

## **SCOTTISH AMICABLE FUNDS**

**Annual Report and Financial Statements for the Year Ended  
31 December 2013**

## **SCOTTISH AMICABLE FUNDS**

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## **SCOTTISH AMICABLE FUNDS**

### **Scottish Amicable Board**

Bernard Solomons (Chairman)  
Finbar O'Dwyer (resigned 24 May 2013)  
Paul Dollman  
Stewart Gracie (appointed 26 June 2013)  
Brian Medhurst  
Michael Walker

### **Secretary to the Board**

Susan Windridge

### **Auditors**

KPMG Audit Plc, London

## **SCOTTISH AMICABLE FUNDS**

### **STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2013**

#### **Background**

Under the terms of the Scheme for the transfer of the business of the Scottish Amicable Life Assurance Society to The Prudential Assurance Company Limited (the Scheme) on 30 September 1997, The Prudential Assurance Company Limited (PAC) is required to produce for each financial year reports and accounts of the Scottish Amicable Funds (the Funds) as if they together constituted an authorised insurance company in accordance with the Financial Services and Markets Act 2000 (and, where necessary, the laws and regulations of any other jurisdiction) and generally accepted accounting practices and policies, and to have them audited by the auditors of PAC. The Funds comprise the Scottish Amicable Insurance Fund (the Fund), which is a closed fund, and the Scottish Amicable Capital Fund (the Capital Fund). The Scottish Amicable Insurance Fund receives financial support from the Scottish Amicable Capital Fund, and it protects the solvency position of the Scottish Amicable Insurance Fund.

In order to safeguard the ongoing interests of policyholders whose policies were transferred into the Fund, the Scheme established a special committee called the Scottish Amicable Board, with responsibility for the management (including investment and bonus policy) of the Funds.

#### **Business Review**

##### **Principal Activity**

In accordance with the terms of the Scheme governing the transfer of business, certain business has continued to be written in the Fund, which is a closed fund. This business is primarily in respect of increments to existing policies written by Scottish Amicable Life Assurance Society prior to 1 October 1997. New premiums for the year comprise £0.9m (2012: £21.3m) of single premiums, which are included in total premiums of £95.1m (2012: £140.0m).

The Fund is a sub-fund of PAC which is a wholly owned subsidiary undertaking of another company registered in England and Wales and therefore group financial statements and a group business review are not prepared. Accordingly, the financial statements and this business review present information about the Fund as an individual undertaking and are not consolidated.

The Fund's long-term products consist of life insurance, pension products and pension annuities. In common with other UK long-term insurance companies, the Fund's products are structured as either with-profits (or participating) products, or non-participating products including annuities in payment and unit-linked products. With-profits policies are supported by the with-profits sub-fund and can be single or regular premium. With-profits policyholders currently receive 100 per cent of the distribution from the Fund as bonus additions to their policies.

##### **Risks & Uncertainties**

As a provider of insurance services, the Fund's business is the managed acceptance of risk. The Fund is a wholly owned subsidiary of the Prudential Group and is subject to the Group's internal control and risk management processes as detailed in the Group Governance Manual and Group Risk Framework. The control procedures and systems established within the Group are designed to manage, rather than eliminate the risk of failure to meet business objectives. As such, they provide strong but not absolute assurance against material misstatement or loss and focus on optimising the levels of risk and reward with the aim of achieving the business objectives.

The Group's risk and governance framework requires all business units and functions within the Group, including the Fund, to establish processes for identifying, evaluating and managing key risks. The risk management framework for the Fund is approved by the Board and operates based on the concept of three lines of defence: risk management, risk oversight and independent assurance.

The Fund is exposed to both financial and non-financial risks from its long-term with-profits and non-profits business. The key risk factors, mentioned below, should not be regarded as a complete and comprehensive statement of all potential risks and uncertainties.

##### Financial risks

The financial risk factors affecting the Fund include market risk, credit risk, insurance risk and liquidity risk. Further information on the financial risk management objectives and policies of the Fund and the exposure of the Fund to the financial risk factors is given in note 17 on page 28.

The current uncertainty in local and international economic and investment climates has increased financial risks and this could adversely affect the Fund. Since 2008 the Fund has had to operate against a challenging background of periods of significant volatility in global capital and equity markets, interest rates, liquidity, and the broader economic environment.

## SCOTTISH AMICABLE FUNDS

### STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2013 (CONTINUED)

With historic low interest rates in the US, UK and the Eurozone and the unprecedented levels of quantitative easing in particular by the US, it remains to be seen how the markets and the economy as a whole adjusts as these actions are subsequently reversed.

The global financial markets have experienced and still continue to experience significant uncertainty brought on in particular by concerns over the US and European sovereign debts, as well as concerns about a general slowing of global demand reflecting an increasing lack of confidence among consumers, companies and governments, despite the actions that the central banks in the US, UK and Eurozone have taken. Upheavals in the financial markets may affect general levels of economic activity, employment and customer behaviour. For example, insurers may experience an elevated incidence of lapses, or surrenders of policies, and some policyholders may choose to defer or stop paying insurance premiums. If sustained, this environment is likely to have a negative impact on the insurance sector over time. New challenges related to market fluctuations and general economic conditions may continue to emerge.

#### (a) Market risk

Market risk is the risk of loss for the Fund, or of adverse change in the financial situation, resulting directly or indirectly, from fluctuations in the level and/or volatility of market prices of assets and liabilities and changes in interest rates and exchange rates.

Market risk is one of the largest risks for the Fund. The current uncertainty in local and international economic and investment climates has increased market risk and this could adversely affect the Fund principally through the following:

- Investment impairments or reduced investment returns, as a result of market volatility, could impair the Fund's ability to meet its policyholder liabilities.
- The asset and liability mismatch risk has increased due to historically low interest rates. The company manages this risk by appropriate matching of its assets and liabilities

#### (b) Credit risk

Credit risk is the risk of loss to the Fund resulting from fluctuations in the credit standing of issuers of securities, counterparties and debtors in the form of defaults, downgrades or widening of credit spreads.

The Fund is exposed to significant levels of credit risk, however this is mitigated by a large proportion of the annuity business being reinsured. The credit risk arises mainly from the corporate bond holdings in the non-profit annuity and with-profits business. The global financial crisis has exacerbated credit risk as corporate borrowers are experiencing a challenging business environment and volatile profits and cashflows. This has impacted credit risk through the following:

- Increased risk of credit losses through defaults and widening of credit spreads on corporate bonds. This is a material risk for the Fund and is managed by careful management of the corporate bond portfolio and having appropriate concentration and credit rating limits in place;
- The Fund, in the normal course of business enters into a variety of transactions with counterparties, including cash deposit, reinsurance and derivative transactions. Failure of any of these counterparties to discharge their obligations or where adequate collateral is not in place (e.g. in case of reinsurance counterparties), could have an adverse impact on the Fund's results. The Fund manages cash counterparty risk by using secured cash placements (such as reverse repos) and having counterparty concentration limits in place for unsecured cash deposits. Reinsurance counterparty risk is managed by diversifying reinsurance exposures across a number of counterparties and by having minimum counterparty credit rating limits and maximum concentration limits in place. Derivative counterparty risk is largely mitigated by careful counterparty selection and adequate collateralisation arrangements.

#### (c) Insurance risk

Insurance risk is the risk of loss or of adverse change in the value of insurance liabilities of the Fund, resulting from changes in the level, trend or volatility of a number of insurance risk drivers. This includes adverse longevity, mortality, morbidity, persistency and expense experience.

The Fund is exposed to significant levels of insurance risk. Insurance risk arises mainly from the annuity business in the form of longevity risk, which is the risk that the Fund's annuity customers live longer than expected in the Fund's current pricing and reserving assumptions, and as a result future reserving and capital assumptions are changed. The Fund conducts rigorous research into longevity risk, using data from its annuitant portfolio.

As part of its pension annuity pricing and reserving policy, the Fund assumes that current rates of mortality continue to improve over time at levels based on the Fund's calibration of the Continuous Mortality Investigations (CMI) 2012 mortality projection model as published by the Institute and Faculty of Actuaries.

If mortality improvement rates significantly exceed the improvement assumed, the Fund's operating results could be adversely affected. Also any major medical breakthrough (for example in the treatment of cancer or other life-threatening diseases) that would require the Fund to strengthen its longevity assumptions would have an impact on the Fund's results.

## SCOTTISH AMICABLE FUNDS

### STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2013 (CONTINUED)

The other insurance risks run by the Fund are expense risk, persistency risk and mortality/morbidity risk. These risks are less material than the market, credit and longevity risks.

