team that lives and values high performance.

## Sagicor Group Jamaica Staff Complement Breakdown – as at December 31, 2013

Company	Permanent Administrative Team Members	Temporary Administrative Team Members	Field Force Team Members	Total Team Members
Sagicor Life Jamaica Limited (SLJ)	470	172	490	1,132
Sagicor International Administrators Limited (SIAL)	61	17	10	88
Sagicor Life of the Cayman Islands (SLC)	7	2	19	28
Sagicor Insurance Managers (SIM)	1	-	-	1
Sagicor Insurance Brokers (SIB)	3	2	8	13
Employee Benefits Administrators Limited (EBA)	31	6	-	37
Sagicor Property Services (SPS)	27	23	-	50
Sagicor Bank Jamaica Limited (SBJ)	151	15	-	166
Sagicor Investments Jamaica Limited (SIJ)	120	19	-	139
<b>Sagicor Group Jamaica Total Staff Complement</b>	<b>871</b>	<b>256</b>	<b>527</b>	<b>1,654</b>

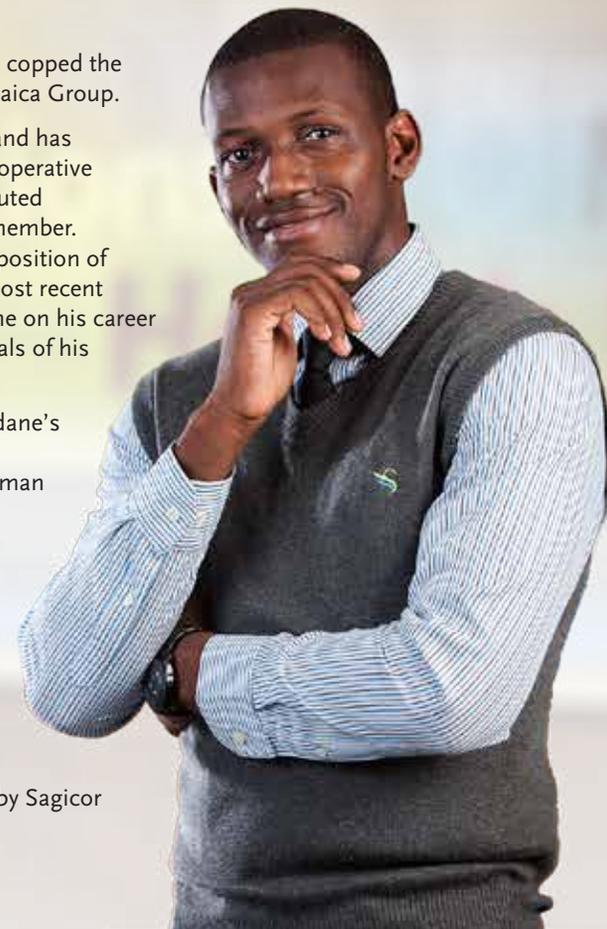
## Team Member of the Year

Aldane Milton is the diligent worker and consummate optimist who copped the coveted award “Team Member of the Year 2013” for the Sagicor Jamaica Group.

He entered the company in 2006 as a Junior Programmer Analyst, and has since created an invaluable legacy for many to emulate. Aldane’s cooperative spirit, positive work attitude, and knowledge of the job have contributed to his development as an extremely competent and effective team member. His performance led to him being promoted within one year to the position of Programmer Analyst, and later to Lead Programmer in 2012. His most recent promotion to Manager in January 2014 marked yet another milestone on his career path. His numerous ‘Employee of the Month’ awards are testimonials of his dedication and zeal.

Social involvement and volunteerism are additional hallmarks of Aldane’s passion, as is demonstrated by his participation in the Company’s Leadership Council programme. He also serves as facilitator for Human Resources Customer Centric Training courses and as assistant captain of the SSIT strikers. His external community engagement includes being a volunteer Math teacher to many underprivileged students, and a youth Resident Sports Coordinator.

As a member of the Sagicor team, Aldane exemplifies the values by which we operate “Service, Communication, Respect, Integrity, Performance and Teamwork” (S.C.R.I.P.T). With such an exceptional performance, extraordinary desire to achieve and profound willingness to share, it came as no surprise when he was awarded the prestigious title of “Sagicorian Awardee 2013” vied for by Sagicor team members across the world.



## WE TAKE PRIDE IN GIVING BACK

OVER **\$124** MILLION

raised by the **Sagicor Sigma Corporate Run** for numerous charities since its inception in 1999

**1,200**

students impacted by our sponsorship of the Jamaica Teachers' Association/Sagicor National Athletic Championships

**\$1.25** MILLION

donated this year to the Jamaica Cancer Society for research and treatment of the disease

**\$7**  
MILLION

awarded in educational scholarships to over 220 students across the island

**\$8.8**

MILLION

donated towards the development of youth and sports

**700**

students across Jamaica impacted through our year-long Adopt-a-School programme in basic and primary schools

**\$4**  
MILLION

donated to the development of Science, Technology, Engineering and Math (STEM) field in Jamaica through the Sagicor Visionaries Challenge for high school students.

**YEAR OUR BENEFICIARIES THROUGH THE YEARS**

1999	Jamaica Foundation for Cardiac Disease
2000	Sophie's Place & Mustard Seed Communities
2001	Bustamante Hospital for Children
2002	UHWI Sickle Cell Unit
2003	Sir John Golding Rehabilitation Centre
2004	UHWI Leukaemia CARE
2005	National Blood Transfusion Service
2006	UHWI Labour Ward
2007	Jamaica Aids support for Life (JASL) - bus
2008	Renal Units of the Cornwall Regional, University and Kingston Public Hospitals
2009	Bustamante Hospital for Children and paediatric wards at Spanish Town, May Pen, Victoria Jubilee, Sav-la-mar, Mandeville, Cornwall Regional Hospitals
2010	Sir John Golding Rehab, Jamaica Society for the Blind and Jamaica Association for the Deaf
2011	Victoria Jubilee Hospital, Neo-Natal Care Unit
2012	Chain of Hope Jamaica in support of the Cardiac Programme at the Bustamante Hospital for Children
2013	Jamaica National Children's Home, Best Care Lodge and Bustamante Hospital
2014	UHWI Special Care Unit, UWI Sickle Cell Unit, Sickle Cell Trust, Jamaica Kindney Kids Foundation



## Sagicor Sigma Corporate Run: 15 years of running for our children



In 2013, the SAGICOR SIGMA CORPORATE RUN celebrated 15 years! This unique road-running event was designed to inspire fun, fitness and camaraderie among corporate Jamaica. Each year, 100 per cent of proceeds raised are donated to health and wellness-based charities for children.

The history of the Sigma Corporate Run goes as far back as 1999 with 297 participants in Downtown Kingston at Breezy Castle with a then target of \$500,000.00 to be raised for the Jamaica Foundation for Cardiac Disease under the theme “Straight from the Heart”. The road race has grown exponentially over the years, and in 2013 saw 20,501 participants running, wheeling and walking.

Since the first staging, over \$124 million has been raised to assist our children including special care hospital wards, labour and intensive care wards, as well as places of safety for young people and other organisations.

Over \$16 million was raised for 2013 beneficiaries: The Cardiac Unit at the Bustamante Hospital for Children, Jamaica National Children’s Home and Best Care Lodge. The 2013 Run was held under the patronage of Her Excellency Lady Patricia Allen and World and Olympic Champion Shelly-Ann Fraser-Pryce, OD, with the support of our partners, sponsors, participants, and other donors.

Over the years, funds raised have purchased much-needed equipment for entities such as Sophie’s Place & Mustard Seed Communities; The University Hospital Labour Ward; Jamaica AIDS Support for Life; The Renal Units of the Cornwall Regional, University and Kingston Public Hospitals; Victoria Jubilee Hospital Neo Natal Care Unit and in 2012; Chain of Hope Jamaica in support of the cardiac unit at the Bustamante Hospital for Children; Jamaica National Children’s Home; and the Best Care Lodge Children’s Home.

The 15th staging also saw the largest increase in participants in the Under-16 race category with an approximate

50 per cent incline in the number of male and female runners over 2012. 314 males and 236 females finished, compared to 2012’s 194 males and 115 females. There was also an overall increase of roughly 4,000 participants in 2013, compared to just over 16,000 in the previous year.

Much of the success of this massive annual initiative is attributed to assistance from patrons, sponsors, volunteers, donations and Race Directors Gina Harrison and Alfred ‘Frano’ Francis of Reggae Marathon.

The Sagicor Sigma Corporate Run is the largest 5K road race in the Caribbean and the largest per capita in the world.

.....

20,501  
PARTICIPANTS

# Spending Time Shaping Lives

Sagicor Life Jamaica continued to seek opportunities in which it could create a positive impact in the areas of Health, Sports and Education in the communities in which we live and operate. We are pleased to share our undertakings in 2013.

## Our Corporate Social Responsibility



### HEALTH

2013's staging of the Sigma Corporate Run saw over \$16 million raised for and donated to beneficiaries: the Best Care Lodge, Jamaica National Children's Home and Bustamante Hospital for Children. In addition to our donation, over 1,000 of our own team members also participated in the 20,501-person event.

We also participated in various activities related to wellness and sports, such as Jamaica Cancer Society's Relay for Life in Kingston and Ocho Rios, and the CUMI COME RUN race, which aids in the rehabilitation of the mentally ill in St James. We entered teams in support

of the Reggae Marathon, Digicel 'Take Back the Night' 5K in aid of special needs, and the Everyone's a Winner Challenge series.

We continued our relationship with the Jamaica Cancer Society by donating \$1 million to the execution of their Keeping Abreast Luncheon. Cancer survivors and supporters in attendance listened to the heartfelt journey of 2007 World Champion, and three-time Olympic bronze medallist Novlene Williams-Mills, who learned of her diagnosis right before the 2012 Olympic Games.

3

## SPORTS

In 2013, we sustained our partnership with the Jamaica Teachers' Association (JTA) through the sponsorship of the JTA/Sagicor National Athletic Championships, which saw more than 1,200 primary school student athletes, as well as their parents, teachers and wider community being impacted by our sponsorship of the two-day track and field event to the sum of \$4.5 million. The JTA Track Meet is an annual sporting event held at the National Stadium for primary, junior high and all-age schools with participation of over 5,000 students in the lead-up to the event. At the championships, students competed by parish to be crowned national champions. The parish of St. Andrew was crowned the 2013 winner. The Champion Boy and Girl for the event also received scholastic grants from Sagicor.



We continued to foster the development of our youth in sports by supporting the Sagicor/UWI Guild Champions League to the tune of \$1.4 million.

We assisted in other areas of sports with donations to Shelly-Ann Fraser-Pryce's Pocket Rocket Foundation, Jamaica Paralympic Association, Amateur Swimming Association of Jamaica, and Waterford High School's Manning Cup Team.



4

1. Jomi Spencer, Project Officer, Group Marketing (r) and Gina Harrison (2nd r.) Sagcor Sigma Run Race Director present new computers to the students of St. Jago High School who were the high school champions of the 2013 Reggae Marathon.
2. Three time Olympic bronze medalist, breast cancer survivor and Keeping Abreast Luncheon guest speaker Novelene Williams-Mills (centre) is flanked by Patricia Evelyn (left), Financial Advisor at Sagicor Life Jamaica, and Lorna Lai, Executive Assistant. Lorna and Patricia are also both cancer survivors.
3. Sagicor's Group Marketing Manager, Tiffany Johnson, presents Taylor Hall's Attica with their winning cheque after beating Roosters 2-1 in the all-important finale of the Sagicor UWI Guild Champions League played on Friday, November 29, 2013. The Atticans captured their third consecutive lien on the title.
4. Amy Barclay, team member from Sagicor Investments and volunteer at the JTA/Sagicor Championships poses with girls' under-9 winners after they receive their medals.
5. And they're off! Participants in the Sagcor Sigma Corporate Run 2013 wheelchair race.

5

## EDUCATION

A total of \$7 million was donated towards Education in 2013.

Sagicor Life Jamaica gave J\$1.4 million to 2013's 14 GSAT scholarship recipients. Scholarships were also awarded to the Champion Boy and Girl from the JTA/Sagicor Primary and Junior High Athletic Championships. At present, there are 84 students benefiting from Sagicor GSAT scholarships across the island.

We awarded 119 successful applicants at both the primary and secondary level with over \$2 million at the Corporate Staff Education function. The recipients were children of staff members.

Another \$2.8 million was awarded to 19 students at the University of the West Indies and the University of Technology in Jamaica as scholarship grants through the Sagicor Scholar programme, which has been active for over eight years. We also sponsored the National Junior Achievement Programme through which we were able to provide support to St. Elizabeth Technical High School.

In May, we sponsored Jamaica's first ever Children's Pantomime G.E.M., in honour of International Child's Month. G.E.M. stands for Greatness Exists in Me and fosters personal development by giving children the opportunity to write and execute their own production, all of which is in line with Sagicor's vision. We purchased an entire night at the theatre allowing approximately 350 students

from children's homes across the island, as well as students from our Adopt-a-School programme to attend. Some of the institutions in attendance included St. Aloysius Primary School, Hermitage Basic School, Merrion Basic School, Maxfield Park Children's Home, Jamaica Christian Boys' Home, and Jamaica National Children's Home, among others.

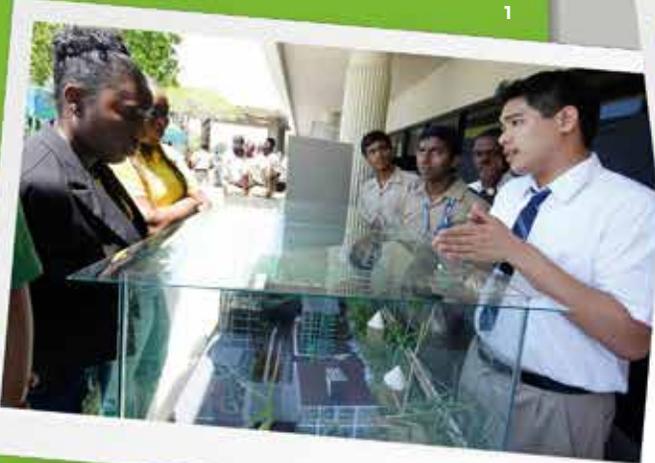
Following the success of the first #PayItForward initiative launched on our social media platforms, in December 2013 we asked Sagicor's customers again to nominate a registered non-profit organisation deserving of a special Christmas gift. After all submissions were voted upon by a panel of internal

judges, Angels of Love Jamaica was selected as the recipient of \$100,000.

We assisted in other areas of education when we participated in Reading Across Jamaica Day, and Teachers' Day. On Labour Day, our team members joined Jamaica to "Lend a Hand, Build our Land" by coming together with tools and material to provide a facelift to their adopted schools.

Throughout 2013, our team members were dedicated to doing their part to contribute to their surrounding environs through various projects executed at their adopted schools.

1



2



3



1. A member of the team from the Mannings School explains his Sagicor Visionaries project to passersby at the 2013 Visionaries Science Fair.
2. A member of the Senator's branch of Sagicor Life is hard at work at the branch's Adopted School on Labour Day 2013.
3. Hon. R. Danny Williams, Chairman of Sagicor Group Jamaica, and guest speaker Tameka Hill, (center) are flanked by the 16 recipients of the 2013 GSAT Awards Scholarship at the Company's GSAT Scholarship Awards Ceremony.

# FINANCIAL STATEMENTS

Year ended December 31, 2013



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Group Jamaica Limited

Dr. the Hon. R.D. Williams O.J.,C.D  
Chairman

Richard O. Byles  
President & CEO

Prof. Sir Hilary Beckles  
Marjorie Fyffe-Campbell  
Peter Clarke

Jeffrey C. Cobham  
Jacqueline D. Coke-Lloyd  
Richard Downer  
Paul A.B. Facey  
Stephen B. Facey  
Paul R. Hanworth  
Dr. Dodridge Miller  
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## APPOINTED ACTUARY'S REPORT TO THE SHAREHOLDERS AND POLICYHOLDERS

I have valued the policy actuarial liabilities of Sagicor Life Jamaica Limited and Sagicor Life of the Cayman Islands Ltd. for the consolidated statement of financial position at 31 December 2013, and the change in the consolidated income statement for the year then ended, in accordance with accepted actuarial practice, including selection of appropriate assumptions and methods.

The valuations of the Sagicor Life Jamaica Limited and the Sagicor Life of the Cayman Islands Ltd. business was conducted using the Policy Premium Method assuming best-estimate assumptions together with margins for adverse deviations in accordance with the Actuarial Regulations, 2001. The valuation has been carried out in accordance with the International Financial Reporting Standard 4, Insurance Contracts and the results satisfy the liability adequacy tests as required by this standard. The valuation also complies with the Caribbean Actuarial Association's Practice Standards for Long-term Insurance Business (APS2).

In my opinion, the amount of the policy actuarial liabilities makes appropriate provision for all policyholder obligations and the financial statements fairly represent the results of the valuation.

JANET SHARP, FSA, MAAA, CERA  
APPOINTED ACTUARY FOR SAGICOR LIFE JAMAICA LIMITED AND  
SAGICOR LIFE OF THE CAYMAN ISLANDS LTD

3 MARCH 2014



## **Independent Auditors' Report**

To the Members of  
Sagicor Group Jamaica Limited

### **Report on the Consolidated and Company Stand Alone Financial Statements**

We have audited the accompanying consolidated financial statements of Sagicor Group Jamaica Limited and its subsidiaries, set out on pages 71 to 163, which comprise the consolidated statement of financial position as at 31 December 2013 and the consolidated income statement, consolidated statements of comprehensive income, changes in equity and cash flows for the year then ended, and the accompanying financial statements of Sagicor Group Jamaica Limited standing alone, which comprise the statement of financial position as at 31 December 2013 and the income statement, statements of comprehensive income, changes in equity and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

### **Management's Responsibility for the Consolidated and Company Stand Alone Financial Statements**

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

### **Auditors' Responsibility**

Our responsibility is to express an opinion on these consolidated and company stand alone financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated and company stand alone financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated and company stand alone financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated and company stand alone financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of consolidated and company stand alone financial statements that give a true and fair view 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 entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated and company stand alone financial statements.

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

### **Opinion**

In our opinion, the consolidated financial statements of Sagicor Group Jamaica Limited and its subsidiaries, and the financial statements of Sagicor Group Jamaica Limited standing alone give a true and fair view of the financial position of Sagicor Group Jamaica Limited and its subsidiaries and Sagicor Group Jamaica Limited standing alone as at 31 December 2013, and of their financial performance and cash flows for the year then ended, so far as concerns the members of Sagicor Group Jamaica Limited, in accordance with International Financial Reporting Standards and the requirements of the Jamaican Companies Act.

### **Report on Other Legal and Regulatory Requirements**

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 kept, so far as appears from our examination of those records, and the accompanying consolidated and company stand alone financial statements are in agreement therewith and give the information required by the Jamaican Companies Act, in the manner so required.

3 March 2014  
Kingston, Jamaica

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C.D.W. Maxwell E.A. Crawford P.E. Williams L.A. McKnight L.E. Augier A.K. Jain B.L. Scott B.J. Denning  
G.A. Reece P.A. Williams R.S. Nathan

# Consolidated Statement of Financial Position

31 December 2013

(expressed in Jamaican dollars unless otherwise indicated)

	Note	2013 \$'000	Restated 2012 \$'000	Restated 2011 \$'000
<b>ASSETS:</b>				
Cash resources	7	4,082,363	4,243,828	2,900,015
Cash reserve at Bank of Jamaica	9	993,331	735,494	519,732
Financial investments	10	161,788,676	135,194,245	124,469,902
Derivative financial instruments	11	3,019,597	4,253,104	839,420
Loans & leases, after allowance for credit losses	12	10,821,201	9,391,290	9,259,647
Pledged assets	13	3,278,856	3,943,434	7,831,016
Investment properties	14	782,345	2,400,826	2,539,343
Investment in joint venture	15	639,235	544,115	-
Investment in associated companies	16	-	2,725	2,725
Intangible assets	18	4,015,509	4,164,735	4,314,637
Property, plant and equipment	19	1,676,573	1,684,079	1,535,046
Reinsurance contracts	20	262,710	239,079	240,222
Retirement benefit assets	21	-	35,729	99,462
Deferred income taxes	22	298,107	19,133	158,723
Taxation recoverable		2,327,391	2,679,681	1,867,294
Other assets	23	4,324,403	5,000,419	3,795,274
<b>TOTAL ASSETS</b>		<b>198,310,297</b>	<b>174,531,916</b>	<b>160,372,458</b>

	Note	2013 \$'000	Restated 2012 \$'000	Restated 2011 \$'000
<b>STOCKHOLDERS' EQUITY AND LIABILITIES:</b>				
<b>Stockholders' Equity Attributable</b>				
<b>Stockholders' of the Company</b>				
Share capital	25	7,854,938	7,854,938	7,854,938
Equity reserves	26	5,343,433	5,734,286	4,463,415
Retained earnings		22,727,470	19,266,331	16,092,261
		35,925,841	32,855,555	28,410,614
		1,695,002	1,759,279	1,763,242
<b>Non-controlling Interests</b>				
<b>Total Equity</b>		<b>37,620,843</b>	<b>34,614,834</b>	<b>30,173,856</b>
<b>Liabilities</b>				
Deposit and security liabilities	33	86,069,724	78,045,158	75,766,283
Derivative financial instruments	11	3,170,941	4,310,566	700,600
Taxation payable		394,373	336,871	411,496
Deferred income taxes	22	1,144	357,726	783,622
Retirement benefit obligations	21	2,659,268	1,010,198	805,365
Other liabilities	34	3,855,556	3,322,152	4,199,322
<b>Policyholders' Funds</b>				
Insurance contracts liabilities	35	48,565,731	39,323,445	34,873,187
Investment contracts liabilities	36	13,260,293	10,796,857	10,353,016
Other policy liabilities	37	2,712,424	2,414,109	2,305,711
		64,538,448	52,534,411	47,531,914
<b>Total Liabilities</b>		<b>160,689,454</b>	<b>139,917,082</b>	<b>130,198,602</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>198,310,297</b>	<b>174,531,916</b>	<b>160,372,458</b>

Approved for issue by the Board of Directors on February 28, 2014 and signed on its behalf by:



Hon. R.D. Williams, O.J.

Chairman



Richard O. Byles

Director

The accompanying notes on pages 76 - 163 form an integral part of these financial statements.

The accompanying notes on pages 76 - 163 form an integral part of these financial statements.

## Consolidated Income Statement

31 December 2013

(expressed in Jamaican dollars unless otherwise indicated)

	Note	2013 \$'000	Restated 2012 \$'000
<b>Revenue:</b>			
Gross premium revenue	39	30,145,619	23,761,299
Insurance premium ceded to reinsurers	39	(921,123)	(800,466)
Net premium revenue	39	29,224,496	22,960,833
Net investment income	40	8,784,969	9,529,379
Fee and other income	41	4,346,700	3,017,179
Total revenue		<b>42,356,165</b>	<b>35,507,391</b>
<b>Benefits:</b>			
Insurance benefits incurred		15,994,659	13,237,619
Insurance benefits reinsured		(240,162)	(146,048)
Net insurance benefits	42	15,754,497	13,091,571
Net movement in actuarial liabilities	35(d)	7,476,839	4,675,808
<b>Expenses:</b>			
Provision for credit losses	12	59,159	8,255
Administration expenses	44	7,322,648	6,562,241
Commission and sales expenses	45	3,636,250	3,186,483
Depreciation	19	209,900	214,913
Amortisation of intangible assets	18	254,220	269,098
Premium and other taxes	46(b)	616,452	571,506
		<b>12,098,629</b>	<b>10,812,496</b>
		<b>35,329,965</b>	<b>28,579,875</b>
Share of loss from joint venture	15	10,021	10,767
Share of loss on disposal of associate	16	1,716	-
<b>Profit before Taxation</b>		<b>7,014,463</b>	<b>6,916,749</b>
Taxation	46(a)	(561,773)	(855,217)
<b>NET PROFIT</b>		<b>6,452,690</b>	<b>6,061,532</b>
Stockholders of the parent company		6,297,935	5,864,574
Non-controlling interests		154,755	196,958
		<b>6,452,690</b>	<b>6,061,532</b>
<b>Earnings per stock unit for profit attributable to the stockholders of the company during the year:</b>			
Basic and fully diluted	47	1.67	1.56

The accompanying notes on pages 76 - 163 form an integral part of these financial statements.

## Consolidated Statement of Comprehensive Income

31 December 2013

(expressed in Jamaican dollars unless otherwise indicated)

	2013 \$'000	Restated 2012 \$'000
<b>Net profit for the year</b>	<b>6,452,690</b>	<b>6,061,532</b>
<b>Other comprehensive income:</b>		
<b>Items that may be subsequently reclassified to profit or loss</b>		
Available-for-sale investments:		
Unrealised gains/(losses) on available-for-sale investments	(869,109)	851,976
Gains reclassified and reported in profit	(1,173,294)	(730,494)
	<b>(2,042,403)</b>	<b>121,482</b>
Cash flow hedge:		
Gains reclassified and reported in profit	-	(38,220)
Re-translation of foreign operations	1,345,070	747,994
<b>Items that will not be subsequently reclassified to profit or loss</b>		
Unrealised gains/(losses) on owner-occupied properties	143,299	(56,368)
Re-measurements of retirement benefits obligations	(1,286,821)	(177,044)
Total other income recognised directly in stockholders' equity, net of taxes	(1,840,855)	597,844
<b>Total Comprehensive Income</b>	<b>4,611,835</b>	<b>6,659,376</b>
<b>Total Comprehensive Income attributable to:</b>		
Stockholders of the parent company	4,546,349	6,558,760
Non-controlling Interests	65,486	100,616
	<b>4,611,835</b>	<b>6,659,376</b>

Items in the statement above are stated net of taxes. The income tax relating to each component of other comprehensive income is disclosed in Note 46(c).

The accompanying notes on pages 76 - 163 form an integral part of these financial statements.

# Consolidated Statement of Changes in Equity

31 December 2013

(expressed in Jamaican dollars unless otherwise indicated)

Note	Attributable to owners of the parent					Grand Total
	Share Capital	Equity Reserves (Note 26)	Retained Earnings	Equity Owners' Total	Non-controlling Interests Total	
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
<b>Period ended 31 December 2012:</b>						
Balance as 1 January 2012 (as previously reported)	7,854,938	4,459,464	15,975,564	28,289,966	1,763,242	30,053,208
Segregated funds reserves	-	3,951	-	3,951	-	3,951
Effects of changes in accounting policies	-	-	116,697	116,697	-	116,697
<b>Balance at 1 January 2012 (restated)</b>	<b>7,854,938</b>	<b>4,463,415</b>	<b>16,092,261</b>	<b>28,410,614</b>	<b>1,763,242</b>	<b>30,173,856</b>
Total comprehensive income for the year	-	873,862	5,684,898	6,558,760	100,616	6,659,376
Transactions with owners -						
Employee share option scheme - value of services provided	-	29,723	-	29,723	916	30,639
Employee stock grants and options exercised/expired	-	(37,386)	-	(37,386)	-	(37,386)
Dividends paid to non-controlling interests	-	-	-	-	(105,495)	(105,495)
Dividends paid to owners of the parent	31	-	(2,106,156)	(2,106,156)	-	(2,106,156)
Total transactions with owners	-	(7,663)	(2,106,156)	(2,113,819)	(104,579)	(2,218,402)
Transfers between reserves -						
To retained earnings reserve	-	427,250	(427,250)	-	-	-
To special investment reserve	2(r)	-	5,603	(5,603)	-	-
To retained earnings	2(s)	-	(30,108)	30,108	-	-
Adjustment between regulatory loan provisioning and IFRS	30(b)	-	1,927	(1,927)	-	-
Total transfers between reserves	-	404,672	(404,672)	-	-	-
<b>Balance at 31 December 2012 (restated)</b>	<b>7,854,938</b>	<b>5,734,286</b>	<b>19,266,331</b>	<b>32,855,555</b>	<b>1,759,279</b>	<b>34,614,834</b>

The accompanying notes on pages 76 - 163 form an integral part of these financial statements.

Note	Attributable to owners of the parent					Grand Total
	Share Capital	Equity Reserves (Note 25)	Retained Earnings	Equity Owners' Total	Non-controlling Interests Total	
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
<b>Period ended 31 December 2013:</b>						
Balance as 1 January 2013 (as previously reported)	7,854,938	5,533,916	19,255,396	32,644,250	1,756,647	34,400,897
Segregated funds reserves	-	200,370	-	200,370	-	200,370
Effects of changes in accounting policies	-	-	10,935	10,935	2,632	13,567
<b>Balance at 1 January 2013 (restated)</b>	<b>7,854,938</b>	<b>5,734,286</b>	<b>19,266,331</b>	<b>32,855,555</b>	<b>1,759,279</b>	<b>34,614,834</b>
Total comprehensive income for the year	-	(471,965)	5,018,314	4,546,349	65,486	4,611,835
Transactions with owners -						
Employee share option scheme - value of services provided	-	34,529	-	34,529	2,183	36,712
Employee stock grants and options exercised/expired	-	(6,196)	-	(6,196)	(10,635)	(16,831)
Dividends paid to non-controlling interests	-	-	-	-	(121,311)	(121,311)
Dividends paid to owners of the parent	31	-	(1,504,396)	(1,504,396)	-	(1,504,396)
Total transactions with owners	-	28,333	(1,504,396)	(1,476,063)	(129,763)	(1,605,826)
Transfers between reserves -						
To special investment reserve	2(r)	-	65,820	(65,820)	-	-
To retained earnings	2(s)	-	(17,863)	17,863	-	-
Adjustment between regulatory loan provisioning and IFRS	30(b)	-	4,822	(4,822)	-	-
Total transfers between reserves	-	52,779	(52,779)	-	-	-
<b>Balance at 31 December 2013</b>	<b>7,854,938</b>	<b>5,343,433</b>	<b>22,727,470</b>	<b>35,925,841</b>	<b>1,695,002</b>	<b>37,620,843</b>

The accompanying notes on pages 76 - 163 form an integral part of these financial statements.

## Consolidated Statement of Cash Flows

31 December 2013

(expressed in Jamaican dollars unless otherwise indicated)

	Note	2013 \$'000	Restated 2012 \$'000
<b>Net profit</b>		<b>6,452,690</b>	<b>6,061,532</b>
Adjustments for:			
<b>Items not affecting cash and changes to policyholders' funds:</b>			
Adjustments for non-cash items, interest and dividends	48(a)	838,725	(3,378,794)
Changes in other operating assets and liabilities	48(b)	3,004,279	(5,459,376)
Net investment purchases	48(c)	(13,355,416)	(1,115,394)
Interest received		12,443,458	11,866,834
Interest paid		(4,009,269)	(4,106,351)
Income taxes paid		(1,882,830)	(1,728,353)
Net cash generated from operating activities		<b>3,491,637</b>	<b>2,140,098</b>
<b>Cash Flows from Investing Activities</b>			
Investment in joint venture	15	(26,512)	(555,382)
Purchase of property, plant and equipment, net	48(d)	(189,652)	(419,597)
Purchase of intangible assets	18	(33,600)	(87,637)
Net cash used in investing activities		<b>(249,764)</b>	<b>(1,062,616)</b>
<b>Cash Flows from Financing Activities</b>			
Dividends paid to stockholders		(1,504,396)	(2,106,156)
Dividends paid to non-controlling interests		(48,204)	(105,495)
Net cash used in financing activities		<b>(1,552,600)</b>	<b>(2,211,651)</b>
Effect of exchange rate on cash and cash equivalents		688,135	253,267
Increase/(decrease) in cash and cash equivalents		2,377,409	(880,902)
Cash and cash equivalents at beginning of year		3,066,991	3,947,893
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>	<b>8</b>	<b>5,444,399</b>	<b>3,066,991</b>

The accompanying notes on pages 76 - 163 form an integral part of these financial statements.

## Company Statement of Financial Position

31 December 2013

(expressed in Jamaican dollars unless otherwise indicated)

	Note	2013 \$'000
<b>ASSETS:</b>		
Investment in subsidiaries	17(b)	34,858,500
Other assets	23	116,559
<b>TOTAL ASSETS</b>		<b>34,975,059</b>
<b>STOCKHOLDERS' EQUITY AND LIABILITIES:</b>		
<b>Stockholders' Equity Attributable</b>		
<b>Stockholders' of the Company</b>		
Share capital		7,854,938
Stock options reserves		116,559
Other equity reserves		26,402,416
Accumulated deficit		(19,488)
<b>Total Equity</b>		<b>34,354,425</b>
<b>Liabilities</b>		
Promissory notes	33	601,145
Other liabilities	34	19,489
<b>Total Liabilities</b>		<b>620,634</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>34,975,059</b>

Approved for issue by the Board of Directors on February 28, 2014 and signed on its behalf by:

Hon. R.D. Williams, O.J. Chairman

Richard O. Byles Director

The accompanying notes on pages 76 - 163 form an integral part of these financial statements.

## Company Income Statement

31 December 2013

(expressed in Jamaican dollars unless otherwise indicated)

	Note	2013 \$'000
<b>Expense:</b>		
Administration expenses	44	19,488
<b>Loss before Taxation</b>		(19,488)
Taxation	46	-
<b>NET LOSS</b>		<u><u>(19,488)</u></u>

The accompanying notes on pages 76 - 163 form an integral part of these financial statements.

## Company Statement of Cash Flows

31 December 2013

(expressed in Jamaican dollars unless otherwise indicated)

	2013 \$'000
<b>Cash Flows from Operating Activities</b>	
<b>Net loss</b>	(19,488)
Adjustments for:	
<b>Items not affecting cash and changes to policyholders' funds:</b>	
Changes in other operating assets and liabilities	<u>19,488</u>
<b>Net cash provided by operating activities</b>	<u><u>-</u></u>

The accompanying notes on pages 76 - 163 form an integral part of these financial statements.

# Company Statement of Changes in Equity

31 December 2013

(expressed in Jamaican dollars unless otherwise indicated)

		Share Capital	Equity Reserves	Accumulated Deficit	Grand Total
	Note	\$'000	\$'000	\$'000	\$'000
Loss for the period		-	-	(19,488)	(19,488)
Share exchange – group reorganisation	1(b)	7,854,938	-	-	7,854,938
Employee stock options		-	116,559	-	116,559
Group reorganization	1(b)	-	26,402,416	-	26,402,416
<b>Balance at 31 December 2013</b>		<b>7,854,938</b>	<b>26,518,975</b>	<b>(19,488)</b>	<b>34,354,425</b>

The accompanying notes on pages 76 - 163 form an integral part of these financial statements.

# Notes to the Financial Statements

31 December 2013

(expressed in Jamaican dollars unless otherwise indicated)

## 1. Identification and Activities

- (a) Sagicor Group Jamaica Limited (SGJ, the company) is incorporated and domiciled in Jamaica and is listed on the Jamaica Stock Exchange. It is 33.70% (2012 – 33.70%) owned by LOJ Holdings Limited which is also incorporated and domiciled in Jamaica. The ultimate parent company is Sagicor Financial Corporation (Sagicor), which is incorporated and domiciled in Barbados. Sagicor has an overall interest of 51% (2012 – 51%) in Sagicor Group Jamaica Limited. The other significant shareholder in Sagicor Group Jamaica Limited is Pan-Jamaica Investment Trust Limited with a 32.76% (2012 – 32.76%) holding.

The registered office of the company is located at 28 - 48 Barbados Avenue, Kingston 5, Jamaica.

- (b) Reorganisation of the Sagicor Jamaica Group of Companies  
At an Extraordinary General Meeting held in September 2013, the stockholders of Sagicor Life Jamaica Limited (SLJ) unanimously approved the reorganization of the Sagicor Jamaica Group of Companies under a Scheme of Arrangement approved by the Supreme Court of Jamaica in accordance with the Jamaica Companies Act. In December 2013, the new holding company, Sagicor Group Jamaica Limited (SGJ) was listed on the Jamaica Stock Exchange and at the same time Sagicor Life Jamaica Limited was delisted. The existing shareholders of SLJ exchanged their shares for SGJ shares of equal value. At the year end, SLJ also transferred ownership of all subsidiaries, except for the Sagicor Investments Jamaica Limited and its subsidiaries, the Banking Group, directly to SGJ. The subsidiaries outside of Jamaica now report to SGJ through their immediate parent company, Sagicor St. Lucia Limited. The reorganization of the Banking Group will take place early in 2014 and will involve share ownership in Sagicor Bank Jamaica Limited and Sagicor Investments Jamaica Limited being held directly by SGJ.

The consideration for the transfer of ownership of the subsidiaries from SLJ to SGJ was effected by non-cash interest bearing promissory notes (Note 33).

As the reorganization is a transaction among entities under common control, the Group has applied predecessor method of accounting. Under the predecessor method:

- The Group does not restate assets and liabilities to their fair values, instead the Group incorporates the assets and liabilities at the amounts recorded in the books of the combined companies, adjusted only to achieve harmonization of accounting policies.
- No goodwill arises.
- The consolidated financial statements incorporate the combined companies' results as if the companies had always been combined. Consequently, under predecessor accounting, the consolidated financial statements reflect both the companies' full year's results, even though the business combination may have occurred part of the way through the year.
- The corresponding amounts in the consolidated financial statements for the previous year reflect the results of the combined companies, even though the business combination did not occur until the current year.

The accompanying notes on pages 76 - 163 form an integral part of these financial statements.

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 1. Identification and Activities (Continued)

(c) The company, its subsidiaries, joint venture and associate all have co-terminous year ends. The company's subsidiaries, joint venture and associate, which together with the company are referred to as "the Group", are as follows:

Subsidiaries	Principal Activities	Incorporated In	Holding
- Sagicor Life Jamaica Ltd.	Health insurance, annuities, retirement products, pension administration and investment services	Jamaica	100%
• Sagicor Investments Jamaica Limited and its subsidiaries:	Investment banking	Jamaica	85.45%
▪ Sagicor Bank Jamaica Limited	Commercial banking	Jamaica	85.45%
▪ Pan Caribbean Asset Management Limited	inactive	Jamaica	85.45%
▪ Manufactures Investments Limited	inactive	Jamaica	85.45%
▪ Pan Caribbean Investments Limited	inactive	Jamaica	85.45%
▪ Pan Caribbean Securities Limited	inactive	Jamaica	85.45%
- Sagicor St. Lucia Ltd. and its joint venture company	Financial services (holding company)	St. Lucia	100%
• Sagicor Costa Rica SCR, S.A	Life insurance	Costa Rica	50%
• Sagicor Life of the Cayman Islands Ltd.	Life insurance	Grand Cayman	100%
• Sagicor Insurance Managers Ltd.	Captives management	Grand Cayman	100%
• Sagicor Re Insurance Ltd.	Property and casualty insurance (captive)	Grand Cayman	100%
- Employee Benefits Administrator Limited.	Pension administration services	Jamaica	100%
- Sagicor Property Services Limited	Property management, real estate sales and rentals	Jamaica	100%
- Sagicor Pooled Investment Funds Limited	Pension fund management (Note 1(c))	Jamaica	100%
- Sagicor Insurance Brokers Limited	Insurance brokerage	Jamaica	100%
- Sagicor International Administrators Limited.	Group insurance administration	Jamaica	100%

Sagicor Pooled Investment Funds Limited administers assets of the Pooled Pension Investment Funds which are held in trust, on behalf of pension funds. At 30 September 2013, the audited assets totaled \$61,835,759,000 (2012 - \$56,057,264,000). At 31 December 2013, the unaudited assets totaled \$63,950,608,000 (2012 - \$58,175,714,000).

The Group also administers a number of self-directed pension funds on behalf of clients. At 31 December 2013, the unaudited assets of these funds totaled \$21,555,122,000 (2012 - \$21,549,530,000).

## 2. Summary of Significant Accounting Policies

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

### (a) Basis of preparation

These financial statements have been prepared in accordance with and comply with International Financial Reporting Standards (IFRS) and have been prepared under the historical cost convention as modified by the revaluation of available-for-sale investment securities, investment property, certain property, plant and equipment, and financial assets and liabilities at fair value through profit or loss.

The preparation of financial statements in conformity with IFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying the Group's accounting policies. Although these estimates are based on management's best knowledge of current events and action, actual results could differ from these estimates. The areas involving a higher degree of judgment or complexity, or areas where assumptions and estimates are significant to the financial statements are disclosed in Note 3.