- Expense risk is the risk of actual expenses exceeding the assumptions in pricing and reserving bases and is relevant to all lines of business. The Fund makes assumptions about future expected levels of expenses for each line of business and uses these in pricing and calculating reserves. If the actual expenses exceed these assumptions, the Fund's operating results could be adversely impacted.
- Persistency risk is the risk of actual persistency or customer retention levels being different to the Fund's expectations. This risk can materialise if more or (for some lines of business) fewer customers opt for early termination of their products than anticipated. The Fund's persistency assumptions reflect the recent past experience for each relevant line of business including any expected trends in future persistency rates. If the actual levels of future persistency are significantly different than assumed in reserving and capital calculations, the Fund's operating results could be adversely affected. This risk is only relevant to the non-annuity lines of business written by the Fund.
- Mortality and morbidity risks relate to assumptions around the expected number of deaths or illnesses used in pricing and calculating reserves. These are relevant for those lines of business where the customer payoff is dependent on death or illness. An example is the impact of epidemics or other events that cause a large number of illnesses and/or deaths. Significant influenza epidemics have occurred three times in the last century, but the likelihood, timing, or the severity of future epidemics cannot be predicted. The effectiveness of external parties, including governmental and non-governmental organisations, in combating the spread and severity of any epidemics could have a material impact on the Fund's loss experience if such an epidemic were to occur. If the actual mortality or morbidity rates were significantly higher than those assumed in pricing and reserving, then the Fund would make a loss on certain lines of business which could be offset by potential gains on other lines of business due to the natural diversification between longevity and mortality risks.

In common with other industry participants, the profitability of the Fund ultimately depends on a mix of factors including investment performance and asset impairments, mortality and morbidity trends, policy surrender rates and unit cost of administration.

#### (d) Liquidity risk

Liquidity risk is the risk that the Fund, although solvent on a balance sheet basis, does not have sufficient cash resources available to meet its obligations as they fall due or can secure them only at excessive cost.

Liquidity risk is not a material risk for the Fund. This risk is managed through careful management of bank balances, cash-flow forecasting, appropriate fund management (to ensure that assets are not unduly concentrated in less liquid investments) and detailed cash-flow matching for the annuity business. Specific arrangements are also in place to manage liquidity in the linked funds, particularly property funds where the underlying assets are relatively illiquid. As a result the Fund has substantial volumes of readily realisable assets.

#### Non-financial risk

The Fund is exposed to business environment, strategic, operational and group risk.

#### (a) Business environment risk

Business environment risk is the risk that can arise as a result of changing external factors in the business environment and the impact on the fundamentals that drive the Fund's overall strategy.

The Fund conducts its business subject to regulation and the associated regulatory risks, and is therefore exposed to changes in laws, and regulations that affect the products and markets in which it operates.

Changes in government policy, legislation (including tax) or regulatory interpretation applying to UK insurance companies may be applied retrospectively, may adversely affect the Fund's product range, distribution channels, capital requirements and, consequently, reported results and financing requirements. Regulators in jurisdictions in which the Fund operates may change the level of solvency capital required to be held or could introduce possible changes in the regulatory framework for pension arrangements, retirement income and investments, or the regulation of selling practices and solvency requirements.

The material regulatory and legal change risks currently faced are:

- Solvency II - The EU is harmonising the solvency framework for insurance companies across Europe based on the concept of three pillars — minimum capital requirements, supervisory review of firms' assessments of risk, and enhanced disclosure requirements. This will cover valuations, the treatment of insurance groups and companies, the definition of capital and the level of capital required. A key aspect of Solvency II is that the assessment of risks and capital requirements will be aligned more closely with economic capital methodologies, and may allow the Company to make use of its internal economic capital models, if approved by the relevant supervisory authority.

## SCOTTISH AMICABLE FUNDS

### STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2013 (CONTINUED)

- Although the Solvency II Directive was formally approved by the Economic and Financial Affairs Council in November 2009 its implementation was delayed pending agreement on a directive known as Omnibus II which has now been agreed, this will amend certain aspects of the Solvency II Directive. In November 2013, representatives from the European Parliament, the European Commission and the Council of the European Union reached an agreement on the Omnibus II Directive, which has been adopted in early 2014. As a result, Solvency II is now expected to be implemented as of 1 January 2016, although the European Commission and the European Insurance and Occupational Pensions Authority (EIOPA) are continuing to develop the detailed rules that will complement the high-level principles of the Solvency II Directive which is not currently expected to be finalised until mid-2015. There is significant uncertainty regarding the final outcome of this process. As a result there is a risk that the effect of the measures finally adopted could be adverse for the Company, including potentially a significant increase in capital required to support its business and that the Company may be placed at a competitive disadvantage to other European and non-European financial services groups.
- The split of regulation in the UK in 2013 between the Prudential Regulation Authority (PRA) and the Financial Conduct Authority (FCA) may give rise to new requirements and regulatory expectations for the Fund. This may include an increase in thematic review activity, the impact of additional and conflicting compliance demands and the implications from the FCA's new powers and competition objective.
- Given the outsourced nature of the Fund's operating model, there is exposure to changes in the environment that affect the economics of these arrangements. Examples of this would include potential changes to VAT on outsourcing arrangements and medium term degradation of cost benefits arising from wage and cost inflation.
- Changes in tax legislation could affect the Fund's financial condition and results of operations.

The Fund conducts its business within the UK, European and global political environment therefore may be adversely affected by uncertainty or volatility in the political landscape.

#### (b) Strategic risk

Strategic risk is the risk that can arise as a result of ineffective or inadequate business strategy decisions in relation to competitors, the market and consumers.

The Fund operates a largely outsourced operating model, with heavy dependence on both internal and external organisations. This places strategic reliance on the performance of these organisations.

#### (c) Operational risk

Operational risk is the risk of loss arising from inadequate or failed internal processes, or from personnel and systems, or from external events.

The Fund is exposed to operational risk in the ordinary course of its business and as a result may be subject to unplanned costs, regulatory fines or legal actions and disputes in relation to contracts or a course of conduct taken. These legal actions and disputes may relate specifically to the Fund's businesses and operations or may be issues that are common to companies that operate in the Fund's markets.

Although the Fund believes it has adequately provisioned for the potential costs of litigation and regulatory matters, no assurance can be provided that such reserves are sufficient. Given the large or indeterminate amounts of damages sometimes sought, and the inherent unpredictability of litigation and disputes, it is possible that an adverse outcome could, from time to time, have an adverse effect on the Fund's results of operations or cash flows.

The Fund operates in a mature and highly regulated environment where the pace of regulatory change has intensified making regulatory compliance a key risk, particularly from mis-selling or misleading customers. In addition to the level of change experienced, regulatory relationships have become more intrusive particularly around product development, distribution processes, complaint handling and breach management. There has been an increase in fines and regulatory sanctions imposed on firms.

The Fund's activities involve processing a large number of complex transactions across numerous and diverse long term insurance products. As a result it is exposed to the risks of data integrity and transaction processing errors. Further, because of the nature of much of the Fund's business, accurate records have to be maintained for significant periods. The Fund is therefore exposed to data security risk potentially resulting in regulatory breaches and complaints.

The Fund's operating model is to outsource several activities both intra-group and externally, including investment management, a significant part of its customer-facing functions as well as some IT functions. The Fund is therefore reliant upon the operational processing performance of its outsourcing partners, and their performance is monitored carefully.

The Fund's systems and processes incorporate controls which are designed to manage and mitigate the operational risks associated with its activities as any weakness in the administration and finance systems and pricing and reserving processes could impact operations or the financial results. Other than the issue disclosed in Note 19, the Fund has not identified any operational risk events in 2013, which have subsequently caused, or are expected to cause, a significant impact on its results of operations.

## SCOTTISH AMICABLE FUNDS

### STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2013 (CONTINUED)

#### (d) Group risk

Group risk is the risk associated with being part of a group, particularly as a result of contagion.

Being a member of a group can provide significant advantages for the Fund in terms of diversification of risk, financial strength, technical expertise and management experience. It can also give rise to risks; if a guarantee of financial support given by the parent were removed, or from particular transactions arising from an impaired parent or affiliate within the group. The independent capitalisation of the Fund as well as the risk management processes and internal control mechanisms within the Fund ensure group risk is appropriately managed.

#### Solvency II

The European Union (EU) is developing a new prudential regulatory framework for insurance companies, referred to as 'Solvency II'. The Solvency II Directive, which sets out the new framework, was formally approved by the Economic and Financial Affairs Council in November 2009 although its implementation was delayed pending agreement on a directive known as Omnibus II which was adopted in early 2014, and will amend certain aspects of the Solvency II Directive. The new approach is based on the concept of three pillars – minimum capital requirements, supervisory review of firms' assessments of risk, and enhanced disclosure requirements.

Specifically, Pillar 1 covers the quantitative requirements around own funds, valuation rules for assets and liabilities and capital requirements. Pillar 2 provides the qualitative requirements for risk management, governance and controls, including the requirement for insurers to conduct an Own Risk and Solvency Assessment the results of which will be reported to the supervisory authorities review process. Pillar 3 deals with the enhanced requirements for supervisory reporting and public disclosure.

A key aspect of Solvency II is that the assessment of risks and capital requirements are intended to be aligned more closely with economic capital methodologies and may allow Prudential to make use of its internal economic capital models if approved by the Prudential Regulation Authority (PRA).

In November 2013, representatives from the European Parliament, the European Commission and the Council of the European Union reached an agreement on the Omnibus II Directive, which has been adopted in early 2014. As a result, Solvency II is now expected to be implemented as of 1 January 2016, although the European Commission and the European Insurance and Occupational Pensions Authority (EIOPA) are continuing to develop the detailed rules that will complement the high-level principles of the Solvency II Directive, which is not currently expected to be finalised until mid-2015.

There is significant uncertainty regarding the final outcome from this process. In particular, certain detailed aspects of the Solvency II rules relating to the determination of the liability discount rate for UK annuity business remains to be clarified and the capital position of the Group, of which the Fund is a part, is sensitive to these outcomes. Further, the effective application of a number of key measures incorporated in the Omnibus II Directive, including the provisions for third-country equivalence, are expected to be subject to supervisory judgement and approval. There is a risk that the effect of the measures finally adopted could be adverse for the Group and the Fund, including potentially a significant increase in the capital required to support its business and that the Group and the Fund may be placed at a competitive disadvantage to other European and non-European financial services groups. The Group is actively participating in shaping the outcome through its involvement in industry bodies and trade associations, including the Chief Risk Officer and Chief Financial Officer Forums, together with the Association of British Insurers and Insurance Europe.

Having assessed the requirements of Solvency II, an implementation programme was initiated with dedicated teams to manage the required work across the Group. The activity of the local Solvency II teams is coordinated centrally to achieve consistency in the understanding and application of the requirements. The Group is continuing its preparations to adopt the regime when it comes into force on 1 January 2016 and is undertaking in parallel an evaluation of the possible actions to mitigate its effects. Prudential regularly reviews its range of options to maximise the strategic flexibility of the Group. This includes consideration of optimising the Group's domicile as a possible response to an adverse outcome on Solvency II.

Over the coming months the Group will remain in regular contact with the PRA as it continues to engage in the 'pre-application' stage of the approval process for the internal model. In addition, the Group is engaged in the PRA's 'Individual Capital Adequacy Standards Plus (ICAS+)' regime, which is enabling its UK insurance entities to leverage the developments made in relation to the Solvency II internal model for the purpose of meeting the existing ICAS regime.

Currently there are also a number of other global regulatory developments which could impact the way in which the Group and the Company are supervised. These include the work of the Financial Stability Board on Global Systemically Important Insurers (G-SIIs) and the Common Framework for the Supervision of Internationally Active Insurance Groups (ComFrame) being developed by the International Association of Insurance Supervisors (IAIS).

In July 2013 the Financial Stability Board announced the initial list of nine insurance groups that have been designated as G-SIIs. This list included Prudential as well as a number of its competitors. The designation as a G-SII is likely to lead to additional policy measures being applied to the designated group. Based on a policy framework released by the IAIS concurrently with the initial list, these additional policy measures will include enhanced group-wide supervision. These additional measures will be phased in over a period from 2014 to 2019.

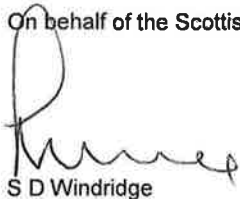


## SCOTTISH AMICABLE FUNDS

### STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2013 (CONTINUED)

ComFrame is also being developed by the IAIS to provide common global requirements for the supervision of insurance groups. The framework is designed to develop common principles for supervision and so may increase the focus of regulators in some jurisdictions. It is also currently expected that some prescriptive requirements, including group capital requirements will be included in the framework. A revised draft ComFrame proposal was released for consultation in October 2013. The IAIS will undertake a field testing exercise from 2014-2018 to assess the impacts of the quantitative and qualitative requirements proposed under ComFrame. ComFrame is expected to be implemented in 2019.

On behalf of the Scottish Amicable Board



S D Windridge

Secretary

9 April 2014

## **SCOTTISH AMICABLE FUNDS**

### **REPORT OF THE SCOTTISH AMICABLE BOARD FOR THE YEAR ENDED 31 DECEMBER 2013**

#### **Scope of report**

This report comprises a profit and loss account and balance sheets for the Scottish Amicable Funds for the year ended 31 December 2013 together with explanatory notes.

#### **Performance and Measurement**

The Scottish Amicable Fund as a whole delivered a positive investment return of 8.1% in 2013 (2012: 10.1% return). Much of this investment performance was achieved through the very diversified nature of the fund. As part of its asset allocation process, the fund managers constantly evaluate prospects for different markets and asset classes.

#### **Scottish Amicable Board members**

The present members of the Scottish Amicable Board, are shown on page 2. On 24 May 2013, Finbar O'Dwyer resigned as a member of the Scottish Amicable Board. On 26 June 2013, Stewart Gracie was appointed as a member of the Scottish Amicable Board.

#### **Post balance sheet events**

There have been no significant events affecting the Fund since the balance sheet date.

#### **Corporate Responsibility**

The Funds are part of PAC, a wholly owned subsidiary within the Prudential Group and Corporate Responsibility (CR) is integral to the way the Group does business.

The Group, of which the Funds are a part, has developed a Group Governance Framework which is underpinned by a Group Governance Manual and associated processes. This encompasses all key policies and procedures for example, the Group Code of Business Conduct.

As a business that provides savings, income, investment and protection products and services social value is created through the day-to-day operations. The Group provides customers with ways to help manage uncertainty and build a more secure future. In seeking to match the long-term liabilities the Group has towards its customers with similarly long-term financial assets, it provides capital that finances businesses, builds infrastructure and fosters growth in both developed and developing markets.

The Group's sustainable approach to business is reinforced by the Group-wide CR strategy. While the Group believes that CR is best managed on the ground by those closest to the customer and local stakeholders, the Group approach is underpinned by four global CR themes:

- **Serving its customers:** The Group aims to provide fair and transparent products that meets the customers' needs
- **Valuing its people:** The Group aspires to retain and develop highly engaged employees
- **Supporting local communities:** The Group seeks to make a positive contribution to its communities through long-term partnerships with charitable organisations that make a real difference
- **Protecting the environment:** The Group takes responsibility for the environment in which it operates

These themes provide clarity to the businesses as to how they should focus their CR efforts and resources in the context of their individual markets.

The Prudential plc Board discusses the Group's performance in the areas of social and environmental management at least once a year and also reviews and approves the Group's corporate responsibility report and strategy on an annual basis.

## **SCOTTISH AMICABLE FUNDS**

### **REPORT OF THE SCOTTISH AMICABLE BOARD FOR THE YEAR ENDED 31 DECEMBER 2013 (CONTINUED)**

#### **Statement of Directors' Responsibilities**

Pursuant to its responsibility, in relation to the preparation of reports and accounts of the Scottish Amicable Funds, PAC requires another Prudential Group company, Prudential Distribution Limited (PDL), to prepare financial statements for the Funds in accordance with the requirements of the Scheme. The directors of PDL have elected to prepare the financial statements in accordance with UK Accounting Standards and applicable law (UK Generally Accepted Accounting Practice).

The directors are responsible for preparing the Strategic Report and Directors' Report and the financial statements in accordance with applicable law and regulations.

Under company law the directors of PDL must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the Funds and of the profit or loss of the Funds for that period. In preparing these financial statements, the directors of PDL are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Fund will continue in business.

The directors of PDL are responsible for keeping adequate accounting records that are sufficient to show and explain the Fund's transactions and disclose with reasonable accuracy at any time the financial position of the Fund and enable them to ensure that the financial statements comply with the Companies Act 2006. They have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the Fund and to prevent and detect fraud and other irregularities.

In accordance with its responsibility for the management of the Funds, the Scottish Amicable Board has reviewed and, having received appropriate assurances from Prudential Distribution Limited and the Monitoring Actuary, has approved the financial statements for the year ended 31 December 2013.

#### **Financial instruments**

The Fund is exposed to financial risk through its financial assets, financial liabilities, and policyholder liabilities. The financial risk factors affecting the Fund include market risk, credit risk and liquidity risk. Information on the financial risk management objectives and policies of the Fund and the exposure of the Fund to the financial risk factors is given in note 17.

Further information on the use of derivatives by the Fund is provided in note 17.

#### **Auditors**

KPMG Audit Plc was reappointed as auditor on 22 May 2013. Due to a legal reorganisation within KPMG, the specific entity being appointed for 2014 will be KPMG LLP rather than KPMG Audit Plc as currently. An ordinary resolution for the appointment of KPMG LLP as auditor will therefore be proposed to the members of PAC.

#### **Directors' and officers' protection**

Prudential plc has arranged appropriate insurance cover in respect of legal action against directors and senior managers of companies within the Prudential Group. In addition, the Articles of Association of the Company provide for the directors, officers and employees of the Company to be indemnified in respect of liabilities incurred as a result of their office. Prudential plc also provides protection for directors and senior managers of companies within the Group against personal financial exposure they may incur in their capacity as such. These include qualifying third party indemnity provisions (as defined by the relevant Companies Act) for the benefit of directors of Prudential plc, including, where applicable, in their capacity as a director of the Company and other companies within the Group. These indemnities were in force during 2013 and remain in force.