### Interpretations and amendments to published standards effective 1 January 2013 that are relevant to the Group's operations

- Amendments to IAS 1, 'Financial statement presentation' regarding other comprehensive income. The main change resulting from these amendments is a requirement for entities to group items presented in Other Comprehensive Income (OCI) on the basis of whether they are potentially reclassifiable to profit or loss subsequently (reclassification adjustments).
- IAS 19, 'Employee benefits' was amended in June 2012. The impact on the Group will be as follows: to eliminate the corridor approach and recognise all actuarial gains and losses in OCI as they occur; to immediately recognise all past service costs; and to replace interest cost and expected return on plan assets with a net interest amount that is calculated by applying the discount rate to the net defined benefit liability/(asset). See Note 4 for the impact on the financial statements.
- IAS 28 (Revised), 'Investments in Associates and Joint Ventures', includes the requirements for joint ventures, as well as associates, to be equity accounted following the issue of IFRS 11. IFRS 11, 'Joint Arrangements' provides for a more realistic reflection of joint arrangements by focusing on the rights and obligations of the arrangement, rather than its legal form. There are two types of joint arrangements: joint operations and joint ventures. Joint operations arise where a joint operator has rights to the assets and obligations relating to the arrangement and hence accounts for its interest in assets, liabilities, revenue and expenses. Joint ventures arise where the joint operator has rights to the net assets of the arrangement and hence equity accounts for its interest. Proportional consolidation of joint ventures is no longer allowed. See Note 4 for the impact on the financial statements.
- IFRS 7, Disclosures – Offsetting financial assets and financial liabilities amendments require an entity to disclose information about the rights to offset and related arrangements (example collateral arrangements). The disclosures would provide users with information that is useful in evaluating the effect of netting arrangements on an entity's financial position. These amendments did not have a significant impact on the Group's financial statements.

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 2. Summary of Significant Accounting Policies (Continued)

### (a) Basis of preparation (continued)

#### *Interpretations and amendments to published standards effective 1 January 2013 that are relevant to the Group's operations (continued)*

- IFRS 10, 'Consolidated Financial Statements', replaces all of the guidance on control and consolidation in IAS 27, 'Consolidated and Separate Financial Statements', and SIC-12, 'Consolidation – Special Purpose Entities'. IAS 27 (Revised) now renamed 'Separate Financial Statements'. IFRS 10 builds on existing principles by identifying the concept of control as the determining factor in whether an entity should be included within the consolidated financial statements. The standard provides additional guidance to assist in determining control where this is difficult to assess. See Note 4 for the impact on the financial statements.

Within the framework of IFRS 10, 'Consolidated Financial Statements' the Group has retroactively amended the accounting treatment of Universal Life Segregated Funds to account for these funds on a line-by-line basis through-out the Statement of Financial position and the Income Statement. Previously these funds were carried on the Balance Sheet as a single line for the assets held and a single line for the liabilities. See Note 4 for the impact on the financial statements.

- IFRS 12, 'Disclosure of Interests in Other Entities', requires entities to disclose information that helps financial statement users to evaluate the nature, risks and financial effects associated with the entity's interests in subsidiaries, associates, joint arrangements and unconsolidated structured entities. The additional disclosures have been made in these financial statements. See Note 15 and Note 17 for impact on the financial statements.
- IFRS 13, 'Fair Value Measurement'. IFRS 13 aims to improve consistency and reduce complexity by providing a precise definition of fair value and a single source of fair value measurement and disclosure requirements for use across IFRS. The requirements do not extend the use of fair value accounting but provide guidance on how it should be applied where its use is already required or permitted by other standards. The requirements are similar to those in IFRS 7, 'Financial Instruments: Disclosures', but apply to all assets and liabilities measured at fair value, not just financial assets and liabilities. The adoption of this standard did not have any significant impact in measurement or disclosure statements.
- Annual Improvements 2011, (effective for annual periods beginning on or after 1 January 2013). The IASB issued its Annual Improvements to IFRSs 2009 – 2011 Cycle which amended five standards. The following amendments may have an impact on the Group: The amendment to IAS 1, 'Presentation of Financial Statements' clarifies that when additional comparative information is provided in the financial statements on a voluntary basis, this information must also be presented in the related notes for that additional information. As a consequence of the amendment to IAS 16, 'Property, Plant and Equipment,' servicing equipment is recognised as property, plant and equipment or as inventory depending on its expected useful life. The amendment to IAS 32, 'Financial Instruments: Presentation' clarifies that the tax effect of distributions to holders of an equity instrument and the transaction costs of an equity transaction must be accounted for in accordance with IAS 12. Pursuant to the amendment to IAS 34, 'Interim Financial Reporting,' information on segment assets and liabilities is only required to be disclosed if such information is regularly provided to the chief operating decision maker and if there has been a material change from the amount disclosed in the last annual financial statements for that reportable segment. The Group did not have any major changes arising from their adoption.

## 2. Summary of Significant Accounting Policies (Continued)

### (a) Basis of preparation (continued)

#### *Standards, amendments and interpretations to existing standards that are not yet effective and have not been early adopted by the Group*

At the date of authorisation of these financial statements, certain new standards, amendments and interpretations to existing standards have been issued which were not effective at the year end date, and which the Group has not early adopted. The Group has assessed the relevance of all such new standards, interpretations and amendments, and has determined that the following may be relevant to its operations, and has concluded as follows:

- IAS 32, 'Financial instruments (effective for annual periods beginning on or after 1 January 2014): Presentation', on asset and liability offsetting. These amendments are to the application guidance in IAS 32, 'Financial instruments: Presentation', and clarify some of the requirements for offsetting financial assets and financial liabilities on the balance sheet. The Group is considering the implications of the standard, the impact on the Group and the timing of its adoption by the Group.
- IFRS 10, 12 and IAS 27 on consolidation for investment entities (effective for annual periods beginning on or after 1 January 2014). These amendments mean that many funds and similar entities will be exempt from consolidating most of their subsidiaries. Instead, they will measure them at fair value through profit or loss. The amendments give an exception to entities that meet an 'investment entity' definition and which display particular characteristics. Changes have also been made IFRS 12 to introduce disclosures that an investment entity needs to make. The Group is considering the implications of the standard, the impact on the Group and the timing of its adoption by the Group.
- IAS 36, 'Impairment of assets' (effective for annual periods beginning on or after 1 January 2014). This amendment addresses the disclosure of information about the recoverable amount of impaired assets if that amount is based on fair value less costs of disposal. The Group is considering the implications of the standard, the impact on the Group and the timing of its adoption by the Group.
- IFRS 9, 'Financial instruments' (effective for annual periods beginning on or after 1 January 2015). IFRS 9 addresses the classification, measurement and recognition of financial assets and financial liabilities. IFRS 9 replaces the parts of IAS 39, 'Financial instruments: Recognition and measurement', that relate to the classification and measurement of financial instruments. IFRS 9 requires financial assets to be classified into two measurement categories: those measured as at fair value and those measured at amortised cost. The determination is made at initial recognition. The classification depends on the entity's business model for managing its financial instruments and the contractual cash flow characteristics of the instrument.

For financial liabilities, the standard retains most of the IAS 39 requirements. The main change is that, in cases where the fair model option is taken for financial liabilities, the part of a fair value change due to an entity's own credit risk is recorded in other comprehensive income rather than the income statement, unless this creates an accounting mismatch.

While adoption of IFRS 9 is mandatory from 1 January 2015, earlier adoption is permitted for financial assets without adopting the requirements for financial liabilities. The Group is yet to assess IFRS 9's full impact and the timing of its adoption by the Group.

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 2. Summary of Significant Accounting Policies (Continued)

### (a) Basis of preparation (continued)

*Standards, amendments and interpretations to existing standards that are not yet effective and have not been early adopted by the Group (continued)*

- IFRIC 21, 'Levies', (effective for annual periods beginning on or after 1 January 2014). IFRIC 21 addresses the accounting for a liability to pay a levy recognised in accordance with IAS 37, 'Provisions', and the liability to pay a levy whose timing and amount is certain. It excludes income taxes within the scope of IAS 12, 'Income taxes'. IFRIC 21 indicates that the obligating event that gives rise to a liability to pay a levy is the event identified by the legislation that triggers the obligation to pay the levy. It concludes that the fact that an entity is economically compelled to continue operating in a future period, or prepares its financial statements under the going concern principle, does not create an obligation to pay a levy that will arise from operating in the future. Accordingly, a liability to pay a levy is recognised when the obligating event occurs. This might arise at a point in time or progressively over time. The interpretation also requires that an obligation to pay a levy triggered by a minimum threshold is recognised when the threshold is reached. The Group is assessing the impact of adopting this interpretation.
- Amendment to IAS 19 (effective for annual periods beginning on or after 1 January 2014). This applies to contributions from employees or third parties to defined benefit plans. The objective of the amendments is to simplify the accounting for contributions that are independent of the number of years of employee service, for example, employee contributions that are calculated according to a fixed percentage of salary. The Group is assessing the impact of adopting this amendment.
- Annual Improvements 2012, (effective for annual periods beginning on or after 1 July 2014). The IASB issued its Annual Improvements to IFRSs 2010 – 2012 Cycle, which amended seven standards. The following amendments may have an impact on the Group: IFRS 2, 'Share-based payment.' The amendment clarifies the definition of a 'vesting condition' and separately defines 'performance condition' and 'service condition'. IFRS 3, 'Business combinations.' The standard is amended to clarify that an obligation to pay contingent consideration which meets the definition of a financial instrument is classified as a financial liability or as equity, on the basis of the definitions in IAS 32, 'Financial instruments: Presentation.' The standard is further amended to clarify that all non-equity contingent consideration, both financial and non-financial, is measured at fair value at each reporting date, with changes in fair value recognised in profit and loss. Consequential changes are also made to IFRS 9, IAS 37 and IAS 39. IFRS 8, 'Operating segments.' The standard is amended to require disclosure of the judgements made by management in aggregating operating segments. The standard is further amended to require a reconciliation of segment assets to the entity's assets when segment assets are reported. IFRS 13, 'Fair value measurement.' The IASB has amended the basis for conclusions of IFRS 13 to clarify that it did not intend to remove the ability to measure short-term receivables and payables at invoice amounts in such cases. IAS 24, 'Related party disclosures' The standard is amended to include, as a related party, an entity that provides key management personnel services to the reporting entity or to the parent of the reporting entity ('the management entity'). The Group is assessing the impact of adopting these amendments.

## 2. Summary of Significant Accounting Policies (Continued)

### (a) Basis of preparation (continued)

*Standards, amendments and interpretations to existing standards that are not yet effective and have not been early adopted by the Group (continued)*

- Annual Improvements 2013, (effective for annual periods beginning on or after 1 July 2014). The IASB issued its Annual Improvements to IFRSs 2011 – 2013 Cycle, which amended four standards. The following amendment may have an impact on the Group: IFRS 13, 'Fair value measurement.' The amendment clarifies that the portfolio exception in IFRS 13, which allows an entity to measure the fair value of a group of financial assets and financial liabilities on a net basis, applies to all contracts (including non-financial contracts) within the scope of IAS 39 or IFRS 9). The Group is assessing the impact of adopting these amendments.

There are no other IFRS or IFRIC interpretations that are not yet effective that would be expected to have a material impact on the Group.

### (b) Basis of consolidation

- (i) Subsidiaries  
Subsidiaries are entities over which the Group has the power to govern the financial and operating policies generally accompanying a majority voting interest. Subsidiaries are consolidated from the date on which control is transferred to the Group, and are de-consolidated from the date on which control ceases.

All material intra-group balances, transactions and gains are eliminated on consolidation. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the accounting policies adopted by the Group.

The Group uses the acquisition method of accounting when control over entities and insurance businesses is obtained by the Group. The cost of an acquisition is measured as the fair value of the identifiable assets given, the equity instruments issued and the liabilities incurred or assumed at the date of exchange. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date irrespective of the extent of any minority interest.

The excess of the cost of the acquisition, the minority interest recognised and the fair value of any previously held equity interest in the acquiree, over the fair value of the net identifiable assets acquired is recorded as goodwill. If there is no excess and there is a shortfall, the Group reassesses the net identifiable assets acquired. If after reassessment, a shortfall remains, the acquisition is deemed to be a bargain purchase and the shortfall is recognised in income as a gain on acquisition.

Subsequent ownership changes in a subsidiary, without loss of control, are accounted for as transactions between owners in the statement of changes in equity.

Minority interest balances represent the equity in a subsidiary not attributable to Sagicor's interests.

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 2. Summary of Significant Accounting Policies (Continued)

### (a) Basis of consolidation (continued)

#### (i) Subsidiaries (continued)

On an acquisition by acquisition basis, the Group recognises at the date of acquisition the components of any minority interest in the acquiree either at fair value or at the proportionate share of the acquiree's net identifiable assets. The latter option is only available if the minority interest component is entitled to a proportionate share of net identifiable assets of the acquiree in the event of liquidation. For certain components of minority interests, other IFRS may override the fair value option.

Minority interest balances are subsequently re-measured by the minority's proportionate share of changes in equity after the date of acquisition.

Investments in subsidiaries are stated in the company's financial statements initially at cost. They are subsequently measured at fair value.

#### (ii) Associates

The investments in associated companies, which are not majority-owned or controlled but where significant influence exists, are included in these consolidated financial statements under the equity method of accounting. Investments in associated companies are originally recorded at cost and include intangible assets identified on acquisition.

Accounting policies of associates have been changed where necessary to ensure consistency with the accounting policies adopted by the Group.

The Group recognises in income its share of associated companies' post acquisition income and its share of the amortisation and impairment of intangible assets which were identified on acquisition. Unrealised gains or losses on transactions between the Group and its associates are eliminated to the extent of the Group's interest in the associates. The Group recognises in other comprehensive income, its share of associated companies' post acquisition other comprehensive income.

#### (iii) Joint ventures

Interest in the assets, liabilities and earnings of jointly controlled ventures are included in these consolidated financial statements using the equity method. Interest in Joint Ventures are initially recognised at cost and adjusted thereafter to recognise the group's share of the post-acquisition profits or losses and movements in other comprehensive income. When the group's share of losses in a joint venture equals or exceeds its interest in the joint ventures, the group does not recognise further losses, unless it has incurred obligations or made payments on behalf of the joint ventures.

Unrealized gains on transactions between the group and its joint ventures are eliminated to the extent of the group's interest in the joint ventures. Unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the assets transferred. The effect of the change in accounting policies on the financial position, comprehensive income and the cash flows of the group are shown at Note 4.

### (c) Segment reporting

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker. The chief operating decision-maker is the Board of Directors.

## 2. Summary of Significant Accounting Policies (Continued)

### (d) Foreign currency translation

#### (i) Functional and presentation currency

Items included in the financial statements of each of the Group's entities are measured using the currency of the primary economic environment in which the entity operates ('the functional currency').

The consolidated financial statements are presented in Jamaican dollars, which is the Group's presentation currency.

#### (ii) Transactions and balances

Foreign currency transactions or that require settlement, in a foreign currency are translated into the functional currency using the exchange rates prevailing at the dates of the transactions.

Monetary items denominated in foreign currency are translated with the closing rate as at the reporting date. Non-monetary items measured at historical cost denominated in a foreign currency are translated with the exchange rate as at the date of initial recognition; non-monetary items in a foreign currency that are measured at fair value are translated using the exchange rates at the date when the fair value was determined. These rates represent the weighted average rates at which the company trades in foreign currency.

Foreign exchange gains and losses resulting from the settlement of foreign currency transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the income statement, except when deferred in equity as gains or losses from qualifying cash flow hedging instruments.

All foreign exchange gains and losses recognised in the income statement are presented net in the income statement within the corresponding item. Foreign exchange gains and losses on other comprehensive income items are presented in other comprehensive income within the corresponding item.

Changes in the fair value of monetary securities denominated in foreign currency classified as available-for-sale are analysed between translation differences resulting from changes in the amortised cost of the security and other changes in the carrying amount of the security. Translation differences related to changes in amortised cost are recognised in profit or loss, and other changes in carrying amount are recognised in other comprehensive income.

Translation differences on non-monetary financial instruments, such as equities held at fair value through profit or loss, are reported as part of the fair value gain or loss. Translation differences on non-monetary financial instruments, such as equities classified as available-for-sale financial assets, are included in the fair value reserve in other comprehensive income.

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 2. Summary of Significant Accounting Policies (Continued)

### (d) Foreign currency translation (continued)

#### (iii) Group companies

The results and financial position of all the Group entities that have a functional currency different from the presentation currency are translated into the presentation currency as follows:

- Assets and liabilities for each statement of financial position presented are translated at the closing rate at the date of that statement of financial position;
- Income and expenses for each income statement are translated at average exchange rates; and
- All resulting exchange differences are recognised as a separate component of stockholders' equity in the currency translation reserve.

On consolidation, exchange differences arising from the translation of the net investment in foreign entities and borrowings are taken to stockholders' equity. When a foreign operation is sold, such exchange differences are recognised in the income statement as part of the gain or loss on sale. Goodwill and fair value adjustments arising on the acquisition of a foreign entity are treated as assets and liabilities of the foreign entity and translated at the closing rate.

### (e) Cash and cash equivalents

For the purposes of the cash flow statement, cash and cash equivalents comprise:

- cash balances,
- short term deposits,
- other liquid securities with maturities of three months or less from the acquisition date,
- bank overdrafts which are repayable on demand; and
- other borrowings from financial institutions made for the purpose of meeting cash commitments and which have maturities of three months or less from origination.

Cash equivalents are subject to an insignificant risk of change in value. Cash and cash equivalents exclude balances held to meet statutory requirements.

## 2. Summary of Significant Accounting Policies (Continued)

### (f) Financial assets

The Group classifies its financial assets into the following categories: financial assets at fair value through profit or loss, loans and receivables, held-to-maturity financial assets, and available-for-sale financial assets. Management determines the classification of its financial assets at initial recognition.

#### (i) Financial asset at fair value through profit or loss

This category has two sub-categories: financial assets held for trading, and those designated at fair value through profit or loss at inception.

A financial asset is classified as held for trading if it is acquired or incurred principally for the purpose of selling or repurchasing in the near term or if it is part of a portfolio of identified financial instruments that are managed together and for which there is evidence of a recent actual pattern of short-term profit-taking. Derivatives are also categorised as held for trading unless they are designated as hedging instruments.

#### (ii) Loans and receivables

Loans and receivables are non-derivative financial assets with fixed and determinable payments that are not quoted in an active market. They arise when the Group provides money, goods or services directly to a debtor with no intention of trading the receivable. Loans and receivables are initially recognised at fair value, which is the cash consideration to originate or purchase the loan including any transaction costs.

#### (iii) Held-to-maturity

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturities that the Group's management has the positive intention and ability to hold to maturity. Were the Group to sell other than an insignificant amount of held-to-maturity assets, the entire category would be re-classified as available-for-sale. Held-to-maturity investments are initially recognised at fair value, which is the cash consideration including any transaction costs.

#### (iv) Available-for-sale financial assets

Available-for-sale investments are non-derivative financial assets intended to be held for an indefinite period of time, which may be sold in response to needs for liquidity or changes in interest rates, exchange rates or equity prices. Available-for-sale investments are initially recognised at fair value, which is the cash consideration including any transaction costs.

# Notes to the Financial Statements

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(expressed in Jamaican dollars unless otherwise indicated)

## 2. Summary of Significant Accounting Policies (Continued)

### (f) Financial assets (continued)

Purchases and sales of available-for-sale financial assets are recognised at the trade date – the date on which the Group commits the purchase or sell the asset. Loans and receivables are recognised when cash is advanced to the borrowers.

Subsequent to initial recognition at cost, financial assets at fair value through profit or loss and available-for-sale financial assets are carried at fair value. Loans and receivables and held-to-maturity financial assets are carried at amortised cost using the effective interest method. Gains and losses arising from changes in the fair value of available-for-sale financial assets are recognised directly in consolidated statement of comprehensive income, until the financial asset is derecognised or impaired. At this time, the cumulative gain or loss previously recognised in the consolidated statement of comprehensive income is recognised in profit or loss. However, interest calculated using the effective interest method and foreign currency gains and losses on monetary assets classified as available for sale are recognised in the income statement. Dividends on available-for-sale equity instruments are recognised in the income statement when the Group's right to receive payment is established.

The fair values amounts represents estimates of the consideration that would be agreed upon between knowledgeable, willing parties who are under no compulsion to act and is best evidence by a quoted market value, if one exists. The estimate fair values of the financial assets are based on quoted bid prices of securities as at December 31 where available.

Financial assets are derecognised when the right to received cash flows from the financial assets have expired or where the Group has transferred substantially all risks and rewards of ownership. Financial liabilities are derecognised when they are extinguished, that is, when the obligation is discharged, cancelled or expires.

The Group may choose to reclassify a non-derivative financial asset held for trading out of the held-for-trading category if the financial asset is no longer held for the purpose of selling it in the near term. Financial assets other than loans and receivables are permitted to be reclassified out of the held for trading category only in rare circumstances arising from a single event that is unusual and highly unlikely to recur in the near-term. In addition, the Group may choose to reclassify financial assets that would meet the definition of loans and receivables out of the held-for-trading or available-for-sale categories if the Group has the intention and ability to hold these financial assets for the foreseeable future or until maturity at the date of reclassification. Reclassifications are made at fair value as of the reclassification date. Fair value becomes the new cost or amortised cost as applicable, and no reversals of fair value gains or losses recorded before reclassification date are subsequently made. Effective interest rates for financial assets reclassified to loans and receivables and held-to-maturity categories are determined at the reclassification date. Further increases in estimates of cash flows adjust effective interest rates prospectively.

## 2. Summary of Significant Accounting Policies (Continued)

### (g) Investment properties

Investment property consists of freehold lands and freehold properties which are held for rental income and/or capital appreciation.

Investment property is recorded initially at cost. In subsequent financial years, investment property is recorded at fair values determined by independent valuers, with the appreciation or depreciation in value being taken to investment income. Investment property includes property held under partnership and joint venture arrangements with third parties which are accounted for using the equity method.

Transfers to or from investment property are recorded when there is a change in use of the property. Transfers to owner-occupied property or to real estate developed for resale are recorded at the fair value at the date of change in use. Transfers from owner-occupied property are recorded at their fair value and any difference with carrying value at the date of change in use is dealt with in accordance with note 2 (m).

Investment property may include property of which a portion is held for rental to third parties and the other portion is occupied by the Group. In such circumstances, the property is accounted for as an investment property if the Group's occupancy level is not significant in relation to the total available occupancy. Otherwise, it is accounted for as an owner-occupied.

Rental income is recognised on an accruals basis.

### (h) Securities purchased/sold under agreements to resell/repurchase

Securities purchased under agreements to resell (reverse repurchase agreements) and securities sold under agreements to repurchase (repurchase agreements) are treated as collateralised financing transactions and are recorded at the amount at which the securities were acquired or sold plus accrued interest.

Securities sold subject to repurchase agreements ('repos') are reclassified in the financial statements as pledged assets when the transferee has the right by contract or custom to sell or re-pledge the collateral; the counterparty liability is included in amounts due to other banks, deposits from banks, other deposits or deposits due to customers, as appropriate. Securities purchased under agreements to resell ('reverse repos') are recorded as loans and advances to other banks or customers, as appropriate. The difference between sale and repurchase price is treated as interest and accrued over the life of the agreements using the effective interest method. Securities lent to counterparties are also retained in the financial statements.

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 2. Summary of Significant Accounting Policies (Continued)

### (i) Leases

#### (i) As lessee

Leases of property, plant and equipment where the Group has substantially all the risks and rewards of ownership are classified as finance leases. Finance leases are recognised at the inception of the lease at the lower of the fair value of the leased asset or the present value of minimum lease payments. Each lease payment is allocated between the liability and interest charges so as to produce a constant rate of charge on the lease obligation. The interest element of the lease payments is charged to the income statement over the lease period.

Leases where a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments under operating leases are charged to the income statement on a straight-line basis over the period of the lease.

When an operating lease is terminated before the lease period has expired, any payment required to be made to the lessor by way of penalty is recognised as an expense in the period in which termination takes place.

#### (ii) As lessor

When assets are leased out under a finance lease, the present value of the lease payments is recognised as a receivable. The difference between the gross receivable and the present value of the receivable is recognised as unearned finance income. Lease income is recognised over the term of the lease in a manner which reflects a constant periodic rate of return on the net investment in the lease.

Assets leased out under operating leases are included in property, plant and equipment in the statement of financial position. They are depreciated over their expected useful lives on a basis consistent with similar owned assets. Rental income is recognised on a straight-line basis over the lease term.

### (j) Acceptances and guarantees

The Group's potential liability under acceptances and guarantees is reported as commitments off the statement of financial position.

### (k) Impairment of assets

#### (i) Assets carried at amortised cost

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

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

## 2. Summary of Significant Accounting Policies (Continued)

### (k) Impairment of assets (continued)

#### (i) Assets carried at amortised cost (continued)

The amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future credit losses that have not been incurred) discounted at the financial asset's original effective interest rate. The carrying amount of the asset is reduced through the use of an allowance account and the amount of the loss is recognised in the income statement. If a loan has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate determined under the contract.

The calculation of the present value of the estimated future cash flows of a collateralised financial asset reflects the cash flows that may result from foreclosure less costs for obtaining and selling the collateral, whether or not foreclosure is probable.

For the purposes of a collective evaluation of impairment, financial assets are grouped on the basis of similar credit risk characteristics (i.e., on the basis of the Group's grading process that considers asset type, industry, geographical location, collateral type, past-due status and other relevant factors). Those characteristics are relevant to the estimation of future cash flows for groups of such assets by being indicative of the debtors' ability to pay all amounts due according to the contractual terms of the assets being evaluated.

Future cash flows in a group of financial assets that are collectively evaluated for impairment are estimated on the basis of the contractual cash flows of the assets in the Group and historical loss experience for assets with credit risk characteristics similar to those in the Group. Historical loss experience is adjusted on the basis of current observable data to reflect the effects of current conditions that did not affect the period on which the historical loss experience is based and to remove the effects of conditions in the historical period that do not currently exist.

Estimates of changes in future cash flows for groups of assets should reflect and be directionally consistent with changes in related observable data from period to period (for example, changes in unemployment rates, property prices, payment status, or other factors indicative of changes in the probability of losses in the Group and their magnitude). The methodology and assumptions used for estimating future cash flows are reviewed regularly by the Group to reduce any differences between loss estimates and actual loss experience.

For non-performing and impaired loans the accrual of interest income based on the original terms of the loan is discontinued. Jamaican banking regulations require that interest on non-performing loans be taken into account on the cash basis. IFRS require the increase in the present value of impaired loans due to the passage of time to be reported as interest income. The difference between the Jamaican regulatory basis and IFRS was assessed to be immaterial.

When a loan is uncollectible, it is written off against the related provision for loan impairment. Such loans are written off after all the necessary procedures have been completed and the amount of the loss has been determined.

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## 2. Summary of Significant Accounting Policies (Continued)

### (k) Impairment of assets (continued)

#### (i) Assets carried at amortised cost (continued)

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised (such as an improvement in the debtor's credit rating), the previously recognised impairment loss is reversed by adjusting the allowance account. The amount of the reversal is recognised in the income statement in impairment charge for credit losses.

Statutory and other regulatory loan loss reserve requirements that are different from these amounts are dealt with in a non-distributable loan loss reserve as an adjustment to retained earnings.

#### (ii) Assets classified as available-for-sale

The Group assesses at each statement of financial position date whether there is objective evidence that a financial asset or a group of financial assets is impaired. In the case of equity investments classified as available for sale, a significant or prolonged decline in the fair value of the security below its cost is considered in determining whether the assets are impaired. If any such evidence exists for available-for-sale financial assets, the cumulative loss – measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that financial asset previously recognised in profit or loss – is removed from stockholders' equity and recognised in the income statement. Impairment losses recognised in the income statement on equity instruments are not reversed through the income statement. If, in a subsequent period, the fair value of a debt instrument classified as available for sale increases and the increase can be objectively related to an event occurring after the impairment loss was recognised in profit or loss, the impairment loss is reversed through the income statement.

#### (iii) Renegotiated loans

Where possible, the Group seeks to restructure loans rather than to take possession of collateral. This may involve extending the payment arrangements and the agreement of new loan conditions. Once the terms have been renegotiated, any impairment is measured using the original effective interest rate as calculated before the modification of terms and the loan is no longer considered past due. Management continually reviews renegotiated loans to ensure that all criteria are met and that future payments are likely to occur. The loans continue to be subject to an individual or collective impairment assessment, calculated using the loan's original effective interest rate.

#### (iv) Impairment of non-financial assets

Assets that have an indefinite useful life are not subject to amortisation and are tested annually for impairment. Assets that are subject to amortisation are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units). Non-financial assets other than goodwill that suffered impairment are reviewed for possible reversal of the impairment at each reporting date.

## 2. Summary of Significant Accounting Policies (Continued)

### (l) Property, plant and equipment

Freehold land and buildings owned and used by the Group are treated as owner-occupied properties. These properties are stated at their fair values based on valuations by external valuers, less subsequent depreciation for buildings. All other property, plant and equipment are stated at historical cost less accumulated depreciation.

Increases in the carrying amounts arising from the revaluation of owner-occupied properties are included in the investment and fair value reserves. Decreases that offset previous increases of the same asset are charged against the investment and fair value reserves. All other reductions are taken directly to the income statement.

Depreciation is calculated on the straight-line basis at annual rates that will write off the carrying value of each asset over the period of its expected useful life. Annual depreciation rates are as follows:

Freehold buildings	2.5%
Leasehold improvements	Period of lease, not to exceed ten years
Computer equipment	20 - 33 $\frac{1}{3}$ %
Furniture	10%
Other equipment	15%
Motor vehicles	20%
Leased assets	Shorter of period of lease or useful life of asset

Land is not depreciated.

Property, plant and equipment are periodically reviewed for impairment. Where the carrying amount of an asset is greater than its estimated recoverable amount, it is written down immediately to its recoverable amount.

Gains or losses on disposal of property, plant and equipment are determined by reference to their carrying amount and are taken into account in determining operating profit. Repairs and renewals are charged to the income statement when the expenditure is incurred. On disposal of revalued assets, the revaluation amounts are transferred to retained earnings.

### (m) Real estate developed for sale

Construction in progress for resale are classified as real estate held for resale and are valued at the lower of cost and net realisable value. Gains and losses realised on the sale of real estate are included in revenue at the time of sale.

# Notes to the Financial Statements

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## 2. Summary of Significant Accounting Policies (Continued)

### (n) Intangible assets

#### (i) Goodwill

Goodwill represents the excess of the cost of an acquisition over the fair value of the Group's share of the net identifiable assets of the acquired subsidiary/associate at the acquisition date. Goodwill on acquisition of subsidiaries is included in intangible assets. Goodwill on acquisition of associates is included in investment in associates.

Goodwill arising on the acquisition of subsidiaries and insurance portfolios is calculated as the amount by which the consideration paid and other related expenses exceed the fair value of the net identifiable assets acquired.

At each year end date, the Group assesses whether there is any indication of impairment. If such indications exist, an analysis is performed to assess whether the carrying amount of goodwill is fully recoverable. A write down is made if the carrying amount exceeds the recoverable amount.

An excess of the identifiable net assets acquired over the acquisition cost is treated as negative goodwill. Negative goodwill related to expected post-acquisition losses is taken to income during the period the future losses are recognised. Negative goodwill which does not relate to expected future losses and expenses is recognised as income immediately.

#### (ii) Contractual customer relationships acquired as part of a business combination

The accounting policy in respect of intangible assets arising from insurance contracts acquired in a business combination and portfolio transfer is also described in Note 2(v).

#### (iii) Trademarks and licences

Trademarks and licences are shown at historical cost. They have a definite useful life and are carried at cost less accumulated amortisation and impairment. Amortisation is calculated using the straight-line method to allocate the cost of trademarks and licences over their estimated useful life.

#### (iv) Computer software

Acquired computer software licences are capitalised on the basis of the costs incurred to acquire and bring to use the specific software. These costs are amortised over their expected useful life of three years.

Costs that are directly associated with the production of identifiable and unique software products controlled by the Group, and that will probably generate benefits exceeding costs beyond one year, are recognised as intangible assets. Direct costs include the software development team's employee costs and an appropriate portion of relevant overheads. All other costs associated with developing or maintaining computer software programmes are recognised as an expense as incurred.

Intangible assets with indefinite useful lives are assessed for impairment annually, or more frequently if events changed in circumstances indicate a potential impairment.

## 2. Summary of Significant Accounting Policies (Continued)

### (o) Employee benefits

The group operates various post-employment schemes, including both defined benefit and defined contribution pension plans and post-employment medical plans.

#### (i) Pension obligations

A defined contribution plan is a pension plan under which the group pays fixed contributions into a separate entity. The group has no legal or constructive obligations to pay further contributions if the fund does not hold sufficient assets to pay all employees the benefits relating to employee service in the current and prior periods. A defined benefit plan is a pension plan that is not a defined contribution plan.

Typically defined benefit plans define an amount of pension benefit that an employee will receive on retirement, usually dependent on one or more factors such as age, years of service and compensation.

The asset or liability recognised in the statement of financial position in respect of the defined benefit pension plan is the present value of the defined benefit obligation at the statement of financial position date less the fair value of plan assets, together with adjustments for past service costs. The defined benefit obligation is calculated annually by independent actuaries using the projected unit credit method. The present value of the defined benefit obligation is determined by discounting the estimated future cash outflows using interest rates of high-quality corporate bonds that are denominated in the currency in which the benefits will be paid, and that have terms to maturity approximating the terms of the related pension liability.

Actuarial gains and losses arising from experience adjustments and changes in actuarial assumptions are charged or credited to equity in other comprehensive income in the period in which they arise.

Past-service costs are recognised immediately in the income statement.

For the defined contribution plan, the Group pays contributions to privately administered pension insurance plans on a contractual basis. The Group has no further payment obligations once the contributions have been paid. The contributions are charged to the income statement in the period to which they relate.

#### (ii) Other post-retirement obligations

The Group provides supplementary health, dental and life insurance benefits to qualifying employees upon retirement. The entitlement to these benefits is usually based on the employee remaining in service up to retirement age and the completion of a minimum service period. The expected costs of these benefits are accrued over the period of employment using the same accounting methodology as used for defined benefit pension plans. Actuarial gains and losses arising from experience adjustments and changes in actuarial assumptions are charged or credited to equity in other comprehensive income in the period in which they arise. These obligations are valued annually by independent qualified actuaries.

# Notes to the Financial Statements

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(expressed in Jamaican dollars unless otherwise indicated)

## 2. Summary of Significant Accounting Policies (Continued)

### (o) Employee benefits (continued)

#### (iii) Annual leave

Employee entitlements to annual leave are recognised when they accrue to employees. A provision is made for the estimated liability for annual leave as a result of services rendered by employees up to the year end date.

#### (iv) Share-based compensation

The Group operates an equity-settled, share-based compensation plan.

#### Share options

The fair value of the employee services received in exchange for the grant of the options is recognised as an expense. The total amount to be expensed over the vesting period is determined by reference to the fair value of the options granted, excluding the impact of any non-market vesting conditions (for example, profitability and sales growth targets). Non-market vesting conditions are included in assumptions about the number of options that are expected to become exercisable. At each statement of financial position date, the entity revises its estimates of the number of options that are expected to become exercisable. It recognises the impact of the revision of original estimates, if any, in the income statement, and a corresponding adjustment to over the remaining vesting period. The proceeds received net of any directly attributable transaction costs, plus the fair value of the options are credited to share capital when the options are exercised.

#### Share grants

The market value of the shares issued at grant date is recognised as an expense when granted.

#### Share purchase plan

Employees of the company are also eligible to purchase shares in the company under a share purchase plan.

#### (v) Productivity bonus plan

The Group recognises a liability and an expense for productivity bonuses as profit-sharing, paid to non-executive administrative staff based on a formula that takes into consideration the profit attributable to the company's stockholders. The Group recognises a provision where contractually obliged or where past practice has created a constructive obligation.

#### (vi) Termination benefits

Termination benefits are payable whenever an employee's employment is terminated before the normal retirement date or whenever an employee accepts voluntary redundancy in exchange for these benefits. The Group recognises termination benefits when it is demonstrably committed to either terminate the employment of current employees according to a detailed formal plan without the possibility of withdrawal or to provide termination benefits as a result of an offer made to encourage voluntary separation. Benefits falling due more than twelve months after the year end date are discounted to present value.

## 2. Summary of Significant Accounting Policies (Continued)

### (p) Pension and investment funds

Insurers have issued deposit administration and units linked contracts in which full return of the assets supporting these contracts accrue directly to the contract-holders. As these contracts are not operated under separate legal trusts, they have been consolidated in these financial statements.

The Group manages a number of segregated pension funds, mutual funds and unit trusts. These funds are segregated and investment returns on these accrue directly to the unit-holders. Consequently the assets, liabilities and activity of these funds are not included in these consolidated holding exist, the group consolidates the assets, liabilities and activities of the fund and accounts for any non-controlling interest as a financial liability.

### (q) Share capital

Shares are classified as equity when there is no obligation to transfer cash or other assets.

#### (i) Share issuance cost

Incremental costs directly attributable to the issue of new shares or options are shown in stockholders' equity as a deduction from the proceeds.

#### (ii) Mandatorily redeemable preference shares are classified as liabilities (Note 2(u)).

#### (iii) Dividends on ordinary shares are recognised in stockholders' equity in the period in which they are approved by the company's Board of Directors.

Dividends for the year that are declared after the year end date are dealt with in the subsequent events note.

### (r) Special investment reserve

Unrealised gains on investment properties are recorded in the income statement under IFRS. Regulatory reserve requirements are met through the following:

#### (i) Net unrealised gains brought forward at the beginning of each year are transferred from the special investment reserve to retained earnings at 10%.

#### (ii) Net unrealised gains earned during the year are transferred from retained earnings to the special investment reserve at 90%.

### (s) Transfers to retained earnings

Unrealised gain on quoted equities is recorded in the investment and fair value reserves under IFRS. Regulatory reserve requirements are met by transferring the following:

#### (i) Net unrealised gains brought forward at the beginning of each year are transferred from the investment and fair value reserves to retained earnings at 25%.

#### (ii) Net unrealised gains earned during the year are transferred from the investment and fair value reserves to the retained earnings at 25%.

# Notes to the Financial Statements

31 December 2012

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## 2. Summary of Significant Accounting Policies (Continued)

### (t) Financial Liabilities

During the ordinary course of business, the Group issues investment contracts or otherwise assumes financial liabilities that expose the Group to financial risk. The recognition and measurement of the Group's principal types of financial liabilities are disclosed in 2 (v) and in the following paragraphs.

#### Securities sold for re-purchase

Securities sold under agreements to repurchase are recognised initially at fair value and are subsequently stated at amortised cost. Securities sold for re-purchase are treated as collateralised financing transactions. The difference between the sale and re-purchase price is treated as interest and accrued over the life of the agreements using the effective yield method.

#### Deposit liabilities

Deposits are recognised initially at fair value and are subsequently stated at amortised cost using the effective yield method.

#### Loans and other debts obligations

Loans and other debts obligations are recognised initially at fair value, being their issue proceeds, net of transaction costs incurred. Subsequently, obligations are stated at amortised cost and any difference net proceeds and the redemption value is recognised in the income statement over the period of the loan obligations using the effective yield method.

Obligations undertaken for the purposes of financing operations and capital support are classified as noted or loans payable and associated cost classified as finance costs. Loan obligations undertaken for the purposes of providing funds for on-lending, leasing or portfolio investments are classified as deposit and security liabilities and the associated cost is included in interest expense.

Preference shares, which are mandatorily redeemable on a specific date, are classified as liabilities. The dividends on these preference shares are recognised in the income statement as interest expense.

#### Structured products

Structured products are recognised initially at the nominal amount when funds are received. Derivatives are separately accounted for at fair value through profit or loss (Note 2(dd)). The non-derivative elements are stated at amortised cost using the effective interest method.

### (u) Insurance and investment contracts

#### (i) Classification

The Group issues policy contracts that transfer insurance risk and/or financial risk from the policyholder.

The Group defines insurance risk as an insured event that could cause an insurer to pay significant additional benefits in a scenario that has a discernable effect on the economics of the transaction.

Insurance contracts transfer insurance risk and may also transfer financial risk. Once a contract has been classified as an insurance contract, it remains an insurance contract for its duration, even if the insurance risk reduces significantly over time. Investment contracts transfer financial risk and no significant insurance risk. Financial risk includes credit risk, liquidity risk and market risk.

A reinsurance contract is an insurance contract in which an insurance entity cedes assumed risks to another insurance entity.

## 2. Summary of Significant Accounting Policies (Continued)

### (u) Insurance and investment contracts (continued)

#### (ii) Recognition and measurement (continued)

Insurance contracts and investment contracts issued by the Group are summarised below:

##### (1.1) Short-term insurance contracts

These contracts are casualty, property and short-duration life and health insurance contracts.

Casualty insurance contracts protect the Group's customers against the risk of causing harm to third parties as a result of their legitimate activities. Damages covered include both contractual and non-contractual events. The typical protection offered is designed for employers who become legally liable to pay compensation to injured employees (employers' liability) and for individual and business customers who become liable to pay compensation to a third party for bodily harm or property damage (public liability).

Property insurance contracts mainly compensate the Group's customers for damage suffered to their properties or for the value of property lost. Customers who undertake commercial activities on their premises could also receive compensation for loss of earnings caused by the inability to use the insured properties in their business activities (business interruption cover).

Short duration life and health insurance contracts protect the Group's customers from the consequences of events (such as sickness, death and disability) that would affect the ability of the customer or his/her dependents to maintain their current level of income. Guaranteed benefits paid on occurrence of the specified insurance event are either fixed or linked to the extent of economic loss suffered by the policyholder. There are no maturity or surrender benefits.

For most of these contracts, premiums are recognised as revenue (earned premiums) proportionally over the period of coverage. The portion of premium received on in-force contracts that relates to unexpired risks at the year end date is reported as the unearned premium liability. Premiums are shown before deduction of commission.

Claims and loss adjustment expenses are charged to income as incurred based on the estimated liability for compensation owed to contract holders. They include claims settlement costs and arise from events that have occurred up to the year end date even if they have not yet been reported to the Group. Significant delays may be experienced in the notification and settlement of certain types of claims, particularly in respect of liability business, the ultimate cost of which cannot be known with certainty at the year end date. Provision for certain claims is therefore discounted using rates having regard to the returns generated by the assets supporting the liabilities. Liabilities for unpaid claims are estimated using case reserves, statistical analyses for the claims incurred but not reported and a provision for unallocated loss adjustment expenses.

##### (1.2) Long-term traditional insurance contracts -

These contracts are traditional participating and non-participating policies. The Group's participating policies do not have a discretionary participation feature (1.3) as the amount of additional benefits is not paid at the discretion of the Group.

## 2. Summary of Significant Accounting Policies (Continued)

### (u) Insurance and investment contracts (continued)

#### (ii) Recognition and measurement (continued)

##### (1.2) Long-term traditional insurance contract (continued)

The policy reserves have been calculated using the Policy Premium Method (PPM) of valuation. Under this method, explicit allowance is made for all future benefits and expenses under the policies and expected earned investment income. The premiums, benefits and expenses for each policy are projected and the resultant future cash flows are discounted back to the valuation date to determine the reserves.

The process of calculating policy reserves necessarily involves the use of estimates concerning such factors as mortality and morbidity rates, persistency rates, future investment yields and future expense levels. Consequently, these liabilities include reasonable provisions for adverse deviations from the estimates.

An actuarial valuation is prepared at least annually. Changes in the policyholders' liabilities are recorded in the income statement.

Maturities and annuities are accounted for when due.

Death and disability claims and surrenders are recognised in the financial statements in the year in which they have been notified.

These contracts insure events associated with human life (for example death, or survival) over a long duration. Premiums are recognised as revenue when they become payable by the contract holder. Premiums are shown before deduction of commission.

Benefits are recorded as an expense when they are incurred.

##### (1.3) Long-term insurance contracts without fixed terms and without discretionary participation features (DPF) –

A DPF is a contractual right to receive, as a supplement to the guaranteed benefit, additional benefits:

- That are likely to be a significant portion of the total contractual benefits;
- Whose amount or timing is contractually at the discretion of the issuer; and
- That are contractually based on:
  - The performance of a specified pool of contracts or specified type of contract; and
  - Realised and/or unrealised investment returns on a specified pool of assets held by the issuer; or
  - The profit or loss of the company, fund or other entity that issues the contract.

These contracts include interest-sensitive and unit-linked universal life type policies which are classified as insurance liabilities.

## 2. Summary of Significant Accounting Policies (Continued)

### (u) Insurance and investment contracts (continued)

#### (ii) Recognition and measurement (continued)

##### (1.3) Long-term traditional insurance contract without fixed terms and with discretionary participation features (DPF) (continued)

A unit-linked insurance contract is an insurance contract with an embedded derivative linking payments on the contract to units of an internal investment fund set up by the Group with the consideration received from the contract holders. This embedded derivative meets the definition of an insurance contract and is not therefore accounted for separately from the host insurance contract. The liability for such contracts is adjusted for all changes in the fair value of the underlying assets.

Revenue consists of fees deducted for mortality, policy administration and surrender charges. Interest or changes in the unit prices credited to the account balances and excess benefit claims in excess of the account balances incurred during the period are charged as expenses in the income statement.

Investment contracts without discretionary participatory feature (DPF) –

The Group issues investment contracts without fixed terms and DPFs because these contracts do not satisfy the requirements that the amount or timing of additional benefits is contractually at the discretion of the Group.

Investment contracts without fixed terms are financial liabilities whose fair value is dependent on the fair value of underlying financial assets and are designated at inception at fair value through the profit or loss.

Valuation techniques are used to establish the fair value at inception and each reporting date.

##### (1.4) Investment contracts without discretionary participatory feature (DPF)

The Group's main valuation techniques incorporate all factors that market participants would consider and are based on observable market data. The fair value of a unit-linked financial liability is determined using the current unit values that reflect the fair values of the financial assets contained within the Group's unitised investments funds linked to the financial liability, multiplied by the number of units attributed to the contract holder at the year end date.

If the investment contract is subject to a put or surrender option, the fair value of the financial liability is never less than the amount payable on surrender, discounted for the required notice period where applicable.

#### (iii) Amounts on deposit and deposit administration funds

These funds are managed by the company but are not legally separated from the general operations. The assets and liabilities of these funds are included in these financial statements. The company earns administration and investment fees on the management of these funds.

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## 2. Summary of Significant Accounting Policies (Continued)

### (u) Insurance and investment contracts (continued)

- (iv) **Liability adequacy test**  
At each year end date, liability adequacy tests are performed to ensure the adequacy of the contract liabilities, using current estimates of the related expected future cash flows. If a test indicates that the carrying value of insurance contract liabilities is inadequate, then the liabilities are adjusted to correct the deficiency. The deficiency is included in the income statement under benefits.

- (v) **Reinsurance contracts held**  
Contracts entered into by the Group with reinsurers under which the Group is compensated for losses on one or more contracts issued by the Group and that meet the classification requirements for insurance contracts are classified as reinsurance contracts held. Contracts that do not meet these classification requirements are classified as financial assets. Insurance contracts entered into by the Group under which the contract holder is another insurer (inwards reinsurance) are included with insurance contracts.

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

The Group assesses its reinsurance assets for impairment on a quarterly basis. If there is objective evidence that the reinsurance asset is impaired, the Group reduces the carrying amount of the reinsurance asset to its recoverable amount and recognises that impairment loss in the income statement. The Group gathers the objective evidence that a reinsurance asset is impaired using the same process adopted for financial assets held at amortised cost. The impairment loss is also calculated following the same method used for these financial assets.

Actuarial liabilities arising from reinsurance are included as an insurance contract liability.

- (vi) **Receivables and payables related to insurance contracts and investment contracts**  
Receivables and payables are recognised when due. These include amounts due to and from agents, brokers and insurance contract holders.

If there is objective evidence that the insurance receivable is impaired, the Group reduces the carrying amount of the insurance receivable accordingly and recognises that impairment loss in the income statement. The Group gathers the objective evidence that the insurance receivable is impaired using the same process adopted for loans and receivables. The impairment loss is also calculated under the same method used for these financial assets.

## 2. Summary of Significant Accounting Policies (Continued)

- (v) **Provisions**  
Provisions are recognised when the Group has a present legal or constructive obligation as a result of past events, if it is probable that an outflow of resources will be required to settle the obligation, and a reliable estimate of the amount can be made.

Provisions are measured at the present value of the expenditures expected to be required to settle the obligation using a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the obligation. The increase in the provision due to passage of time is recognised as interest expense.

### (w) Revenue recognition

- (i) **Premium income**  
Gross premiums for traditional life and health insurance contracts are recognised as revenue when due. Revenue for universal life products and annuity contributions are recognised when received. When premiums are recognised, the related actuarial liabilities are computed, resulting in benefits and expenses being matched with revenue.

Property and casualty insurance premiums are recognised on a pro-rated basis over the period of the respective policies. Unearned premiums are the proportion of net premiums written in the current year which relate to cover provided in the following year.

Where collection of premium is considered doubtful, or payment is outstanding for more than 90 days, the insurance regulations stipulate that the outstanding premium should be provided for in full. IFRS requires that when premiums become doubtful of collection, they are written down to their recoverable amounts and thereafter recognised based on the rate of interest that was used to discount the future cash flows for the purpose of measuring the recoverable amount.

- (ii) **Fee income**  
Fees consist primarily of investment management fees arising from services rendered in conjunction with the issue and management of investment contracts where the Group actively manages the consideration received from its customers to fund a return that is based on the investment profile that the customer selected on origination of the instrument. Fee income is recognised on an accrual basis. Loan origination fees for loans which are likely to be drawn down are deferred, together with related direct costs, and recognised as an adjustment to the effective yield on the loan. Fees and commissions arising from negotiating or participating in the negotiation of a transaction for a third party are recognised on completion of the underlying transaction.

The Group charges customers for asset management and other related services using the following approaches:

- Front-end fees are charged to the client on inception. This approach is used particularly for single premium contracts. The consideration received is deferred as a liability and recognised over the life of the contract on a straight-line basis.
- Regular fees charged to the customer periodically either directly or by making a deduction from invested funds. Fees charged at the end of the period are accrued as a receivable that is offset against the financial liability when charged to the customer.

# Notes to the Financial Statements

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## 2. Summary of Significant Accounting Policies (Continued)

### (w) Revenue recognition (continued)

#### (iii) Interest income

Interest income is recognised in the income statement for all interest bearing instruments on an accrual basis using the effective yield method based on the actual purchase price. Interest income includes coupons earned on fixed income investments and accrued discount or premium on treasury bills and other discounted instruments. When loans become doubtful of collection, they are written down to their recoverable amounts and interest income is thereafter recognised based on the rate of interest that was used to discount the future cash flows for the purpose of measuring the recoverable amount.

Jamaican banking regulations stipulate that, where collection of interest income is considered doubtful or payment is outstanding for 90 days or more, interest should be taken into account on the cash basis. IFRS require that when loans become doubtful of collection, they are written down to their recoverable amounts and interest income is thereafter recognised based on the rate of interest that was used to discount the future cash flows for the purpose of measuring the recoverable amount. The difference between the regulatory and IFRS bases of interest recognition was assessed to be immaterial.

### (x) Interest expense

Interest expense is recognised in the income statement on an accrual basis using the effective yield method.

Amounts paid under contracts with principally financial risk are recorded directly to the statement of financial position as an adjustment. The interest credited to these funds is recorded as an interest expense.

### (y) Commissions

Commissions are expensed over the policy year on the same basis as earned premiums.

### (z) Taxation

#### (i) Current and deferred taxes

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

The current income tax charge is calculated on the basis of the tax laws enacted or substantively enacted at the statement of financial position date. Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax regulation is subject to interpretation. It establishes provisions where appropriate on the basis of amounts expected to be paid to the tax authorities.

Deferred income tax is recognised, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the consolidated financial statements. Deferred income tax is determined using tax rates (and laws) that have been enacted or substantially enacted by the statement of financial position date and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled.

Deferred tax assets are recognised to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

## 2. Summary of Significant Accounting Policies (Continued)

### (z) Taxation (continued)

#### (i) Current and deferred taxes (continued)

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income taxes assets and liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities where there is an intention to settle the balances on a net basis.

#### (ii) Premium taxes

Insurers in Jamaica are subject to tax at a rate of 3% on premium revenues generated.

### (aa) Fiduciary activities

The Group acts as trustees and in other fiduciary capacities that result in the holding or placing of assets on behalf of individuals, trusts, retirement benefit plans and other institutions. These assets and income arising thereon are excluded from these financial statements, as they are not assets of the Group.

### (bb) Financial instruments

Financial instruments carried on the statement of financial position include cash resources, investments, securities purchased under resale agreements, loans & leases, other assets, securities sold under repurchase agreements, due to banks and other financial institutions, customer deposits and other liabilities.

The fair values of the Group's and the company's financial instruments are discussed in Note 47.

### (cc) Derivative financial instruments and hedging activities

Derivatives are financial instruments that derive their value from the price of underlying items such as equities, bonds, interest rates, foreign exchange, credit spreads, commodities or other indices. Derivatives enable users to increase, reduce or alter exposure to credit or market risk. The Group transacts derivatives for three primary purposes: to create risk management solutions for customers, for proprietary trading purposes, and to manage its own exposure to credit and market risk.

Derivative financial instruments are initially recognised at fair value on the date a derivative contract is entered into, and subsequently are re-measured at their fair value at each statement of financial position. The method of recognising the resulting gain or loss depends on whether the derivative is designated as a hedging instrument, and if so, the nature of the item being hedged. The Group designates its interest rate.

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 2. Summary of Significant Accounting Policies (Continued)

### (cc) Derivative financial instruments and hedging activities (continued)

swap as a cash flow hedge. Fair values are obtained from quoted market prices, discounted cash flow models and option pricing models as appropriate.

The Group documents at the inception of the transaction the relationship between hedging instruments and hedged items, as well as risk management objectives and strategy for undertaking various hedging transactions. The Group also documents its assessment, both at hedge inception and on an ongoing basis, of whether the derivatives that are used in hedging transactions are highly effective in offsetting changes in fair values or cash flows of hedged items.

For cash flow hedges, gains and losses relating to the effective portion of changes in the fair value of derivatives are initially recognised in stockholders' equity, in the fair value reserve, and are transferred to the income statement when the forecast cash flows affect the income statement. The gain or loss relating to the ineffective portion is recognised immediately in the income statement.

Amounts accumulated in stockholders' equity are recycled to the income statement in the periods when the hedged item affects profit or loss. They are recorded in the revenue or expense lines in which associated with the related hedged item is reported.

When a hedging instrument expires or is sold, or when a hedge no longer meets the criteria for hedge accounting, any cumulative gain or loss existing in stockholders' equity at that time remains in stockholders' equity and is recognised when the forecast transaction is ultimately recognised in the income statement. When a forecast transaction is no longer expected to occur, the cumulative gain or loss that was reported in stockholders' equity is immediately transferred to the income statement within net trading income'.

## 3. Critical Accounting Estimates, and Judgements in Applying Accounting Policies

The Group makes estimates and assumptions that affect the reported amounts of assets and liabilities within the next financial year. Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

### (a) Critical judgements in applying the Group's accounting policies

#### (i) Determination of the fair value of subsidiary

In the process of applying the Group's accounting policies, management has made significant judgements regarding the amounts recognised in the financial statements in respect of the fair value of investment in its quoted subsidiary, Sagicor Investments Jamaica Limited, as disclosed in Note 2.

#### (ii) Adoption of IFRS 10, 'Consolidation of financial statements'

Management assessments were done for the Sagicor Real Estate X Fund, Sagicor Pooled Investment Fund and Sagicor Sigma Funds to ensure that changes made to IFRS 10 were properly implemented in accordance with the standard. A number of significant judgements were used regarding whether or not these entities had met the requirements to be consolidated within the financial statements of the Group and are highlighted below:

- Sagicor Real Estate X Fund and Sagicor Pooled Investment Fund

It was noted that IFRS 10 does not establish bright lines as to what level of exposure definitely result in control and the assessment should be based on relevant facts and circumstances. Determining whether a fund manager has control over the fund they manage, therefore, involves significant judgement. Management consider that the Group does not have control of Sagicor Real Estate X Fund and Sagicor Pooled Investment Fund. Although the Group contractual terms provide the Group with power over Sagicor Real Estate X Fund and Sagicor Pooled Investment Fund Funds, the overall exposure of the Group to the variability of returns of is not sufficient to conclude that the Group has control. Therefore, the Sagicor Real Estate X Fund and Sagicor Pooled Investment Fund have not consolidated in these financial statements

- Sagicor Sigma Funds

Under IFRS 10.B65, the single party substantive removal rights may in isolation be sufficient to conclude that the fund manager is an agent. We note that the language in the Trust Deed is not specific on causes for which the manager can be removed. "Good and sufficient reason" envisages by the Trust Deed may include negligence, poor financial performance and other reasons. However, the Deed also provides for appeal right for the manager. This appeal right and the requirement that the removal of the manager must be withheld by the independent party may limit the Trustee's freedom of removing the manager without good grounds for this. Under these circumstances, drawing a conclusion whether the removal rights of the Trustee are substantive rights requires significant judgement. Management consider that the Group does not have control of Sagicor Sigma Funds. Although the Group contractual terms provide the Group with power over Sagicor Sigma Funds, the overall exposure of the Group to the variability of returns of Sagicor Sigma Funds is not sufficient to conclude that the Group has control. Therefore, the Sagicor Sigma Funds has not consolidated in these financial statements.

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 3. Critical Accounting Estimates, and Judgements in Applying Accounting Policies (Continued)

### (b) Key sources of estimation uncertainty

The Group makes estimates and assumptions that affect the reported assets and liabilities within the next financial year. The resulting accounting estimates will, by definition, seldom equal the related actual results. Areas of key sources of estimation uncertainty include the following:

#### (i) Insurance

##### • The ultimate liability arising from claims made under insurance contracts

There are several sources of uncertainty that need to be considered in the estimate of the liability that the Group will ultimately pay for such claims.

The determination of the liabilities under long-term insurance contracts is dependent on estimates made by the Group. Estimates are made as to the expected number of deaths for each of the years in which the Group is exposed to risk. The Group bases these estimates on standard industry mortality tables that reflect recent historical mortality experience, adjusted where appropriate to reflect the Group's own experience. For contracts that insure the risk of longevity, appropriate but not excessively prudent allowance is made for expected mortality improvements. The estimated number of deaths determines the value of the benefit payments and the value of the valuation premiums. The main source of uncertainty is that epidemics and wide-ranging lifestyle changes, such as in eating, smoking and exercise habits, could result in future mortality being significantly worse than in the past for the age groups in which the Group has significant exposure to mortality risk. However, continuing improvements in medical care and social conditions could result in improvements in longevity in excess of those allowed for in the estimates used to determine the liability for contracts where the Group is exposed for longevity risk.

Were the numbers of death in future years to increase per year by 3% for five years from management's estimate, the liability would increase by \$2,742,223,000 (2012 - \$2,505,069,000).

For contracts without fixed terms, it is assumed that the Group will be able to increase mortality risk charges in future years in line with emerging mortality experience.

Estimates are also made as to future investment income arising from the assets backing long-term insurance contracts. These estimates are based on current market returns as well as expectations about future economic and financial developments. Where the average future investment returns decrease by 0.5% for ten years from management's estimates, the insurance liability would increase by \$12,396,143,000 (2012 - \$11,134,082,000).

For long term insurance contracts, estimates of future deaths, voluntary terminations, investment returns and administration expenses are made and form the assumptions used for calculating the liabilities during the life of the contract. A margin for adverse deviation is added to these assumptions.

Where the actual lapse experience differs by 200% or by 50% of expected lapse experience the liability would increase by \$4,549,411,000 (2012 - \$4,180,217,000).

## 3. Critical Accounting Estimates, and Judgements in Applying Accounting Policies (Continued)

### (b) Key sources of estimation uncertainty (continued)

#### (ii) Pension and post-retirement benefits

The cost of these benefits and the present value of the pension and the other post-retirement liabilities depend on a number of factors that are determined on an actuarial basis using a number of assumptions. The assumptions used in determining the net cost (income) for pension and post-retirement benefits include the expected long-term rate of return on the relevant plan assets, the discount rate and, in the case of the post-employment medical benefits, the expected rate of increase in medical costs. Any changes in these assumptions will impact the net periodic cost (income) recorded for pension and post-retirement benefits and may affect planned funding of the pension plans. The expected return on plan assets assumption is determined on a uniform basis, considering long-term historical returns, asset allocation and future estimates of long-term investments returns. The discount rate represents the interest rate that should be used to determine the present value of estimated future cash outflows required to meet the pension, life insurance and medical benefits as they fall due. The discount rate is based on yields on long term Government of Jamaica and CARICOM bonds. The expected rate of increase of medical costs is based on expected increases in utilisation and general increases in medical expenses above expected price inflation. Other key assumptions for the pension and post retirement benefits cost and credits are based in part on current market conditions.

#### (iii) Estimated impairment of intangible assets

##### Goodwill

The assessment of goodwill impairment involves the determination of the fair value of the cash-generating units to which the goodwill has been allocated. Determination of fair value involves the estimation of future net income of these business units and the expected returns to providers of capital to the business units and the Group as a whole.

##### Other intangible assets

The assessment of impairment of other intangible assets involves the determination of the intangible asset's fair value or value in use. In the absence of an active market for an intangible, its fair value may need to be estimated. In determining an intangible asset's value in use, estimates are required of future cash flows generated because of the assets.

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 3. Critical Accounting Estimates, and Judgements in Applying Accounting Policies (Continued)

### (b) Key sources of estimation uncertainty (continued)

#### (iv) Fair value of securities and investment in subsidiaries not quoted in an active market

The fair value of securities and subsidiaries not quoted in an active market may be determined using reputable pricing sources (such as pricing agencies), indicative prices from bond/debt market makers or other valuation techniques. Broker quotes as obtained from the pricing sources may be indicative and not executable or binding. The Group exercises judgement and estimates on the quantity and quality of pricing sources used. Where no market data is available, the Group may value positions using its own models, which are usually based on valuation methods and techniques generally recognised as standard within the industry. The inputs into these models are primarily discounted cash flows. The models used to determine fair values are periodically reviewed by experienced personnel. The models used for debt securities are based on net present value of estimated future cash flows, adjusted as appropriate for liquidity, and credit and market risk factors.

#### (v) Income taxes

Estimates are required in determining the provision for income taxes. There are some transactions and calculations for which the ultimate tax determination is uncertain during the ordinary course of business. The Group recognises liabilities for possible tax issues based on estimates of whether additional taxes will be due. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will impact the income tax and deferred tax provisions in the period in which such determination is made.

## 4. Restatement of Comparative Financial Information

Certain comparative figures have been restated due to the adoption of the following interpretations and amendments:

- (j) Amalgamating of the results of segregated fund in the accounting records of Sagicor Life Jamaica Limited and Sagicor Life of the Cayman Islands on a line-by-line basis through-out the Statement of Financial Position and the Income Statement.

Segregated funds are unitized funds that are fully segregated from the companies' accounting records but are not separate entities. Since the segregated funds are not deemed separate entities, consolidated was not relevant. Instead, the Funds' assets and liabilities are assets and liabilities of Sagicor Life Jamaica Limited and Sagicor Limited of the Cayman Islands and should be included their financial statements as their assets and liabilities. Previously, the total assets and liabilities of the segregated funds were being disclosed as separate line items on the face of the Statement of Financial Position. The income and expenses of the segregated funds were excluded from the companies' income statements. The policyholders' share all rewards and risks of the performance of the segregated funds.

- (ii) Joint ventures accounted for using the equity method

The Group has joint control over Sagicor Costa Rica Limited by virtue of its 50% share in the equity shares of the company and the requirement for unanimous consent by all parties over decisions related to the relevant activities of the arrangement. The investment has been classified as a joint venture under IFRS 11 and therefore the equity method of accounting has been used in the consolidated financial statements. Prior to the adoption of IFRS 11, the Group's interest in Sagicor Costa Rica Limited was proportionately consolidated. The Group recognised its investment in the joint venture at the beginning of the earliest period presented (1 January 2012), as the total of the carrying amounts of the assets and liabilities previously proportionately consolidated by the Group. This is the deemed cost of the Group's investment in the joint venture for applying equity accounting.

- (iii) Adoption of IAS 19 (revised 2011)

The revised employee benefit standard introduces changes to the recognition, measurement, presentation and disclosure of post-employment benefits. The main changes include:

- All actuarial gains and losses must be recognised immediately in Other Comprehensive Income and excluded permanently from the profit and loss as the other methods including "corridor" has been withdrawn,
- Expected returns on plan assets will no longer be recognised in profit or loss. Expected returns are replaced by recording interest income in profit or loss, which is calculated using the discount rate used to measure the pension obligation.
- Net interest expenses/income calculation will be based on net deficit or net surplus in the plan, this tends to increase pension expense recognised in the income statement, and
- Unvested Expected returns are replaced by recording interest income in profit or loss, which is calculated using the discount rate used to measure the pension obligation.

The revised standard also resulted in the immediate and full recognition of actuarial gains and losses in other comprehensive income. The adoption of the standard also resulted in a revision to amounts recorded as deferred tax asset or liabilities.

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 4. Restatement of Comparative Financial Information (Continued)

The effects of the changes to the accounting policies are shown in the following tables.

### Impact of change in accounting policy on consolidated balance sheet

	The Group			The Group		
	2012			2011		
	As previously stated	Effect of Restatement	Restated	As previously stated	Effect of Restatement	Restated
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
Cash resources	4,745,237	(501,409)	4,243,828	2,880,173	19,842	2,900,015
Cash resources at Bank of Jamaica	735,494	-	735,494	519,732	-	519,732
Financial Investments	125,599,705	9,594,540	135,194,245	115,764,963	8,704,939	124,469,902
Derivative financial instruments	4,253,104	-	4,253,104	839,420	-	839,420
Loans & leases, after allowance for credit losses	9,391,290	-	9,391,290	9,259,647	-	9,259,647
Pledged assets	3,943,434	-	3,943,434	7,831,016	-	7,831,016
Investment properties	627,731	1,773,095	2,400,826	792,452	1,746,891	2,539,343
Investment in joint venture	-	544,115	544,115	-	-	-
Investment in associated companies	2,725	-	2,725	2,725	-	2,725
Intangible assets	4,165,089	(354)	4,164,735	4,314,637	-	4,314,637
Property, plant and equipment	1,687,846	(3,767)	1,684,079	1,535,046	-	1,535,046
Reinsurance contracts	239,079	-	239,079	240,222	-	240,222
Retirement benefit assets	220,211	(184,482)	35,729	212,955	(113,493)	99,462
Deferred income taxes	19,133	-	19,133	158,723	-	158,723
Taxation recoverable	2,566,172	113,509	2,679,681	1,752,734	114,560	1,867,294
Other assets	4,721,201	279,218	5,000,419	3,378,692	416,582	3,795,274
Segregated funds' assets	12,096,859	(12,096,859)	-	11,615,396	(11,615,396)	-
<b>TOTAL ASSETS</b>	<b>175,014,310</b>	<b>(482,394)</b>	<b>174,531,916</b>	<b>161,098,533</b>	<b>(726,075)</b>	<b>160,372,458</b>

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 4. Restatement of Comparative Financial Information (Continued)

### Impact of change in accounting policy on consolidated balance sheet (continued)

	The Group			The Group		
	2012			2011		
	As previously stated \$'000	Effect of Restatement \$'000	Restated \$'000	As previously stated \$'000	Effect of Restatement \$'000	Restated \$'000
<b>STOCKHOLDERS' EQUITY AND LIABILITIES:</b>						
<b>Stockholders' Equity Attributable</b>						
<b>Stockholders' of the Company</b>						
Share capital	7,854,938	-	7,854,938	7,854,938	-	7,854,938
Reserves	5,533,916	200,370	5,734,286	4,459,464	3,951	4,463,415
Retained earnings	19,255,396	10,935	19,266,331	15,975,564	116,697	16,092,261
	32,644,250	211,305	32,855,555	28,289,966	120,648	28,410,614
<b>Non-controlling Interests</b>	1,756,647	2,632	1,759,279	1,763,242	-	1,763,242
<b>Total Equity</b>	34,400,897	213,937	34,614,834	30,053,208	120,648	30,173,856
<b>Liabilities</b>						
Deposit and security liabilities	78,321,142	(275,984)	78,045,158	76,232,905	(466,622)	75,766,283
Derivative financial instruments	4,310,566	-	4,310,566	700,600	-	700,600
Taxation payable	316,418	20,453	336,871	333,059	78,437	411,496
Deferred income taxes	324,942	32,784	357,726	734,057	49,565	783,622
Retirement benefit obligations	1,023,769	(13,571)	1,010,198	851,073	(45,708)	805,365
Other liabilities	3,349,026	(26,874)	3,322,152	4,277,041	(77,719)	4,199,322
<b>Policyholders' Funds</b>						
Segregated funds	12,096,859	(12,096,859)	-	11,615,396	(11,615,396)	-
Insurance contracts liabilities	27,659,725	11,663,720	39,323,445	23,642,467	11,230,720	34,873,187
Investment contracts liabilities	10,796,857	-	10,796,857	10,353,016	-	10,353,016
Other policy liabilities	2,414,109	-	2,414,109	2,305,711	-	2,305,711
<b>Total Liabilities</b>	140,613,413	(696,331)	139,917,082	131,045,325	(846,723)	130,198,602
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>175,014,310</b>	<b>(482,394)</b>	<b>174,531,916</b>	<b>161,098,533</b>	<b>(726,075)</b>	<b>160,372,458</b>

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 4. Restatement of Comparative Financial Information (Continued)

### Impact of change in accounting policy on consolidated income statement

	The Group			The Group		
	2012			2011		
	As previously stated	Effect of Restatement	Restated	As previously stated	Effect of Restatement	Restated
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
<b>Revenue:</b>						
Gross premium revenue	20,330,670	3,430,629	23,761,299	19,366,613	2,896,519	22,263,132
Insurance premium ceded to reinsurers	(800,466)	-	(800,466)	(601,202)	-	(601,202)
Net premium revenue	19,530,204	3,430,629	22,960,833	18,765,411	2,896,519	21,661,930
Net investment income	8,665,470	863,909	9,529,379	7,591,930	1,775,567	9,367,497
Fee and other income	3,279,585	(262,406)	3,017,179	2,312,544	(234,261)	2,078,283
Total revenue	<b>31,475,259</b>	<b>4,032,132</b>	<b>35,507,391</b>	<b>28,669,885</b>	<b>4,437,825</b>	<b>33,107,710</b>
<b>Benefits:</b>						
Insurance benefits incurred	10,506,369	2,731,250	13,237,619	9,195,927	2,408,990	11,604,917
Insurance benefits reinsured	(146,048)	-	(146,048)	(143,876)	-	(143,876)
Net insurance benefits	10,360,321	2,731,250	13,091,571	9,052,051	2,408,990	11,461,041
Net movement in actuarial liabilities	3,403,028	1,272,780	4,675,808	3,263,976	1,793,669	5,057,645
	<b>13,763,349</b>	<b>4,004,030</b>	<b>17,767,379</b>	<b>12,316,027</b>	<b>4,202,659</b>	<b>16,518,686</b>
<b>Expenses:</b>						
Finance costs	8,255	-	8,255	36,132	-	36,132
Administration expenses	6,631,117	(68,876)	6,562,241	5,973,677	(74,330)	5,899,347
Commission and sales expenses	3,186,483	-	3,186,483	2,897,686	-	2,897,686
Depreciation	215,024	(111)	214,913	192,939	-	192,939
Amortisation of intangible assets	269,131	(33)	269,098	271,134	(5)	271,129
Premium and other taxes	551,052	20,454	571,506	343,614	-	343,614
	<b>10,861,062</b>	<b>(48,566)</b>	<b>10,812,496</b>	<b>9,715,182</b>	<b>(74,335)</b>	<b>9,640,847</b>

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 4. Restatement of Comparative Financial Information (Continued)

### Impact of change in accounting policy on consolidated income statement (continued)

	The Group			The Group		
	2012			2011		
	As previously stated \$'000	Effect of Restatement \$'000	Restated \$'000	As previously stated \$'000	Effect of Restatement \$'000	Restated \$'000
<b>Income from operating activities</b>	-	10,767	10,767	-	-	-
Share of income of fair value in joint venture						
<b>Profit before Taxation</b>	<b>6,850,848</b>	<b>87,435</b>	<b>6,916,749</b>	<b>6,638,676</b>	<b>309,501</b>	<b>6,948,177</b>
Taxation	(863,230)	10,767	(855,217)	(884,209)	(232,601)	(1,116,810)
<b>NET PROFIT</b>	<b>5,987,618</b>	<b>98,202</b>	<b>6,061,532</b>	<b>5,754,467</b>	<b>76,900</b>	<b>5,831,367</b>
<b>Attributable to:</b>						
Stockholders of the parent company	5,790,660	98,202	5,864,574	5,522,830	76,900	5,599,730
Non-controlling interests	196,958	-	196,958	231,637	-	231,637
	<b>5,987,618</b>	<b>98,202</b>	<b>6,061,532</b>	<b>5,754,467</b>	<b>76,900</b>	<b>5,831,367</b>
<b>Earning per stock unit for profit attributable to the stockholders of the company during the year:</b>						
Basic and fully diluted	1.54	0.02	1.56	1.47	-	1.47

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 4. Restatement of Comparative Financial Information (Continued)

### Impact of change in accounting policy on consolidated statement of comprehensive income

	The Group			The Group		
	2012			2011		
	As previously stated \$'000	Effect of Restatement \$'000	Restated \$'000	As previously stated \$'000	Effect of Restatement \$'000	Restated \$'000
<b>Net profit for the year</b>	<b>5,987,618</b>	<b>73,914</b>	<b>6,061,532</b>	<b>5,754,467</b>	<b>-</b>	<b>5,754,467</b>
<b>Other comprehensive income:</b>						
<b>Items that may be subsequently reclassified to profit or loss</b>						
Available-to-sale investments						
Unrealised gains on available-for-sale investment	890,196	(38,220)	851,976	890,979	-	890,979
Gains reclassified and reported in profit	(768,714)	38,220	(730,494)	(843,616)	-	(843,616)
Cash flow hedge:						
Gains reclassified and reported in profit	(38,220)	-	(38,220)	(7,762)	-	(7,762)
Retranslation of foreign operations	551,579	196,415	747,994	10,637	-	10,637
<b>Items that will not be classified to profit or loss</b>						
Owner-occupied properties:						
Unrealised (losses)/gains on owner-occupied properties	(56,368)	-	(56,368)	1,980	-	1,980
Re-measurements of retirement benefits obligations	-	(177,044)	(177,044)			
Total other income recognized directly in stockholders' equity, net of taxes	578,473	19,371	597,844	52,218	-	52,218
<b>Total Comprehensive Income</b>	<b>6,566,091</b>	<b>93,285</b>	<b>6,659,376</b>	<b>5,806,685</b>	<b>-</b>	<b>5,806,685</b>
<b>Total Comprehensive Income attributable to:</b>						
Stockholders of the parent company	6,468,107	90,653	6,558,760	5,541,168	-	5,541,168
Non-controlling interests	97,984	2,632	100,616	265,517	-	265,517
	<u>6,566,091</u>	<u>93,285</u>	<u>6,659,376</u>	<u>5,806,685</u>	<u>-</u>	<u>5,806,685</u>

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 4. Restatement of Comparative Financial Information (Continued)

### Impact of change in accounting policy on consolidated statement of changes in equity

	The Group			The Group		
	2012			2011		
	As previously stated \$'000	Effect of Restatement \$'000	Restated \$'000	As previously stated \$'000	Effect of Restatement \$'000	Restated \$'000
<b>Net profit for the year</b>	<b>5,987,618</b>	<b>73,914</b>	<b>6,061,532</b>	<b>5,754,467</b>	<b>-</b>	<b>5,754,467</b>
<b>Other comprehensive income:</b>						
<b>Items that may be subsequently reclassified to profit or loss</b>						
Available-to-sale investments						
Unrealised gains on available-for-sale investment	890,196	(38,220)	851,976	890,979	-	890,979
Gains reclassified and reported in profit	(768,714)	38,220	(730,494)	(843,616)	-	(843,616)
Cash flow hedge:						
Gains reclassified and reported in profit	(38,220)	-	(38,220)	(7,762)	-	(7,762)
Retranslation of foreign operations	551,579	196,415	747,994	10,637	-	10,637
<b>Items that will not be classified to profit or loss</b>						
Owner-occupied properties:						
Unrealised (losses)/gains on owner-occupied properties	(56,368)	-	(56,368)	1,980	-	1,980
Re-measurements of retirement benefits obligations	-	(177,044)	(177,044)			
Total other income recognized directly in stockholders' equity, net of taxes	578,473	19,371	597,844	52,218	-	52,218
<b>Total Comprehensive Income</b>	<b>6,566,091</b>	<b>93,285</b>	<b>6,659,376</b>	<b>5,806,685</b>	<b>-</b>	<b>5,806,685</b>
<b>Total Comprehensive Income attributable to:</b>						
Stockholders of the parent company	6,468,107	90,653	6,558,760	5,541,168	-	5,541,168
Non-controlling interests	97,984	2,632	100,616	265,517	-	265,517
	<u>6,566,091</u>	<u>93,285</u>	<u>6,659,376</u>	<u>5,806,685</u>	<u>-</u>	<u>5,806,685</u>

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 4. Restatement of Comparative Financial Information (Continued)

### Impact of change in accounting policy on statement of cash flows

	The Group		
	2012		
	As previously stated	Effect of Restatement	Restated
	\$'000	\$'000	\$'000
<b>Cash Flows from Operating Activities</b>			
<b>Net profit</b>	5,987,618	73,914	6,061,532
Adjustments for:			
<b>Items not affecting cash and changes to policyholders' funds</b>			
Adjustments for non-cash items, interest and dividends	(3,279,106)	(99,688)	(3,378,794)
Changes in other operating assets and liabilities	(5,642,664)	183,288	(5,459,376)
Net investment purchases	(1,120,733)	5,339	(1,115,394)
Interest received	11,544,328	322,506	11,866,834
Interest paid	(4,106,351)	-	(4,106,351)
Taxes paid	(952,829)	(775,524)	(1,728,353)
Net cash generated from operating activities	<b>2,430,263</b>	<b>(290,165)</b>	<b>2,140,098</b>
<b>Cash Flows from Investing Activities</b>			
Investment in Joint venture	-	(555,382)	(555,382)
Purchase of property, plant and equipment, net	(427,887)	8,290	(419,597)
Purchase of intangible assets	(88,933)	1,296	(87,637)
Net cash used in investing activities	<b>(516,820)</b>	<b>(545,796)</b>	<b>(1,062,616)</b>
<b>Cash Flows from Financing Activities</b>			
Dividends paid to stockholders	(2,106,156)	-	(2,106,156)
Dividends paid to non-controlling interests	(105,495)	-	(105,495)
Net cash used in financing activities	<b>(2,211,651)</b>	<b>-</b>	<b>(2,211,651)</b>
Effect of exchange rate on cash and cash equivalents	253,267	-	253,267
Increase/(decrease) in cash and cash equivalents	(44,941)	(835,961)	(880,902)
Cash and cash equivalents at beginning of year	3,343,863	604,030	3,947,893
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>	<b>3,552,189</b>	<b>(231,931)</b>	<b>3,066,991</b>

# Notes to the Financial Statements

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(expressed in Jamaican dollars unless otherwise indicated)

## 5. Responsibilities of the Appointed Actuary and External Auditors

The Board of Directors pursuant to the Insurance Act appoints the Actuary whose responsibility is to carry out an annual valuation of the company's policy liabilities in accordance with accepted actuarial practice and regulatory requirements and report thereon to the policyholders and stockholders. In performing the valuation, the Actuary makes assumptions as to the future rates of interest, asset defaults, mortality, morbidity, claims experience, policy termination, inflation, reinsurance recoveries, expenses and other contingencies, taking into consideration the circumstances of the company and the insurance policies in force.

The stockholders pursuant to the Companies Act appoint the external auditors. Their responsibility is to conduct an independent and objective audit of the financial statements in accordance with International Standards on Auditing and report thereon to the stockholders. In carrying out their audit, the auditors also make use of the work of the appointed Actuary and the report on the policy liabilities.

## 6. Segmental Financial Information

Management has determined the operating segment based on the reports reviewed by the Board of Directors that are used to make strategic decisions.