#### **With-Profits Governance**

PAC produces an annual report, which is available on request, setting out how it has complied with its Principles and Practices of Financial Management (PPFM).

The Board of PAC has established a With-Profits Committee (WPC), made up of at least three members (each of whom is external and independent of the Company).

## SCOTTISH AMICABLE FUNDS

### REPORT OF THE SCOTTISH AMICABLE BOARD FOR THE YEAR ENDED 31 DECEMBER 2013 (CONTINUED)

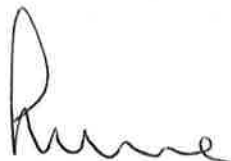
The WPC provides the Board of PAC with an independent assessment of the way in which the Company manages its with-profits business, its compliance with the PPFM, and how the Company balances the rights and interests of policyholders and shareholders in relation to its with-profits funds. The WPC has the right, if it wishes, to make a statement to with-profits policyholders in addition to the Company's report described above.

PAC has a With-Profits Actuary who has the specific duty to advise the Board of PAC on the application of discretion in relation to with-profits business; and an Actuarial Function Holder who will provide the Board of PAC with all other actuarial advice. Both of these are Prudential Regulatory Authority approved roles.

Within this framework, the process by which decisions relating to with-profits issues are made in respect of the Fund is as follows:

- (i) the Actuarial Function Holder will make recommendations to the Scottish Amicable Board;
- (ii) the Monitoring Actuary will advise the Scottish Amicable Board on the appropriateness of the recommendations in relation to the Scheme;
- (iii) the Scottish Amicable Board will take the decision, having regard solely to the interest of the Fund's policyholders;
- (iv) the With-Profits Actuary will advise the PAC Board on the appropriateness of the Scottish Amicable Board's decision, having regard to the company's PPFM;
- (v) the With-Profits Committee will review the decision for consistency with the PPFM; and
- (vi) the PAC Board will ratify the Scottish Amicable Board's decision.

On behalf of the Scottish Amicable Board



Susan Windridge

Secretary

9 April 2014

## SCOTTISH AMICABLE FUNDS

### INDEPENDENT AUDITOR'S REPORT FOR THE YEAR ENDED 31 DECEMBER 2013

#### Independent auditors' report to the members of the Scottish Amicable Funds (the Funds)

We have audited the financial statements of the Funds for the year ended 31 December 2013 on pages 13 to 32. The financial reporting framework that has been applied in their preparation is applicable law and UK Accounting Standards (UK Generally Accepted Accounting Practice).

This report is made solely to the Funds' members, as a body, in accordance with The Scheme. Our audit work has been undertaken so that we might state to the Funds' members those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Funds and the Funds' members, as a body, for our audit work, for this report, or for the opinions we have formed.

#### Respective responsibilities of directors and auditors

As explained more fully in the Directors' Responsibilities Statement set out on page 10, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit, and express an opinion on, the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland).

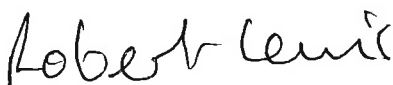
Those standards require us to comply with the Auditing Practices Board's (APB's) Ethical Standards for Auditors.

#### Scope of the audit of the financial statements

A description of the scope of an audit of financial statements is provided on the Financial Reporting Council's website at [www.frc.org.uk/auditscopeukprivate](http://www.frc.org.uk/auditscopeukprivate).

#### In our opinion the financial statements:

- give a true and fair view of the state of the Funds' affairs as at 31 December 2013 and the profit for the year then ended;
- have been properly prepared in accordance with UK Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Scheme.



**Robert Lewis (Senior Statutory Auditor)**  
For and on behalf of KPMG Audit Plc, Statutory Auditor  
Chartered Accountants  
15 Canada Square  
Canary Wharf  
London, E14 5GL

9 April 2014

**SCOTTISH AMICABLE FUNDS**

**PROFIT AND LOSS ACCOUNT FOR THE FUND FOR THE YEAR ENDED 31 DECEMBER 2013**

	Note	2013 £m	2012 £m
<b>Long-term business technical account</b>			
Gross premiums written	2	95.1	140.0
Outward reinsurance premiums		(28.0)	(38.4)
Earned premiums, net of reinsurance		<u>67.1</u>	<u>101.6</u>
Investment income and realised gains	3	593.0	778.1
Unrealised gains on investments	3	14.7	36.7
		<u>607.7</u>	<u>814.8</u>
<b>Claims incurred, net of reinsurance</b>			
Claims paid		(1,516.2)	(1,687.7)
		gross amount	
		reinsurers' share	
		173.9	202.8
Claims paid, net of reinsurance		<u>(1,342.3)</u>	<u>(1,484.9)</u>
Change in provision for claims		(24.4)	0.3
		gross amount	
		reinsurers' share	
		(0.3)	0.2
Claims incurred, net of reinsurance		<u>(1,367.0)</u>	<u>(1,484.4)</u>
<b>Change in long-term business provisions</b>			
		gross amount	
		reinsurers' share	
	12	825.5	662.3
	12	(34.5)	14.2
		<u>791.0</u>	<u>676.5</u>
<b>Other charges</b>			
Net operating expenses	5	(30.2)	(34.0)
Investment expenses and charges	3	(28.3)	(26.0)
Tax attributable to the long-term business	6	(40.3)	(48.5)
		<u>(98.8)</u>	<u>(108.5)</u>
<b>Transfer to fund for future appropriations</b>	7	<u>-</u>	<u>-</u>

All amounts included in the 2013 and 2012 profit and loss account shown above are in respect of continuing operations.

The Fund has no recognised gains or losses, other than the transfer to fund for future appropriations. Accordingly, a statement of total recognised gains and losses is not given.

The technical account reflects the activities of the Fund.

	2013 £m	2012 £m
<b>Non-technical account</b>		
Balance on the long-term business technical account	-	-
Investment income	44.0	45.8
Investment gains	61.5	78.9
Investment expenses and charges		
Interest charges	(0.1)	(0.2)
Profit on ordinary activities before tax	<u>105.4</u>	<u>124.5</u>
Tax on profit on ordinary activities		
Current tax charge	(2.7)	(8.9)
Deferred tax (charge)/credit	(1.2)	15.1
<b>Profit for the financial year</b>	<u>101.5</u>	<u>130.7</u>

The non-technical account reflects the activities of the Capital Fund.

**SCOTTISH AMICABLE FUNDS**

**BALANCE SHEET FOR THE FUND AS AT 31 DECEMBER 2013**

	Note	2013 £m	2012 £m
<b>Investments</b>			
Land and buildings	8	463.1	506.5
Investments in group undertakings	8	180.1	264.4
Other financial investments	9	6,511.5	7,240.0
		<u>7,154.7</u>	<u>8,010.9</u>
<b>Reinsurers' share of technical provisions</b>			
Long-term business provision	12	448.2	482.7
Technical provisions for linked liabilities		1,705.6	1,624.1
		<u>2,153.8</u>	<u>2,106.8</u>
<b>Debtors</b>	10	<u>5.9</u>	<u>13.6</u>
<b>Other assets</b>			
Cash at bank and in hand		196.3	120.3
		<u>196.3</u>	<u>120.3</u>
<b>Prepayments and accrued income</b>			
Accrued interest and rent		52.4	60.6
Other prepayments and accrued income		7.8	8.3
		<u>60.2</u>	<u>68.9</u>
		<u>9,570.9</u>	<u>10,320.5</u>
<b>Subordinated liabilities</b>	13	<u>100.0</u>	<u>100.0</u>
<b>Fund for future appropriations</b>	7	<u>-</u>	<u>-</u>
<b>Technical provisions</b>			
Long-term business provision	12	7,434.4	8,259.9
Claims outstanding	19	123.6	99.2
		<u>7,558.0</u>	<u>8,359.1</u>
Technical provisions for linked liabilities		1,705.6	1,624.1
		<u>1,705.6</u>	<u>1,624.1</u>
<b>Provisions for other risks and charges</b>	6	<u>52.3</u>	<u>38.4</u>
<b>Creditors</b>			
Creditors arising out of direct insurance operations		-	0.4
Other creditors including taxation and social security	11	147.8	189.5
		<u>147.8</u>	<u>189.9</u>
<b>Accruals and deferred income</b>		7.2	9.0
		<u>9,570.9</u>	<u>10,320.5</u>

The accounts on pages 13 to 32 were approved by the Scottish Amicable Board on 9 April 2014.