The Group is managed on a matrix basis, reflecting both line of business and geography. Accordingly, segment information is presented in two formats. The Group is organised into four primary business segments:

- (a) Individual Lines - This includes provision of life insurance, health and annuity products to individuals.
- (b) Employee Benefits – This includes group life and creditor life, personal accident, group health, group annuities, pension funds investment and administration services and the administration of trust accounts.
- (c) Banking and Asset Management – This includes development, commercial and merchant banking, and asset management.
- (d) Other – This comprises property management, captives management, general insurance and stockholders' funds.

Segment assets and liabilities comprise operating assets and liabilities, being the majority of the statement of financial position, but exclude items such as taxation, retirement benefit assets and obligations and business development loans.

The Group measures the performance of its operating segments through a measure of segment profit or loss which is profit before taxation.

A measure of segment assets is only required to be disclosed if the measure is regularly provided to the chief operating decision-maker. Segment assets which are reviewed include those backing policyholders' fund and other interest-bearing assets.

Segment liabilities that are reviewed by the CODM include policyholders' fund and interest-bearing liabilities.

Transactions between the operating segments are on normal commercial terms and conditions. There has been no change in the basis of the pricing of transactions over the prior year.

No revenue from transactions with a single external customer or counterparty amounted to 10% or more of the Group's total revenue in 2013 or 2012.

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 6. Segmental Financial Information (Continued)

	The Group					
	2013					
	Individual Lines \$'000	Employee Benefits \$'000	Banking and Asset Management \$'000	Other \$'000	Eliminations \$'000	Group \$'000
External revenues	16,251,549	20,373,362	3,759,607	1,971,647	-	42,356,165
Revenue from other segments	(18,023)	3,318	(137,947)	212,577	(59,925)	-
Total revenue	16,233,526	20,376,680	3,621,660	2,184,224	(59,925)	42,356,165
Benefits and expenses	(11,529,422)	(11,786,348)	(1,973,994)	(1,629,280)	146,490	(26,772,554)
Change in actuarial liabilities	(1,738,736)	(5,378,103)	-	-	-	(7,476,839)
Depreciation	(80,959)	(34,810)	(52,133)	(41,998)	-	(209,900)
Amortisation of intangibles	(14,861)	(117,693)	(108,905)	(12,761)	-	(254,220)
Finance costs	-	-	-	(25,845)	25,845	-
Premium and other taxes	(377,270)	(61,870)	(113,188)	(64,124)	-	(616,452)
Total benefits and expenses	(13,741,248)	(17,738,824)	(2,248,220)	(1,774,008)	172,335	(35,329,965)
Share of loss from joint venture	-	(10,021)	-	-	-	(10,021)
Share of loss from disposal of associate	-	-	-	(1,716)	-	(1,716)
Profit before taxation	2,492,278	2,627,835	1,373,440	408,500	112,410	7,014,463
Taxation	(75,019)	(243,738)	(309,834)	66,818	-	(561,773)
Net profit	2,417,259	2,384,097	1,063,606	475,318	112,410	6,452,690
Segment assets -						
Intangible assets	1,413,302	1,171,745	1,343,274	87,188	-	4,015,509
Other assets	47,847,554	47,495,950	93,387,446	14,375,523	(9,749,027)	193,357,446
	49,260,856	48,667,695	94,730,720	14,462,711	(9,749,027)	197,372,955
Unallocated assets -						
Investments in joint venture (Note 15)						639,235
Deferred income taxes (Note 22)						298,107
Total assets						198,310,297
Segment liabilities	32,262,865	38,824,262	82,571,030	14,153,559	(9,782,674)	158,029,042
Unallocated liabilities -						
Deferred income taxes (Note 22)						1,144
Retirement benefit obligations (Note 21)						2,659,268
Total liabilities						160,689,454
Other segment items:						
Capital expenditure: Computer software (Note 18)						33,600
Property, plant and equipment (Note 19)						191,396

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 6. Segmental Financial Information (Continued)

	The Group					Group \$'000
	2012 Restated					
	Individual Lines \$'000	Employee Benefits \$'000	Banking and Asset Management \$'000	Other \$'000	Eliminations \$'000	
External revenues	14,665,165	15,150,310	4,153,120	1,538,796	-	35,507,391
Revenue from other segments	115,578	10,283	(36,736)	13,061	(102,186)	-
<b>Total revenue</b>	<b>14,780,743</b>	<b>15,160,593</b>	<b>4,116,384</b>	<b>1,551,857</b>	<b>(102,186)</b>	<b>35,507,391</b>
Benefits and expenses	(9,677,331)	(10,075,776)	(1,882,999)	(1,352,935)	140,491	(22,848,550)
Change in actuarial liabilities	(2,422,327)	(2,253,481)	-	-	-	(4,675,808)
Depreciation	(88,151)	(39,286)	(50,410)	(37,066)	-	(214,913)
Amortisation of intangibles	(13,371)	(118,784)	(126,140)	(10,803)	-	(269,098)
Finance costs	-	-	-	(23,250)	23,250	-
Premium taxes	(344,246)	(62,505)	(110,271)	(54,484)	-	(571,506)
<b>Total benefits and expenses</b>	<b>(12,545,426)</b>	<b>(12,549,832)</b>	<b>(2,169,820)</b>	<b>(1,478,538)</b>	<b>163,741</b>	<b>(28,579,875)</b>
Share of loss from joint venture	-	(10,767)	-	-	-	(10,767)
<b>Profit before taxation</b>	<b>2,235,317</b>	<b>2,599,994</b>	<b>1,946,564</b>	<b>73,319</b>	<b>61,555</b>	<b>6,916,749</b>
Taxation	(133,500)	(237,867)	(582,457)	98,607	-	(855,217)
<b>Net profit</b>	<b>2,101,817</b>	<b>2,362,127</b>	<b>1,364,107</b>	<b>171,926</b>	<b>61,555</b>	<b>6,061,532</b>
<b>Segment assets -</b>						
Intangible assets	1,341,427	1,285,910	1,439,326	98,072	-	4,164,735
Other assets	42,791,674	35,305,031	87,353,174	9,904,245	(5,588,645)	169,765,479
	<b>44,133,101</b>	<b>36,590,941</b>	<b>88,792,500</b>	<b>10,002,317</b>	<b>(5,588,645)</b>	<b>173,930,214</b>
<b>Unallocated assets -</b>						
Investments in associates (Note 16)						2,725
Investment in joint venture						544,115
Deferred income taxes (Note 22)						19,133
Retirement benefit assets (Note 21)						35,729
						<b>174,531,916</b>
<b>Segment liabilities</b>	<b>29,943,247</b>	<b>28,507,758</b>	<b>75,959,343</b>	<b>9,759,281</b>	<b>(5,620,471)</b>	<b>138,549,158</b>
<b>Unallocated liabilities -</b>						
Deferred income taxes (Note 22)						357,726
Retirement benefit obligations (Note 21)						1,010,198
						<b>139,917,082</b>
<b>Other segment items -</b>						
Capital expenditure: Computer software (Note 18)						87,637
Property, plant and equipment (Note 19)						424,006

# Notes to the Financial Statements

31 December 2012

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## 6. Segmental Financial Information (Continued)

The Group's geographic information:

	Jamaica	Cayman Islands	Other	Total
<b>2013</b>				
	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>
Revenue	38,979,896	3,369,858	6,411	42,356,165
Total assets	168,611,799	29,052,492	646,006	198,310,297
<b>2012 Restated</b>				
	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>
Revenue	32,135,848	3,371,543	-	35,507,391
Total assets	151,143,992	22,843,716	544,208	174,531,916

Geographically, the segments are Jamaica, Cayman Islands and Other (Costa Rica and St. Lucia).

Segment assets consist of investments that match insurance and banking liabilities, intangible assets and other operating assets such as receivables and cash. They exclude deferred income taxes, retirement benefit assets, investment in associates and investment in subsidiaries.

Segment liabilities comprise insurance liabilities, financial liabilities arising mainly from investment contracts and borrowing arrangements. They exclude items such as taxation, retirement benefit liabilities and business development loans.

## 7. Cash Resources

	<b>The Group</b>	
	<b>2013</b>	<b>2012 Restated</b>
	<b>\$'000</b>	<b>\$'000</b>
Balances with banks payable on demand	3,898,330	4,018,375
Cash in hand	184,033	225,453
	<u>4,082,363</u>	<u>4,243,828</u>

## 8. Cash and Cash Equivalent

Cash and cash equivalents include the following for the purposes of the statement of cash flows:

	<b>The Group</b>	
	<b>2013</b>	<b>2012 Restated</b>
	<b>\$'000</b>	<b>\$'000</b>
Cash resources	4,082,363	4,243,828
Short term deposits	1,326,925	652,702
Securities purchased under resale agreements	3,816,562	1,269,586
Items in course of payment (Note 34)	(68,364)	(89,962)
Repurchase agreements with other financial institutions	(3,514,101)	(2,868,944)
Bank overdrafts (Note 33)	(198,986)	(140,219)
	<u>5,444,399</u>	<u>3,066,991</u>

The amounts of \$1,326,922 (2012: \$652,701,000) represent deposits with original maturity of less than 90 days out of the total Group and short-term deposits of \$1,334,809 (2012: 659,583,000).

## 9. Cash Reserves at Bank of Jamaica

A prescribed minimum of 26% (2012 - 26%) of deposit liabilities is required to be maintained by the banking subsidiary in liquid assets, of which 12% (2012 - 12%) must be maintained as cash reserve with the central bank, Bank of Jamaica for Jamaican dollar currency and for the relevant foreign currency at 9% (2012 - 9%). Cash reserves are not available for investment, lending or other use by the Group.

# Notes to the Financial Statements

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## 10. Financial Investments

	The Group	
	2013 \$'000	Restated 2012 \$'000
<b>Short term deposits</b>	1,334,809	659,583
<b>Financial assets at fair value through profit or loss -</b>		
Government of Jamaica securities	5,870,792	4,274,663
Corporate bonds	2,395,010	2,171,003
Quoted equity	2,148,361	618,923
Unquoted preference shares	312,904	374,413
Interest receivable	122,640	63,204
Foreign governments securities	18,412	-
Unit trust	8,160,732	6,571,352
	<u>19,028,851</u>	<u>14,073,558</u>
<b>Available-for-sale -</b>		
Government of Jamaica securities	49,729,099	48,284,893
Foreign governments securities	7,925,715	4,702,883
Corporate bonds	33,968,672	22,940,934
Credit Linked notes	2,494,253	2,100,136
Quoted equities	2,887,785	1,036,690
Unquoted equities	76,648	74,625
Unit trust shares	579,007	388,377
Interest receivable	1,414,279	1,388,411
	<u>99,075,458</u>	<u>80,916,949</u>
<b>Loans and receivables -</b>		
Government of Jamaica securities	35,165,270	34,452,080
Foreign governments securities	81,696	70,385
Securities purchased under resale agreement	4,315,409	1,804,556
Mortgage loans	2,350,710	1,650,319
Promissory notes	48,000	1,599,049
Policy loans	891,007	794,867
Interest receivable	635,207	1,262,429
	<u>43,487,299</u>	<u>41,633,685</u>
<b>Held to maturity investments -</b>		
Credit Linked notes	2,141,115	1,853,904
	<u>2,141,115</u>	<u>1,853,904</u>
<b>Less Pledged assets (Note 13)</b>	<u>(3,278,856)</u>	<u>(3,943,434)</u>
<b>Total Financial Investments</b>	<u>161,788,676</u>	<u>135,194,245</u>

Included in unquoted preference shares are Equity Linked (ELP) and Dividend linked (DLP) preference shares. The ELP will provide returns based on the capital gains/loss from movement in the price of a listed stock and the DLP will provide returns based on the dividend income of the same stock. The terms of the unquoted preference shares provide for ELPs to receive twice the capital gain or loss from movement in the price of the underlying listed stock while the DLPs receive none of the capital gains or loss.

## 10. Financial Investments (Continued)

Included in quoted equities classified as available-for-sale are investments in Exchange Traded Funds (ETFs) by the Group totaling \$3,477,175,000 (2012 - \$1,075,467,000).

Credit linked notes are structured securities with embedded credit swaps allowing the issuer to transfer specific credit risks to the holder. The coupon or price of these note are linked to the performance of a specific Government of Jamaica security. Investors in these instruments are given higher yields for accepting exposure to specified credit events.

Included in promissory notes for the Group are loans with principal of Nil (2012 - \$1,559,145,000) due from the company's ultimate parent, Sagicor Financial Corporation. The loans attract interest rates of 6.5% - 8.5% per annum and were settled in December 2013.

Included in Government of Jamaica debt securities is a Euro dollar promissory note which has been designated as financial asset at fair value through profit or loss. The Group has also entered into a cross currency swap to mitigate the currency risk associated with this security (Note 11).

The Group holds certain Government of Jamaica debt securities which were issued in February 2013 and mature in February 2024. The terms of these securities contain an investor put option exercisable in February 2018 under which the holder may require the Government of Jamaica to redeem the securities at 100% of the principal value plus any accrued interest. This embedded put option has not been separated but is recognised as part of fair value of the debt security. The initial recognition of the option is included in the determination of the "Loss on debt exchange transactions" and gains and losses on subsequent revaluations of the option are included in Note 40. The value of these options is \$504,213,000 for the Group.

The Group recognised impairment charges totaling \$7,851,000 (2012 - \$5,117,000) on equity securities (Note 40).

Included in financial investments are the following amounts which are pledged as collateral:

- Government of Jamaica Fixed Rate Benchmark Note with a carrying value of \$9,000,000 (2012 - \$9,000,000) which have been pledged by the company as security for uncleared effects with the National Commercial Bank Jamaica Limited.
- Government of Jamaica Fixed Rate Benchmark Note with a carrying value of \$90,000,000, (2012 - \$90,000,000) which have been pledged by the company with the Regulator, the Financial Services Commission, pursuant to Section 8 of the Insurance Regulations, 2001.
- Kingdom of Bahrain bond with a carrying value of US\$1,030,000, a Republic of Italy bond with a carrying value of US\$1,185,384, a Government of Bermuda bond with a carrying value of US\$1,075,000, a Commonwealth of Bahamas bond with a carrying value of US\$4,578,000, a Government of Cayman Islands bond with a carrying value of US\$7,770,000, Government of Trinidad and Tobago bonds with a carrying value of US\$11,441,360, Government of Jamaica Global bonds with a carrying value of US\$27,249,130, a Petroleum Company of Trinidad & Tobago Limited Corporate bond with a carrying value of US\$3,488,519 and International Corporate bonds with a carrying value of US\$3,007,530 have been pledged by the company as security for a loan facility of US\$37,000,000 with UBS AG London.

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## 10. Financial Investments (Continued)

- (d) International Corporate bonds with a carrying value of US\$97,711,622, a Trinidad and Tobago Corporate bond with a carrying value of US\$46,000, Equities with a carrying value of US\$5,439,266 and Royal Bank of Scotland Corporate bonds with a carrying value of US\$1,218,924 have been pledged as security for margin loans of US\$64,676,936 with Morgan Stanley Smith Barney by one of the company's subsidiaries, Sagicor Life of the Cayman Islands Ltd.
- (e) International Corporate bonds with a carrying value of US\$24,980,396, a Government of Barbados Corporate bond with carrying value of US\$104,922 and Equities with a carrying value of US\$2,538,566 have been pledged as security for margin loans of US\$10,114,183 with Oppenheimer & Co. Inc. by one of the company's subsidiaries, Sagicor Life of the Cayman Islands Ltd.
- (f) Petroleum Company of Trinidad & Tobago Limited Corporate bond with a carrying value of US\$1,252,500 (2012 – US\$1,329,000), a Government of Barbados bond with a carrying value of US\$262,304 (2012 – US\$263,457), International Corporate bonds with a carrying value of US\$12,348,486 (2012 – US\$12,987,799) and a Royal Bank of Scotland Corporate bond with a carrying value of US\$1,152,325 (2012 – US\$1,181,640) have been pledged as security with Credit Suisse NY for a loan facility of US\$8,049,687 (2012 – US\$8,057,742) by one of the company's subsidiaries, Sagicor Life of the Cayman Islands Ltd.
- (g) International Corporate bonds with a carrying value of US\$39,516,684, Equities with a carrying value of US\$4,029,886, International Municipal bonds with a carrying value of US\$2,310,519 and a Royal Bank of Scotland Corporate bond with a carrying value of US\$504,048 have been pledged as security for margin loans of US\$6,859,576 with Morgan Stanley Smith Barney by the company Sagicor Life Jamaica Ltd.
- (h) International Corporate bonds with a carrying value of US\$12,988,071, Equities with a carrying value of US\$6,054,517, a Government of Barbados Corporate bond with a carrying value US\$37,750, a Federal Republic of Brazil bond with a carrying value of US\$97,000, a Government of Costa Rica bond with a carrying value of US\$45,750, a Government of Dominica Republic bond with a carrying value of US\$54,000, a Government of Republic of El Salvador bond with a carrying value of US\$48,700 and a Government of Republic of Panama bond with a carrying value of US\$55,875 have been pledged as security for margin loans of US\$2,484,591 with Oppenheimer by the company Sagicor Life Jamaica Ltd.

### Reclassification of Financial Investments

In the financial year ended 31 December 2008, the Group reclassified certain investments from available-for-sale to loans and receivables in accordance with the amendment to IAS 39.

	The Group			
	Carrying Value	Fair Value	Carrying Value	Fair Value
	2013	2013	2012	2012
	\$'000	\$'000	\$'000	\$'000
Government of Jamaica securities	5,360,285	5,183,005	4,666,465	4,732,571
Other securities	81,696	47,230	70,385	59,127
	<u>5,441,981</u>	<u>5,230,235</u>	<u>4,736,850</u>	<u>4,791,698</u>

## 10. Financial Investments (Continued)

	The Group	
	2013	2012
	\$'000	\$'000
Cumulative net fair value losses at beginning of year	(357,229)	(911,706)
Net fair value gains/(losses) for the year	(303,839)	583,186
Disposals	-	34,237
Effect of exchange rate changes	(52,037)	(62,946)
Cumulative net fair value losses at end of year	<u>(713,105)</u>	<u>(357,229)</u>

There was no reclassification of financial assets during the year.

The following are included in the income statement for investments reclassified in 2008:

	The Group	
	2013	2012
	\$'000	\$'000
Interest income	462,881	417,049
Foreign exchange gains	648,386	295,543
	<u>1,111,267</u>	<u>712,592</u>

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## 11. Derivative Financial Instruments and Hedging Activity

Derivatives are carried at fair value and carried in the statement of financial position as separate assets and liabilities. Asset values represent the cost to the Group of replacing all transactions with a fair value in the Group's favour assuming that all relevant counterparties default at the same time, and that transactions can be replaced instantaneously. Liability values represent the cost to the Group counterparties of replacing all their transactions with the Group with a fair value in their favour if the Group was to default. Derivative assets and liabilities on different transactions are only set off if the transactions are with the same counterparty, a legal right of set-off exists and the cash flows are intended to be settled on a net basis. The fair values are set out below:

	The Group	
	2013 \$'000	2012 \$'000
<b>Derivatives - Assets</b>		
(f) Currency forwards	284,407	257,187
(ii) Cross currency swap	2,646,127	3,952,001
(iii) Equity indexed options	89,063	43,916
	<u>3,019,597</u>	<u>4,253,104</u>
<b>Derivatives - Liabilities</b>		
(i) Currency forwards	292,854	245,055
(ii) Cross currency swap	2,789,049	4,021,595
(iii) Equity indexed options	89,038	43,916
	<u>3,170,941</u>	<u>4,310,566</u>

(i) Currency forwards  
Currency forwards represent commitments to buy US dollars and sell Euro dollars totalling €2,000,000 (2012 - €2,000,000) to be settled on a gross basis at a future date at a specified price. The credit risk is evaluated for each contract and is collateralised where deemed necessary. The currency forward contracts are settled on a gross basis. The contract expires in November 2014.

(ii) Cross currency swap  
The Sagicor Investments Jamaica Group entered into a currency swap with an initial notional principal amount of €45 million maturing in February 2015. Under the terms of this swap, the company pays Euro at a rate of 5% and receives 4.26% in US dollars on the notional principal amount.

(iii) Equity indexed options  
These derivative instruments give the holder the ability to participate in the upward movement of an equity index while protecting from downward risk and form part of certain structured product contracts with customers (Note 33). The Sagicor Investments Jamaica Group is exposed to credit risk on purchased options only, and only to the extent of the carrying amount, which is their fair value.

(iv) Interest rate swap and hedging activity – cash flow hedge

In 2010, hedge accounting was discontinued as the hedge relationship was no longer effective.

The contract was closed in February 2012. Accordingly, the remaining unamortised gains included in the fair value reserve were reclassified to the net trading income. The amount reclassified, net of deferred taxation, was \$39,897,000 in 2012.

## 12. Loans and Leases, after Allowance for Credit Losses

	The Group	
	2013 \$'000	2012 \$'000
Gross loans	10,847,164	9,450,247
Less: Allowance for credit losses	(236,632)	(215,902)
	<u>10,610,532</u>	<u>9,234,345</u>
Loan interest receivable	99,795	96,019
	<u>10,710,327</u>	<u>9,330,364</u>
Lease receivables	110,874	60,926
	<u>10,821,201</u>	<u>9,391,290</u>

The movement in the allowance for credit losses determined under the requirements of IFRS is as follows:

	The Group			
	Loans		Leases	
	2013 \$'000	2012 \$'000	2013 \$'000	2012 \$'000
Total non-performing loans/leases	<u>522,510</u>	<u>517,556</u>	<u>27,387</u>	<u>32,011</u>
Balance at beginning of year	215,902	230,315	24,024	20,664
Movement during the year -				
Charged against profit during the year	64,546	75,882	(8,303)	3,360
Recoveries of bad debts	(5,387)	(67,627)	-	-
Charged in the income statement	59,159	8,255	(8,303)	3,360
Write-offs	(42,362)	(31,244)	-	-
Currency revaluation adjustment	3,933	8,576	-	-
Balance at end of year	<u>236,632</u>	<u>215,902</u>	<u>15,721</u>	<u>24,024</u>

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(expressed in Jamaican dollars unless otherwise indicated)

## 12. Loans and Leases, after Allowance for Credit Losses (Continued)

Lease receivables:

	The Group	
	2013 \$'000	2012 \$'000
Gross investment in finance leases -		
Not later than one year	108,982	82,989
Later than one year and not later than five years	53,783	21,890
	<u>162,765</u>	<u>104,879</u>
Less: Unearned income	(37,497)	(21,222)
Net investment in finance leases	<u>125,268</u>	<u>83,657</u>
Net investment in finance leases -		
Not later than one year	64,234	68,488
Later than one year and not later than five years	61,034	15,169
	<u>125,268</u>	<u>83,657</u>
Less: Provision for credit losses	(15,721)	(24,024)
Interest receivable	1,327	1,293
	<u>110,874</u>	<u>60,926</u>

## 13. Pledged Assets

Assets of the Group are pledged as collateral under repurchase agreements with customers and financial institutions. Mandatory cash reserves and investment securities are also held with The Bank of Jamaica and the Financial Services Commission.

	The Group			
	Asset		Related Liability	
	2013 \$'000	2012 \$'000	2013 \$'000	2012 \$'000
Balance with regulators	124,363	120,006	-	-
Investment securities and securities sold under repurchase agreements	<u>90,695,442</u>	<u>72,564,213</u>	<u>75,846,825</u>	<u>67,683,281</u>
	<u>90,819,805</u>	<u>72,684,219</u>	<u>75,846,825</u>	<u>67,683,281</u>

Of the assets pledged as security, the following represents the total for those assets pledged for which the transferee has the right by contract or custom to sell or re-pledge the collateral.

	The Group	
	2013 \$'000	2012 \$'000
Investment securities	<u>3,278,856</u>	<u>3,943,434</u>

## 14. Investment Properties

	The Group	
	2013 \$'000	Restated 2012 \$'000
At beginning of year	2,400,826	2,539,343
Acquired during the year	142,035	28,148
Disposed during the year	(1,799,595)	(122,000)
Fair value (losses)/gains	2,000	(63,515)
Foreign exchange gains	37,079	18,850
At end of year	<u>782,345</u>	<u>2,400,826</u>

The investment properties as at 31 December 2013 were valued at current market value by Clinton Cunningham & Associates, qualified property appraisers and valuers.

Rental income and repairs and maintenance expenditure in relation to investment properties are as follows:

	The Group	
	2013 \$'000	Restated 2012 \$'000
Rental income	3,093	141,813
Direct operating expenses	<u>(38,045)</u>	<u>(68,247)</u>

## 15. Investment in Joint Venture

	The Group	
	2013 \$'000	Restated 2012 \$'000
At 1 January	544,115	-
Capital injection	26,512	555,382
Share of losses	(10,021)	(10,767)
Movement in other reserves	78,629	(500)
At 31 December	<u>639,235</u>	<u>544,115</u>

During 2012, the company injected its 50% share of capital in the joint venture company, Sagicor Costa Rica SCR, S.A., through its wholly-owned subsidiary, Sagicor St. Lucia Limited. At the end of 2013, the company's share of capital invested was US\$6.25 million (2012-US\$6 million).

In February 2013, the Costa Rica Regulatory Authorities gave final approval for the Sagicor Costa Rica SCR, S.A. to operate as an insurance company.

# Notes to the Financial Statements

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(expressed in Jamaican dollars unless otherwise indicated)

## 15. Investment in Joint Venture (Continued)

During the year the company adopted accounting for Joint Ventures on the equity basis retroactively. Previously such entities were being accounted for on a proportionate consolidation basis.

The joint venture has share capital consisting solely of common and nominative shares, which is held directly by the Group.

Sagikor Costa Rica, S.A. is a private company and there is no quoted market price available for its shares.

There are no contingent liabilities relating to the Group's interest in the joint venture.

### Summarised Financial Information of Joint Venture

Set out below are the summarized financial information for Sagikor Costa Rica, S. A. which is accounting for using the equity method.

#### Summarised Balance Sheet

	The Group	
	2013 \$'000	2012 \$'000
Current assets		
Cash and cash equivalents	92,685	1,018,916
Other current assets	77,626	647
	<u>170,311</u>	<u>1,019,563</u>
Non-current assets		
Investments	1,105,287	-
Other non-current asset	25,769	36,840
	<u>1,131,056</u>	<u>36,840</u>
Total Assets	<u>1,301,367</u>	<u>1,056,403</u>
Current liabilities		
Provision for unearned premiums	18,220	-
Other liabilities	5,773	27,294
	<u>23,993</u>	<u>27,294</u>
Non current liabilities		
Other liabilities	3,845	4,532
Total Liabilities	<u>27,838</u>	<u>31,826</u>
Net Assets	<u>1,273,529</u>	<u>1,024,577</u>

## 15. Investment in Joint Venture (Continued)

### Summarised Financial Information of Joint Venture (Continued)

#### Summarised statement of comprehensive income

	The Group	
	2013 \$'000	2012 \$'000
Insurance revenue	93,125	-
Insurance expenses	(55,465)	-
Underwriting profit	37,660	-
Other income	54,482	-
Operating expenses	(122,624)	(21,534)
Net loss	(30,482)	(21,534)
Taxation	10,440	-
	<u>(20,042)</u>	<u>(21,534)</u>
Other comprehensive income	218,982	(1,000)
Total comprehensive income	<u>198,940</u>	<u>(22,534)</u>

#### Reconciliation of summarised financial information

Opening net assets at 1 January	1,088,230	-
Capital injection	54,952	1,110,764
Net loss for the period	(20,042)	(21,534)
Other comprehensive income	155,330	(1,000)
Closing net assets	<u>1,278,470</u>	<u>1,088,230</u>
Interest in joint venture at 50%	<u>639,235</u>	<u>544,115</u>
Carrying value	<u>639,235</u>	<u>544,115</u>

# Notes to the Financial Statements

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## 16. Investment in Associated Company

Name of Company	Principal Activity	Equity Capital held by Company
(a) St. Andrew Developers Limited	Real estate development (dormant)	33%/%

The company is incorporated and resident in Jamaica and is unlisted.

(b) The investment in associated company is represented as follows:

	The Group	
	2013 \$'000	2012 \$'000
Shares, at cost	-	2
Share of post-acquisition reserves	-	(2,501)
Loans and current accounts	-	5,224
	<u>-</u>	<u>2,725</u>

During the year, St. Andrew Developers Limited was liquidated and there was a loss on disposal, the Group's share being \$1,716,000.

	The Group
	2013 \$'000
Investment in Associates	2,725
Amount received on liquidation	(1,009)
Net loss on disposal of Associate	<u>1,716</u>

## 17. Investment in Subsidiaries

- (a) Non-controlling interests  
The list of the company's subsidiaries are outlined in Note 1. The total non-controlling interest is in relation to Sagcor Investments Jamaica Limited (SIJL) and represents 14.55% of the entity's share capital. The total non-controlling interest for the period is \$1,695,002,000 (2012 - \$1,759,279,000).

*Summarised financial information on subsidiary with material non-controlling interests*

*Summarised Balance Sheet (SIJL)*

	The Group	
	2013 \$'000	2012 \$'000
<b>Assets</b>		
Cash and cash equivalents	3,190,187	2,123,499
Financial assets	87,729,982	81,065,167
Other current assets	3,557,757	5,045,518
<b>Total Assets</b>	<u>94,477,926</u>	<u>88,234,184</u>
<b>Liabilities</b>		
Financial liabilities	81,124,319	74,444,484
Other liabilities	1,633,866	1,754,149
<b>Total Liabilities</b>	<u>82,758,185</u>	<u>76,198,633</u>
<b>Net Assets</b>	<u>11,719,741</u>	<u>12,035,551</u>

*Summarised statement of comprehensive income (SIJL)*

	The Group	
	2013 \$'000	2012 \$'000
Interest income	6,047,171	6,301,456
Interest expense	(3,195,300)	(3,284,422)
Other income	769,788	1,099,350
	<u>3,621,659</u>	<u>4,116,384</u>
Operating expenses	2,149,213	2,066,261
Taxation	(309,833)	(587,839)
<b>Net profit</b>	<u>1,162,613</u>	<u>1,462,284</u>
Other comprehensive income	(609,134)	(690,080)
<b>Total comprehensive income</b>	<u>553,479</u>	<u>772,204</u>

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 17. Investment in Subsidiaries (Continued)

- (a) Non-controlling interest (continued)  
Summarised Cash Flow (SIJL)

	The Group	
	2013 \$'000	2012 \$'000
Cash flow from operating activities:		
Cash from generated from operating activities	(2,129,224)	(1,727,933)
Interest received	5,946,843	6,310,770
Taxation paid	-	(385,917)
Interest paid	(3,259,582)	(3,184,400)
Net cash provided by operating activities	558,037	1,012,520
Net cash used in investing activities	(77,062)	(244,718)
Net cash provided by financing/(used in) activities	100,337	(979,164)
Effect of exchange rate changes on cash and cash equivalents	485,376	249,366
Net increase in cash and cash equivalents	1,066,688	38,004
Cash and cash equivalents at beginning of year	2,123,499	2,085,495
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>	<b>3,190,187</b>	<b>2,123,499</b>

The information above is the amount before inter-company eliminations.

- (b) Investment in subsidiaries

	2013 \$'000
Shares in Sagicor Life Jamaica Limited (i)	34,257,354
Sagicor St. Lucia Limited (ii)	563,181
Sagicor Insurance Brokers Limited	32,181
Sagicor International Administrators Limited	5,783
Sagicor Pooled Investments Limited	1
	<u>34,858,500</u>

- (i) Acquisition of Sagicor Life Jamaica Limited (SLJ) shares via share swap  
As part of the Group's re-organisation (Note 1(b)) in December 2013, the shareholders of SLJ exchanged their shareholdings for shares in Sagicor Group Jamaica Limited (SGJ) of same quantity and value. These SLJ shares were cancelled and new shares issued in the name of SGJ. SLJ, therefore became a wholly owned subsidiary of SGJ.
- (ii) Subsidiary shares acquired  
As part of the Group's re-organisation on December 31, 2013, SGJ acquired all the outstanding shares of the subsidiaries formally under SLJ excluding Sagicor Investments Jamaica Limited and its subsidiaries.

## 18. Intangible Assets

	The Group				
	Goodwill \$'000	Contractual Customer Relationship \$'000	Trade Names \$'000	Computer Software \$'000	Total \$'000
<b>Cost -</b>					
At 1 January 2012	2,027,875	3,414,499	473,433	698,257	6,614,064
Additions	-	-	-	87,637	87,637
Disposal	-	-	-	(2,117)	(2,117)
Reclassification	-	-	-	27,953	27,953
Translation adjustment	32,759	-	-	67	32,826
At 31 December 2012	2,060,634	3,414,499	473,433	811,797	6,760,363
Additions	-	-	-	33,600	33,600
Translation adjustment	71,356	-	-	48	71,404
At 31 December 2013	2,131,990	3,414,499	473,433	845,445	6,865,367
<b>Amortisation -</b>					
At 1 January 2012	-	1,282,419	473,433	543,575	2,299,427
Amortisation charge	-	206,468	-	62,630	269,098
Reclassification	-	-	-	27,040	27,040
Translation adjustment	-	-	-	63	63
At 31 December 2012	-	1,488,887	473,433	633,308	2,595,628
Amortisation charge	-	206,468	-	47,752	254,220
Translation adjustment	-	-	-	10	10
At 31 December 2013	-	1,695,355	473,433	681,070	2,849,858
<b>Net Book Value -</b>					
31 December 2012	2,060,634	1,925,612	-	178,489	4,164,735
31 December 2013	2,131,990	1,719,144	-	164,375	4,015,509

Amortisation charges of \$252,490,000 (2012 - \$269,102,000) have been included in expense for the Group. Customer relations are amortised over 10 – 20 years and computer software are being amortised over 5 years.

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## 18. Intangible Assets (Continued)

The allocation of goodwill to the Group's and the company's Cash Generating Units (CGUs) is as follows:

	The Group	
	2013	2012
	\$000	\$000
Sagicor Life Jamaica Individual Lines Division	855,191	855,191
Sagicor Life Jamaica Employee Benefits Division	530,126	530,126
Sagicor Life of the Cayman Islands Individual Lines Division	529,066	461,798
Sagicor Investments Jamaica Limited (formerly Pan Caribbean Financial Services Limited)	186,066	186,066
Sagicor Insurance Managers Ltd.	31,541	27,453
	<u>2,131,990</u>	<u>2,060,634</u>

For the year ended 31 December 2013, management tested goodwill allocated to Sagicor Group Jamaica Individual Lines Division, Sagicor Life Jamaica Employee Benefits Division, Sagicor Life of the Cayman Islands Individual Lines Division, Sagicor Insurance Managers Ltd. and Sagicor Investments Jamaica Limited for impairment.

The recoverable amounts of Sagicor Group Jamaica Individual Lines Division, Sagicor Group Jamaica Employee Benefits Division and Sagicor Life of the Cayman Islands Individual Lines Division CGUs are determined on the Capitalised Earnings Approach. These calculations use projected sustainable earnings based on audited earnings and financial budgets approved by management covering a three year period and the earnings multiples stated below.

The recoverable amounts of the non-life CGUs, Sagicor Investments Jamaica Limited and Sagicor Insurance Managers Ltd. are determined based on value in use calculations. These calculations use cash flow projections based on financial budgets approved by management covering a three year period. Cash flows beyond the three year period are extrapolated using the estimated growth rates stated below. The growth rate does not exceed the long term average growth rate for the business in which the CGU operates.

There was no impairment of any of the Group's CGUs.

Key assumptions used for the impairment calculations are as follows:

	Earnings Multiple	Earnings Growth Rate	Capital Expenditure to EBT	Discount Rate
Sagicor Life Jamaica Individual Life Division	6.60	-	-	-
Sagicor Life Jamaica Employee Benefits Division	7.20	-	-	-
Sagicor Life of the Cayman Islands Individual Life Division	8.30	-	-	-
Sagicor Investments Jamaica Limited	-	5.00%	9.00%	19.58%
Sagicor Insurance Managers Ltd.	-	2.00%	-	13.68%

## 19. Property, Plant and Equipment

	The Group				
	Leasehold Buildings & Improvements	Freehold Land & Buildings	Furniture & Equipment	Motor Vehicles	Total
	\$'000	\$'000	\$'000	\$'000	\$'000
<b>Cost or Valuation -</b>					
At 1 January 2012 (restated)	415,476	847,855	1,242,783	100,421	2,606,535
Additions	154,196	98,577	120,970	50,263	424,006
Revaluation adjustments	-	(66,842)	-	-	(66,842)
Disposals	(26)	-	(7,248)	(21,955)	(29,229)
Reclassification	-	-	48,940	2,420	51,360
Translation adjustment	2,386	-	2,829	142	5,357
At 31 December 2012 (restated)	572,032	879,590	1,408,274	131,291	2,991,187
Additions	37,330	15,539	131,049	7,478	191,396
Revaluation adjustments	-	97,617	-	-	97,617
Disposals	-	(96,000)	(10,114)	(34,460)	(140,574)
Reclassification	-	-	287	(287)	-
Translation adjustment	1,417	-	2,169	318	3,904
At 31 December 2013	610,779	896,746	1,531,665	104,340	3,143,530
<b>Accumulated Depreciation -</b>					
At 1 January 2012 (restated)	170,115	1,254	830,395	69,719	1,071,483
Charges for the year	45,215	6,367	144,656	18,675	214,913
Relieved on revalued assets	-	(6,874)	-	-	(6,874)
Relieved on disposals	(5)	-	(5,747)	(20,780)	(26,532)
Reclassification	-	-	48,941	2,420	51,361
Translation adjustment	705	-	1,996	56	2,757
At 31 December 2012 (restated)	216,030	747	1,020,241	70,090	1,307,108
Charges for the year	56,584	9,608	125,320	18,388	209,900
Relieved on revalued assets	-	(9,608)	-	-	(9,608)
Relieved on disposals	-	-	(9,769)	(34,460)	(44,229)
Reclassification	-	-	91	(91)	-
Translation adjustment	1,918	-	1,675	193	3,786
At 31 December 2013	274,532	747	1,137,558	54,120	1,466,957
<b>Net Book Value -</b>					
31 December 2012 (restated)	356,002	878,843	388,033	61,201	1,684,079
31 December 2013	336,247	895,999	394,107	50,220	1,676,573

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## 19. Property, Plant and Equipment (Continued)

In accordance with the Group's policy, owner-occupied properties were independently revalued during the year by professional real estate valuers. The excess of the carrying value of these property, plant and equipment over the revaluation on such date, amounting to \$107,225,000 (2012 - \$59,966,000), has been credited to investment and fair value reserves.

If revalued assets of the Group were stated on a historical cost basis, the amounts would be as follows:

	<u>The Group</u>	
	<u>2013</u>	<u>2012</u>
	<u>\$'000</u>	<u>\$'000</u>
Cost	493,480	517,101
Accumulated depreciation	<u>(30,000)</u>	<u>(27,300)</u>
Net book value	<u>463,480</u>	<u>489,801</u>
Carrying value of revalued assets	<u>895,999</u>	<u>878,843</u>

## 20. Reinsurance Contracts

	<u>The Group</u>	
	<u>2013</u>	<u>2012</u>
	<u>\$'000</u>	<u>\$'000</u>
Claims recoverable from reinsurers	131,801	131,032
Unearned premiums ceded to reinsurers	116,987	101,283
Reinsurers share of insurance liabilities	<u>13,922</u>	<u>6,764</u>
	<u>262,710</u>	<u>239,079</u>

The reinsurers' share of actuarial liabilities represents balances which are short-term and expected to be settled within one year.

## 21. Retirement Benefits

	<u>The Group</u>	
	<u>2013</u>	<u>2012</u>
	<u>\$'000</u>	<u>\$'000</u>
<b>Retirement benefit assets -</b>		
Pension scheme	-	35,729
<b>Retirement benefit obligations -</b>		
Pension scheme	1,151,189	160,379
Other post-retirement benefits	<u>1,508,079</u>	<u>849,819</u>
	<u>2,659,268</u>	<u>1,010,198</u>

Pension schemes comprised the following –

	<u>The Group</u>	
	<u>2013</u>	<u>2012</u>
	<u>\$'000</u>	<u>\$'000</u>
Retirement benefit assets	-	(35,729)
Retirement benefit obligations	<u>1,151,189</u>	<u>160,379</u>
	<u>1,151,189</u>	<u>124,650</u>

The Group operates the following pension plans:

- (i) Sagicor Life Jamaica Limited operates a defined contribution plan for eligible sales agents and a defined benefit plan for eligible administrative staff. The assets are held in a trust fund and are separate and apart from the assets of the company. The benefits for the staff are based on service and salary, whereas the benefits for agents are based on contributions and interest. The solvency level (the ratio of assets to past service liabilities) as at the last triennial funding valuation (2009) was 103%.
- (ii) Sagicor Life of the Cayman Islands Ltd. participates in the Cayman Islands Chamber of Commerce Pension Plan. This plan is a money purchase contributory plan covering all the employees in the Cayman Islands. Contributions are vested immediately. The company contributes at a fixed rate of 7% of pensionable earnings.
- (iii) Sagicor Investments Jamaica Limited has established a number of pension schemes covering all permanent employees. The assets of funded plans are held independently of the Group's assets in separate trustee administered funds. The solvency level (the ratio of assets to past service liabilities) as at the last triennial funding valuation (2010) was 93%.

The law requires each plan sponsor to be an ordinary annual contributor but does not stipulate a minimum funding rate or solvency level. In absence of guidance from the regulator, the actuaries have agreed on a minimum employer contribution rate of 0.25% of payroll per annum where plan rules do not specify a minimum.

The Trustees of the pension schemes ensure benefits are funded, benefits are paid, assets invested to maximise returns subject to acceptable investment risks while considering the liability profile.

Any plan surplus or funding deficiency for the defined benefits plans as determined by independent actuaries annually using the Projected Unit Credit Method are absorbed by the Group.

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## 21. Retirement Benefits (Continued)

### (b) Pension schemes

The amounts recognised in the statement of financial position are determined as follows:

	<u>The Group</u>	
	2013	2012
	\$'000	\$'000
Present value of funded obligations	9,453,057	7,376,028
Fair value of plan assets	<u>(8,301,868)</u>	<u>(7,251,378)</u>
Deficit of funded plan	<u>1,151,189</u>	<u>124,650</u>
Liability in the balance sheet	<u>1,151,189</u>	<u>124,650</u>

Movement in the present value of the defined benefit obligations recognised in the statement of financial position:

	<u>The Group</u>	
	2013	2012
	\$'000	\$'000
Liability, as previously reported	7,376,028	6,503,376
Current service cost	302,442	246,380
Interest cost	<u>691,373</u>	<u>572,778</u>
Net expense recognised in income	993,815	819,158
Re-measurements:		
Losses from changes in demographic assumptions	557,899	-
Losses/(gains) from changes in financial assumptions	686,505	(263,937)
(Gains)/losses from changes in experience	<u>(249,760)</u>	<u>354,759</u>
Net losses recognised in other comprehensive income	994,644	90,822
Contributions by the members	289,956	257,163
Value of purchased annuities	70,225	126,280
Benefits paid	<u>(271,612)</u>	<u>(420,771)</u>
Net Liability, end of year	<u>9,453,056</u>	<u>7,376,028</u>

## 21. Retirement Benefits (Continued)

### (c) Pension schemes (continued)

Movement in the fair value of plan assets recognised in the statement of financial position:

	<u>The Group</u>	
	2013	2012
	\$'000	\$'000
Balance, as previously reported	7,251,378	6,600,818
Contributions made by the employer	235,350	216,075
Contributions by the members	289,956	257,163
Value of purchased annuities	70,226	126,280
Benefits paid	<u>(271,612)</u>	<u>(420,771)</u>
Interest income on plan assets	702,913	611,080
Re-measurement:		
Losses from changes in demographic assumptions	123,744	-
Losses/(gains) from changes in financial assumptions	56,254	(31,620)
Gains from changes in experience	<u>(156,341)</u>	<u>(107,647)</u>
Net losses/(gains) recognised in other comprehensive income	<u>23,657</u>	<u>(139,267)</u>
Balance, end of year	<u>8,301,868</u>	<u>7,251,378</u>

The amounts recognised in the income statements as follows:

	<u>The Group</u>	
	2013	2012
	\$'000	\$'000
Current service cost	302,442	246,380
Interest cost on plan obligation	691,373	572,778
Interest income on plan assets	<u>(702,913)</u>	<u>(611,080)</u>
Total, included in staff cost (Note 44)	<u>290,902</u>	<u>206,024</u>

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 21. Retirement Benefits (Continued)

### (a) Pension schemes (continued)

The amounts recognised in other comprehensive income is as follows:

	<u>The Group</u>	
	2013 \$'000	2012 \$'000
Change in demographic assumptions	434,155	-
Change in financial assumptions	630,251	(232,317)
Experience adjustments	(93,419)	462,406
	<u>970,987</u>	<u>230,089</u>
Deferred tax	(100,824)	-
	<u>870,163</u>	<u>230,089</u>

The principal actuarial assumptions used were as follows:

	<u>The Group</u>	
	2013	2012
Discount rate - J\$ benefits	9.50%	10.50%
Discount rate - US\$ Indexed benefits	6.50%	8.00%
Net discount rate	8.50%	9.50%
Inflation	5.00%	6.00%
Investment fees	1.00%	1.00%
Administrative fees	1.00%	1.00%
Expected return on plan assets	9.50%	9.50%
Future salary increases	6.00%	7.00%
Future pension increases	2.00%	2.00%
Investment fees	1.00%	1.00%
Administrative expenses	1.00%	1.00%
Minimum Funding Rate (MFR) as a % of payroll	0.25%	0.25%
Average expected remaining working lives (years)	<u>17</u>	<u>17</u>

## 21. Retirement Benefits (Continued)

### (a) Pension schemes (continued)

Pension plan assets are comprised as follows:

	<u>The Group</u>			
	2013 \$'000	%	2012 \$'000	%
Equities	1,671,276	20	1,672,266	23
Mortgages and real estate	1,349,281	16	938,087	13
Money market fund	999,809	12	1,300,331	18
Fixed income fund	1,366,719	17	1,137,931	16
Foreign currency fund	1,276,438	15	1,031,977	14
Inflation-linked	426,883	5	221,766	3
	<u>7,090,406</u>	<u>85</u>	<u>6,302,358</u>	<u>87</u>
Value of purchased annuities	1,211,462	15	949,020	13
	<u>8,301,868</u>	<u>100</u>	<u>7,251,378</u>	<u>100</u>

Assumptions regarding future mortality are set based on actuarial advice in accordance with published statistics and experience in each territory. These assumptions translate into an average life expectancy in years for a pensioner retiring at age 65.

# Notes to the Financial Statements

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(expressed in Jamaican dollars unless otherwise indicated)

## 21. Retirement Benefits (Continued)

### (b) Other post-retirement benefits

In addition to pension benefits, the Group offers retiree medical and life insurance benefits that contribute to the health care and life insurance coverage of employees and beneficiaries after retirement. The method of accounting and frequency of valuations are similar to those used for defined benefit pension schemes.

The amounts recognised in the statement of financial position are determined as follows:

	The Group	
	2013 \$'000	2012 \$'000
Present value of unfunded obligations	1,634,467	964,197
Fair value of plan assets	(126,388)	(114,378)
Liability in the statement of financial position	<u>1,508,079</u>	<u>849,819</u>

Movement in the amounts recognised in the statement of financial position:

	The Group	
	2013 \$'000	2012 \$'000
Liability at beginning of year, as previously reported	964,197	910,240
Current service cost	144,624	49,688
Interest cost	99,741	89,605
Net expense recognised in income	244,365	139,293
Re-measurement:		
Losses from changes in demographic assumptions	163,409	-
Losses/(gains) from changes in financial assumptions	163,288	(64,236)
Losses from changes in experience	128,514	7,980
Net losses/(gains) recognised in other comprehensive income	455,211	(56,256)
Benefits paid	(29,306)	(29,080)
Net Liability, end of year	<u>1,634,467</u>	<u>964,197</u>

The principal actuarial assumption used was as follows:

	The Group	
	2013	2012
Rate of medical inflation	<u>8%</u>	<u>8%</u>

## 21. Retirement Benefits (Continued)

### (b) Other post-retirement benefits (continued)

The amounts recognised in the income statements as follows:

	The Group	
	2013 \$'000	2012 \$'000
Current service cost	144,624	49,688
Interest cost	99,741	89,605
Benefits paid	(29,306)	(29,080)
Total, included in staff cost (Note 44)	<u>215,059</u>	<u>110,213</u>

The amounts recognised in other comprehensive income is as follows:

	The Group	
	2013 \$'000	2012 \$'000
Change in demographic assumptions	163,409	-
Change in financial assumptions	163,288	(64,236)
Experience adjustments	128,513	11,191
	455,210	(53,045)
Deferred tax	(38,552)	-
	<u>416,658</u>	<u>(53,045)</u>

Movement in the fair value of plan assets recognised in the statement of financial position:

	The Group	
	2013 \$'000	2012 \$'000
Balance, as previously reported	114,378	106,895
Interest income on plan assets	12,010	10,690
Re-measurement:		
Gains from changes in experience	-	(3,207)
Balance, end of year	<u>126,388</u>	<u>114,378</u>

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 21. Retirement Benefits (Continued)

### (c) Plan risks

Through its defined benefit pension plans and post-employment medical plans, the Group is exposed to a number of risks. The Group does not use derivatives to manage its plan risks. Investments are well diversified, such that the failure of any single investment would not have a material impact on the overall level of assets. Pensions are secured through the purchase of annuities. The remaining assets are invested in segregated pooled funds. The Group has not changed the processes used to manage its risks from previous periods.

The most significant of these plan risks are detailed below:

#### (i) Investment risk

The plan liabilities are calculated using a discount rate set with reference to Government of Jamaica bond yields. If plan assets underperform this yield, this will create a deficit.

The Group ensures that the investment positions are managed within an asset-liability matching (ALM) framework that has been developed to achieve long-term investments that are in line with the obligations under the pension scheme. Within this framework, the Group's ALM objective is to match assets to the pension obligations by investing in long-term assets with maturities that match the benefit payments as they fall due. The Group actively monitors how the duration and the expected yield of the investments are matching the expected cash outflows arising from the pension obligations.

#### (ii) Changes in bond yields

A decrease in Government of Jamaica bond yields will increase plan liability, although this will be partially offset by an increase in the return on plan's assets which are linked to debt investment.

#### (iii) Salary risk

The present value of the plan liabilities is calculated in reference to the future salaries of members. Therefore an increase in the salary of members will increase the plan's liability.

#### (iv) Life expectancy

The majority of the plan's obligations are to provide benefits for the life of the member, so increases in life expectancy will result in an increase in the plan's liabilities.

## 21. Retirement Benefits (Continued)

### (d) Sensitivity tests

#### (i) The effect of a 1% increase/decrease in the medical inflation rate assumption:

	Decrease by 1% Increase/ (Decrease) in Health & Life benefits \$'000	Increase by 1% Increase/ (Decrease) in Health & Life benefits \$'000
Sagicor Life Jamaica Limited	(212,932)	275,501
Sagicor Property Services Limited	(8,325)	8,299
Sagicor Investments Jamaica Limited	(34,293)	47,963
Total Group	<u>(253,550)</u>	<u>331,763</u>

#### (ii) Impact of a 1% increase/decrease in the discount rate assumption:

	Decrease by 1% Increase/ (Decrease) in Pension benefits \$'000	Decrease by 1% Increase/ (Decrease) in Health & Life benefits \$'000	Total \$'000
Sagicor Life Jamaica Limited	796,209	293,530	1,089,739
Sagicor Property Services Limited	36,707	8,628	45,335
Sagicor Investments Jamaica Limited	119,742	41,091	160,833
Total Group	<u>952,658</u>	<u>343,249</u>	<u>1,295,907</u>

	Increase by 1% Increase/ (Decrease) in Pension benefits \$'000	Increase by 1% Increase/ (Decrease) in Health & Life benefits \$'000	Total \$'000
Sagicor Life Jamaica Limited	(611,413)	(224,736)	(836,149)
Sagicor Property Services Limited	(28,303)	(6,506)	(34,809)
Sagicor Investments Jamaica Limited	(90,478)	(30,335)	(120,813)
Total Group	<u>(730,194)</u>	<u>(261,577)</u>	<u>(991,771)</u>

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 21. Retirement Benefits (Continued)

(d) Sensitivity tests (continued)

(iii) Impact of a 1% increase/decrease in salary assumption:

	Decrease by 1% Increase/ (Decrease) in Pension benefits S'000	Increase by 1% Increase/ (Decrease) in Pension benefits S'000
Sagicor Life Jamaica Limited	(282,341)	334,188
Sagicor Property Services Limited	(13,380)	15,408
Sagicor Investments Jamaica Limited	(44,215)	50,793
Total Group	<u>(339,936)</u>	<u>400,389</u>

The above sensitivity analyses are based on a change in an assumption while holding all other assumptions constant. In practice, this is unlikely to occur, and changes in some of the assumptions may be correlated. When calculating the sensitivity of the defined benefit obligation to significant actuarial assumptions the same method (present value of the defined benefit obligation calculated with the projected unit credit method at the end of the reporting period) has been applied as when calculating the pension liability recognised within the statement of financial position.

The Group ensures that the investment positions are managed within an asset-liability matching (ALM) framework that has been developed to achieve long-term investments that are in line with the obligations under the pension scheme. Within this framework, the Group's ALM objective is to match assets to the pension obligations by investing in long-term fixed interest securities with maturities that match the benefit payments as they fall due. The Group actively monitors how the duration and the expected yield of the investments are matching the expected cash outflows arising from the pension obligations. The Bank has not changed the processes used to manage its risks from previous periods. The Group does not use derivatives to manage its risk. Investments are well diversified, such that the failure of any single investment would not have a material impact on the overall level of assets. A large portion of assets in 2013 consists of bonds and equities.

The weighted average duration of liability of the defined benefit obligation is as follows:

	2013 Years	2012 Years
Active members	14	15
Deferred pensioners	<u>17</u>	<u>21</u>

## 22. Deferred Income Taxes

Deferred income taxes are calculated in full on all temporary differences under the liability method using a principal rate of:

- (a) 25% for the company;
- (b) 15% for Sagicor Life Jamaica Limited
- (b) 33 $\frac{1}{3}$ % for Sagicor Investments Jamaica Limited and
- (c) 25% for Sagicor Property Services Limited.

The subsidiaries incorporated in Grand Cayman operate under a zero tax regime.

Deferred tax assets and liabilities, net recognized on the statement of financial position are as follows:

	The Group	
	2013 \$'000	Restated 2012 \$'000
Deferred income tax assets, net	(298,107)	(19,133)
Deferred income tax liabilities, net	1,144	357,726
	<u>(296,963)</u>	<u>338,593</u>

Deferred tax assets and liabilities recognized on the statement of financial position, prior to offsetting, are as follows:

	The Group	
	2013 \$'000	Restated 2012 \$'000
Deferred income tax assets	(608,289)	(190,514)
Deferred income tax liabilities	311,326	529,107
	<u>(296,963)</u>	<u>338,593</u>

The movement on the deferred income tax account is as follows:

	The Group	
	2013 \$'000	Restated 2012 \$'000
Balance as at 1 January	338,593	624,899
Charged/(credited) to the income statement (Note 46(a))	(188,072)	62,620
Tax charged/(credited) to components in other comprehensive income (Note 46(c))	(421,514)	(348,926)
Prior year adjustment	(25,970)	-
Balance as at 31 December	<u>(296,963)</u>	<u>338,593</u>

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 22. Deferred Income Taxes (Continued)

Deferred income tax assets and liabilities are attributable to the following items:

	<u>The Group</u>	
	<b>2013</b>	<b>Restated 2012</b>
	<b>\$'000</b>	<b>\$'000</b>
Deferred income tax assets -		
Property, plant and equipment	(3,167)	(1,078)
Investment securities - available-for-sale	(247,342)	(38,358)
Pensions and other post-retirement benefits	(268,118)	(74,277)
Interest payable	(329)	(23,019)
Tax losses unused	(16,921)	(12,841)
Derivatives	(49,853)	-
Currency swaps	-	(21,555)
Other	<u>(22,559)</u>	<u>(19,386)</u>
	<u>(608,289)</u>	<u>(190,514)</u>
Deferred income tax liabilities -		
Property, plant and equipment	37,657	74,539
Trading securities	12,419	69,393
Investment securities - available-for-sale	-	76,437
Impairment losses on loans	47,487	51,219
Interest receivable	52,196	75,578
Unrealised foreign exchange gains	161,567	149,157
Other	<u>-</u>	<u>32,784</u>
	<u>311,326</u>	<u>529,107</u>
Net deferred tax (asset) / liability	<u>(296,963)</u>	<u>338,593</u>

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 22. Deferred Income Taxes (Continued)

The movement in deferred tax assets and liabilities is as follows:

	The Group						Total \$'000
	Property, plant and equipment \$'000	Fair value gains \$'000	Unrealised foreign exchange gains \$'000	Loan loss provision \$'000	Post- employment benefits \$'000	Other \$'000	
At 1 January 2012 (restated)	23,258	452,324	83,993	50,682	(61,920)	76,562	624,899
(Credited)/charged to income statement	53,798	(20,069)	61,914	-	(12,357)	(20,666)	62,620
Charged to other comprehensive income	(3,598)	(345,328)	-	-	-	-	(348,926)
At 31 December 2012 (restated)	73,458	86,927	145,907	50,682	(74,277)	55,896	338,593
(Credited)/charged to income statement	(42,121)	(86,288)	8,887	-	(60,497)	(8,053)	(188,072)
Credited to other comprehensive income	3,153	(388,911)	-	-	(35,756)	-	(421,514)
At 31 December 2013	34,490	(388,272)	154,794	50,682	(164,497)	15,840	(296,963)

# Notes to the Financial Statements

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## 23. Other Assets

	The Group		The Company	
	2013	Restated 2012	2013	2012
	\$'000	\$'000	\$'000	\$'000
Due from sales representatives	340,712	402,408	-	-
Real estate developed for resale -				
Opening balance	1,014,286	715,371	-	-
Cost of sales	(147,219)	(73,805)	-	-
Additions during the year	20,261	372,720	-	-
	887,328	1,014,286	-	-
Premiums due and unpaid	1,700,066	1,500,729	-	-
Due from related parties (Note 24)	212,772	1,245,632	-	-
Due from Government Employees				
Administrative Scheme Only Fund				
and Government Pensioners				
Administrative Scheme Only Fund	282,448	113,163	-	-
Prepayments	536,120	297,966	-	-
Customer settlements accounts	36,835	18,585	-	-
Other receivables	559,285	651,972	116,559	-
	4,555,566	5,244,741	116,559	-
Provision against doubtful receivables	(231,163)	(244,322)	-	-
	<u>4,324,403</u>	<u>5,000,419</u>	<u>116,559</u>	<u>-</u>

Real estate developed for sale relates to the construction of residential and commercial complexes.

## 24. Related Party Balances and Transactions

Parties are considered to be related if one party has the ability to control or exercise significant influence over the other party, in making financial or operational decisions.

The Group is controlled by Sagicor Financial Corporation, a company incorporated and domiciled in Barbados, which owns 51.00% (2012 – 51.00%) of the ordinary stock units. Pan-Jamaican Investment Trust Limited owns 32.76% (2012 – 32.76%) of the ordinary stock units. The remaining 16.24% (2012 - 16.24%) of the stock units is widely held.

Related companies include ultimate parent company, parent company, fellow subsidiaries and associated company. Related parties include directors, key management and companies for which the Group and its parent company provide management services. Pan Jamaican Trust Investment Limited is a related party by virtue of being a shareholder with significant influence over the parent company. Related parties also include the Pooled Investment Funds and the Sagicor Sigma Funds managed by the Group.

(a) The statement of financial position includes the following balances with related parties and companies:

	The Group	
	2013	Restated 2012
	\$'000	\$'000
Financial investments -		
Ultimate parent company	-	1,559,145
Due from related companies -		
Ultimate parent company	61,614	365,627
Parent company	43,851	43,166
Subsidiary companies	-	6,002
Pooled Pension Investment Funds	8,904	626,387
Other related companies	98,271	158,680
Other managed funds	132	45,770
	<u>212,772</u>	<u>1,245,632</u>

	The Group	
	2013	Restated 2012
	\$'000	\$'000
Due to related companies -		
Parent company	34,930	6,983
Other related companies	1,016	11,997
Other managed funds	160,182	69,352
	<u>196,128</u>	<u>88,332</u>

# Notes to the Financial Statements

31 December 2012

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## 24. Related Party Balances and Transactions (Continued)

(b) The above balances include the following transactions with related parties and companies

	The Group	
	2013	Restated 2012
	\$'000	\$'000
Ultimate parent company -		
Investment income	141,257	117,242
Parent company -		
Shared services fees	97,662	61,580
Party with significant influence over the group -		
Securities sold under agreements to repurchase	(196,197)	(514,559)
Customer deposits	(67,595)	(80,230)
Loans	7,244	23,471

(c) The income statement includes the following transactions with related parties and companies:

	The Group	
	2013	Restated 2012
	\$'000	\$'000
Sagicor Pooled Investment Funds -		
Lease rental expense	325,347	276,114
Management fee income	552,007	474,213
Administration fee income	191,038	282,947
Directors and key management personnel -		
Interest expense	3,962	6,940
Other related parties -		
Interest and other income earned	241,868	19,453
Key management compensation -		
Salaries and other short term benefits	490,387	493,196
Share based payments	211,814	196,780
Contributions to pensions and insurance schemes	28,354	20,793
	730,555	710,769

## 24. Related Party Balances and Transactions (Continued)

(c) The income statement includes the following transactions with related parties and companies (continued):

	The Group	
	2013	Restated 2012
	\$'000	\$'000
Directors' emoluments -		
Fees	87,354	43,478
Other expenses	3,796	5,018
Management remuneration (included above)	127,881	94,269
	219,031	142,765
Party with significant influence over the group -		
Fee income earned	1,875	32,500
Rent and net lease	(118,220)	(117,894)
Interest expense paid	(3,670)	(9,092)
Interest income earned	1,516	3,157

## 25. Share Capital

	The Group	
	2013	2012
	\$'000	\$'000
Authorised:		
13,598,340,000 (2012 – 13,598,340,000)		
Ordinary shares		
Issued and fully paid:		
3,760,992,000 (2012 – 3,760,992,000)		
Ordinary shares at no par	7,854,938	7,854,938

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 26. Equity Reserves

-----Attributable to owners of the parent-----									
Note	Investment and Fair Value Reserves				Other Reserves				Grand Total
	Stock Options Reserve	Available-for-sale fair value reserve	Owner occupied properties fair value reserve	Currency Translation Reserve	Capital redemption reserve	Special investment reserve	Loan Loss Reserve	Retained earnings reserve	
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	
Balance as at 1 January 2012 (as previously reported)	95,893	300,656	487,519	1,145,786	1,086,018	161,070	80,461	1,102,061	4,459,464
Effects of changes in accounting policies									
Segregated funds reserves	4	-	-	3,951	-	-	-	-	3,951
<b>Balance at 1 January 2012(restated)</b>	95,893	300,656	487,519	1,149,737	1,086,018	161,070	80,461	1,102,061	4,463,415
Net gains recycled to revenue on disposal and maturity of available-for-sale securities	-	(728,337)	-	-	-	-	-	-	(728,337)
Net unrealised gains on available-for-sale securities	-	914,601	-	-	-	-	-	-	914,601
Net unrealised losses on revaluation of owner occupied properties	-	-	(59,966)	-	-	-	-	-	(59,966)
Deferred tax on unrealised capital gains	-	(6,649)	3,598	-	-	-	-	-	(3,051)
Impairment of equities	-	5,355	-	-	-	-	-	-	5,355
Currency translation	-	(2,734)	-	747,994	-	-	-	-	745,260
<b>Total comprehensive income for the year</b>	-	<b>182,236</b>	<b>(56,368)</b>	<b>747,994</b>	-	-	-	-	<b>873,862</b>

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 26. Equity Reserves (Continued)

\-----Attributable to owners of the parent-----										
Note	Investment and Fair Value Reserves			Other Reserves					Grand Total	
	Stock Options Reserve	Available-for-sale fair value reserve	Owner occupied properties fair value reserve	Currency Translation Reserve	Capital redemption reserve	Special investment reserve	Loan Loss Reserve	Retained earnings reserve		
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	
<b>Total comprehensive income for the year</b>	-	182,236	(56,368)	747,994	-	-	-	-	<b>873,862</b>	
Transactions with owners -										
Employee share option scheme - value of services provided	29,723	-	-	-	-	-	-	-	29,719	
Employee stock grants and options exercised/expired	(37,386)	-	-	-	-	-	-	-	(37,386)	
Total transactions with owners	(7,663)	-	-	-	-	-	-	-	(7,667)	
Transfers between reserves -										
To retained earnings reserve	30 (c)	-	-	-	-	-	-	427,250	427,250	
To special investment reserve	2(r)	-	-	-	-	5,603	-	-	5,603	
To retained earnings	2(s)	-	(30,108)	-	-	-	-	-	(30,108)	
Adjustment between regulatory loan provisioning and IFRS	30(b)	-	-	-	-	-	1,927	-	1,927	
Total transfers between reserves		-	(30,108)	-	-	5,603	1,927	427,250	404,672	
<b>Balance at 31 December 2012 (restated)</b>		<b>88,230</b>	<b>452,784</b>	<b>431,151</b>	<b>1,897,731</b>	<b>1,086,018</b>	<b>166,673</b>	<b>82,388</b>	<b>1,529,311</b>	<b>5,734,286</b>

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 26. Equity Reserves (Continued)

\-----Attributable to owners of the parent-----\									
Note	Investment and Fair Value Reserves			Other Reserves					Grand Total
	Stock Options Reserve	Available-for-sale fair value reserve	Owner occupied properties fair value reserve	Currency Translation Reserve	Capital redemption reserve	Special investment reserve	Loan Loss Reserve	Retained earnings reserve	
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
<b>Balance at 31 December 2012 (restated)</b>	88,230	452,784	431,151	1,697,361	1,086,018	166,673	82,388	1,529,311	5,533,916
Segregated funds reserves	-	-	-	200,370	-	-	-	-	200,370
<b>Balance at 1 January 2013 (restated)</b>	88,230	452,784	431,151	1,897,731	1,086,018	166,673	82,388	1,529,311	5,734,286
Net gains recycled to revenue on disposal and maturity of available-for-sale securities	-	(1,062,870)	-	-	-	-	-	-	(1,062,870)
Net unrealised gains on available-for-sale securities	-	(983,298)	-	-	-	-	-	-	(983,298)
Net unrealised losses on revaluation of owner occupied properties	-	-	111,427	-	-	-	-	-	111,427
Deferred tax on unrealised capital gains	-	30,520	(3,153)	-	-	-	-	-	27,367
Impairment of equities	-	7,851	-	-	-	-	-	-	7,851
Currency translation	-	47,463	35,025	1,345,070	-	-	-	-	1,427,568
<b>Total comprehensive income for the year</b>	-	<b>(1,960,334)</b>	<b>143,299</b>	<b>1,345,070</b>	-	-	-	-	<b>(471,965)</b>

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 26. Equity Reserves (Continued)

		Attributable to owners of the parent							
		Investment and Fair Value Reserves			Other Reserves				
Note	Stock Options Reserve	Available-for-sale fair value reserve	Owner occupied properties fair value reserve	Currency Translation Reserve	Capital redemption reserve	Special investment reserve	Loan Loss Reserve	Retained earnings reserve	Grand Total
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
	<b>Total comprehensive income for the year</b>	-	(1,960,334)	143,299	1,345,070	-	-	-	(471,965)
	Transactions with owners -								
	Employee share option scheme - value of services provided	34,529	-	-	-	-	-	-	34,529
	Employee stock grants and options exercised/expired	(6,196)	-	-	-	-	-	-	(6,196)
	Total transactions with owners	28,333	-	-	-	-	-	-	28,333
	Transfers between reserves -								
	To special investment reserve	2(r)	-	-	-	-	-	65,820	65,820
	To retained earnings	2(s)	-	(17,863)	-	-	4,822	-	(13,041)
	Adjustment between regulatory loan provisioning and IFRS	30(b)	-	-	-	-	-	-	-
	Total transfers between reserves	-	(17,863)	-	-	-	4,822	65,820	52,779
	<b>Balance at 31 December 2013</b>	116,563	(1,525,413)	574,450	3,242,801	1,086,018	166,673	87,210	1,595,131
									5,343,433

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## 27. Stock Options Reserve

### Long-term Incentive plan

The Group offers stock grants and stock options to senior executives as part of its long-term incentive plan. The Group has set aside 150,000,000 of its authorised but un-issued shares of \$0.10 each for the stock grants and stock options.

In January 2007, the Group introduced a new Long Term Incentive (LTI) plan which replaced the previous Stock Option plan. Under the LTI plan, executives are entitled but not obliged to purchase the Group stock at a pre-specified price at some future date. The options are granted each year on the date of the Board of Directors Human Resources Committee meeting following the performance year at which the stock option awards are approved. Stock options vest in 4 equal installments beginning the first December 31 following the grant date and for the next three December 31st dates thereafter (25% per year). Options are not exercisable after the expiration of 7 years from the date of grant. The number of stock options in each stock option award is calculated based on the LTI opportunity via stock options (percentage of applicable salary) divided by the Black-Scholes value of a stock option of Sagicor Group Jamaica Limited stock on 31 March of the measurement year. The exercise price of the options is the closing bid price on 31 March of the measurement year.

In December 2013, the Sagicor Group of companies in Jamaica was reorganized to establish a new holding company which directly or indirectly carries the Group's holdings in member companies. As a consequence SLJ was delisted from the Jamaica Stock Exchange (JSE) and Sagicor Group Jamaica Limited (SGJ) was listed. Further, to harmonize compensation plans across the Group and considering the pending delisting of the subsidiary, Sagicor Investments Jamaica Limited (SIJL), all outstanding options in SIJL as at December 2013 were converted to corresponding SGJ options with equivalent monetary value. From the 2013 measure year, all executives of the Group participate in the SGJ LTI plan.

Summary of Sagicor Jamaica Investments Jamaica Limited's options which were converted to Sagicor Group Jamaica Limited's options

Measurement Year	Original grant date of SIJL options	Original SIJL exercise price	Number of SIJL options	Converted SGJ exercise price	Number of new SGJ options	Expiration date of new SGJ options
2006	March 2007	18.00	2,259,072	11.14	3,649,711	March 2014
2007	March 2008	20.50	1,919,173	11.84	3,321,771	March 2015
2008	March 2009	12.20	3,182,118	7.66	5,069,770	March 2016
2009	March 2010	18.00	2,345,601	10.45	4,039,454	March 2017
2010	March 2011	19.20	1,947,778	10.96	3,413,274	March 2018
2011	March 2012	26.48	965,139	14.10	1,813,036	March 2019
			<u>12,618,881</u>		<u>21,307,016</u>	

## 27. Stock Options Reserve (Continued)

Details of the combined share options outstanding are as follows:

	Sagicor Group Jamaica Limited			
	2013		2012	
	Options (thousands)	Weighted Average exercise price in \$ per share	Options (thousands)	Weighted Average exercise price in \$ per share
At beginning of year	44,590	6.39	48,122	6.18
Granted - 2011			7,968	7.52
- 2012	9,611	10.75	-	-
Converted options	21,307	10.51	-	-
Expired	(1,836)	6.50	(3,335)	6.99
Exercised	(1,524)	4.82	(8,165)	5.98
At end of year	<u>72,148</u>	<u>8.22</u>	<u>44,590</u>	<u>6.39</u>
Exercisable at the end of the period	<u>55,885</u>	<u>7.92</u>	<u>25,821</u>	<u>6.49</u>

Stock options outstanding at the end of the year have the following expiry dates and exercise prices:

Expiry Date	Converted Options					
	Exercise Price	2013 \$'000	Exercise Price	2013 \$'000	Exercise Price	2012 \$'000
March 2014	11.14	3,650	-	-	-	-
March 2015	11.84	3,322	7.92	5,496	7.92	5,827
March 2016	7.66	5,070	7.92	4,016	7.92	4,294
March 2017	10.45	4,039	4.20	10,217	4.20	11,919
March 2018	10.96	3,413	6.51	13,737	6.51	14,582
March 2019	14.10	1,183	7.52	7,852	7.52	7,968
March 2020	-	-	10.75	9,523	-	-
	<u>10.51</u>	<u>21,307</u>	<u>7.26</u>	<u>50,841</u>	<u>6.39</u>	<u>44,590</u>

For options outstanding at the end of the year, exercise prices range from \$4.20 to \$14.10 (2012 - \$4.20 to \$7.92). The remaining contractual terms range from 3 months to 7 years (2012 - 1 to 6 years).

The weighted average share price for options exercised during the year was \$4.82 (2012 - \$5.98) and the Group's share of the cost of these options was \$6,790,000 (2012 - \$39,838,000).

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## 27. Stock Options Reserve (Continued)

The stock options reserve balance at the year-end represents the accumulated fair value of services provided by employees in consideration for shares, as measured by reference to the fair value of the shares. The fair value of the options granted during the year as determined using the Black-Scholes valuation model was \$16,146,000. The significant inputs into the model were share price of \$10.75, dividend yield of 5.49%, standard deviation of the expected share price returns of 25%, and annual risk free interest rate of 7.65%. The expected volatility is based on statistical analysis of month end share prices over the preceding seven years. The fair value of the converted options as determined using the Black-Scholes Valuation Model was \$43,811,000.

The Group recognized cumulative expenses of \$116,559,000 in the Stock Option Reserves (2012 – 88,226,000) and share options expense of \$102,939,000 (2012 - \$107,528,000) in the income statement.

The Group also has in place a share purchase plan which enables its administrative and sales staff to purchase a pool of Sagicor Group Jamaica Limited shares at a predetermined discount rate of the closing bid price on December 31 each year. During 2013, the Staff Share Purchase Plan Trust purchased 3,417,136 shares over the Stock Exchange for a total value of \$28,380,000. There is no cost to the Group as the discounted shares will be transferred in 2014. At the point at which the shares are transferred to staff, the Subsidiary Companies recognize their share of the cost of those shares in the income statement.

## 28. Investment and Fair Value Reserve

This represents the unrealised surplus or deficit on the re-measurement of available-for-sale securities, the revaluation of property, plant and equipment, an adjustment for gains or losses on investments in subsidiaries, an adjustment for equity investments deemed impaired and an adjustment for gains or losses on available-for-sale securities which have matured or have been disposed. An analysis of the investment and fair value reserves is as follows:

	<u>The Group</u>	
	<u>2013</u>	<u>2012</u>
	<u>\$000</u>	<u>\$000</u>
Owner-occupied properties	574,450	431,151
Unrealised gains on available-for-sale securities	<u>(1,525,413)</u>	<u>452,784</u>
	<u><u>(950,963)</u></u>	<u><u>883,935</u></u>

## 29. Currency Translation Reserve

This represents the unrealised foreign exchange gains and losses on the translation of subsidiaries with functional currencies other than the Jamaican dollar.

## 30. Other Reserves

- (a) Special Investment Reserve - This represents a non-distributable reserve under the provisions of the Insurance Regulations, 2001 (Note 2(s)).
- (b) Loan Loss Reserve - This is a non-distributable reserve representing the excess of the allowance for impairment losses determined using the Bank of Jamaica's regulatory requirements over the amount determined under IFRS.

## 30. Other Reserves (Continued)

- (c) Retained earnings reserve - Section 2 of the Banking Act of 1992 permits the transfer of any portion of the Bank's net profit to a retained earnings reserve. This reserve constitutes a part of the capital base for the purpose of determining the maximum level of deposit liabilities and lending to customers. Transfers to the retained earnings reserve are made at the discretion of the subsidiary's Board of Directors; such transfers must be notified to the Bank of Jamaica.
- (d) Reserve fund (included as a part of retained earnings reserve) - This fund is maintained in accordance with the Banking Act 1992 which requires that a minimum of 15% of the net profit of the banking subsidiary as defined by the Act be transferred annually to the reserve fund until the amount of the fund is 50% of the paid-up share capital of the subsidiary, and thereafter 10% of the net profit until the amount of the fund is equal to the paid-up capital of the subsidiary.

The deposit liabilities and other indebtedness for borrowed money together with all interest accrued should not exceed twenty times its capital base for the banking subsidiary

## 31. Dividends Declared

	<u>The Group</u>	
	<u>2013</u>	<u>2012</u>
	<u>\$'000</u>	<u>\$'000</u>
First interim dividend – 19 cents per share (2012 – 28 cents per share)	714,588	1,053,078
Second interim dividend – 21 cents per share (2012 – 28 cents per share)	<u>789,808</u>	<u>1,053,078</u>
	<u><u>1,504,396</u></u>	<u><u>2,106,156</u></u>

The dividends paid for 2013 and 2012 represented a dividend per stock unit of \$0.40 and \$0.56 respectively.

## 32. Net Profit and Retained Earnings

	<u>Restated</u>	
	<u>2013</u>	<u>2012</u>
	<u>\$'000</u>	<u>\$'000</u>
(i) Net profit / (losses) dealt with in the financial statements of:		
The company	(19,488)	-
The subsidiaries	<u>6,562,178</u>	<u>6,061,532</u>
	<u><u>6,452,690</u></u>	<u><u>6,061,532</u></u>
(ii) Retained earnings / (Accumulated deficit) reflected in the financial statements of:		
The company	(19,488)	-
The subsidiaries	<u>22,746,958</u>	<u>19,266,331</u>
	<u><u>22,727,470</u></u>	<u><u>19,266,331</u></u>

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## 33. Deposit and Security Liabilities

	The Group		The Company	
	2013 \$'000	Restated 2012 \$'000	2013 \$'000	2012 \$'000
Securities sold under repurchase agreements	55,630,546	55,333,734	-	-
Due to banks and other financial institutions (i)	16,716,280	10,767,058	-	-
Customer deposits and other accounts	11,881,676	11,090,266	-	-
Structured products (ii)	1,841,222	854,100	-	-
Promissory notes (iii)	-	-	601,145	-
	<u>86,069,724</u>	<u>78,045,158</u>	<u>601,145</u>	<u>-</u>
	<b>Interest Rate (%)</b>	<b>Maturity Period</b>	<b>2013 \$'000</b>	<b>Restated 2012 \$'000</b>
<b>(l) Due to banks and other financial institutions:</b>				
Long term loans:				
Development Bank of Jamaica Limited	various	various	820,799	215,791
European Investment Bank	various	2015	90,808	175,202
The National Export-Import Bank of Jamaica Limited	8-13		23,914	77,753
National Housing Trust NHT	various		751,713	684,929
Credit Suisse NY	7.25	2014	853,646	745,855
Short term loans:				
National Commercial Bank Jamaica Limited	6.5	2014	600,107	-
Citibank N.A.	1.75	2014	530,261	-
UBS AG London	3.452 - 3.714	2014	3,923,743	3,704,528
Oppenheimer & Co. Inc.	2 - 4.25	2014	1,336,064	449,173
Morgan Stanley Smith Barney	1.08 - 1.17	2014	7,586,239	4,573,608
Bank overdraft:				
National Commercial Bank Jamaica Limited			197,893	140,219
Sagicor Bank Jamaica Limited			1,093	-
			<u>16,716,280</u>	<u>10,767,058</u>

## 33. Deposit and Security Liabilities (Continued)

### (l) Due to banks and other financial institutions

- a) Development Bank of Jamaica Limited (DBJ)  
The agreement allows DBJ, at its absolute discretion, to approve J\$ financing to Sagicor Investments Jamaica Limited (SIJL) for on-lending to customers for developmental projects which meet the criteria of DBJ and on such terms and conditions as DBJ may stipulate.
- Funds disbursed to SIJL bear interest at DBJ's lending rate prevailing at the date of approval of each disbursement unless otherwise carried by DBJ and extended to the client at a maximum spread as stipulated by DBJ.
- b) European Investment Bank (EIB)  
A facility was established in the amount €4,000,000 on 20 December 2002 for the provision of financing to small and medium sized projects in the productive and related service sectors in Jamaica. The loan is disbursed to SIJL in tranches. The drawdowns may be done in US\$ or J\$. The loan is repayable in the Euro equivalent of the outstanding loan balance by 7 equal installments commencing 5 December 2008.
- c) *The National Export-Import Bank of Jamaica Limited (EXIM)*  
SIJL and its subsidiary Sagicor Bank Jamaica Ltd. (SBJL) are approved financial institutions of the National Export-Import Bank of Jamaica (EXIM). Through this partnership financing is provided, which is utilised to finance customers with viable projects within EXIM's guidelines.
- Trade credit, short term and medium term loans are offered to customers engaged in manufacturing, agriculture, tourism and export trading. The loans to customers are not varying terms and at a maximum spread as stipulated by EXIM.
- d) *National Housing Trust (NHT)*  
This is a third party financing agreement between the company and the National Housing Trust, and attracts interest at rates ranging from 0.759 to 7%.
- e) *Bank Overdrafts*  
The bank overdraft balance represents book overdraft at year end. The actual balances at bank were positive at year end.
- f) *UBS AG, London*  
This represents a loan facility received from UBS London in the amount of US\$37,000,000 by Sagicor Life Jamaica Limited. The loan attracts an interest rate of one month LIBOR plus 3.4% per annum and is secured by a Kingdom of Bahrain bond totaling US\$1,030,000, a Republic of Italy bond totaling US\$1,185,384, a Government of Bermuda bond totaling US\$1,075,000, a Commonwealth of Bahamas bond totaling US\$4,578,000, a Government of Cayman Islands bond totaling US\$7,770,000, Government of Trinidad and Tobago bonds totaling US\$11,441,360, Government of Jamaica Global bonds totaling US\$27,249,130, Petroleum Company of Trinidad and Tobago Limited Corporate bonds totaling US\$3,488,519 and International Corporate bonds totaling US\$3,007,530.