**Bernard Solomons**  
Chairman



**Stewart Gracie**  
Board Member

## SCOTTISH AMICABLE FUNDS

### BALANCE SHEET FOR THE CAPITAL FUND AS AT 31 DECEMBER 2013

	2013 £m	2012 £m
<b>Investments</b>		
Land and buildings	<u>144.1</u>	<u>139.0</u>
Shares and other variable yield securities and units in unit trusts	<b>426.1</b>	248.6
Debt securities and other fixed income securities	<b>562.4</b>	667.6
Other financial investments	<u>988.5</u>	<u>916.2</u>
	<u>1,132.6</u>	<u>1,055.2</u>
<b>Other assets</b>		
Cash at bank and in hand	<u>181.2</u>	<u>407.1</u>
	<u>1,313.8</u>	<u>1,462.3</u>
<b>Capital Fund surplus</b>	<u>1,080.2</u>	<u>1,208.1</u>
<b>Provisions for other risks and charges</b>		
Deferred taxation	<u>1.5</u>	<u>0.2</u>
<b>Creditors</b>		
Amounts due to fellow group undertakings	<b>229.4</b>	245.1
Tax payable	<b>2.7</b>	8.9
Other creditors including taxation and social security	<u>232.1</u>	<u>254.0</u>
	<u>1,313.8</u>	<u>1,462.3</u>

### Reconciliation of the movement in the Capital Fund surplus for the year ended 31 December 2013

	2013 £m	2012 £m
Profit for the financial year	<b>101.5</b>	130.7
Reduction by reason of excess	<b>(229.4)</b>	(245.1)
Capital Fund surplus at beginning of year	<b>1,208.1</b>	1,322.5
<b>Capital Fund surplus at end of year</b>	<u>1,080.2</u>	<u>1,208.1</u>

The reduction by reason of excess is in accordance with the Scheme requirement to annually reduce the Capital Fund so its net assets are equal to 15% of the average value of the with-profit assets of the Scottish Amicable Insurance Fund. This reduction by reason of excess is paid into the long term assets of PAC's with-profit investments.

Given the structure of the Funds, the financial disclosures given in the notes only refer to the assets and liabilities of the Fund and not the Capital Fund, unless stated otherwise. This is because it is only the Fund that will pay the policyholders.



## SCOTTISH AMICABLE FUNDS

### NOTES TO THE FINANCIAL STATEMENTS

#### 1. Accounting Policies

##### A. Change in accounting policies

During the year ended 31 December 2013 there have been no changes to accounting policies arising from changes to, or new Financial Reporting Standards.

##### B. Basis of preparation of accounts

The financial statements are prepared in accordance with Part 15 of the Companies Act 2006 and Schedule 3 of The Large and Medium-sized Companies and Groups (Accounts and Reports) Regulations 2008 as if they applied to the Funds. The financial statements comply with applicable accounting standards (UKGAAP) and the ABI SORP, and have been prepared under the historical cost accounting rules, modified to include the revaluation of investments.

The financial statements reflect the income and expenditure, assets and liabilities of the Scottish Amicable Insurance Fund ("the Fund") and the Scottish Amicable Capital Fund ("Capital Fund"). The Fund operates as a mutual fund whereby all results are wholly attributable to its members and are shown in the long term technical account. The Capital Fund is a hypothecation of assets from The Prudential Assurance Company's with profit fund established under the Scheme to provide capital support to the Fund. The results of its activities are shown in the non-technical profit and loss account.

Scheme rules require the assets of the Fund and the Capital Fund to be strictly segregated and the balance sheets reflect this requirement and show assets and liabilities of the Fund and Capital Fund separately. There were no changes to the results of the net assets as a result of this presentation.

The Funds have taken advantage of the rules which would have permitted a company in the same circumstances not to have prepared consolidated financial statements nor to have presented a cash flow statement or comply with FRS 27.

The directors of PDL have a reasonable expectation that the Funds will be able to continue in operational existence for a period greater than 12 months from the balance sheet date and thus continue to adopt the going concern basis of accounting in preparing the financial statements. This conclusion has been based upon the following: the Funds are part of PAC, a subsidiary within the Prudential Group and it, its parent company which is the ultimate parent company are continuing to trade and there are no plans for liquidation, the Company, of which the Funds are a part, has a healthy solvency margin, well in excess of the Minimum Capital Requirement (MCR) and Enhanced Capital Requirement (ECR), is supported by its inherited estate, generates positive cashflows, and has very low debt-financing. In addition consideration has also been given to the Fund's performance, the market in which it operates, its strategy and risks and uncertainties, the management of financial risk as set out in note 17, including its exposure to liquidity risk and credit risk.

##### C. Long-term Business

###### Technical account treatment

Premiums and annuity considerations for conventional with-profit policies and other protection type life insurance policies are accounted for when due. For unit linked business and unitised with-profit policies, premiums are accounted for when the liabilities arising from the premiums are created. Premiums exclude any taxes or duties based on premiums.

Maturity claims are accounted for on the policy maturity date; annuities are accounted for when the annuity becomes due for payment; surrenders are accounted for when paid; and death claims are accounted for when notified.

Bonus additions made to policies are included in the change in the long-term business provision or, where the policy is no longer in force, in claims incurred.

###### Fund for future appropriations

The fund for future appropriations represents all funds where the allocation to policyholders has not yet been determined.

In determining the amount of liabilities and fund for future appropriations the Fund has applied the approach previously followed of showing the working capital as zero, as the fund will be distributed fully. If this approach was not followed, the Fund would have been £61m (2012: £218m) rather than zero.

## SCOTTISH AMICABLE FUNDS

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

#### Long-term business provision

The assumptions used to calculate the long-term business provisions are described in Note 12.

FRS 27 is underpinned by the PRA's Peak 2 realistic basis of reporting. Realistic reserves are established using best estimate assumptions, and taking into account the firm's regulatory duty to treat its customers fairly.

The PRA realistic value of liabilities is calculated as:

- (i) a with-profits benefits reserve (WPBR) plus
- (ii) future policy related liabilities (FPRL) plus
- (iii) the realistic current liabilities of the Fund

The WPBR is the main component of the product related liability, and is mainly determined using a retrospective asset share calculation.

Asset shares are calculated by rolling up the premiums paid, less expenses and charges using the actual investment returns earned on the with-profits fund. The assumptions used within the asset share calculations are consistent with those that are actually used to determine policyholders' bonuses. A number of adjustments are made to reflect future expected policyholder benefits and other outgoings. For certain conventional with-profits policies a prospective bonus reserve valuation is performed instead, valuing future claims and expenses using the expected future bonus rates.

The liabilities include a market consistent valuation of the costs of guarantees, options and smoothing. This is determined using stochastic modelling. The liabilities include £381m (2012: £388m) in respect of annuity rate guarantees at vesting or on maturity attaching to certain pension products.

The FPRL also includes the distribution of surplus from non-profit business. For the Fund, the PRA realistic liability calculation requires that the entire surplus within the fund is distributed to policyholders and therefore the FPRL is increased up to the point where the Fund has no working capital.

The reported assets include the present value of future profits of non-profit business written within the with-profit funds. These assets are adjusted from the values reported in the PRA realistic balance sheet to reflect differences in the provisioning and capital requirements between the accounting and PRA realistic basis.

#### D. Reinsurance

In the normal course of business the Fund seeks to reduce loss exposure by reinsuring certain levels of risk in various areas of exposure with other insurance companies or reinsurers. An asset or liability is recognised in the balance sheet representing premiums due to or payments due from reinsurers and the share of benefits and claims recoverable from reinsurers. The measurement of reinsurance assets is consistent with the measurement of the underlying direct insurance contracts.

#### E. Investments

Investment income and realised and unrealised gains in respect of long-term business are included in the long-term business technical account.

Realised gains are determined as the difference between net proceeds on disposal and the purchase price. Movements in unrealised gains comprise the change in the value of investments held at the balance sheet date and the reversal of unrealised investment gains and losses recognised in earlier accounting periods in respect of investment disposals.

Under FRS 26, upon initial recognition financial investments are recognised at fair value. Subsequently, the Fund is permitted, subject to specific criteria, to designate its investments as either financial investments at fair value through profit and loss, financial investments held on an available-for-sale basis, financial investments held to maturity, or loans and receivables. The Fund holds financial investments on the following bases:

- (i) Financial investments at fair value through profit and loss – this comprises assets designated by management as fair value through profit and loss on inception and derivatives deemed to be held for trading. These investments are valued at fair value with all changes thereon being recognised in the profit and loss account. An analysis of net gains/losses is disclosed separately in Note 3.

The Fund uses bid prices to value its quoted financial investments. Actively traded investments without quoted prices are valued using external broker bid prices. If there is no active established market for an investment, the Fund applies an appropriate valuation technique such as discounted cash flow technique. Further information on valuation techniques is provided in Note 17.

## SCOTTISH AMICABLE FUNDS

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

- (ii) Loans and receivables – these comprise investments that have fixed or determinable payments and are not designated as fair value through profit and loss or available-for-sale. These investments are carried at amortised cost using the effective interest method and subject to impairment reviews. The Fund measures the amount of the impairment loss by comparing the amortised cost with the present value of its estimated future cash flows discounted at the original effective interest rate.

Where investments in group undertakings are held by the Fund, they are reflected at current underlying net asset value in the balance sheet.

Properties are valued annually by professional external valuers at market value as defined in the Appraisal and Valuation Manual issued by the Royal Institute of Chartered Surveyors in particular Practice statement 3.2. In accordance with SSAP 19, no depreciation is provided on investment properties as the directors consider that to depreciate them would not give a true and fair view.

#### F. Taxation

Tax is charged on all taxable profits arising in the accounting period. The UK HM Revenue & Customs rules for taxing long-term business are significantly different to those applying to non-insurance companies and the different classes of business written by the Fund are themselves subject to distinct rules.

From 1 April 2013, the standard corporation tax rate for the UK changed from 24% to 23%. Further reductions in the standard corporation tax rate to 21% from 1 April 2014 and to 20% from 1 April 2015 have also been enacted. Deferred tax at the end of 2013 has been provided at 20%, as the temporary differences are expected to reverse at that rate.

#### G. Foreign currencies

Foreign currency revenue transactions are translated at average exchange rates for the year. Monetary foreign currency assets and liabilities are translated at year end exchange rates. Exchange differences are included in the profit and loss account.

#### 2. Gross premium analysis

	2013 £m	2012 £m
<b>Gross premiums written:</b>		
Direct	67.1	107.2
Reinsurance accepted	28.0	32.8
	<u>95.1</u>	<u>140.0</u>

Reinsurance accepted comprises amounts reassured into the Fund by Scottish Amicable Account in respect of with-profits contracts.

	2013 £m	2012 £m
<b>By individual and group</b>		
Individual business	66.6	106.6
Group contracts	0.5	0.6
	<u>67.1</u>	<u>107.2</u>
<b>By frequency</b>		
Regular premiums	66.2	85.9
Single premiums	0.9	21.3
	<u>67.1</u>	<u>107.2</u>

DWP rebates, which ceased at the end of 2012 and annuity business from policy surrenders are classified as new single premiums. All premiums arise from business conducted in the UK, and relate mainly to participating business.

## SCOTTISH AMICABLE FUNDS

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

#### 3. Investment income and expenses

<b>(a) Investment income and realised gains and (losses)</b>	<b>2013 £m</b>	<b>2012 £m</b>
Income from:		
Land and buildings	35.9	40.8
Listed investments	224.4	262.0
Unlisted investments	16.4	17.8
Other investments	24.5	27.8
Interest receivable from group undertakings	5.0	6.1
Other income	4.2	0.5
<b>Total income</b>	<b>310.4</b>	<b>355.0</b>
Realised gains and (losses) from:		
Land and buildings	(11.9)	(8.7)
Loans and receivables	(1.3)	(3.8)
Realisation of investments at fair value through profit and loss other than derivatives	243.1	406.3
Exchange (losses)	(17.2)	(11.9)
Realisation of derivatives	69.9	41.2
<b>Total realised gains</b>	<b>282.6</b>	<b>423.1</b>
<b>Total investment income and realised gains and losses</b>	<b>593.0</b>	<b>778.1</b>
<b>(b) Unrealised gains and (losses) on investments</b>	<b>2013 £m</b>	<b>2012 £m</b>
Land and buildings	22.2	(33.9)
Equity	128.1	(31.5)
Bonds	(206.1)	44.2
Other	70.5	57.9
	<b>14.7</b>	<b>36.7</b>
<b>(c) Investment expenses and charges</b>	<b>2013 £m</b>	<b>2012 £m</b>
Investment management fees payable to group undertakings	16.9	14.3
Property investment expenses	2.9	3.2
Interest payable to group undertakings	8.5	8.5
	<b>28.3</b>	<b>26.0</b>

#### 4. Bonuses

Bonuses added during the year are included in the long-term business provision or, where the policy is no longer in force, in claims incurred. The total cost of bonuses in 2013 was £475.4m (2012: £541.1m).

#### 5. Net operating expenses

	<b>2013 £m</b>	<b>2012 £m</b>
Capital fund support charge	10.5	11.9
Commission	0.5	2.2
Administration charges	19.2	19.9
	<b>30.2</b>	<b>34.0</b>

The remuneration of the auditors in respect of the statutory audit was £80,000 (2012: £80,000). The remuneration of the monitoring actuary for the year was £64,835 (2012: £59,952). In addition, the monitoring actuary was remunerated £43,800 in relation to work on the impact on SAF with respect to the domestication of the Hong Kong businesses, however this cost was borne by the PAC shareholders. The emoluments for the highest paid board member were £42,673 (2012: £37,904). Total fees payable in the year to 31 December 2013 were £168,318 (2012: £163,497).

## SCOTTISH AMICABLE FUNDS

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

#### 6. Taxation

<b>(a) Tax charged</b>	<b>2013 £m</b>	<b>2012 £m</b>
Current tax:		
UK corporation tax on profit for the year	23.4	49.9
Adjustment in respect of previous years	-	(3.3)
Overseas tax	3.0	3.3
	<u>26.4</u>	<u>49.9</u>
Deferred tax:		
Origination and reversal of timing differences	13.9	(1.4)
	<u>40.3</u>	<u>48.5</u>
<b>Total charge for the year</b>	<b>40.3</b>	<b>48.5</b>
<b>(b) Provision for deferred tax</b>	<b>2013 £m</b>	<b>2012 £m</b>
Deferred tax:		
Acceleration of capital allowances	(0.1)	(0.1)
Unrealised investment gains	53.0	39.5
Deferred acquisition costs	(0.6)	(1.0)
	<u>52.3</u>	<u>38.4</u>
<b>Total provisions</b>	<b>52.3</b>	<b>38.4</b>
Movements on deferred tax liabilities are as follows:		
Deferred tax liability at 1 January	38.4	39.8
Deferred tax charged/(credited) in the year	13.9	(1.4)
Deferred tax liability at 31 December	<u>52.3</u>	<u>38.4</u>

From 1 April 2013, the standard corporation tax rate for the UK changed from 24% to 23%. Further reductions in the standard corporation tax rate to 21% from 1 April 2014 and to 20% from 1 April 2015 have also been enacted. Deferred tax at the end of 2013 has been provided at 20%, as the temporary differences are expected to reverse at that rate.

#### 7. Fund for future appropriations

The fund for future appropriations is £nil (2012: £nil) as the Fund will be pursuant to the Scheme fully distributed to its members.

#### 8. Investments

<b>(a) Land and buildings</b>	<b>2013 £m</b>	<b>2012 £m</b>
<b>Current value:</b>		
Freehold	374.6	383.2
Leasehold with a term of over 50 years	88.5	123.3
	<u>463.1</u>	<u>506.5</u>
<b>Cost:</b>	<u>367.9</u>	<u>438.3</u>
<b>(b) Investments in group undertakings</b>	<b>2013 £m</b>	<b>2012 £m</b>
<b>Current value:</b>		
Shareholdings	97.3	167.9
Loans	82.8	96.5
	<u>180.1</u>	<u>264.4</u>
<b>Cost:</b>	<u>82.8</u>	<u>96.5</u>
Loans	82.8	96.5

## SCOTTISH AMICABLE FUNDS

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

#### 9. Other financial investments

	Cost		Carrying value	
	2013 £m	2012 £m	2013 £m	2012 £m
Shares and other variable yield securities and units in unit trusts	1,529.3	1,668.0	2,066.8	2,068.1
Debt securities and other fixed income securities	3,193.8	3,511.6	3,340.0	3,863.5
Mortgage loans	9.7	22.4	9.7	22.4
Loans to policyholders secured by insurance policies	5.0	6.8	5.0	6.8
Other loans	97.6	104.7	81.4	86.7
Participation in investment pools	154.6	161.8	228.3	214.3
Deposits with credit institutions	693.5	909.6	693.5	909.6
Derivative asset	-	-	86.8	68.6
	<b>5,683.5</b>	<b>6,384.9</b>	<b>6,511.5</b>	<b>7,240.0</b>

The table below analyses the derivative positions of the Fund.

	2013 £m		2012 £m	
	Fair value assets	Fair value liabilities	Fair value assets	Fair value liabilities
Derivative financial instruments held to manage credit, interest rate and currency profile:				
Interest rate swaps	12.4	8.0	21.1	24.2
Cross currency swaps	8.1	-	15.1	0.1
Currency exchange forward contracts	-	-	32.0	7.4
Bond futures	4.7	1.5	0.1	3.9
Credit default swaps	53.9	0.7	0.2	-
Derivative financial instruments held to manage equity risk and for efficient investment management:				
Equity index futures contracts	7.7	-	0.1	0.1
Total at 31 December	<b>86.8</b>	<b>10.2</b>	<b>68.6</b>	<b>35.7</b>

#### 10. Debtors

	2013 £m	2012 £m
Amounts due from fellow group undertakings	0.8	0.8
Tax recoverable	1.0	1.0
Other	4.1	11.8
	<b>5.9</b>	<b>13.6</b>

#### 11. Other creditors including tax and social security

	2013 £m	2012 £m
Amounts due to fellow group undertakings	11.6	10.8
Tax payable	13.4	25.6
Derivative liability (see note 9)	10.2	35.7
Stock lending creditor	102.6	107.6
Other	10.0	9.8
	<b>147.8</b>	<b>189.5</b>

**SCOTTISH AMICABLE FUNDS**

**NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)**

**12. Long-term business provision**

**With-profits business**

**Assumptions for Realistic Reserves**

The overarching principle in assumption setting is that realistic provisions are established using best estimate assumptions, taking into account the firm's regulatory duty to treat its customers fairly.