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## 33. Deposit and Security Liabilities (Continued)

### (i) Due to banks and other financial institutions (continued)

#### g) Oppenheimer & Co. Inc.

This represents amounts due to the broker for securities purchased by Sagicor Life Jamaica Limited (SLJ) and Sagicor Life of the Cayman Islands Limited (SLC) under margin loan facilities. The facilities with SLJ attract interest rates ranging from 2% to 4.25%. These loans are repayable on demand and secured by International Corporate bonds totaling US\$12,988,071, Equities totaling US\$6,054,517, a Federal Republic of Brazil bond totaling US\$97,000, a Government of Costa Rica bond totaling US\$45,750, a Government of Dominica Republic bond totaling US\$54,000, a Government of Republic of El Salvador bond totaling US\$48,700, a Government of Republic of Panama bond totaling US\$55,875 and a Government of Barbados Corporate bond totaling US\$37,750.

The facilities with SLC attract an interest rate of 2%; these loans are repayable on demand and secured by International Corporate bonds totaling US\$24,980,396, Equity totaling US\$2,538,566 and a Government of Barbados Corporate bond totaling US\$104,922.

#### h) Morgan Stanley Smith Barney

This represents amounts due to the broker for securities purchased by Sagicor Life Jamaica Limited (SLJ) and Sagicor Life of the Cayman Islands Limited (SLC) under margin loan facilities. The facilities with SLJ attract interest rates ranging from 1.08% to 1.17%. These loans are repayable on demand and secured by International Corporate bonds totaling US\$39,516,684, Equities totaling US\$4,029,886, International Municipal bonds totaling US\$2,310,519 and a Royal Bank of Scotland bond totaling US\$504,048.

The facilities with SLC attract interest rates ranging from 1.08% to 1.17%; these loans are repayable on demand and secured by a Government of Trinidad and Tobago bond totaling US\$846,000, International Corporate bonds totaling US\$97,711,622, Royal Bank of Scotland Corporate bonds totaling US\$1,218,924 and Equities totaling US\$5,439,266.

#### i) Credit Suisse NY

This represents a fixed rate loan at interest rate of 7.25%. The loan is secured by International Corporate bonds totaling US\$12,348,486, a Royal Bank of Scotland Corporate bond totaling US\$1,152,325, a Petroleum Company Trinidad and Tobago Corporate bond US\$1,252,500 and a Government of Barbados Corporate bond totaling US\$262,304. This loan is repayable in one installment on 21 August 2014.

The Group has not had any defaults of principal, interest or other breaches with respect to its liabilities during the year.

### (ii) Structured products

	2013	2012
	\$'000	\$'000
Principal protected notes -		
With no interest guaranteed	267,424	315,566
With interest guaranteed	1,478,898	394,512
7.15% US dollar amortising notes	94,900	144,022
	<u>1,841,222</u>	<u>854,100</u>

## 33. Deposit and Security Liabilities (Continued)

### (ii) Structured products (continued)

#### Principal Protected Notes

Principal protected notes comprise a fixed income element with or without an interest guarantee (included above) and an equity-indexed option element disclosed in Note 9. These notes entitle the holders to participate in any positive returns on the equity-indexed options and they also include a principal protection feature. If the return on the index is negative, the holder will obtain the principal invested in the notes with no interest guarantee and principal plus interest for the notes with an interest guarantee. The maturity of these notes range from 2013 to 2017.

#### US Dollar Amortizing Notes

The 7.15% US dollar amortizing notes are structured securities whereby the principal is amortised quarterly with the final repayment by February 2015.

### (iii) Promissory notes

	The Company	
	2013	2012
	\$'000	\$'000
Sagicor Insurance Brokers Limited	32,181	-
Sagicor International Administrators Limited	5,783	-
Sagicor St. Lucia Limited	563,181	-
	<u>601,145</u>	<u>-</u>

The above represent promissory notes that have been issued with respect to the reorganization of the Group, see Note 1 (b) for further details. The promissory notes have been issued to one of the Group's subsidiaries, Sagicor Life Jamaica Limited, for consideration for the value of the above subsidiaries whose ownership has been transferred from the previous parent company, Sagicor Life Jamaica Limited to the new holding company, Sagicor Group Jamaica Limited. The promissory notes are unsecured and attract interest at 5% per annum and mature June 2015.

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## 34. Other Liabilities

	The Group		The Company	
	2013	Restated 2012	2013	2012
	\$'000	\$'000	\$'000	\$'000
Accounts payable and accruals	570,008	532,121	-	-
Accrued vacation	87,973	65,488	-	-
Annuities payable	722	1,082	-	-
Dividends payable	81,811	69,636	-	-
Due to related parties (Note 24)	196,128	88,332	-	-
Due to brokers and agents	151,257	194,171	-	-
Bonus payable	323,466	341,130	-	-
Premiums not applied	1,147,418	889,736	-	-
Reinsurance payable	131,556	87,637	-	-
Mortgage principal and real estate payables	272,076	312,217	-	-
Customer settlement accounts	207,407	77,081	-	-
Regulatory fees and Statutory payables	123,765	115,805	-	-
Items in course of payment	68,364	89,962	-	-
Fees received in advance	12,864	5,299	-	-
Unearned reinsurance commissions	8,177	7,047	-	-
Miscellaneous	472,564	445,408	19,489	-
	<u>3,855,556</u>	<u>3,322,152</u>	<u>19,489</u>	<u>-</u>

## 35. Insurance Contract Liabilities

(a) Composition by line of business is as follows:

	The Group	
	2013	2012
	\$'000	\$'000
Group annuities	27,975,080	20,742,390
Group insurance	4,105,167	3,869,404
Individual insurance	16,485,484	14,711,651
Total	<u>48,565,731</u>	<u>39,323,445</u>

## 35. Insurance Contract Liabilities (Continued)

(b) Movements in insurance liabilities:

	The Group			
	2013			
	Group Annuities	Individual Insurance	Group Insurance	Total
	\$'000	\$'000	\$'000	\$'000
Balance at the beginning of the year	20,742,390	14,711,650	3,869,405	39,323,445
Normal changes in policyholders' liabilities (Note 35(d))	5,577,931	1,669,820	229,088	7,476,839
Changes as a result of revaluation	1,654,756	104,018	6,673	1,765,447
Balance at end of year	<u>27,975,077</u>	<u>16,485,488</u>	<u>4,105,166</u>	<u>48,565,731</u>
	The Group			
	2012			
	Group Annuities	Individual Insurance	Group Insurance	Total
	\$'000	\$'000	\$'000	\$'000
Balance at the beginning of the year	17,778,500	13,305,787	3,788,900	34,873,187
Normal changes in policyholders' liabilities (Note 35(d))	2,434,773	2,163,533	77,502	4,675,808
Change in valuation	-	(1,009,044)	-	(1,009,044)
Changes as a result of revaluation	529,117	251,374	3,003	783,494
Balance at end of year	<u>20,742,390</u>	<u>14,711,650</u>	<u>2,860,361</u>	<u>39,323,445</u>

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## 35. Insurance Contract Liabilities (Continued)

(c) Investment and other assets supporting policyholders' and other liabilities:

	The Group				
	2013				
	Insurance	Pensions and Annuities	Other Liabilities	Capital and Surplus	Total
	\$'000	\$'000	\$'000	\$'000	\$'000
Quoted equities	15,754,421	-	-	3,145,914	18,900,335
Investment properties	-	-	-	782,345	782,345
Fixed income securities	26,314,177	34,097,781	81,325,345	1,748,589	143,485,888
Mortgages	365,216	1,037,732	-	947,762	2,350,710
Other assets	1,021,093	-	773,375	30,996,553	32,791,020
	<u>43,455,226</u>	<u>35,135,513</u>	<u>82,098,716</u>	<u>37,620,843</u>	<u>198,310,297</u>

(c) Investment and other assets supporting policyholders' and other liabilities (continued):

	The Group				
	2012				
	Insurance	Pensions and Annuities	Other Liabilities	Capital and Surplus	Total
	\$'000	\$'000	\$'000	\$'000	\$'000
Quoted equities	11,528,742	-	-	1,499,692	13,028,434
Investment properties	1,773,095	-	-	627,731	2,400,826
Fixed income securities	22,557,597	25,411,058	65,862,151	10,839,448	124,670,254
Mortgages	486,598	1,058,485	-	105,236	1,650,319
Other assets	1,025,782	-	10,213,574	21,542,727	32,782,084
	<u>37,371,814</u>	<u>26,469,543</u>	<u>76,075,725</u>	<u>34,614,834</u>	<u>174,531,916</u>

## 35. Insurance Contract Liabilities (Continued)

(d) Changes in policy liabilities were caused by the following business activities and changes in actuarial assumptions:

	The Group			
	2013			
	Group Annuities	Individual Insurance	Group Insurance	Total
	\$'000	\$'000	\$'000	\$'000
Change in assumed investment yields and inflation rate	60,247	245,338	36,772	342,357
Change due to the issuance of new policies and the decrements on in-force policies	7,073,916	3,354,263	46,724	10,474,903
Change due to other actuarial assumptions	(1,556,232)	(1,929,783)	145,594	(3,340,421)
	<u>5,577,931</u>	<u>1,669,818</u>	<u>229,090</u>	<u>7,476,839</u>

	2012			
	Group Annuities	Individual Insurance	Group Insurance	Total
	\$'000	\$'000	\$'000	\$'000
Change in assumed investment yields and inflation rate	297,140	1,211,048	832	1,509,020
Change due to the issuance of new policies and the decrements on in-force policies	2,628,781	811,762	23,698	3,464,241
Change due to other actuarial assumptions	(491,148)	140,723	52,972	(297,453)
	<u>2,434,773</u>	<u>2,163,533</u>	<u>77,502</u>	<u>4,675,808</u>

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## 35. Insurance Contract Liabilities (Continued)

### (e) Policy assumptions

At each date for valuation of actuarial liabilities, the Appointed Actuary of each insurer reviews the assumptions made at the last valuation date. The Appointed Actuary tests the validity of each assumption by reference to current data, the Group's experience and where appropriate, changes the assumptions for the current valuation.

Insurance and investment contract liabilities have two major assumptions, best estimate assumptions and provisions for adverse deviation assumptions.

A similar process of review and assessment is conducted in the determination of margins for adverse deviations.

#### Life Insurance and Annuity Contracts

##### (i) Best estimate assumptions

Assumptions cover the lifetime of the policies and are made for many variables including mortality, morbidity, investment yields, rates of policy termination, operating expenses and certain taxes.

##### (ii) Mortality and morbidity

The assumptions are based on past group and industry experience. For individual life policies the Group bases its assumption on the Canadian Institute of Actuaries 86-92 male and female aggregate mortality tables which are 15 year select and ultimate mortality tables. For accidental death and dismemberment benefits the Group bases its assumptions on the 1959 Accidental Death Benefit table for rider benefits and the Canadian Population Accident 1990-1992 sex distinct table for coupon products. Critical illness incidence rates are based on British population sex-distinct incidence rates developed by the Institute of Actuaries. Group annuitant mortality is based on the Society of Actuaries 1994 Group Annuitant male and female basic mortality tables with projection scale AA for improvements in mortality. Individual Annuitant mortality is based on the Society of Actuaries 2012 Individual Annuitant male and female Period mortality tables with projection scale G2 beyond 2012 for improvements in mortality.

##### (iii) Investment yields

The Group broadly matches assets and liabilities by line of business. The projected cash flows from these assets are combined with future reinvestment rates derived from the current economic outlook and the Group's investment policy to determine expected rates of return on these assets for all future years. The gross long term ultimate reinvestment rate (after 20 years) is based on expectations of risk-free government bond yields. The gross rate is adjusted to take into account investment expenses, investment income taxes and asset default. Assumptions taking into account inflation are that real returns after 30 years will be between 0.6% and 1.8%.

##### (iv) Lapses and persistency

Lapses relate to termination of policies due to non-payment of premiums. Surrender and withdrawals relate to voluntary termination of policies by policyholders. Policy termination assumptions are based on the Group's own experience and vary by type of product. Lapse rates in the first year of a policy range between 7% and 30% of insurance amounts issued. Lapse rates after 20 policy years are assumed to be between 0% and 9.5% of insurance amounts in force. Partial withdrawal rates average about 16% of fund values available from policies in force.

## 35. Insurance Contracts Liabilities (Continued)

### (e) Policy assumptions (continued)

#### Life Insurance and Annuity Contracts (continued)

##### (v) Policy expenses

Policy maintenance expenses are derived from the Group's own internal cost studies projected into the future with an allowance for inflation. All expenses, including overhead, are functionally allocated by line of business, between the administration of the business and the acquisition of the business. All expenses related to the administration of the business are used to determine the policy maintenance unit costs. No expenses related to the acquisition of the business are included in the unit expense assumption used in the valuation of the actuarial liabilities. Interest sensitive and Universal life policies are assumed to be twice as costly to administer as traditional life policies. The inflation assumption is kept consistent with the investment assumption. The initial inflation rate is based on average calendar year inflation over the last 3 years and declines over the life of the policies such that real returns after 30 years are between 0.8% and 1.8%.

##### (vi) Provision for adverse deviation assumptions

To recognise the uncertainty in establishing best estimate assumptions, to allow for possible deterioration in experience and to provide greater comfort that the reserves are adequate to pay future benefits, the Appointed Actuary is required to include a margin for adverse deviation in each assumption. The impact of these margins is to increase reserves and so decrease the income that would be recognised on inception of the policy. The Canadian Institute of Actuaries standards indicate that margins are to be between 5% and 20% of the best estimate assumptions. The Group uses margins for each assumption at the mid to conservative end of the range, taking into account the risk profiles of the business.

##### (vii) Asset default

The Appointed Actuary of each insurer includes a provision for asset default in the modeling of the cash flows. The provision is based on industry and the Group's experience and includes a specific margin for equity securities and combined margin for debt securities, mortgage loans and deposits.

##### (viii) Changes in assumptions

Every financial year, the expectations of the Group with respect to the best estimate assumptions and the margins for adverse deviation described above are reviewed. All assumptions are updated as appropriate to reflect the circumstances of the Group.

#### Health Insurance Contracts

The outstanding liabilities for health insurance claims incurred but not yet reported and for claims reported but not yet paid are determined by statistical methods using expected loss ratios which have been derived from recent historical data. No material claim settlements are anticipated after one year from the balance sheet date.

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## 36. Investment Contract Liabilities

	The Group	
	2013	Restated 2012
	\$'000	\$'000
Amortised cost -		
Amounts on deposit	9,583,001	7,032,761
Deposit administration fund	3,150,075	3,271,323
Other investment contracts	527,217	492,773
	<u>13,260,293</u>	<u>10,796,857</u>

All financial liabilities at fair value through profit or loss are designated by the Group to be in this measurement category. The maturity value of these financial liabilities is determined by the fair value of the linked assets, at maturity date. There will be no difference between the carrying amount and the maturity amount at the maturity date.

The fair value of financial liabilities at amortised cost is based on a discounted cash flow valuation technique. This discount rate is determined by current market assessment of the time value of money and risk specific to the liability.

Movement of the Deposit Administration Funds:

	The Group	
	2013	2012
	\$'000	\$'000
Balance at the beginning of the year	3,271,323	3,030,867
Deposits received	384,246	442,412
Interest earned	200,345	227,324
Service charges	(29,493)	(29,232)
Withdrawals	(677,741)	(401,086)
Revaluation adjustment	1,395	1,038
Balance at the end of the year	<u>3,150,075</u>	<u>3,271,323</u>

These represent funds managed on behalf of pension plans administered by the Group and the company. Interest credited to the funds is paid at a fixed annual rate of return, with the rate being revised on an annual basis. At the end of the year, there were 187 (2012 - 160) clients in the company. The average interest rate paid by the company during the year was 5.97% (2012 - 6.55%).

## 37. Other Policy Liabilities

	The Group	
	2013	2012
	\$'000	\$'000
Insurance benefits payable	1,821,228	1,586,601
Provision for unearned premiums	124,216	107,593
Policy dividends and other funds on deposit	766,980	719,915
	<u>2,712,424</u>	<u>2,414,109</u>

## 38. Investment Contracts Benefits

Benefits from unit linked investment contracts without fixed terms for the Group amounting to \$3,178,180,000 (2012 - \$2,731,251,000) are accrued to the account of the policyholders as the fair value of the net gains arising from the underlying linked assets. All these contracts are designated at fair value through profit or loss.

## 39. Premium Income

(a) Gross premiums by line of business:

	The Group	
	2013	Restated 2012
	\$'000	\$'000
Group insurance -		
Group creditor life	530,395	522,253
Group health	7,371,105	6,377,052
Group life	1,660,004	1,678,414
	9,561,504	8,577,719
Individual insurance -		
Individual life -		
Insurance premium	9,475,163	8,764,119
Segregated funds contributions	4,216,834	3,430,629
Individual health	358,043	319,410
Individual annuities	117,229	131,403
	14,167,269	12,645,561
Bulk annuities	4,819,193	428,536
Annuities	1,291,602	1,871,003
Property and casualty	306,051	238,480
	<u>30,145,619</u>	<u>23,761,299</u>

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## 39. Premium Income (Continued)

(b) Reinsurance premiums by line of business:

	The Group	
	2013	Restated 2012
	\$'000	\$'000
Group insurance -		
Group health	179,438	175,532
Group life	90,213	92,621
	269,651	268,153
Individual life	331,314	282,953
Property and casualty	320,158	249,360
	921,123	800,466
Net premiums	29,224,496	22,960,833

(c) Net premiums by geography:

	The Group	
	2013	Restated 2012
	\$'000	\$'000
Jamaica	27,664,892	21,800,310
Cayman Islands	1,559,604	1,160,523
	29,224,496	22,960,833

## 40. Net Investment Income

	The Group	
	2013	Restated 2012
	\$'000	\$'000
<b>Interest income -</b>		
Short term deposits	10,831	11,672
Corporate debentures	1,927,973	1,498,003
Investment securities	8,644,571	9,012,845
Loans	1,117,757	1,075,557
Policy loans	79,609	81,378
Government securities purchased under resale agreements	109,146	69,010
Other	24,015	17,141
Dividends	47,200	28,344
Loss on debt exchange transactions	(1,038,817)	-
Net foreign exchange gains	443,371	21,316
Net realised gains on investment securities	1,408,114	1,814,578
Other investment (losses)/income	(23,060)	11,722
	12,750,710	13,641,566
Impairment of equity investments	(7,851)	(5,117)
<b>Interest expense-</b>		
Customer deposits and repurchase liabilities	(3,046,889)	(3,018,331)
Due to banks and other financial institutions	(57,872)	(118,027)
Investment contracts	(591,463)	(574,270)
Other	(261,666)	(396,442)
	(3,957,890)	(4,107,070)
<b>Net investment income</b>	<b>8,784,969</b>	<b>9,529,379</b>

### Loss on debt exchange transactions

In February, the Group participated in the National Debt Exchange (NDX) and a Private Debt Exchange (PDX) conducted by the Government of Jamaica. These involved the non-cash exchange of existing notes with a face value of \$60,651,448,000 for the Group for new, longer-dated debt instruments with lower coupon rates (new notes) of equivalent face value. Certain new notes issued under the PDX included instruments with embedded put options (Note 10).

The loss arising on the exchanges represents the difference between the carrying value of the existing notes and the fair value of the new notes (including the value of the embedded put option) at the date of exchange.

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## 41. Fee and Other Income

	The Group	
	Restated	
	2013	2012
	\$'000	\$'000
Administration fees	1,285,968	928,867
Other		
Surrender charges	157,433	124,772
Wholesale banking fees	6,029	5,380
Credit related fees, net	86,942	32,933
Stockbrokerage fees	20,167	40,118
Treasury fees	11,298	19,388
Trust fees	43,967	50,321
Corporate finance fees	21,977	44,314
Foreign exchange gains	416,252	400,122
Other operating income	2,259,249	1,335,693
Miscellaneous fees	37,418	35,271
	<u>4,346,700</u>	<u>3,017,179</u>

## 42. Insurance Benefits and Claims

	The Group			
	2013			2012
	Gross incurred	Reinsured	Net	Restated Net Claims
	\$'000	\$'000	\$'000	\$'000
Death and disability	2,325,461	(86,956)	2,238,505	1,729,894
Maturities	35,075	-	35,075	9,858
Surrenders and withdrawals	1,101,281	-	1,101,281	968,186
Segregated funds withdrawals	3,178,100	-	3,178,100	2,731,250
Annuities payments	2,523,396	-	2,523,396	2,097,922
Policy dividends and bonuses	55,987	-	55,987	45,463
Health insurance	6,284,235	(141,053)	6,143,182	5,128,682
Other benefits	491,124	(12,153)	478,971	380,316
	<u>15,994,659</u>	<u>(240,162)</u>	<u>15,754,497</u>	<u>13,091,571</u>

## 43. Finance Costs

Finance costs represent interest costs incurred on loans used for business development.

## 44. Administration Expenses

	The Group		The Company	
	Restated			
	2013	2012	2013	2012
	\$'000	\$'000	\$'000	\$'000
Auditors' remuneration -				
Current year	65,716	60,477	3,500	-
Prior year	350	(365)	-	-
Office accommodation	701,276	589,448	-	-
Communication and technology	567,614	446,693	-	-
Advertising and branding	241,123	332,692	-	-
Sales convention and incentives	135,229	96,689	-	-
Postage, printing and office supplies	118,792	109,964	-	-
Policy stamp duties and reimbursements	48,122	38,472	-	-
Regulators fees	183,511	147,878	-	-
Directors costs	32,292	48,496	-	-
Legal and professional fees	127,134	126,731	12,500	-
Legal claims	216,676	45,617	-	-
Services outsourced	343,084	371,561	-	-
Other expenses	527,607	493,936	3,488	-
Staff cost (a)	4,014,122	3,653,952	-	-
	<u>7,322,648</u>	<u>6,562,241</u>	<u>19,488</u>	<u>-</u>

(a) Staff costs

	The Group	
	2013	2012
	\$'000	\$'000
Salaries	2,899,444	2,693,961
Payroll taxes	299,086	266,346
Pension costs (Note 21)	290,902	206,024
Other post-retirement benefits (Note 21)	215,059	110,213
Share based compensation	111,449	130,257
Other	198,182	247,151
	<u>4,014,122</u>	<u>3,653,952</u>

## 45. Commission and Sales Expense

Amount represents agents' commission and bonuses.

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## 46. Taxation

(a) Tax is computed as follows:

	The Group		The Company	
	2013 \$'000	2012 \$'000	2013 \$'000	2012 \$'000
Current year taxation -				
Investment income tax @ 15%	306,542	217,944	-	-
Income tax at 33 1/3%	443,303	574,653	-	-
	749,845	792,597	-	-
Deferred income tax (Note 22) -				
Deferred tax charge/(credit) relating to the origination and reversal of temporary differences	(188,072)	62,620	-	-
Taxation	<u>561,773</u>	<u>855,217</u>	<u>-</u>	<u>-</u>
(b) Premium and other taxes:				
Premium tax @ 3%	426,007	386,197	-	-
Asset tax @ 0.14%	189,292	184,501	-	-
Withholding tax	1,153	808	-	-
Premium and other taxes	<u>616,452</u>	<u>571,506</u>	<u>-</u>	<u>-</u>

- (i) Investment tax applicable to the long term insurance business of the company is 15% on income, other than premium income, less certain expenses incurred in the generation of that income.
- (ii) Investment tax applicable to the health insurance business of the company is 15% of taxable profits of that line of business.
- (iii) Income tax at 33 1/3% is payable on taxable profits of Sagicor Property Services Limited, Sagicor Investments Jamaica Limited, Employee Benefits Administrator Limited, Sagicor Insurance Brokers Limited and Sagicor International Administrators Limited.
- (iv) Subject to the agreement of the Taxpayer Audit and Assessment Department, losses of the company and certain subsidiary companies, available for set off against future taxable profits amount to approximately \$19,488,000 (2012 - Nil) and \$140,109,000 (2012 - \$172,707,000) respectively. No deferred tax asset has been calculated on the losses for the company, as these losses are not expected to be recovered in the foreseeable future.
- (v) Premium tax charges for the company include tax on deposits relating to the segregated funds totalling \$3,904,598,000 (2012 - \$3,088,624,000). The income from these funds is not included in the financial statements of the company. The company recovers these charges through premium income charged to the funds for the provision of life insurance coverage.

In the prior year, a new asset tax was introduced at a rate of 0.14% of total assets less required capital and withholding taxes due from Tax Administration of Jamaica (TAJ).

## 46. Taxation (Continued)

(c) Reconciliation of applicable tax charges to effective tax charge:

	The Group	
	2013 \$'000	2012 \$'000
Investment income tax -		
Gross investment income	<u>12,750,710</u>	<u>13,641,566</u>
Tax at 15%	1,912,606	2,046,235
Adjusted for:		
Deductible expenses	(241,303)	(250,528)
Income not subject to tax	(432,812)	(329,995)
Net investment income not subject to investment tax	(1,010,553)	(1,276,316)
Expenses not deductible for tax purposes	44,176	93,106
Net effect of other charges and allowances	<u>(14,978)</u>	<u>(4,414)</u>
	<u>257,136</u>	<u>278,088</u>
Income tax -		
Profit before taxation	<u>7,014,463</u>	<u>6,916,749</u>
Tax at 33 1/3%	2,337,920	2,305,352
Adjusted for:		
Investment income not subject to income tax	(2,009,460)	(1,877,649)
Asset tax not deductible for tax purposes	52,002	50,668
Prior year under provision	(1,744)	13,383
Net effect of other charges and allowances	<u>(74,081)</u>	<u>85,375</u>
	<u>304,637</u>	<u>577,129</u>
Taxation expense	<u>561,773</u>	<u>855,217</u>

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## 46. Taxation (Continued)

(d) The tax (charge)/credit relating to components of other comprehensive income is as follows:

	The Group					
	2013			2012		
	Before tax \$'000	Tax (charge)/ credit \$'000	After tax \$'000	Before tax \$'000	Tax (charge)/ credit \$'000	After tax \$'000
Fair value (losses)/gains on available-for-sale investments	(2,327,694)	285,291	(2,042,403)	(210,512)	331,994	121,482
Cash flow hedge		-	-	(51,554)	13,334	(38,220)
Re-measurement of post-employment benefits	(1,426,197)	139,376	(1,286,821)	(177,044)	-	(177,044)
Unrealised (losses)/gains on owner-occupied properties	146,452	(3,153)	143,299	(59,966)	3,598	(56,368)
Retranslation of foreign operations	1,345,070	-	1,345,070	747,994	-	747,994
Other comprehensive income	(2,262,369)	421,514	(1,840,855)	248,918	348,926	597,844
Deferred income taxes (Note 22)		421,514			348,926	

## 47. Earnings per Stock Unit

(i) Basic earnings per stock unit is calculated by dividing the net profit attributable to stockholders by the weighted average number of ordinary shares in issue during the year.

	The Group	
	2013 \$'000	Restated 2012 \$'000
Net profit attributable to stockholders	6,297,935	5,864,574
Weighted average number of ordinary stock units in issue ('000)	3,760,992	3,760,992
Basic earnings per stock unit	1.67	1.56

## 47. Earnings per Stock Unit (Continued)

(ii) Diluted earnings per stock unit is calculated adjusting the weighted average number of ordinary stock unit outstanding to assume conversion of all dilutive potential ordinary shares under the following schemes:

- An Employee Share Ownership Plan.
- Effective 1 May 2003, the Group instituted a share based compensation plan for Executives. A new long-term Incentive Plan was put in place from January 2007. Shares amounting to 150,000,000 have been set aside to cover share grants and options to Executives.

The company adopted a policy not to issue new shares to satisfy the staff share ownership plans, options being exercised or grants being awarded. Instead, the required shares are being purchased over the Jamaica Stock Exchange in the name of the Staff Share Purchase Trust or the Long-term Incentive Plan.

	The Group	
	2013 \$'000	2012 \$'000
Net profit attributable to stockholders	6,297,935	5,864,574
Weighted average number of ordinary stock units in issue ('000)	3,765,860	3,764,515
Fully diluted earnings per stock unit	1.67	1.56

(iii) The weighted average number of ordinary stock units used in the basic and diluted earnings per stock unit computations may be reconciled as follows:

	The Group	
	2013 '000	2012 '000
Weighted average number of ordinary stock units for the purposes of the computation of basic earnings per stock unit	3,760,992	3,760,992
Effect of dilutive potential ordinary stock units – stock options	4,868	3,523
Weighted average number of ordinary stock units for the purposes of the computation of diluted earnings per stock unit	3,765,860	3,764,515

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## 48. Cash Flows

### (a) Operating activities

	<u>The Group</u>	
	<b>Note</b>	<b>Restated</b>
	<b>2013</b>	<b>2012</b>
	<b>\$'000</b>	<b>\$'000</b>
Adjustments for non-cash items, interest and dividends:		
Depreciation and amortisation	464,120	484,011
Interest income	(11,913,903)	(11,765,618)
Interest expense and finance costs	40 3,957,890	4,107,070
Income tax expense	46 561,773	855,217
Premium and other tax expense	46 616,452	571,506
Gain /(losses) on disposal of investment securities/investment properties	115,468	(1,289,704)
Premium/discount amortised	203,432	-
Fair value (gains)/losses on trading securities	(517,212)	(682,497)
Impairment charge on investments, loans and other assets	56,233	21,775
Share based compensation	28,992	(8,708)
Losses on revaluation of investment properties	14 (2,000)	63,515
Amortisation of cash flow hedges	-	(59,846)
Gains on disposal of property, plant and equipment	(1,399)	(1,709)
Increase in policyholders' funds	2,130,421	584,718
Net movement in actuarial liabilities	7,476,839	4,675,808
Retirement benefit obligations	378,354	91,526
Effect of exchange gains on foreign currency balances	(2,728,472)	(1,036,625)
Share of income from joint venture/gain on disposal of associate	11,737	10,767
	<u>838,725</u>	<u>(3,378,794)</u>

## 48. Cash Flows (Continued)

### (b) Changes in other operating assets and liabilities:

	<u>The Group</u>	
	<b>2013</b>	<b>Restated</b>
	<b>\$'000</b>	<b>2012</b>
	<b>\$'000</b>	<b>\$'000</b>
Changes in other operating assets and liabilities:		
Statutory reserves at Bank of Jamaica	(231,992)	(207,119)
Structured products and derivatives	1,050,597	784,181
Stock grants	73,736	110,480
Reinsurance contracts	(17,714)	1,143
Due from/(to) related parties	548,630	(743,675)
Deposit and security liabilities	(628,940)	(1,990,180)
Other assets, net	1,754,358	(1,212,685)
Other liabilities, net	455,604	(2,201,521)
Statutory reserves at Bank of Jamaica	<u>3,004,279</u>	<u>(5,459,376)</u>

	<u>The Group</u>	
	<b>2013</b>	<b>Restated</b>
	<b>\$'000</b>	<b>2012</b>
	<b>\$'000</b>	<b>\$'000</b>
(c) Net investment purchases:		
Proceeds on sale of investment securities	44,759,599	25,580,079
Proceeds on sale of investment properties	1,799,595	122,017
Purchase of investment securities	(59,753,331)	(27,278,853)
Purchase of investment property	(142,035)	(11,064)
Loans	22,355	518,959
Lease receivables	(41,599)	(46,532)
	<u>(13,355,416)</u>	<u>(1,115,394)</u>

### (d) Investing Activities

	<u>The Group</u>	
	<b>Note</b>	<b>Restated</b>
	<b>2013</b>	<b>2012</b>
	<b>\$'000</b>	<b>\$'000</b>
Property, plant and equipment, net		
Purchase of property, plant and equipment	19 (191,396)	(424,006)
Proceeds from sale of property, plant and equipment	1,744	4,409
	<u>(189,652)</u>	<u>(419,597)</u>

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## 49. Fair Values of Financial Instruments

Fair value is the amount for which an asset could be exchanged, or a liability settled, between knowledgeable, willing parties in an arm's length transaction. Market price is used to determine fair value where an active market exists as it is the best evidence of the fair value of a financial instrument. However, market prices are not available for a significant number of the financial assets and liabilities held and issued by the Group. Therefore, for financial instruments where no market price is available, the fair values presented have been estimated using present value or other estimation and valuation techniques based on market conditions existing at statement of financial position dates.

The values derived from applying these techniques are significantly affected by the underlying assumptions used concerning both the amounts and timing of future cash flows and the discount rates. The following methods and assumptions have been used:

- (i) Investment securities at fair value through profit or loss are measured at fair value by reference to quoted prices when available. If quoted market prices are not available, then fair values are estimated on the basis of pricing models, or discounted cash flows. Fair value is equal to the carrying amount of these items.
- (ii) Investment securities classified as available-for-sale are measured at fair value by reference to quoted market prices or dealer quotes when available. If quoted market prices are not available, then fair values are based on pricing models or other recognised valuation techniques. Investments in unit trusts are based on prices quoted by the fund managers.
- (iii) The fair value of the interest rate swap is calculated as the present value of the estimated future cash flows. The fair value of currency forward contracts is determined using quoted forward exchange rates. The fair value of the equity indexed options and the exchange traded funds that are shorted are based on quoted prices. The fair value of the cross currency swap is based on the present value of the net future cash payments and receipts, which fluctuate based on changes in market interest rates and the euro/U.S. dollar exchange rate.
- (iv) The fair value of demand deposits and customer accounts with no specific maturity is assumed to be the amount payable on demand at the year end date. The estimated fair value of fixed interest bearing deposits is based on discounted cash flows using interest rates for new deposits.
- (v) The fair value of variable rate financial instruments is assumed to approximate their carrying amounts.
- (vi) Loans are net of provision for impairment. The estimated fair value of loans represents the discounted amount of estimated future cash flows expected to be received. Expected cash flows are discounted at current market rates to determine fair value; and
- (vii) Equity securities for which fair values cannot be measured reliably are recognised at cost less impairment.

Differences between the fair values and the carrying values are accounted for in determining the amount of policyholders' liabilities that must be set aside each year.

## 49. Fair Values of Financial Instruments (Continued)

The table below summaries the carrying amount and fair value of financial assets and financial liabilities not presented on the Group's statement of financial position at their fair value:

	The Group			
	Carrying	Fair	Carrying	Fair
	Value	Value	Value	Value
	2013	2013	Restated	Restated
	\$000	\$000	2012	2012
	\$000	\$000	\$000	\$000
<b>Financial Assets</b>				
Financial investments - held to maturity	2,141,145	2,169,269	1,853,904	2,023,535
Financial investments – loans and receivables	43,487,299	42,932,371	41,633,685	42,214,889
Loans & leases, after allowance for credit losses	<u>10,821,201</u>	<u>10,458,853</u>	<u>9,391,290</u>	<u>10,184,836</u>
<b>Financial Liabilities</b>				
Securities sold under agreements to repurchase	55,630,546	55,740,253	55,333,734	55,388,392
Customer deposits and other accounts	11,881,676	13,598,851	11,090,266	12,222,760
Due to banks and other financial institutions	<u>16,716,280</u>	<u>16,710,851</u>	<u>10,767,058</u>	<u>10,778,926</u>

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## 49. Fair Values of Financial Instruments (Continued)

The following table provides an analysis of financial instruments that are measured in the statement of financial position at fair value at 31 December 2013, grouped into Levels 1 to 3 based on the degree to which the fair value is observable:

- (i) Level 1 fair value measurements are those derived from quoted prices (unadjusted) in active markets for identical assets or liabilities;
- (ii) Level 2 fair value measurements are those derived from inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices); and
- (iii) Level 3 fair value measurements are those derived from valuation techniques that include inputs for the asset or liability that are not based on observable market data (unobservable inputs).

	The Group			
	2013			
	Level 1	Level 2	Level 3	Total
<b>Financial Assets</b>				
Financial investments	36,912,188	76,253,943	1,659,427	114,825,452
Pledged assets	-	3,278,856	-	3,278,856
Derivative financial instruments	-	3,019,597	-	3,019,597
	<u>36,912,188</u>	<u>82,552,396</u>	<u>1,659,427</u>	<u>121,123,905</u>
<b>Financial Liabilities</b>				
Derivative financial instruments	-	3,170,941	-	3,170,941
Structured products	-	-	-	-
	<u>-</u>	<u>3,170,941</u>	<u>-</u>	<u>3,170,941</u>

	The Group			
	2012 Restated			
	Level 1	Level 2	Level 3	Total
<b>Financial Assets</b>				
Financial investments	22,492,019	64,919,533	3,635,521	91,047,073
Pledged assets	-	3,943,434	-	3,943,434
Derivative financial instruments	-	4,253,104	-	4,253,104
	<u>22,492,019</u>	<u>73,116,071</u>	<u>3,635,521</u>	<u>99,243,611</u>
<b>Financial Liabilities</b>				
Derivative financial instruments	-	4,310,566	-	4,310,566
Structured products	-	-	-	-
	<u>-</u>	<u>4,310,566</u>	<u>-</u>	<u>4,310,566</u>

## 49. Fair Values of Financial Instruments (Continued)

Reconciliation of level 3 items -

	The Group	
	2013	2012
	\$'000	\$'000
Balance at beginning of year	3,635,521	3,939,105
Total gains - other comprehensive income	-	2,452
Total gains - income statement	77,887	263,052
Purchases	53,099	157,843
Transfer to level 2	(2,107,080)	-
Settlements	-	(726,931)
Balance at end of year	<u>1,659,427</u>	<u>3,635,521</u>

The gains or losses recorded in the income statement are included in Note 40.

The transfer from level 3 to 2 is attributable to changes in observability of market data.

# Notes to the Financial Statements

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## 50. Insurance and Financial Risk Management

The Group's activities expose it to a variety of financial risks and those activities necessitate the analysis, evaluation, control and/or acceptance of some degree of risk or combination of risks. Taking various types of risk is core to the financial services business and operational risks are an inevitable consequence of being in business. The Group's aim is therefore to achieve an appropriate balance between risk and return and minimise potential adverse effects on the Group's financial performance.

The Group has a risk management framework with clear terms of reference. This is supplemented with a clear organisational structure with documented delegated authorities and responsibilities from the Board of Directors to Executive Management committees and senior managers. Policy frameworks which set out the risk profiles for the Group's risk management, control and business conduct standards for the Group's operations have been put in place. Each policy has a member of Executive Management charged with overseeing compliance with that policy.

The Group participated in the National Debt Exchange (NDX) which resulted in significant changes in the Group's investment portfolio in February 2013.

The Board of Directors is ultimately responsible for the establishment and oversight of the risk management framework. The Board of Directors has established committees/departments/structures for managing and monitoring risks, as follows:

### (i) Board Audit Committee

The Board Audit Committee comprises independent directors. The Committee:

- Oversees how management monitors internal controls, compliance with the Group's risk management policies and adequacy of the risk management framework to risks faced by the Group;
- Reviews the Group's annual and quarterly financial statements, related policies and assumptions and any accompanying reports or statements; and
- Reviews the internal audit function as well as the external auditor's independence, objectivity and effectiveness.

The Board Audit Committee is assisted in its oversight role by the Internal Audit Department. The Internal Audit Department undertakes both regular and ad hoc reviews of risk management controls and procedures, the results of which are reported to the Board Audit Committee.

### (ii) Board Investment Committee

The Board Investment Committee comprises independent directors. As part of its Terms of Reference, the Committee:

- Oversees the Group's financial risk management framework.
- Approves the investment policies within which the Group's investment portfolios are managed;
- Reviews the performance of the Group's investment portfolios;
- Ensures adherence to prudent standards in making investment and lending decisions and in managing investments and loans; and
- Approves new investment projects over certain thresholds, ensuring the required rates of returns are considered.

## 50. Insurance and Financial Risk Management (Continued)

### (iii) Asset/Liability Management (ALM) Committee

The Group has in place an Asset/Liability Management (ALM) Committee. This Committee:

- Monitors the profile of the Group's assets and liabilities;
- Plans, directs and monitors various financial risks including, interest rate risk, equity risk, liquidity risk, currency risk and country risk;
- Provides guidance to the Investment Managers with regards to the appropriateness of investments assigned or purchased to support the liabilities of the various lines of business; and
- Monitors market interest rates and establishes the credited rate for various investment contracts.

### (iv) Anti-Money Laundering (AML)

The Group has assigned responsibility for AML and anti-fraud to a designated department. The responsibilities of this department include:

- Maintaining and communicating the AML and Anti-fraud policies and procedures;
- Interrogating financial transactions to identify suspicious and threshold reportable items;
- Coordinating information received from operating departments on reportable items;
- Ensuring that adequate anti-fraud controls are in place; and
- Filing required reports with Management, Board of Directors and Regulatory bodies.

### (v) Regulatory Compliance

The Board has assigned responsibility for monitoring regulatory compliance to a designated department. This department maintains a catalogue of all required regulatory filings and follows-up the respective departments to ensure timely submissions. The Department files the required performance reports with management and the Board of Directors.

### (vi) Enterprise Risk Management

The Group utilises an Enterprise Risk Management (ERM) framework, including policies and procedures designed to identify, measure and control risk in all business activities. The policies and procedures are reviewed periodically by senior managers and the Board of Directors.

The framework provides for quarterly evaluation of risks by senior management, with reporting to the Board Audit Committee. The risk exposures are prioritised each year and the top twenty (20) risks reported on.

Boards of subsidiary companies and management teams carry similar operating structures where applicable.

The most important types of risk facing the Group are insurance risk, reinsurance risk, credit risk, liquidity risk, market risk and other operational risk. Market risk includes currency risk, interest rate and other price risk.

# Notes to the Financial Statements

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## 50. Insurance and Financial Risk Management (Continued)

### (a) Insurance risk

The Group issues both short term and long term contracts that transfer insurance risk or financial risk or both.

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

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

Experience shows that the larger the portfolio of similar insurance contracts, the smaller the relative variability about the expected outcome will be. In addition, a more diversified portfolio is less likely to be affected across the board by a change in any subset of the portfolio. The group has developed its insurance underwriting strategy to diversify the type of insurance risks accepted and within each of these categories to achieve a sufficiently large population of risks to reduce the variability of the expected outcome.

#### Long term insurance contracts

Long-term contracts are typically for a minimum period of 5 years and a maximum period which is determined by the remaining life of the insured. In addition to the estimated benefits which may be payable under the contract, the insurer has to assess the cash flows which may be attributable to the contract. The process of underwriting may also be undertaken and may include specific medical tests and other enquiries which affect the insurer's assessment of the risk. The insurer assesses the likely benefits and cash flows both in establishing the amount of premium payable under the contract and in estimating the statement of financial position liability arising from the contract.

For long-term contracts in-force, the Group has adopted a policy of investing in assets with cash flow characteristics that closely match the cash flow characteristics of its policy liabilities. The primary purpose of this matching is to ensure that cash flows from these assets are synchronised with the timing and the amounts of payments that must be paid to policyholders.

#### (i) Frequency and severity of claims

For contracts where death is the insured risk the most significant factors that could increase the overall frequency and severity of claims are epidemics (such as AIDS) and wide-ranging lifestyle changes, such as in eating, smoking and exercise habits resulting in earlier or more claims than expected. For contracts where survival is the insured risk, the most significant improvement in medical science and social conditions that would increase longevity.

At present, these risks do not vary significantly in relation to the location of the risk insured by the group. However, undue concentration by amounts could have an impact on the severity of benefit payments on a portfolio basis.

## 50. Insurance and Financial Risk Management (Continued)

### (a) Insurance risk (continued)

#### Long term insurance contracts

#### (i) Frequency and severity of claims (continued)

For contracts with fixed and guaranteed benefits and fixed return premiums, there are no mitigating terms and conditions that reduce the insurance risk accepted.

The table below presents the company's concentration of insured benefits across five bands of insured benefits per individual life assured. The benefit insured figures are shown gross and net of the reinsurance contracts described below in Note 50(b). At year-end, none of these insurance contracts had triggered a recovery under the reinsurance held by the Group. As was the case in the previous year, the risk is concentrated at the higher value bands. (These tables do not include annuity contracts, for which a separate analysis is reported in following pages).

Individual Life Benefits Assured per Life ('000)	The Group			
	Total Benefits Insured			
	Before Reinsurance \$'000	%	After Reinsurance \$'000	%
2013				
0 – 200	104,731,787	12	94,134,912	12
200 - 400	87,866,179	10	76,699,143	9
400 - 800	87,737,250	9	78,283,890	9
800 - 1000	83,393,854	9	78,323,407	9
More than 1,000	544,338,881	60	514,627,620	61
Total	908,067,951	100	842,068,972	100

Individual Life Benefits Assured per Life ('000)	The Group			
	Total Benefits Insured			
	Before Reinsurance \$'000	%	After Reinsurance \$'000	%
2012				
0 – 200	94,548,880	12	84,435,197	11
200 - 400	76,478,747	9	65,956,131	9
400 - 800	76,681,945	10	68,148,246	9
800 - 1000	75,270,919	9	70,657,410	9
More than 1,000	490,617,423	60	460,911,236	62
Total	813,597,914	100	750,108,220	100

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## 50. Insurance and Financial Risk Management (Continued)

### (a) Insurance risk (continued)

Long term insurance contracts (continued)

#### (i) Frequency and severity of claims (continued)

The table below represents the company's concentration of insured benefits across five bands of insured benefits per group individual life assured. The benefit insured figured are shown gross and net of reinsurance.

Group Life Benefits Assured per Life ('000)	The Group			
	Total Benefits Insured			
	Before Reinsurance \$'000	%	After Reinsurance \$'000	%
2013				
0 - 200	26,168,381	5	17,139,537	4
200 - 400	3,178,065	1	1,496,248	-
400 - 800	792,211	-	357,374	-
800 - 1,000	31,102	-	31,102	-
More than 1,000	462,280,854	94	460,991,190	96
	<u>492,450,613</u>	<u>100</u>	<u>480,015,451</u>	<u>100</u>

Group Life Benefits Assured per Life ('000)	The Group			
	Total Benefits Insured			
	Before Reinsurance \$'000	%	After Reinsurance \$'000	%
2012				
0 - 200	29,773,457	5	16,437,463	3
200 - 400	2,124,616	1	842,122	-
400 - 800	787,014	-	285,263	-
800 - 1,000	29,400	-	29,400	-
More than 1,000	520,456,108	94	520,451,479	97
	<u>553,170,595</u>	<u>100</u>	<u>538,045,727</u>	<u>100</u>

## 50. Insurance and Financial Risk Management (Continued)

### (a) Insurance risk (continued)

Long term insurance contracts (continued)

#### (i) Frequency and severity of claims (continued)

The following tables for the company's annuity insurance contracts illustrate the concentration of risk based on five bands that group these contracts in relation to the amount payable per annum as if the annuity was in payment at the year end. The greatest risk concentration remains at the highest band, which is consistent with the prior year. The Group does not hold any reinsurance contracts against the liabilities carried for these contracts.

Annuity Payable per annum per annuitant ('000)	The Group	
	Total Benefits Insured \$'000	%
2013		
0 - 20	89,414	2
20 - 40	81,077	2
40 - 80	2,290,358	46
80 - 100	-	-
More than 100	2,412,890	50
Total	<u>4,873,739</u>	<u>100</u>

Annuity Payable per annum per annuitant ('000)	The Group	
	Total Benefits Insured \$'000	%
2012		
0 - 20	90,863	2
20 - 40	102,897	2
40 - 80	1,947,543	46
80 - 100	-	-
More than 100	2,114,206	50
Total	<u>4,255,509</u>	<u>100</u>

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## 50. Insurance and Financial Risk Management (Continued)

### (a) Insurance risk (continued)

For interest-sensitive and unit-linked contracts the Group charges for mortality risks on a monthly basis for all insurance contracts and has the right to alter these charges based on mortality experience and hence to minimise its exposure to mortality risk. Delays in implementing increases in charges, and market or regulatory restraints over the extent of any increases may reduce this mitigating effect.

The Group manages these risks through its underwriting strategy and reinsurance arrangements.

#### (i) Frequency and severity of claims (continued)

The underwriting strategy is intended to ensure that the risks underwritten are well diversified in terms of type of risk and the level of insured benefits. The Group reinsures the excess of the insured benefit for new business for standard risks under an excess of loss reinsurance arrangement. Medical impaired lives are reinsured at lower levels. The Group does not place any reinsurance for contracts that insure survival risk. Insurance risk for contracts is also affected by the policyholders' rights to pay reduced or no future premiums, to terminate the contract completely, or to exercise a guaranteed annuity option. As a result, the amount of insurance risk is also subject to the policyholders' behaviour. On the assumption that the policyholders will make decisions rationally, overall risk can be assumed to be aggravated by such behaviour.

The Group has factored the impact of policyholders' behaviour into the assumptions used to measure these liabilities.

#### (ii) Sources of uncertainty in the estimation of future benefit payments and premium payments

Uncertainty in the estimation of future benefit payments and premium receipts for long term insurance contracts arises from the unpredictability of long term changes in overall levels of mortality and the variability in the policyholder behaviour.

The Group uses appropriate base tables of standard mortality according to the type of contract being written. An investigation as to the actual experience of the Group is carried out, and statistical methods are used to adjust the crude mortality rates to produce a best estimate of expected mortality for the future. The best estimate of future mortality is based on standard industry tables adjusted for the group's overall experience. For contracts that insure survival, an adjustment is made for future mortality improvements based on the mortality investigations performed by independent actuarial bodies. The Group maintains voluntary termination statistics to investigate the deviation of actual termination experience against assumptions. Statistical methods are used to determine appropriate termination rates to be used for the best estimate assumption.

## 50. Insurance and Financial Risk Management (Continued)

### (a) Insurance risk (continued)

Long term insurance contracts (continued)

#### (iii) Process used in deriving assumptions

The assumptions for short term life contracts and the process used in deriving these assumptions have remained substantially unchanged since the previous year.

For long-term insurance contracts, at the reporting date, the Group determines current best estimate assumptions in relation to future deaths, voluntary terminations, investment returns and administration expenses. The best estimate assumptions are determined based on experience studies and the current circumstances of the business. A margin for adverse deviation based on expected deterioration or mis-estimation of the mean, is added to the best estimate assumptions to derive the valuation assumptions which are used for calculating the liabilities arising under the insurance contracts.

See Note 35(e) for detail policy assumptions.

#### Short-duration life and health insurance contracts

Short-term contracts are typically for one year's coverage, with an option to renew under terms that may be amended by the insurer. In determining the premium payable under the contract, the insurer considers the nature and amount of the risk assumed, and recent experience and industry statistics of the benefits payable. This is the process of underwriting, which establishes appropriate pricing guidelines, and may include specific tests and enquiries which determine the insurer's assessment of the risk. Insurers may also establish deductibles to limit amounts of potential losses incurred.

Policy benefits payable under short-term contracts are generally triggered by an insurable event, i.e. a medical expense or a death claim. Settlement of these benefits is expected generally within one year. However, some benefits are settled over a longer duration.

The principal risks arising from short-term insurance contracts are premium risk, claims risk and reinsurance risk (See Note 50(b)).

Premium risk is the risk that the premium rate has been set too low for the risk being assumed.

Claims risk is the risk that:

- the number of claims may exceed expectations
- the severity of claims incurred may exceed expectations
- the claim amount may develop during the interval between occurrence and settlement.

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## 50. Insurance and Financial Risk Management (Continued)

### (a) Insurance risk (continued)

For the Group's life and health insurance contracts, significant risk exposures arise from mortality and morbidity experience.

#### (i) Frequency and severity of claims

These contracts are mainly issued to employers to insure their commitments to their employees in terms of their employee benefit plans. This risk is affected by the nature of the industry in which the employer operates. The risk of death and disability will vary by industry. Undue concentration of risk by industry will therefore increase the risk of a change in the underlying average mortality or morbidity of employees in a given industry, with significant effects on the overall insurance risk.

Insurance risk under disability contracts is also dependent on economic conditions in the industry. The Group attempts to manage this risk through its underwriting, claims handling and reinsurance policy. Excess of loss reinsurance contracts have been purchased by the Group to limit the maximum loss on any one life and health claims, see Note 50(b) for retention limits.

#### (ii) Sources of uncertainty in the estimation of future claim payments

There is no need to estimate mortality rates or morbidity rates for future years because these contracts have short duration.

#### (iii) Process used in deriving assumptions

The assumptions for short-duration life contracts and the process used in deriving these assumptions have remained substantially unchanged since the previous year.

See Note 35(e) for detail policy assumptions.

The process to derive the assumptions for short-duration life contracts is similar to long-term insurance contracts. However, the short-term nature of the mortality risk underwritten makes the Group's estimate of the liability covering death benefit payments less uncertain than in the case of long-term contracts.

### Short-duration property and casualty insurance contracts

#### Casualty insurance risks

Certain casualty risks for the Group and its affiliates are covered through the subsidiary, Sagicor Re Insurance Company Limited.

The frequency and severity of casualty claims can be affected by several factors. The most significant casualty risks under the professional indemnity, directors and officers liability, medical malpractice, contractors all risk, employer's liability and public liability policies are slip and fall accidents at the insured premises, and damage to areas occupied or contents at the insured premises due to blocked drains or burst pipes. In addition, increasing level of awards, the increasing number of cases coming to court and inflation all impact on ultimate claims costs. The Group manages these risks through its underwriting strategy and proactive claims handling. The underwriting strategy concentrates on fully reinsuring the exposures to casualty risks.

## 50. Insurance and Financial Risk Management (Continued)

### (a) Insurance risk (continued)

#### Short-duration property and casualty insurance contracts (continued)

#### (ii) Property insurance risks

Property risks for the Group and its affiliates are covered through one of its subsidiaries, Sagicor Re Insurance Company Limited (Sagicor Re).

For property insurance contracts, climatic changes give rise to more frequent and severe extreme weather events (for example, river flooding, hurricanes, etc.) and their consequences (for example, subsidence claims). For certain contracts, there is a maximum amount payable for claims in any policy year.

The Sagicor Re has the right to re-price the risk on renewal. It also has the ability to impose deductibles and reject fraudulent claims. These contracts are underwritten by reference to the commercial replacement value of the properties and contents insured, and claims payment limits are always included to cap the amount payable on occurrence of the insured event. The cost of rebuilding properties, of replacement or indemnity for contents are the key factors that influence the level of claims under these policies. The greatest likelihood of significant losses on these contracts arises from storm or flood damage.

All of the property and casualty risks insured by Sagicor Re are reinsured with unrelated reinsurance companies. However, in the event that these reinsurers are unable to meet their obligations under the reinsurance agreements, Sagicor Re would be liable to pay the gross amount of settled claims, subject to a "catch all clause". Sagicor Re mitigates the risks associated with failure of its reinsurers by transacting only with well-established reinsurance companies. The reinsurers are primarily located in Europe, however, a portion of reinsurance is placed with reinsurers located in the Caribbean.

### (b) Reinsurance risk

To limit its exposure of potential loss on an insurance policy, the insurer may cede certain levels of risk to a reinsurer. The Group selects reinsurers which have established capability to meet their contractual obligations and which generally have high credit ratings. The credit ratings of reinsurers are monitored.

For its property risks, the Group uses facultative reinsurance on a quota share and layered basis to cover single events and multiple claims arising from catastrophes. The insurer may be required to pay an additional premium to reinstate the reinsurance coverage where a claim exhausts the reinsurance limit.

For other insurance risks, insurers limit their exposure by event or per person by excess of loss or quota share treaties.

# Notes to the Financial Statements

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## 50. Insurance and Financial Risk Management (Continued)

### (b) Reinsurance risk (continued)

Retention limits represent the level of risk retained by the insurer. The Board of Directors approved policy retention limits. Coverage in excess of these limits is ceded to reinsurers up to the treaty limit. The retention programs used by the Group are summarised below:

Type of insurance contract	Retention by insurers
Health insurance contracts with groups	Retention per individual to a maximum J\$1,000,000.
Life insurance contracts with individuals	Retention per individual to a maximum of J\$35,000,000 and US\$500,000.
Life insurance contracts with groups	Retention per individual to a maximum of J\$35,000,000 and US\$100,000.

### (c) Cash flow and fair value interest rate risk

Cash flow risk is the risk that the future cash flows of a financial instrument will fluctuate because of changes in market interest rates. Fair value interest rate risk is the risk that the value of a financial instrument will fluctuate because of changes in market interest rates. The company takes on exposure to the effects of fluctuations in the prevailing levels of market interest rates on its financial position and cash flows. Interest margins may increase as a result of such changes but may reduce or create losses in the event that unexpected movements arise. Interest rate changes may also result in losses if asset and liability cash flows are not closely matched with respect to timing and amount. The Asset and Liability Committee sets limits on the level of mismatch of interest rate repricing that may be undertaken, which is monitored at least quarterly.

The return on investments may be variable, fixed for a term or fixed to maturity. On reinvestment of a matured investment, the returns available on the new investment may be significantly different from the returns formerly achieved. This is known as reinvestment risk.

The Group monitors interest rate risk by calculating the mean duration of the investment portfolio and the liabilities issued. The mean duration is an indicator of the sensitivity of the assets and liabilities to change in current interest rates. The mean duration of the liabilities is determined by means of projecting expected cash flows from the contracts using best estimate assumptions (Note 35(e) for further details).

The Group is exposed to various risks associated with the effects of fluctuations in the prevailing levels of market interest rates on its financial position and cash flows.

#### (i) Long term traditional insurance contracts and some investment contracts

Insurance and investment contracts with guaranteed and fixed terms have benefit payments that are fixed and guaranteed at the inception of the contract. The financial components of these benefits may include a guaranteed fixed interest rate and hence the Group's primary financial risk on these contracts is the risk that interest income and capital redemptions from the financial assets backing the liabilities is insufficient to fund the guaranteed benefits payable.

## 50. Insurance and Financial Risk Management (Continued)

### (c) Cash flow and fair value interest rate risk (continued)

#### (ii) Long term insurance contracts and investment contracts without fixed terms

For unit-linked contracts the Group matches all the assets on which the unit prices are based with assets in the portfolio. There is no price, currency, credit, or interest rate risk for these contracts.

The Group's primary exposure to financial risk for these contracts is the risk of volatility in asset management fees due to the impact of interest rate and market price movements on the fair value of the assets held in the linked funds, on which investment management fees are based.

A decrease of 10% in the value of the assets would reduce the asset management fees to \$185,910,000 (2012 - \$236,165,000) per annum.

Unit-linked and interest-sensitive universal life type contracts have embedded surrender options. These embedded derivatives vary in response to the change in a financial variable (such as equity prices and interest rates). At year end, all embedded derivatives within insurance liabilities were closely related to the host contract and did not require separation.

#### (iii) Short term contracts

For short term insurance contracts, the Group has matched the insurance liabilities with a portfolio of debt securities. The financial assets in this portfolio are characterised by interest rate risk.

Short term liabilities are not directly sensitive to the level of market interest rates, as they are undiscounted and contractually non-interest bearing.

The following tables summarise carrying amounts of statement of financial position assets, liabilities and equity in order to arrive at the Group and company's interest rate gap based on earlier of contractual repricing or maturity dates.

The disclosures provided in this note are based on the Group and company's investment portfolio as at 31 December 2013 and 2012.

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## 50. Insurance and Financial Risk Management (Continued)

### (c) Cash flow and fair value interest rate risk (continued)

	The Group						
	2013						
	Immediately Rate Sensitive	Within 3 months	3-12 months	1-5 years	Over 5 years	Non-Interest bearing	Total
\$000	\$000	\$000	\$000	\$000	\$000	\$000	
<b>Assets</b>							
Cash resources	3,497,442	-	-	-	-	584,921	4,082,363
Cash reserve at Bank of Jamaica	993,331	-	-	-	-	-	993,331
Financial investments and pledged assets	-	28,961,031	2,544,125	32,614,674	84,231,439	16,716,263	165,067,532
Derivative financial instruments	-	-	-	2,633,587	-	386,010	3,019,597
Loans & leases, after allowance for credit losses	-	2,951,244	1,017,503	5,056,208	1,695,124	101,122	10,821,201
Reinsurance contracts	-	-	-	-	-	262,710	262,710
Other assets	-	-	-	-	-	2,705,409	2,705,409
<b>Non-financial assets:</b>							
Investment properties	-	-	-	-	-	782,345	782,345
Investment in joint venture	-	-	-	-	-	639,235	639,235
Investment in associated companies	-	-	-	-	-	-	-
Intangible assets	-	-	-	-	-	4,015,509	4,015,509
Property, plant and equipment	-	-	-	-	-	1,676,573	1,676,573
Deferred income taxes	-	-	-	-	-	298,107	298,107
Taxation recoverable	-	-	-	-	-	2,327,391	2,327,391
Other assets	-	-	-	-	-	1,618,994	1,618,994
<b>Total assets</b>	<b>4,490,773</b>	<b>31,912,275</b>	<b>3,561,628</b>	<b>40,304,469</b>	<b>85,926,563</b>	<b>32,114,589</b>	<b>198,310,297</b>

## 50. Insurance and Financial Risk Management (Continued)

### (c) Cash flow and fair value interest rate risk (continued)

	The Group						
	2013						
	Immediately Rate Sensitive	Within 3 months	3-12 months	1-5 years	Over 5 years	Non-Interest bearing	Total
\$000	\$000	\$000	\$000	\$000	\$000	\$000	
<b>Liabilities</b>							
Deposit and security liabilities	-	67,030,553	12,856,198	4,581,343	816,072	785,558	86,069,724
Derivative financial instruments	-	-	-	2,773,629	-	397,312	3,170,941
Other liabilities	-	-	-	-	-	3,855,556	3,855,556
Segregated funds	-	-	-	-	-	-	-
Insurance contracts liabilities	-	671,801	2,044,642	12,087,868	31,825,080	1,936,340	48,565,731
Investment contracts liabilities	-	7,301,060	2,069,471	3,889,762	-	-	13,260,293
Other policy liabilities	-	766,979	-	-	-	1,945,445	2,712,424
<b>Non-financial liabilities:</b>							
Taxation payable	-	-	-	-	-	394,373	394,373
Deferred income taxes	-	-	-	-	-	1,144	1,144
Retirement benefit obligations	-	-	-	-	-	2,659,268	2,659,268
<b>Total liabilities</b>	<b>-</b>	<b>75,770,393</b>	<b>16,970,311</b>	<b>23,332,602</b>	<b>32,641,152</b>	<b>11,974,996</b>	<b>160,689,454</b>
<b>On statement of financial position interest sensitivity gap</b>	<b>4,490,773</b>	<b>(43,858,118)</b>	<b>(13,408,683)</b>	<b>16,971,867</b>	<b>53,285,411</b>	<b>20,139,593</b>	<b>37,620,843</b>
<b>Cumulative interest sensitivity gap</b>	<b>4,490,773</b>	<b>(39,367,345)</b>	<b>(52,776,028)</b>	<b>(35,804,161)</b>	<b>17,481,250</b>	<b>37,620,843</b>	

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## 50. Insurance and Financial Risk Management (Continued)

### (c) Cash flow and fair value interest rate risk (continued)

	The Group						
	2012 Restated						
	Immediately Rate Sensitive	Within 3 months	3-12 months	1-5 years	Over 5 years	Non-Interest bearing	Total
\$000	\$000	\$000	\$000	\$000	\$000	\$000	
<b>Assets</b>							
Cash resources	4,018,375	-	-	-	-	225,453	4,243,828
Cash reserve at Bank of Jamaica	735,494	-	-	-	-	-	735,494
Financial investments and pledged assets	-	33,302,052	4,130,428	28,994,766	61,184,883	11,525,550	139,137,679
Derivative financial instruments	-	-	-	4,234,807	-	18,297	4,253,104
Loans & leases, after allowance for credit losses	-	2,511,013	1,724,819	3,186,946	1,871,199	97,313	9,391,290
Reinsurance contracts	-	-	-	-	-	239,079	239,079
Other assets	-	-	-	-	-	3,492,028	3,492,028
<b>Non-financial assets:</b>							
Investment properties	-	-	-	-	-	2,400,826	2,400,826
Investment in joint venture	-	-	-	-	-	544,115	544,115
Investment in associated companies	-	-	-	-	-	2,725	2,725
Intangible assets	-	-	-	-	-	4,164,735	4,164,735
Property, plant and equipment	-	-	-	-	-	1,684,079	1,684,079
Retirement benefit assets	-	-	-	-	-	35,729	35,729
Deferred income taxes	-	-	-	-	-	19,133	19,133
Taxation recoverable	-	-	-	-	-	2,679,681	2,679,681
Other assets	-	-	-	-	-	1,508,391	1,508,391
<b>Total assets</b>	<b>4,753,869</b>	<b>35,813,065</b>	<b>5,855,247</b>	<b>36,416,519</b>	<b>63,056,082</b>	<b>28,637,134</b>	<b>174,531,916</b>

## 50. Insurance and Financial Risk Management (Continued)

### (c) Cash flow and fair value interest rate risk (continued)

	The Group						
	2012 Restated						
	Immediately Rate Sensitive	Within 3 months	3-12 months	1-5 years	Over 5 years	Non-Interest bearing	Total
\$000	\$000	\$000	\$000	\$000	\$000	\$000	
<b>Liabilities</b>							
Deposit and security liabilities	-	59,412,039	14,255,620	2,266,649	1,268,152	842,698	78,045,158
Derivative financial instruments	-	-	-	3,998,369	-	312,197	4,310,566
Other liabilities	-	-	-	-	-	3,322,152	3,322,152
Segregated Funds	-	-	-	-	-	-	-
Insurance contracts liabilities	-	549,719	1,652,306	9,251,620	25,760,606	2,109,194	39,323,445
Investment contracts liabilities	-	7,202,272	1,719,625	1,874,960	-	-	10,796,857
Other policy liabilities	-	719,915	-	-	-	1,694,194	2,414,109
<b>Non-financial liabilities:</b>							
Taxation payable	-	-	-	-	-	336,871	336,871
Deferred income taxes	-	-	-	-	-	357,726	357,726
Retirement benefit obligations	-	-	-	-	-	1,010,198	1,010,198
<b>Total liabilities</b>	<b>-</b>	<b>67,883,945</b>	<b>17,627,551</b>	<b>17,391,598</b>	<b>27,028,758</b>	<b>9,985,230</b>	<b>139,917,082</b>
<b>On statement of financial position interest sensitivity gap</b>	<b>4,753,869</b>	<b>(32,070,880)</b>	<b>(11,772,304)</b>	<b>19,024,921</b>	<b>36,027,324</b>	<b>18,651,906</b>	<b>34,614,834</b>
<b>Cumulative interest sensitivity gap</b>	<b>4,753,869</b>	<b>(27,317,011)</b>	<b>(39,089,315)</b>	<b>(20,064,394)</b>	<b>15,962,930</b>	<b>34,614,834</b>	

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## 50. Insurance and Financial Risk Management (Continued)

### (c) Cash flow and fair value interest rate risk (continued)

The table summarises the average effective yields by the earlier of the contractual repricing or maturity dates:

	The Group					
	2013					
	Immediately rate sensitive	Within 3 months	3 to 12 months	1 to 5 Years	Over 5 Years	Weighted Average
	%	%	%	%	%	%
Cash resources	0.17	-	-	-	-	0.17
Investments <sup>(1)</sup>	-	7.15	6.93	11.28	9.01	9.90
Loans	16.26	10.63	28.61	24.70	8.93	18.94
Mortgages <sup>(2)</sup>	-	10.21	10.21	10.21	10.21	10.21
Policy loans	-	-	-	-	8.71	8.71
Investment contracts	-	3.97	3.97	3.97	3.97	3.97
Bank overdraft	22.87	-	-	-	-	22.87
Deposits	-	8.15	7.46	8.54	2.51	8.42
Amounts due to banks and other financial institutions	-	7.96	6.71	7.77	4.76	7.42

	The Group					
	2012					
	Immediately rate sensitive	Within 3 months	3 to 12 months	1 to 5 Years	Over 5 Years	Weighted Average
	%	%	%	%	%	%
Cash resources	-	-	-	-	-	-
Investments <sup>(1)</sup>	-	7.24	4.26	8.60	9.60	8.63
Loans	-	17.60	9.28	9.93	9.03	10.68
Mortgages <sup>(2)</sup>	-	11.14	11.14	11.14	11.14	11.14
Policy loans	-	-	-	-	10.43	10.43
Investment contracts	-	5.02	5.02	5.02	5.02	5.02
Bank overdraft	17.88	-	-	-	-	17.88
Deposits	-	2.28	4.10	4.18	10.00	3.87
Amounts due to banks and other financial institutions	-	5.66	4.23	8.02	7.63	5.37

(1) Yields are based on book values and contractual interest adjusted for amortization of premiums and discounts.

(2) Yields are based on book values, net of allowances for impairment and contractual interest rates.

## 50. Insurance and Financial Risk Management (Continued)

### (c) Cash flow and fair value interest rate risk (continued)

#### Sensitivity

Sensitivity to interest rate risk is considered by operating subsidiaries. The effects of changes in interest rates of assets backing actuarial liabilities are disclosed in Note 51.

The effects of changes in interest rates of assets backing other policy liabilities, deposit and security liabilities and equity are considered below.

### (d) Credit risk

The Group takes on exposure to credit risk, which is the risk that its customers, clients or counterparties will cause a financial loss for the Group by failing to discharge their contractual obligations. Credit exposures arise principally in lending and investment activities. There is also credit risk in off-statement of financial position financial instruments, such as loan commitments. The Group structures the levels of credit risk it undertakes by placing limits on the amount of risk accepted in relation to a single counterparty or groups of related counterparties and to geographical and industry segments.

Credit risk arising from derivative financial instruments is, at any time, limited to those with positive fair values, as recorded in the statement of financial position.

Credit-related commitment risks arise from guarantees which may require payment on behalf of customers. Such payments are collected from customers based on the terms of the letters of credit. They expose the Group to similar risks to loans and these are mitigated by the same control policies and processes. Key areas where the Group is exposed to credit risk are:

- (i) Reinsurers' share of insurance liabilities – see Note 50(b) for details of reinsurance risk.
- (ii) Amounts due from reinsurers in respect of claims already paid.
- (iii) Loans, leases, mortgages and investments

#### Credit review process

The Group has established a credit quality review process involving regular analysis of the ability of borrowers and other counterparties to meet interest and capital repayment obligations.

#### (i) Loans and leases

The Group assesses the probability of default of individual counterparties using internal ratings. Clients of the Group are segmented into five rating classes. The Group's rating scale, which is shown below, reflects the range of default probabilities defined for each rating class.

Group's internal rating scale:

Group's rating	Description of the grade
1	Standard
2	Potential Problem Credit
3	Sub-Standard
4	Doubtful
5	Loss

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(expressed in Jamaican dollars unless otherwise indicated)

## 50. Insurance and Financial Risk Management (Continued)

### (d) Credit risk (continued)

#### **Credit review process (continued)**

#### (i) Loans and leases (continued)

Exposure to credit risk is managed in part by obtaining collateral and corporate and personal guarantees. Counterparty limits are established by the use of a credit classification system, which assigns each counterparty a risk rating. Risk ratings are subject to regular revision. The credit quality review process allows the Group to assess the potential loss as a result of the risk to which it is exposed and take corrective action.

#### (ii) Investments and cash

Credit risk from financial investments is minimised through holding a diversified portfolio of investments, purchasing securities and advancing loans only after careful assessment of the borrower, obtaining collateral before advancing loans, and placing deposits with financial institutions with a strong capital base. It does not generally require collateral in respect of other financial assets, mainly premiums receivable. There is a credit policy in place to minimise the Group's exposure to credit risk. Limits may be placed on the amount of risk accepted in relation to one borrower. As a result of the Central Securities Depository (CSD), all domestic Government of Jamaica securities have been dematerialised which has significantly reduced the settlement risk. At the year end date, the only significant concentration of credit risk related to the Group's investments in Government of Jamaica securities.

The maximum exposure to credit risk is represented by the carrying amount of each financial asset in the consolidated statement of financial position without taking into account any collateral or any credit enhancements.

#### **Collateral and other credit enhancements**

The amount and type of collateral required depends on an assessment of the credit risk of the counterparty. Guidelines are implemented regarding the acceptability of different types of collateral.

The main types of collateral obtained are as follows:

Loans and leases – cash and near cash securities, mortgages over commercial and residential properties, charges over business assets such as premises, equipment, inventory, accounts receivable, stocks and other securities and motor vehicles.

Securities lending and reverse repurchase transactions – cash or Government of Jamaica securities.

The Group also obtains guarantees from parent companies for loans to their subsidiaries and personal guarantees for loans given to private companies.

Management monitors the market value of collateral, requests additional collateral in accordance with the underlying agreement, and monitors the market value of collateral held.

## 50. Insurance and Financial Risk Management (Continued)

### (d) Credit risk (continued)

#### **Impairment**

The main considerations for the loan impairment assessment include whether any payments of principal or interest are overdue by more than 90 days or there are any known difficulties in the cash flows of counterparties, credit rating downgrades or infringement of the original terms of the contract.

The Group addresses impairment assessment in two areas: individually assessed allowances and collectively assessed allowances.

Individually assessed allowances are provided for financial assets that are above materiality thresholds based on a review conducted at least annually or more regularly when individual circumstances require. Impairment allowances on individually assessed accounts are determined by an evaluation of the incurred loss at year end date on a case-by-case basis, and are applied to all individually significant accounts. The assessment normally encompasses collateral held and the anticipated receipts for that individual account.

In addition, collectively assessed allowances are provided for: (i) portfolios of homogenous assets that are individually below materiality thresholds; and (ii) losses that have been incurred but have not yet been identified, by taking into consideration historical losses on the portfolio, current economic conditions and expected receipts and recoveries once impaired.

#### **Commitments and guarantees**

To meet the financial needs of customers, the Group enters into various irrevocable commitments and contingent liabilities. Even though these obligations may not be recognized on the statement of financial position, they do not contain credit risk and are therefore part of the overall risk of the Group.

The internal rating systems described above focus more on credit-quality mapping from the inception of lending activities. In contrast, impairment provisions are recognized for financial reporting purposes only for losses that have been incurred at the year end date based on objective evidence of impairment. Due to the different methodologies applied, the amount of incurred credit losses provided for in the financial statements are usually lower than the amount determined from the expected loss model that is used for internal operational management and banking regulation purposes.

The internal rating tool assists management to determine whether objective evidence of impairment exists under IAS 39, based on the following criteria set out by the Group:

- Delinquency in contractual payments of principal or interest;
- Cash flow difficulties experienced by the borrower (e.g. equity ratio, net income percentage of sales);
- Breach of loan covenants or conditions;
- Initiation of bankruptcy proceedings;
- Deterioration of the borrower's competitive position; and
- Deterioration in the value of collateral.

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## 50. Insurance and Financial Risk Management (Continued)

### (d) Credit risk (continued)

The impairment provision shown in the statement of financial position at year-end is derived from each of the five internal rating grades. However, the majority of the impairment provision comes from the bottom two rating classes (doubtful and loss). The tables below show the Group's loans and leases and the associated impairment provision for each internal rating classes:

#### Group and company's rating

	The Group			
	2013		2012	
	Loans and leases \$'000	Impairment Provision \$'000	Loans and leases \$'000	Impairment provision \$'000
Standard	10,238,316	-	8,759,820	-
Potential Problem Credit	322,604	-	274,849	-
Sub-Standard	127,152	38,063	140,004	43,699
Doubtful	113,305	35,328	65,259	13,837
Loss	272,177	178,962	391,284	182,390
	<u>11,073,554</u>	<u>252,353</u>	<u>9,631,216</u>	<u>239,926</u>

## 50. Insurance and Financial Risk Management (Continued)

### (d) Credit risk (continued)

#### Maximum exposure to credit risk before collateral held or other credit enhancements

The following table represents a worst case scenario of credit risk exposure to the Group at 31 December 2013 and 2012, without taking account of any collateral held or other credit enhancements. For on-balance-sheet assets, the exposures set out above are based on net carrying amounts as reported in the statement of financial position.

	The Group	
	Maximum exposure	
	2013 \$'000	2012 \$'000
Credit risk exposures relating to on-statement of financial position are as follows:		
Cash and balances due from other financial institutions (excluding cash on hand)	5,233,139	4,677,958
Investment securities	149,880,190	129,788,129
Loans & leases, net of allowance for credit losses	10,821,201	9,391,290
Reinsurance contracts	262,710	239,079
Other assets	<u>2,705,409</u>	<u>3,492,028</u>
	<u>168,902,649</u>	<u>147,588,484</u>
Credit risk exposures relating to items not on the statement of financial position are as follows:		
Loan commitments	2,136,244	1,607,370
Guarantees and letters of credit	<u>1,311,358</u>	<u>833,447</u>
	<u>3,447,602</u>	<u>2,440,817</u>

# Notes to the Financial Statements

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## 50. Insurance and Financial Risk Management (Continued)

### (d) Credit risk (continued)

#### Loans and leases

(i) Credit quality of loans and leases are summarized as follows:

	The Group	
	2013 \$'000	2012 \$'000
Neither past due nor impaired -		
Standard	9,289,608	6,292,449
Past due but not impaired	1,231,799	2,742,220
Impaired	552,147	596,547
<b>Gross</b>	11,073,554	9,631,216
Less: provision for credit losses	(252,353)	(239,926)
<b>Net</b>	<u>10,821,201</u>	<u>9,391,290</u>

Loans and leases become past due when payments are not received on contractual repayment dates. The majority of past due loans are not considered impaired.

(ii) Aging analysis of past due but not impaired loans and leases:

	The Group	
	2013 \$'000	2012 \$'000
Less than 30 days	226,637	628,366
31 to 60 days	950,290	1,675,961
61 to 90 days	53,105	436,126
More than 90 days	1,767	1,767
	<u>1,231,799</u>	<u>2,742,220</u>

Financial assets other than loans and leases that are past due but not impaired are mortgage loans up to three months of \$12,824,000 (2012 - \$12,416,000).

The Group holds adequate collateral for past due not impaired loans and leases.

## 50. Insurance and Financial Risk Management (Continued)

### (d) Credit risk (continued)

#### Loans and leases (continued)

(iii) Financial assets – individually impaired

Financial assets that are individually impaired before taking into consideration the cash flows from collateral held are as follows:

	The Group	
	2013 \$'000	2012 \$'000
Equities	7,851	5,117
Loans and leases	552,147	596,547
Mortgage loans	<u>238,490</u>	<u>206,604</u>

There are no financial assets other than those listed above that were individually impaired.

(iv) Renegotiated loans and leases

Restructuring activities include extended payment arrangements, approved external management plans, modification and deferral of payments. Following restructuring, a previously overdue customer account is reset to a normal status and managed together with other similar accounts. Restructuring policies and practices are based on indicators or criteria which, in the judgment of management, indicate that payment will most likely continue. These policies are kept under continuous review. Restructuring is most commonly applied to term loans.

(v) Repossessed collateral

The Group can obtain assets by taking possession of collateral held as security.

Repossessed properties are sold as soon as practicable with the proceeds used to reduce the outstanding indebtedness. In general, the Group do not occupy repossessed properties for business use.

The Group is in the process of repossessing collateral totaling \$132,120,000 (2012 - \$13,300,000).