Assumptions are required in three areas, namely:

- (i) Retrospective assumptions.
- (ii) Prospective assumptions, and
- (iii) Stochastic modelling assumptions - economic asset model and management actions

**Retrospective assumptions**

Retrospective assumptions are required for the accumulation of past asset shares up to the valuation date. These assumptions are determined by reference to actual past experience in relation to investment returns, expenses and miscellaneous surplus. The assumptions include past expense write-offs and enhancements to asset shares, and are as used when calculating specimen asset shares for the purpose of bonus setting.

The 2013 year end Investment Return for assets backing asset shares is:

<b>Gross return</b>	9.13%
<b>Net return</b>	7.76%

**Prospective assumptions**

Prospective assumptions are required for the adjustments to asset shares for the valuation of non-profit business, and for the stochastic modelling of the cost of guarantees, options and smoothing.

For asset share adjustments, the economic assumptions used represent our best estimate assumptions allowing for prevailing market conditions at the valuation date.

For stochastic modelling, the economic assumptions used are calibrated to risk-free returns and market prices to produce market consistent valuations of guarantees and options.

The value of non-profit business written is taken as the embedded value of the business calculated using risk free returns and discount rates.

Expense assumptions have been taken as the level of expenses incurred during 2013.

The mortality assumption has been set to the best estimate assumptions underlying the European Embedded Value. The table below shows the 2013 mortality bases:

<b>Product</b>	<b>Mortality Table (M/F)</b>	<b>Age Rating Years (M/F)</b>	<b>Multiplier % (M/F)</b>
Life Term Business	AM92 / AF92	+1 / +1	70
Other SP Life Business	AM92 / AF92	+1 / +1	70
Other RP Life Business	AM92 / AF92	+1 / +1	70
Pension Term Business	AM92 / AF92	+1 / +1	70
Other Pension Business	AM92 / AF92	+1 / +1	70
AWP Life (Home Purchaser)	AM92 / AF92	+1 / +1	70

For persistency, the assumptions are best estimate based on recent experience analyses. The persistency assumptions used to value the cost of options and guarantees are reduced by a 10% margin to make approximate allowance for the impact of policyholders' group actions in extreme market scenarios.

## SCOTTISH AMICABLE FUNDS

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

#### Stochastic asset model economic calibration and management actions

The cost of options, guarantees and smoothing are assessed on a market consistent basis, so that the reserves held are equal to the theoretical cost of hedging the guarantees in the market. In the absence of a deep, liquid market these costs are assessed using a "market consistent" model, with a market consistent calibration.

In order to value the Fund's guarantees and options, the stochastic asset/liability model projects the with-profits liabilities forward over the next 40 years for 5,000 separate economic scenarios. The risk free rate was assumed to be the gilt rate.

Separate asset models are used for the risk free rate, UK equities, overseas equities, corporate bonds, property and real interest rates. Where appropriate securities or derivatives are traded, we have demonstrated that the model is able to closely reproduce these prices. Where this is not the case (for example for property and corporate bonds) we have applied expert judgement. We have also allowed for the correlation of investment returns between different asset classes.

The cost of guarantees, options and smoothing is very sensitive to the bonus, market value reduction and investment policy that the company will employ under varying investment conditions. Our stochastic modelling incorporates several management actions to protect the Fund in adverse investment scenarios. These management actions are consistent with the PPFM and our obligation to treat customers fairly.

#### Investment-linked business

A non-unit reserve is held for mortality, morbidity and expenses (including investment management expenses and other outgoings associated with payments to third parties). There has been no change in policy from 2012.

#### Other non-linked business

Provisions are calculated by the net premium valuation method on the following bases:

	2013		2012	
	Interest rate %	Actuarial mortality table reference	Interest rate %	Actuarial mortality table reference
Non profit retirement annuities* In deferment	2.75	AM/AF92-4	2.75	AM/AF92-4
In payment		84.6% PCMA00, 77.5% PCFA00 with improvements in line with a custom calibration of the CMI's 2012 mortality model, with a long-term mortality improvement rate of 2.25 % for males and 1.50% for females		92% PCMA00, 84% PCFA00 with improvements in line with a custom calibration of the CMI's 2011 mortality model, with a long-term mortality improvement rate of 2.25 % for males and 1.50% for females
Non profit immediate annuities (Individual)	4.11	92.5% PCMA00, 84.5% PCFA00 with improvements in line with a custom calibration of the CMI's 2012 mortality model, with a long-term mortality improvement rate of 2.25 % for males and 1.50% for females	3.76	94% PCMA00, 86% PCFA00 with improvements in line with a custom calibration of the CMI's 2011 mortality model, with a long-term mortality improvement rate of 2.25 % for males and 1.50% for females
Non profit immediate annuities (Group)	4.11	92.5% PCMA00, 84.5% PCFA00 with improvements in line with a custom calibration of the CMI's 2012 mortality model, with a long-term mortality improvement rate of 2.25 % for males and 1.50% for females	3.76	94% PCMA00, 86% PCFA00 with improvements in line with a custom calibration of the CMI's 2011 mortality model, with a long-term mortality improvement rate of 2.25 % for males and 1.50% for females
Non profit life assurances	2.25	AM/AF92+1 plus 1/3 AIDS 'R6A'	2.25	AM/AF92+1 plus 1/3 AIDS 'R6A'
Non profit pension assurances	2.75	AM/AF92+1 plus 1/3 AIDS 'R6A'	2.75	AM/AF92+1 plus 1/3 AIDS 'R6A'



## **SCOTTISH AMICABLE FUNDS**

### **NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)**

\* For retirement annuities, the interest rate used is adjusted where appropriate to allow for mortality improvements during deferral. The improvement to the mortality rates noted above in 2013 leads to a slight increase in the life expectancy. Life expectancy at age 65 (for someone currently aged 45) has increased from 29.2 years to 30.0 years for men and from 30.0 years to 30.9 years for women.

#### **Other long term business provision**

At 31 December 2013 a provision of £7.5m (2012: £12m) is held to meet compensation payments arising from 'business as usual' complaints from endowment policyholders. The provision has been calculated as a best estimate of the future compensation costs to policyholders who have not been time-barred from having their endowment policy reviewed. In addition, a provision of £381m (2012: £388m) is held to cover the Fund's exposure due to guaranteed annuities.

#### **13. Subordinated liabilities**

In 1994, Scottish Amicable Finance plc (a wholly owned subsidiary of PAC) issued £100m of 8.5% undated subordinated guaranteed bonds. The interests of the holders of the bonds issued by Scottish Amicable Finance plc are subordinated to the entitlements of the policyholders of the Fund. The bonds are guaranteed by the Fund. The proceeds of the issue were lent to the Fund on equal terms as to interest, repayment and subordination as those applicable to the bonds.

#### **14. Contingent liabilities**

A contingent liability exists in respect of future levies, which may arise under the Financial Services Compensation Scheme. It is not practicable to estimate the financial effect of this contingent liability.

#### **15. Related party transactions**

Both the Scottish Amicable Insurance fund and the Scottish Amicable Capital fund are funds within PAC, itself a subsidiary of Prudential plc and has taken advantage of the exemption under paragraph 3(c) of Financial Reporting Standard 8 relating to the disclosure of transactions with other wholly owned subsidiary undertakings of the Prudential group.

#### **16. Ultimate and immediate parent company**

The ultimate and immediate parent company of PAC is Prudential plc, which is the only parent company to prepare group accounts, copies of which can be obtained from the Company Secretary, Laurence Pountney Hill, London, EC4R 0HH.

SCOTTISH AMICABLE FUNDS

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

17. Financial assets and liabilities

A. Financial instruments – designation and fair values

All financial assets of the Fund are designated as either fair value through profit and loss or loans and receivables. Financial liabilities are designated as either fair value through profit and loss, amortised cost or investment contracts with discretionary participation features accounted for under FRS 26 and the ABI SORP as described in the Accounting Policies section.