# Notes to the Financial Statements

31 December 2012

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## 50. Insurance and Financial Risk Management (Continued)

### (d) Credit risk (continued)

#### Credit exposure

Investments and cash

The following table summarises the credit exposure of the Group to businesses and government by sectors in respect of investments and cash:

	<u>The Group</u>	
	<u>2013</u>	<u>2012</u>
	<u>\$'000</u>	<u>\$'000</u>
Government of Jamaica securities	90,765,161	87,011,636
Foreign government securities	8,025,824	4,773,268
Corporate bonds	41,311,954	29,440,389
Financial institutions	9,548,548	6,482,515
Mortgage loans	2,350,710	1,650,319
Policy loans	891,007	794,867
Promissory notes	<u>48,000</u>	<u>1,599,049</u>
	152,941,204	131,752,043
Interest receivable	<u>2,172,128</u>	<u>2,714,045</u>
	<u>155,113,329</u>	<u>134,466,088</u>

There are equal and offsetting claims against customers in the event of a call on the above commitments for customer guarantees and letters of credit.

## 50. Insurance and Financial Risk Management (Continued)

### (d) Credit risk (continued)

#### Credit exposure (continued)

The Group's exposures to individual counterparty credit risks exceeding 2.5% of exposures by class are set out below:

	<u>The Group</u>	
	<u>2013</u>	<u>Restated</u>
	<u>\$'000</u>	<u>\$'000</u>
<b>Debt securities:</b>		
Government of Jamaica debt securities	<u>92,174,393</u>	<u>89,152,905</u>
<b>Deposits and cash:</b>		
Bank of America	1,358,908	2,746,063
Citibank N.A.	497,327	440,836
National Commercial Bank Jamaica Limited	238,182	405,885
The Bank of Nova Scotia Jamaica Limited	<u>89,249</u>	<u>80,416</u>
<b>Reinsurance contracts:</b>		
Swiss Re - rated A+ (superior) by A.M Best	98,188	126,264
Munich Re - rated A+ (superior) by A.M Best	<u>22,613</u>	<u>4,768</u>

Exposure to credit risk is also managed in part by obtaining collateral and guarantees for mortgage loans. For mortgage loans, the collateral is real estate property, and the approved loan is usually no more than 95% of collateral value.

Policy loans are advanced on the security of the underlying insurance policy cash values. Cash loans are advanced to a maximum of 80% of the cash surrender value. Automatic premium loans are advanced to the extent of available cash surrender value.

For securities purchased under agreement to resell, title to securities are transferred to the Group by agreement, and for the duration of the latter.

#### Past due and impaired financial investments

Debt securities are assessed for impairment when amounts are past due, when the borrower is experiencing cash flow difficulties, or when the borrower's credit rating has been downgraded.

Mortgages less than 90 days past due are not assessed for impairment unless other information is available to indicate the contrary.

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## 50. Insurance and Financial Risk Management (Continued)

### (e) Liquidity risk

Liquidity risk is the risk that the Group is unable to meet its payment obligations associated with its financial liabilities when they fall due and to replace funds when they are withdrawn. The consequence may be the failure to meet obligations to repay depositors and fulfill commitments to lend.

The Group is exposed to daily calls on their available cash resources from overnight placement of funds, maturing placement of funds, loan draw-downs and guarantees. The Group does not maintain cash resources to meet all of these needs as experience shows that a minimum level of investment of maturing funds can be predicted with a high level of certainty. The Board sets limits on the minimum proportion of maturing funds available to meet such calls and on the minimum level of inter-bank and other borrowing facilities that should be in place to cover withdrawals at unexpected levels of demand.

### Liquidity risk management process

The Group's liquidity management process, as carried out within the Group and monitored by the Treasury Department, includes:

- (i) Monitoring future cash flows and liquidity on a daily basis. This incorporates an assessment of expected cash flows and the availability of high grade collateral which could be used to secure funding if required;
- (ii) Maintaining a portfolio of highly marketable and diverse assets that can easily be liquidated as protection against any unforeseen interruption to cash flow;
- (iii) Maintaining committed lines of credit and optimising cash returns on investments;
- (iv) Monitoring statement of financial position liquidity ratios against internal and regulatory requirements. The most important of these is to maintain limits on the ratio of net liquid assets to customer liabilities; and managing the concentration and profile of debt maturities.

Monitoring and reporting take the form of cash flow measurement and projections for the next day, week and month, respectively, as these are key periods for liquidity management. The starting point for those projections is an analysis of the contractual maturity of the financial liabilities and the expected collection date of the financial assets.

The matching and controlled mismatching of the maturities and interest rates of assets and liabilities is fundamental to the management of the Group. It is unusual for companies ever to be completely matched since business transacted is often of uncertain term and of different types. An unmatched position potentially enhances profitability, but can also increase the risk of loss.

The maturities of assets and liabilities and the ability to replace, at an acceptable cost, interest-bearing liabilities as they mature, are important factors in assessing the liquidity of the Group and its exposure to changes in interest rates and exchange rates.

Certain investment portfolios within the Group contain securities which can only be disposed of over a period of time. In such instances, the Group generally maintains higher levels of short term instruments to compensate for the relative illiquidity of the aforementioned securities.

The disclosures provided in this note are based on the Group's and the company's investment portfolio as at 31 December 2013 and 2012.

## 50. Insurance and Financial Risk Management (Continued)

### (e) Liquidity risk (continued)

The tables below present the undiscounted cash flows payable (both interest and principal cash flows) of the Group's financial and non-financial liabilities based on contractual repayment obligations. The Group expects that many policyholders/customers will not request repayment on the earliest date the Group could be required to pay. The expected maturity dates of financial assets and liabilities are based on estimates made by management as determined by retention history.

	The Group					Total \$000
	Within 3 months \$000	3-12 months \$000	1-5 years \$000	Over 5 years \$000	No specific maturity \$000	
<b>Undiscounted Financial Liabilities - 31 December 2013</b>						
Deposit and security liability	67,846,057	13,270,435	5,467,780	955,008	-	87,539,280
Derivative financial instruments	595,434	2,449,734	622,858	-	-	3,668,026
Other liabilities	3,581,715	272,399	-	-	1,442	3,855,556
Segregated funds' liabilities	-	-	-	-	-	-
Insurance contracts liabilities	663,487	2,013,146	11,721,381	34,167,717	-	48,565,731
Investment contracts liabilities	7,301,060	2,069,471	3,945,890	-	-	13,316,421
Other policy liabilities	766,979	1,945,444	-	-	-	2,712,423
<b>Total undiscounted liabilities</b>	<b>80,754,732</b>	<b>22,020,629</b>	<b>21,757,909</b>	<b>35,122,725</b>	<b>1,442</b>	<b>159,657,437</b>
	Within 3 months \$000	3-12 months \$000	1-5 years \$000	Over 5 years \$000	No specific maturity \$000	Total \$000
<b>Undiscounted Financial Liabilities - 31 December 2012</b>						
Deposit and security liabilities	60,228,166	14,989,220	2,685,122	2,301,752	-	80,204,260
Derivative financial instruments	513,117	1,498,532	2,383,501	-	-	4,395,150
Other liabilities	3,232,399	67,897	-	-	21,856	3,322,152
Segregated funds' liabilities	-	-	-	-	-	-
Insurance contracts liabilities	549,719	1,652,306	9,251,620	27,869,800	-	39,323,445
Investment contracts liabilities	7,202,272	1,719,625	1,934,220	-	-	10,856,117
Other policy liabilities	719,915	1,694,194	-	-	-	2,414,109
<b>Total undiscounted liabilities</b>	<b>72,445,588</b>	<b>21,621,774</b>	<b>16,254,463</b>	<b>30,171,552</b>	<b>21,856</b>	<b>140,515,233</b>



# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 50. Insurance and Financial Risk Management (Continued)

### (e) Liquidity risk (continued)

Assets available to meet all of the liabilities and to cover outstanding loan commitments include cash, central bank balances, items in the course of collection, investment securities and other eligible bills, loans and advances to banks, and loans and advances to customers. In the normal course of business, a proportion of customer loans contractually repayable within one year will be extended. In addition, debt securities and treasury and other bills have been pledged to secure liabilities. The Group is also able to meet unexpected net cash outflows by selling securities and accessing additional funding sources from other financing institutions.

### (f) Market risk

The Group takes on exposure to market risk, which is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk mainly arise from changes in foreign currency exchange rates and interest rates. Market risk is monitored by the Investment department which carries out extensive research and monitors the price movement of financial assets on the local and international markets. Market risk exposures are measured using sensitivity analysis.

#### *Price risk*

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

The Group is exposed to equity securities price risk because of investments held by the Group and classified as available-for-sale or at fair value through profit or loss. To manage its price risk arising from investments in equity securities, the Group diversifies its portfolio. Diversification of the portfolio is done in accordance with limits set by the Group.

The Group's investments in equity securities are publicly traded on the Jamaica Stock Exchange (JSE) and the National Association of Securities Dealers Automated Quotation System (NASDAQ). The Group's sensitivity to equity securities price risk is disclosed in Note 50(iii).

## 50. Insurance and Financial Risk Management (Continued)

### (f) Market risk (continued)

#### *Currency risk*

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

Foreign exchange risk occurs when the Group takes an open position in a currency. To control this exchange risk the Asset and Liability Committee (ALCO) has approved limits for net open position in each currency for both intra-day and overnight position. This limit may vary from time to time as determined by ALCO.

The Group also has transactional currency exposure. Such exposure arises from having financial assets in currencies other than those in which financial liabilities are expected to settle. The Group ensures that its net exposure is kept to an acceptable level by buying or selling foreign assets to address short term imbalances.

The Group's operations in the Cayman Islands create two additional sources of currency risk:

- The operating results of the Group's foreign subsidiaries in the Group financial statements are translated at the average exchange rate prevailing during the period.
- The equity investment in the foreign subsidiaries is translated into Jamaican dollars using the closing exchange rate.

#### *Concentrations of currency risk*

The Group and the company are most sensitive to currency risk in its operating currencies which float against the United States dollar.

The following tables summarise the exposure of the Group and the company to foreign currency exchange rate risk. Included in the tables are the Group and the company's assets and liabilities at carrying amounts categorized by currency.

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 50. Insurance and Financial Risk Management (Continued)

### (f) Market risk (continued)

#### Currency risk (continued)

Concentrations of currency risk (continued)

	The Group			
	2013			
	Jamaican \$	US\$	Other	Total
\$'000	\$'000	\$'000	\$'000	
<b>Financial assets</b>				
Cash resources	858,745	2,619,325	604,293	4,082,363
Cash reserve at Bank of Jamaica	453,709	498,855	40,767	993,331
Financial investments and pledged assets	65,814,091	94,809,098	4,444,343	165,067,532
Derivative financial instruments	-	3,019,597	-	3,019,597
Loans & leases, after allowance for credit losses	4,670,357	6,150,844	-	10,821,201
Reinsurance contracts	70,446	192,264	-	262,710
Other assets	2,429,950	193,418	82,041	2,705,409
<b>Non-financial assets:</b>				
Investment properties	490,718	291,627	-	782,345
Investment in joint venture	-	639,235	-	639,235
Investment in associated companies	-	-	-	-
Intangible assets	3,454,843	560,666	-	4,015,509
Property, plant and equipment	1,641,596	34,977	-	1,676,573
Deferred income taxes	298,107	-	-	298,107
Taxation recoverable	2,327,391	-	-	2,327,391
Other assets	1,602,234	16,760	-	1,618,994
Total assets	84,112,187	109,026,666	5,171,444	198,310,297
<b>Financial liabilities</b>				
Deposit and security liabilities	27,626,289	57,185,281	1,258,154	86,069,724
Derivative financial instruments	-	229,079	2,941,862	3,170,941
Other liabilities	3,236,271	586,061	33,224	3,855,556
Insurance contracts liabilities	30,572,219	16,047,023	1,946,489	48,565,731
Investment contracts liabilities	7,406,960	5,762,324	91,009	13,260,293
Other policy liabilities	1,963,700	239,322	509,402	2,712,424
<b>Non-financial liabilities:</b>				
Taxation payable	394,373	-	-	394,373
Deferred income taxes	1,144	-	-	1,144
Retirement benefit obligations	2,659,268	-	-	2,659,268
Total liabilities	73,860,224	80,049,090	6,780,140	160,689,454
<b>Net on statement of financial position</b>	<b>10,251,963</b>	<b>28,977,576</b>	<b>(1,608,696)</b>	<b>37,620,843</b>

## 50. Insurance and Financial Risk Management (Continued)

### (f) Market risk (continued)

#### Currency risk (continued)

Concentrations of currency risk (continued)

	The Group			
	2012 Restated			
	Jamaican \$	US\$	Other	Total
\$'000	\$'000	\$'000	\$'000	
<b>Financial assets</b>				
Cash resources	832,542	2,783,018	628,268	4,243,828
Cash reserve at Bank of Jamaica	280,883	419,776	34,885	735,494
Financial investments and pledged assets	65,934,230	68,224,551	4,978,898	139,137,679
Derivative financial instruments	-	4,253,104	-	4,253,104
Loans & leases, after allowance for credit losses	2,170,723	7,220,567	-	9,391,290
Reinsurance contracts	101,640	137,439	-	239,079
Other assets	2,877,490	552,126	62,412	3,492,028
<b>Non-financial assets:</b>				
Investment properties	2,146,276	254,550	-	2,400,826
Investment in joint venture	-	544,115	-	544,115
Investment in associated companies	2,725	-	-	2,725
Intangible assets	3,675,544	489,191	-	4,164,735
Property, plant and equipment	1,646,563	37,516	-	1,684,079
Retirement benefit assets	35,729	-	-	35,729
Deferred income taxes	19,133	-	-	19,133
Taxation recoverable	2,679,681	-	-	2,679,681
Other assets	1,502,366	6,025	-	1,508,391
Total assets	83,905,525	84,921,978	5,704,413	174,531,916
<b>Financial liabilities</b>				
Deposit and security liabilities	27,825,536	49,036,167	1,183,455	78,045,158
Derivative financial instruments	-	43,915	4,266,651	4,310,566
Other liabilities	2,265,811	1,017,379	38,962	3,322,152
Insurance contracts liabilities	29,277,624	10,045,821	-	39,323,445
Investment contracts liabilities	6,877,940	3,918,917	-	10,796,857
Other policy liabilities	1,859,860	554,249	-	2,414,109
<b>Non-financial liabilities:</b>				
Taxation payable	336,871	-	-	336,871
Deferred income taxes	357,726	-	-	357,726
Retirement benefit obligations	1,010,198	-	-	1,010,198
Total liabilities	69,811,566	64,616,448	5,489,068	139,917,082
<b>Net on statement of financial position</b>	<b>14,093,959</b>	<b>20,305,530</b>	<b>215,345</b>	<b>34,614,834</b>

# Notes to the Financial Statements

31 December 2012

(expressed in Jamaican dollars unless otherwise indicated)

## 51. Sensitivity Analysis

Actuarial liabilities for the Group comprise 75.25% (2012 – 74.85%) of total Policyholders' Funds. The determination of actuarial liabilities is sensitive to a number of assumptions, and changes in those assumptions could have a significant effect on the valuation results. These factors are discussed in detail in Note 34(e).

### (i) Sensitivity arising from the valuation of life insurance and annuity contracts

In summary, the valuation of actuarial liabilities of life insurance and annuity contracts is sensitive to:

- the economic scenario,
- the investments allocated to back the liabilities,
- the underlying assumptions used, and
- the margins for adverse deviations.

The Appointed Actuary tests the actuarial liabilities under several economic scenarios. These tests have been done and the liabilities have been derived from the scenarios which produce the worst results.

The assumption for future investment yields has a significant impact on actuarial liabilities.

The other assumptions to which the actuarial liabilities of the Group are most sensitive, are in descending order of impact:

- Mortality and morbidity
- Operating expenses and taxes
- Lapse rates

### (ii) Dynamic capital adequacy testing (DCAT)

DCAT is a technique used to assess the adequacy of an insurer's future financial condition in the light of different future economic and policy experience scenarios. DCAT assesses the impact over the next 5 years on the insurer's financial position and financial condition under specific scenarios.

The financial position of an insurer is reflected by the amounts of assets, liabilities and equity in the statement of financial position at a given date.

The financial condition of an insurer at a particular date is its prospective ability at that date to meet its future obligations, especially obligations to policyholders, those to whom it owes benefits and to its shareholders.

The purpose of the DCAT is:

- to develop an understanding of the sensitivity of the total equity of the insurer and future financial condition to changes in various experience factors and management policies;
- to alert management and the Board to material, plausible and imminent threats to the insurer's solvency; and
- to describe possible courses of action to address these threats.

A DCAT analysis has been completed for Sagicor Life Jamaica Limited and Sagicor Life of the Cayman Islands Ltd.

## 51. Sensitivity Analysis (Continued)

### (ii) Dynamic capital adequacy testing (DCAT) (continued)

The results are as follows:

- (i) Worsening rate of lapse. The scenario was tested in either of the following ways:

For business which produces higher valuation reserves with an increase in lapse rates, the scenario lapse rates were doubled. For business which produces higher valuation reserves with a decrease in lapse rates, the scenario lapse rates were halved.

Overall, this scenario produces adverse results in 2013 and for the next five years.

- (ii) High interest rate. An assumed increase in portfolio rate of 0.5% per year for 10 years. Overall, this scenario produces favourable results in 2013 and for the next five years.

- (iii) Low interest rate. An assumed decrease in portfolio rate of 0.5% for 10 years was tested in this scenario. Overall, this scenario produces adverse results in 2013 and for the next five years.

- (iv) Worsening mortality and morbidity. To test this scenario, mortality and morbidity rates were increased for life insurance, health and critical illness products and decreased for annuity products. For life insurance, health and critical illness products, rates were increased by 3% of the base rate per year for 5 years. For annuity products, rates were decreased by 3% of the base rate for 5 years. Overall, this scenario produces adverse results in 2013 and for the next five years.

- (v) Higher expenses. Higher unit maintenance expenses were tested by setting the unit expense rate for each projection year 5% greater than the unit expense rate assumed in the base scenario. Overall, this scenario produces adverse results in 2013 and for the next five years.

- (vi) Level new business. New business planned for 2014 was maintained for the 5 year period. Overall, this scenario has no effect on the liabilities in 2013 but produces favourable results for the next five years.

- (vii) Double new business. New business planned for the 5 year period was projected to grow at twice the rate of growth anticipated in the base scenario. Overall, this scenario has no effect on the 2013 liabilities, but will produce net lower liabilities over the next five years.

# Notes to the Financial Statements

31 December 2012

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## 51. Sensitivity Analysis (Continued)

### (ii) Dynamic capital adequacy testing (DCAT) (continued)

The DCAT conducted has not tested any correlation that may exist between assumptions. The use of differing sensitivity rates by insurers reflects differences in the insurers' environment.

The following table represents the estimated sensitivity of each of the above scenarios to net actuarial liabilities totalling \$48,565,736 for the Group at the year-end date.

Variable	Change in Variable	The Group	
		2013 Change in Liability	2012 Change in Liability
		\$'000	\$'000
Worsening of mortality/morbidity	+3% for 5 yrs.	2,742,223	2,505,069
Improvement in annuitant mortality	-3% for 5 yrs.	650,767	438,426
Lowering of investment return	-0.5% for 10 yrs.	12,396,143	11,134,082
Worsening of base renewal expense and inflation rate	+5% for 5 yrs.	1,845,638	1,680,768
Worsening of lapse rate	x2 or x0.5	4,549,411	4,180,217
High Interest	+0.5% for 10 yrs.	<u>(9,545,827)</u>	<u>(7,544,631)</u>

### (iii) Sensitivity arising from a decline in equity prices

The Group is sensitive to fair value risk on its financial assets at fair value through profit or loss and available for sale equity securities. The effects of an increase by 10% and a decrease by 10% in equity prices at the year end date are set out below.

Financial assets at fair value through profit or loss and available for sale equity securities:	The Group	
	Carrying Value	Effect of 10% change at 31 December 2013
	\$'000	\$'000
Listed on Jamaica Stock Exchange	1,389,412	138,941
Listed on US stock exchanges	3,601,483	360,148
Other	<u>8,785,481</u>	<u>878,548</u>
	<u>13,776,376</u>	<u>1,377,637</u>

## 51. Sensitivity Analysis (Continued)

### (iv) Sensitivity arising from currency risk

The Group is most sensitive to currency risk in its operating currencies which float against the United States dollar.

The effect of a further 15% (2012 – 10%) depreciation and a 1% (2012 – 1%) appreciation in the Jamaican dollar (JMD) relative to the United States dollar (USD) at the year-end date is considered in the following tables.

	The Group					
	2013			2012 Restated		
	Balances	Effect of a 15% depreciation at 31 December 2013	Effect of a 1% appreciation at 31 December 2013	Balances	Effect of a 10% depreciation at 31 December 2012	Effect of a 1% appreciation at 31 December 2012
Statement of financial position:						
Assets	114,198,110	131,327,827	113,056,129	90,626,391	99,689,030	89,720,127
Liabilities	86,829,230	99,853,615	85,960,938	70,105,516	77,116,068	69,404,461
Net position	<u>27,368,880</u>	<u>31,474,212</u>	<u>27,095,191</u>	<u>20,520,875</u>	<u>22,572,962</u>	<u>20,315,666</u>
Income statement:						
Net income	-	998,312	(66,554)	-	1,404,992	(140,499)
Equity	<u>-</u>	<u>3,107,020</u>	<u>(207,135)</u>	<u>-</u>	<u>647,095</u>	<u>(64,710)</u>

# Notes to the Financial Statements

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## 51. Sensitivity Analysis (Continued)

### (v) Development of Property and Casualty claims

The development of an insurer's claims in the course of settlement provides a measure of its ability to estimate the ultimate value of claims incurred. In the table below, the estimate of total claims incurred for each year is provided at successive year ends. The most recent estimate is then reconciled to the liability recognised in the statement of financial position.

	The Group			
	2011	2012	2013	Total
	\$'000	\$'000	\$'000	\$'000
<b>Gross</b>				
<i>Estimate of ultimate claims incurred:</i>				
At the end of the reporting year	17,980	3,249	5,409	26,638
One year later	5,235	4,928	-	10,163
Two years later	5,102	-	-	5,102
Current estimate of cumulative claims	5,102	4,928	5,409	15,439
Cumulative payments to date	(4,739)	(1,136)	(958)	(6,833)
Liability recognised in the statement of financial position	363	3,792	4,451	8,608
Liability in respect of prior years and ULAE				5,315
Total liability				13,922

The reinsurers' share of the amounts in the following table is set out below.

Reinsurers' share	2011	2012	2013	Total
	\$'000	\$'000	\$'000	\$'000
<i>Estimate of ultimate claims incurred:</i>				
At the end of the reporting year	17,980	3,249	5,409	26,638
One year later	5,235	4,928	-	10,163
Two years later	5,102	-	-	5,102
Current estimate of cumulative claims	5,102	4,928	5,409	15,439
Cumulative payments to date	(4,739)	(1,136)	(958)	(6,833)
Recoverable recognised in the statement of financial position	364	3,793	4,451	8,608
Recoverable in respect of prior years				5,315
Total recoverable from reinsurers				13,922

## 51. Sensitivity Analysis (Continued)

### (vi) Interest rate sensitivity

For the Sagcor Investments Jamaica, the Banking Group, the following table indicates the sensitivity to a reasonable possible change in interest rates, with all other variables held constant, on the Banking Group's income statement and stockholders' equity.

The sensitivity of the profit or loss is the effect of the assumed changes in interest rates on net income based on the floating rate of financial assets and financial liabilities. The sensitivity of stockholders' equity is calculated by revaluing fixed rate available-for-sale financial assets for the effects of the assumed changes in interest rates. The correlation of a number of variables will have an impact on market risk. It should be noted that movements in these variables are non-linear and are assessed individually.

	Sagcor Investments Jamaica Group			
	Effect on	Effect on	Effect on	Effect on
	Net Profit	Equity	Net Profit	Equity
	2013	2013	2012	2012
	\$'000	\$'000	\$'000	\$'000
Change in percentage				
J\$: -1%, US\$: -0.5%				
(2012 – J\$: -1%, US\$: -0.5%)	(242,376)	935,984	(271,477)	529,347
J\$: +2.5%, US\$: +2%				
(2012 – J\$: +4%, US\$: +2.5%)	654,421	(2,923,318)	1,149,154	(1,470,312)

## 52. Capital Management

The Group manages its capital resources according to the following objectives:

- To comply with capital requirements established by insurance, banking and other financial intermediary regulatory authorities;
- To comply with internationally recognised capital requirements for insurance, where local regulations do not meet these international standards;
- To safeguard its ability to meet future obligations to policyholders, depositors, note-holders and stockholders;
- To provide adequate returns to stockholders by pricing insurance, investment and other contracts commensurately with the level of risk; and
- To maintain a strong capital base which are sufficient for the future development of the Group's operations.

# Notes to the Financial Statements

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(expressed in Jamaican dollars unless otherwise indicated)

## 52. Capital Management (Continued)

The principal capital resources of the Group comprise its stockholders' equity, its non-controlling interest equity, and its debt financing. The summary of these resources at the year end is as follows:

	2013	Restated 2012
	\$'000	\$'000
Stockholders' equity	35,925,841	32,855,555
Non-controlling interests	1,695,002	1,759,279
Total statement of financial position capital resources	<u>37,620,843</u>	<u>34,614,834</u>

The Group deploys its capital resources to activities carried out through various lines of business in operating companies which are either insurance entities or provide other financial services. The capital is deployed in such a manner as to ensure that each line of business generates the desired return on capital employed, that the operating companies have adequate and sufficient capital resources to carry out their activities and to meet regulatory requirements.

Required capital adequacy information is filed with the regulators in the countries in which the Group operates, Jamaica monthly; Cayman Islands annually.

The capital adequacy of the principal operating entities within the Group is set out below.

### (a) Sagicor Life Jamaica Limited

Capital adequacy is managed at the operating company level. It is calculated monthly by the Appointed Actuary and reviewed by Executive Management and the Board of Directors. In addition, The company seeks to maintain internal capital adequacy at levels higher than the regulatory requirements. To assist in evaluating the current business and strategy opportunities, a risk-based capital approach is one of the core measures of financial performance. The risk-based assessment measure which has been adopted is the Minimum Continuing Surplus and Capital Requirement (MCCSR) standard as per the Insurance Regulations, 2001. The minimum standard required Insurance Regulations 2001 at the year-end date is an MCCSR of 150%. The MCCSR for the Sagicor Life Jamaica Limited as at 31 December 2013 and 2012 is set out below.

	2013	2012
Sagicor Life Jamaica Limited	<u>179.6%</u>	<u>162.9%</u>

## 52. Capital Management (Continued)

- (b) Sagicor Life of the Cayman Islands Ltd.  
During 2012, the Cayman Islands Insurance (Capital and Solvency) (Class A Insurers) Regulations became effective. The minimum capital requirement for a local Class A insurer was established as the greater of US\$300,000, or the square root of the sum of the square of five risk components – assets, policy liabilities, subsidiaries, catastrophe exposure and foreign exchange. Additionally, the prescribed capital for a local Class A insurer must be at least 125% of the minimum capital requirement. As at the year-end date, the prescribed capital requirement was US\$25,335,000 (2012 - \$26,978,000) and available capital when expressed as a percentage of prescribed capital, was 359.70% (2012 – 333.50%).

The MCCSR for Sagicor Life of the Cayman Ltd., based on the Canadian Regulatory Standards, is set out below.

	2013	2012
Sagicor Life of the Cayman Islands Ltd.	<u>384.48%</u>	<u>384.75%</u>

### (c) Sagicor Investments Jamaica Group

The Banking Group's objectives when managing capital, which is a broader concept than the 'equity' on the face of statement of financial position, are:

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

Capital adequacy and the use of regulatory capital are monitored monthly by the Group's management employing techniques based on the guidelines developed by the Financial Services Commission (FSC), the Bank of Jamaica (BOJ), Basel II and the Risk Management and Compliance Unit. The required information is filed with the respective Regulatory Authorities at stipulated intervals.

The BOJ and the FSC require each regulated entity to:

- (i) Hold the minimum level of the regulatory capital; and
- (ii) Maintain a minimum ratio of total regulatory capital to the risk-weighted assets.

The Banking Group's regulatory capital is divided into two tiers:

- (i) Tier 1 capital: share capital, retained earnings and reserves created by appropriations of retained earnings. The book value of goodwill is deducted in arriving at Tier 1 capital; and
- (ii) Tier 2 capital: qualifying subordinated loan capital, collective impairment allowances and revaluation on property, plant and equipment.

The risk-weighted assets are measured by means of a hierarchy of five risk weights classified according to the nature of each asset and counterparty, taking into account any eligible collateral or guarantees. A similar treatment is adopted for off-balance sheet exposure, with some adjustments to reflect the more contingent nature of the potential losses.

# Notes to the Financial Statements

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(expressed in Jamaican dollars unless otherwise indicated)

## 52. Capital Management (Continued)

The regulated companies that are operating within the Banking Group are Sagicor Investments Jamaica Limited and Sagicor Bank Jamaica Limited.

	Sagicor Investments Jamaica Limited		Sagicor Bank Jamaica Limited	
	2013 \$'000	2012 \$'000	2013 \$'000	2012 \$'000
Total regulatory capital	8,765,515	8,852,888	3,226,281	3,151,221
Total required capital	5,839,915	5,157,277	1,951,544	1,486,036
Actual capital base to risk	15%	17%	17%	21%
Required capital base to risk	10%	10%	10%	10%

(c) During 2013 and 2012, the individual entities within the Group complied with all of the externally imposed capital requirements to which they are subject.

(d) Derivative products

The Banking Group's derivative activities give rise to open positions in portfolios of derivatives. These positions are managed constantly to ensure that they remain within acceptable risk levels, with matching deals being utilised to achieve this where necessary. When entering into derivative transactions, the Group employs the same credit risk management procedures to assess and approve potential credit exposures that are used for traditional lending.

## 53. Fiduciary Risk

Certain subsidiaries in the Group provide custody, trustee, corporate administration, investment management or advisory services to third parties which involve these subsidiaries making allocation and purchase and sale decisions in relation to a wide range of financial instruments. These assets are not included in these financial statements. As at 31 December 2013, these subsidiaries had financial assets under administration of approximately \$131,198,034,000 (2012 - \$120,408,621,000).

## 54. Commitments

In the normal course of business, the Group has entered into commitments at the year-end date for which no provision has been made in these financial statements. The off statement of financial position commitments and their maturity profiles are as follows:

	The Group			
	Contractual cash flows within 1 year \$'000	Contractual Cash flows 1-5 years \$'000	Contractual Cash flows after 5 years \$'000	Current year Total \$'000
<b>At 31 December 2013</b>				
Loan commitments	1,135,650	867,759	132,835	2,136,244
Guarantees, acceptances and other financial facilities	1,093,963	203,180	14,215	1,311,358
Operating lease commitments	589,915	1,155,262	131,246	1,876,423
	<u>2,819,528</u>	<u>2,226,201</u>	<u>278,296</u>	<u>5,324,025</u>
<b>At 31 December 2012</b>				
Loan commitments	247,759	1,282,141	77,470	1,607,370
Guarantees, acceptances and other financial facilities	382,971	417,594	32,882	833,447
Operating lease commitments	428,689	698,668	60,955	1,188,312
	<u>1,059,419</u>	<u>2,398,403</u>	<u>171,307</u>	<u>3,629,129</u>

Lease payments, including maintenance, for Group during the year were \$129,226,000 (2012 - 12,975,000).

## 55. Contingent Liabilities

Legal proceedings

The Group and the company are subject to various claims, disputes and legal proceedings, as part of the normal course of business. Provision is made for such matters when, in the opinion of management and its professional advisors, it is probable that a payment will be made by the Group, and the amount can be reasonably estimated.

In respect of claims asserted against the Group which, according to the principles outlined above, have not been provided for, management is of the opinion that such claims are either without merit, can be successfully defended or will result in exposure to the Group which is immaterial to both the financial position and results of operations.

## 56. Subsequent Event

On January 29, 2014, Sagicor Group Jamaica Limited signed a Sale and Purchase Agreement with RBC Financial (Caribbean) Limited and RBTT Finance Limited to acquire all the issued shares of RBC Royal Bank (Jamaica) Limited and RBTT Securities Jamaica Limited (collectively "RBC Jamaica") from Royal Bank of Canada. The acquisition is subject to regulatory approvals. At December 2013 RBC Jamaica had total assets of \$54,000,000,000. When, the sale has been concluded, the operations of Sagicor Bank Jamaica Limited and RBC Royal Bank (Jamaica) Limited will be amalgamated as Sagicor Bank Jamaica Limited.

# DISCLOSURE OF SHAREHOLDINGS

AT 31 DECEMBER 2013

TOP TEN SHAREHOLDERS				
SHAREHOLDERS		NO OF SHARES	%	
<b>1</b>	<b>Sagicor Financial Corporation</b>	1,918,137,454	51.00%	
	Sagicor Life Inc	650,663,398		
	LOJ Holdings Limited - connected company	1,267,474,056		
<b>2</b>	<b>Sagicor Group Jamaica Connected Entities</b>	22,032,107	0.59%	
	Sagicor PIF Equiry Fund - connected company	6,552,899		
	Trustee Sagicor Long-Term Incentive Plan - connected company	9,474,040		
	Sagicor Life Jamaica Share Purchase Plan 2003	222,339		
	Trustee of the SLJ of Employee Share Purchase Plan	5,282,829		
	Sagicor Equity Fund	500,000		
<b>3</b>	<b>Pan-Jamaican Investment Trust Ltd</b>	1,232,149,252	32.76%	
<b>4</b>	<b>SJIML 3119</b>	47,926,349	1.27%	
<b>5</b>	<b>Ideal Portfolio Services Ltd</b>	38,636,136	1.03%	
<b>6</b>	<b>National Insurance Fund</b>	37,916,370	1.01%	
<b>7</b>	<b>Donwis Ltd</b>	19,558,540		
	Donovan Lewis - connected person	3,015,290	22,573,830	0.60%
<b>8</b>	<b>GraceKennedy Ltd Pension Scheme</b>	22,319,685	0.59%	
<b>9</b>	<b>JCSD Trustee Services Ltd A/C #76579-02</b>	16,820,575	0.45%	
	Scotia Fund Managers Limited - connected company			
<b>10</b>	<b>Richard Byles</b>	14,699,871	14,732,237	0.39%
	Jacinth Byles - connected person			
	Pavel Byles - connected person	32,366		
<b>11</b>	<b>NCB Insurance Company Ltd A/C WT109</b>	15,344,201	0.41%	
	<b>Total</b>	<b>3,388,588,196</b>		
	<b>Others</b>	<b>372,403,586</b>	<b>9.90%</b>	
	<b>Total Issued Shares</b>	<b>3,760,991,782</b>	<b>100.00%</b>	

SHAREHOLDINGS OF DIRECTORS			
SHAREHOLDERS		NO OF SHARES	
<b>1</b>	Dodridge Miller		25,389
<b>2</b>	Richard Byles	14,699,871	14,732,237
	Jacinth Byles - connected person		
	Pavel Byles - connected person	32,366	
<b>3</b>	R Danny Williams		Nil
	Ravers Limited - connected company		12,332,825
<b>4</b>	Jeffrey Cobham		25,000
<b>5</b>	Marjorie Fyffe-Campbell		25,000
<b>6</b>	Paul Facey		Nil
	Robert A Facey - connected person		1,002,293
	Proban Ltd - connected company		1,704,295
<b>7</b>	Stephen Facey	547,791	618,941
	Wendy Facey - connected person		
	Alexander & Matthew Facey - connected person	71,150	
<b>8</b>	Hilary McDonald Beckles		25,000
<b>9</b>	Paul Hanworth		25,000
<b>10</b>	Richard Downer		100,000
<b>11</b>	Jacqueline D Coke-Lloyd		25,000
<b>12</b>	Peter Clarke		Nil

SHAREHOLDINGS OF EXECUTIVE MANAGEMENT			
SHAREHOLDERS		NO OF SHARES	
<b>1</b>	Richard Byles	14,699,871	14,732,237
	Jacinth Byles - connected person		
	Pavel Byles connected person	32,366	
<b>2</b>	Errol D McKenzie		6,223,758
	Annette McKenzie connected person		
<b>3</b>	Ivan Carter		3,784,763
<b>4</b>	Janice A M Grant Taffe		1,627,415
	Joseph Taffe - connected person		
<b>5</b>	Rohan Miller		488,183
	Debra Miller - connected person		
	Jordan Miller - connected person		
	Aaron Miller - connected person		
<b>6</b>	Mark Chisholm		568,142
	Te-Anne Chisholm - connected person		
	Sharo Anne Chisholm - connected person		
	Jonel Chisholm - connected person		
<b>7</b>	Karl Williams		183,392

# FORM OF PROXY



I \_\_\_\_\_ of \_\_\_\_\_ being a member  
of Sagicor Group Jamaica Limited hereby appoint \_\_\_\_\_

of \_\_\_\_\_ or failing him

of \_\_\_\_\_ as my proxy to vote for me on my behalf at the Annual General Meeting of the Company to be held on Tuesday, the 3rd day of June, 2014 at 3:00p.m. and at any adjournment thereof.

The Proxy will vote on the under-mentioned resolutions as indicated:

Resolutions		For	Against
1.	To receive the Directors' Report and Accounts for the year ended December 31, 2013		
2.	To elect Directors		
	<b>In accordance with Article 99</b>		
	Marjorie Fyffe Campbell		
	Jacqueline Coke Lloyd		
	<b>In accordance with Article 98(f)</b>		
	Jeffrey Cobham		
	Richard Downer		
3.	To fix the remuneration of Directors		
4.	To authorise the Directors to fix the remuneration of the Auditors		
5.	To ratify interim dividends and declare them final		

NOTE: If this form is returned without any indication as to how the person appointed proxy shall vote, he will exercise his discretion as to how he votes or whether he abstains from voting.

As witness my hand this \_\_\_\_\_ day of \_\_\_\_\_ 2014

Signature \_\_\_\_\_

\$100.00  
Stamp to be  
affixed

NOTE: (1) If the appointer is a Corporation, this form must be under its common seal or under the hand of an officer or attorney duly authorized.  
(2) To be valid, this proxy must be lodged with the Secretary of the Company, 28-48 Barbados Avenue, Kingston 5, not less than 48 hours before the time appointed for holding the meeting.  
A proxy need not be a member of the Company.



# Connect with us!

We welcome your feedback. Please use these convenient channels to keep up to date on developments at your company or to send us your comments, concerns and questions.

SHAREHOLDERS	Connection Points
<p><b>Contact our Registrar for:</b></p> <ul style="list-style-type: none"> <li>• Dividends</li> <li>• Change in share registration and address</li> <li>• Lost share certificates</li> <li>• Estate transfers</li> <li>• General shareholder requests</li> </ul>	<p>Corporate Trust 2nd floor The Sagicor Bank Building 60 Knutsford Boulevard Kingston 5</p> <p> <a href="mailto:sbj_registrar@sagicor.com">sbj_registrar@sagicor.com</a></p> <p> (876) 929-5583 ext. 2215 - 7 and 2221-2</p> <p> (876) 764-0356 (876) 920-5804</p>
<p>To obtain additional printed copies of the Annual Report or make enquiries about company news and initiatives</p>	<p><b>Investor Relations</b></p> <p> <a href="mailto:sbj_InvestorRelations@sagicor.com">sbj_InvestorRelations@sagicor.com</a></p> <p> (876) 929-5583</p>

CUSTOMERS	Connection Points
<p>Get general information on the company's activities, policies, products and services.</p>	<p><b>Client Relations</b></p> <p> <a href="mailto:infoja@sagicor.com">infoja@sagicor.com</a></p> <p> 1-888-SAGICOR (724-4267)</p>
<p>View information on Sagicor Group Jamaica online</p>	<p><b>Website</b></p> <p> <a href="http://www.sagicorjamaica.com">www.sagicorjamaica.com</a></p>
<p>Receive the latest company news or learn more about Sagicor Group Jamaica</p>	<p><b>Public Relations</b></p> <p> <a href="mailto:groupmarketing@sagicor.com">groupmarketing@sagicor.com</a></p>
<p><b>Call toll free</b></p>	<p>Within Jamaica - 1-888-SAGICOR (724-4267)</p> <p>From Canada &amp; USA - 1-800-SAGICOR</p> <p>From Canada 1-800-947-7886</p> <p>From U.S.A 1-800-550-7886</p> <p>From the U.K. 1-800-895-903</p>

Don't forget to:

-  Like us on Facebook [www.facebook.com/SagicorJamaica](http://www.facebook.com/SagicorJamaica)
-  Follow us on Twitter <http://twitter.com/Sagicorja>
-  Follow us on Instagram <http://instagram.com/Sagicorja>



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