2013 £m	Fair value through profit and loss	Loans and receivables	Total carrying value	Fair value
<b>Financial Assets</b>				
Deposits with credit institutions	-	693.5	693.5	693.5
Equity securities and portfolio holdings in unit trusts	2,065.4	-	2,065.4	2,065.4
Debt securities and other fixed income securities (note iii)	3,340.0	-	3,340.0	3,340.0
Loans (note ii)	-	97.5	97.5	95.0
Other investments (note v)	228.3	-	228.3	228.3
Derivative asset	86.8	-	86.8	86.8
Accrued investment income	-	60.2	60.2	60.2
Other debtors	-	4.9	4.9	4.9
Cash at bank and in hand	-	196.3	196.3	196.3
<b>Total</b>	<b>5,720.5</b>	<b>1,052.4</b>	<b>6,772.9</b>	<b>6,770.4</b>

	Fair value through profit and loss	Amortised cost	ABI SORP/FRS26	Total carrying value	Fair value
<b>Financial Liabilities</b>					
Subordinated liabilities	-	100.0	-	100.0	114.2
Investment contracts with discretionary participation features (note i)	-	-	347.2	347.2	-
Other creditors	-	124.2	-	124.2	124.2
Derivative liabilities	10.2	-	-	10.2	10.2
<b>Total (note i)</b>	<b>10.2</b>	<b>224.2</b>	<b>347.2</b>	<b>581.6</b>	<b>248.6</b>

2012 £m	Fair value through profit and loss	Loans and receivables	Total carrying value	Fair value
<b>Financial Assets</b>				
Deposits with credit institutions	-	909.6	909.6	909.6
Equity securities and portfolio holdings in unit trusts	2,068.1	-	2,068.1	2,068.1
Debt securities and other fixed income securities (note iii)	3,863.5	-	3,863.5	3,863.5
Loans (note ii)	-	115.9	115.9	111.6
Other investments (note v)	214.3	-	214.3	214.3
Derivative asset	68.6	-	68.6	68.6
Accrued investment income	-	68.9	68.9	68.9
Other debtors	-	12.6	12.6	12.6
Cash at bank and in hand	-	120.3	120.3	120.3
<b>Total</b>	<b>6,214.5</b>	<b>1,227.3</b>	<b>7,441.8</b>	<b>7,437.5</b>

	Fair value through profit and loss	Amortised cost	ABI SORP/FRS26	Total carrying value	Fair value
<b>Financial Liabilities</b>					
Subordinated liabilities	-	100.0	-	100.0	108.4
Investment contracts with discretionary participation features (note i)	-	-	412.8	412.8	-
Creditors arising out of direct insurance operations	-	0.4	-	0.4	0.4
Other creditors	-	128.2	-	128.2	128.2
Derivative liabilities	35.7	-	-	35.7	35.7
<b>Total (note i)</b>	<b>35.7</b>	<b>228.6</b>	<b>412.8</b>	<b>677.1</b>	<b>272.7</b>

## SCOTTISH AMICABLE FUNDS

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

#### Notes

- (i) As at 31 December 2013 and 31 December 2012 it is impractical to determine fair value of investment contracts with discretionary participation features due to the lack of a reliable basis to measure such features. The amounts of investment contracts with discretionary participation features are included within the Long-term business provision.
- (ii) Loans and receivables are reported net of allowance for loan losses of £16.2m (2012: £18.0m).
- (iii) As at 31 December 2013, £2.3m (2012: £3.2m) of convertible bonds were included in debt securities. There were no convertible bonds included in borrowings.
- (iv) For financial liabilities designated as fair value through profit and loss there was no material impact on profit from movements in credit risk during 2013 and 2012.
- (v) Other investments include participation in various investment funds and limited liability property partnerships.

#### Determination of fair value

The fair values of the financial assets and liabilities as shown in the table above have been determined on the following bases.

The fair values of the financial instruments for which fair valuation is required under UK GAAP are determined by the use of current market bid prices for quoted investments, or by using quotations from independent third-parties, such as brokers and pricing services or by using appropriate valuation techniques. Investments valued using valuation techniques include financial investments which by their nature do not have an externally quoted price based on regular trades and financial investments for which markets are no longer active as a result of market conditions e.g. market illiquidity. The valuation techniques used include comparison to recent arm's length transactions, reference to other instruments that are substantially the same, discounted cash flow analysis, option adjusted spread models and, if applicable, enterprise valuation. These techniques may include a number of assumptions relating to variables such as credit risk and interest rates. Changes in assumptions relating to these variables could positively or negatively impact the reported fair value of these instruments. When determining the inputs into the valuation techniques used priority is given to publicly available prices from independent sources, when available but overall, the source of pricing is chosen with the objective of arriving at a fair value measurement which reflects the price at which an orderly transaction would take place between market participants on the measurement date.

The fair value estimates are made at a specific point in time, based upon available market information and judgements about the financial instruments, including estimates of the timing and amount of expected future cash flows and the credit standing of counterparties. Such estimates do not reflect any premium or discount that could result from offering for sale at one time the Fund's entire holdings of a particular financial instrument, nor do they consider the tax impact of the realisation of unrealised gains or losses from selling the financial instrument being fair valued. In some cases the fair value estimates cannot be substantiated by comparison to independent markets, nor can the disclosed value be realised in immediate settlement of the financial instrument.

The loans and receivables have been shown net of provisions for impairment. The fair value of loans has been estimated from discounted cash flows expected to be received. The rate of discount used was the market rate of interest.

The estimated fair value of derivative financial instruments reflects the estimated amount the Group would receive or pay in an arm's length transaction. This amount is determined using quoted prices if exchange listed, quotations from independent third-parties or valued internally using standard market practices.

#### Level 1, 2 and 3 fair value measurement hierarchy of financial instruments

The table below includes financial instruments carried at fair value analysed by level of the FRS29 defined fair value hierarchy. This hierarchy is based on the inputs to the fair value measurement and reflects the lowest level input that is significant to that measurement.

The classification criteria and its application to the Fund can be summarised as follows:

#### Level 1 – quoted prices (unadjusted) in active markets for identical assets and liabilities

Level 1 principally includes exchange listed equities, mutual funds with quoted prices, exchange traded derivatives such as futures and options, and national government bonds unless there is evidence that trading in a given instrument is so infrequent that the market could not possibly be considered active. It also includes other financial instruments where there is clear evidence that the year end valuation is based on a traded price in an active market.

#### Level 2 – inputs other than quoted prices included within level 1 that are observable either directly (i.e. as prices) or indirectly (i.e. derived from prices)

Level 2 principally includes corporate bonds and other non-national government debt securities which are valued using observable inputs, together with over-the-counter derivatives such as forward exchange contracts and non-quoted investment fund valued with observable inputs. It also includes investment contract liabilities that are valued using observable inputs.

In addition level 2 includes debt securities that are valued internally using standard market practices. Of the total level 2 debt securities of £2,885.1m (2012: £3,368.2m), £174.5m (2012: £187.1m) are valued internally. The majority of such securities use matrix pricing, which is based on assessing the credit quality of the underlying borrower to derive a suitable discount rate relative to government securities.

## SCOTTISH AMICABLE FUNDS

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

Under matrix pricing, the debt securities are priced taking the credit spreads on comparable quoted public debt securities and applying these to the equivalent debt instruments factoring a specified liquidity premium. The significance of the parameters used in this valuation technique are readily observable in the market and, therefore, are not subject to interpretation.

#### Level 3: Significant inputs for the asset or liability that are not based on observable market data (unobservable inputs)

Level 3 principally includes investments in private equity funds, investments in property funds which are exposed to bespoke properties or risks, investments which are internally valued or subject to a significant number of unobservable assumptions. It also includes debt securities which are rarely traded or traded only in privately negotiated transactions and hence where it is difficult to assert that these have been based on observable market data. The inherent nature of the vast majority of these assets means that, in normal market conditions, there is unlikely to be significant change in the specific underlying assets classified as level 3.

At 31 December 2013 the Fund held £240.1m, 4% of the fair valued financial instruments, within level 3 (2012: £222.6m or 4%)

2013 £m	Level 1	Level 2	Level 3	Total
Equity securities	1,926.8	134.8	3.8	2,065.4
Debt securities	446.9	2,885.1	8.0	3,340.0
Other investments (including derivative assets)	12.4	74.4	228.3	315.1
Derivative liabilities	(1.5)	(8.7)	-	(10.2)
Total financial investments, net of derivative liabilities	2,384.6	3,085.6	240.1	5,710.3
Total	2,384.6	3,085.6	240.1	5,710.3
Percentage of total	42%	54%	4%	100%

2012 £m	Level 1	Level 2	Level 3	Total
Equity securities	1,996.1	71.9	0.1	2,068.1
Debt securities	487.1	3,368.2	8.2	3,863.5
Other investments (including derivative assets)	0.2	68.4	214.3	282.9
Derivative liabilities	(4.0)	(31.7)	-	(35.7)
Total financial investments, net of derivative liabilities	2,479.4	3,476.8	222.6	6,178.8
Total	2,479.4	3,476.8	222.6	6,178.8
Percentage of total	40%	56%	4%	100%

The above tables relates to the total Fund. The fair value of the assets and liabilities in the Fund all relate to with-profit business.

#### Reconciliation of movements in level 3 financial instruments measured at fair value

The following table reconciles the value of level 3 financial instruments at 1 January 2013 to that presented at 31 December 2013. Total gains and losses recorded in the long-term technical account in the period represents realised gains and losses, including interest and dividend income, unrealised gains and losses on financial instruments classified at fair value through profit and loss and foreign exchange movements on overseas investments. All these amounts are included within "investment income" and "unrealised gains (losses)" in the long-term technical account.

2013 £m	At 1 Jan 2013	Total gains or (losses) in long-term technical account	Purchases	Sales	Transfers into level 3	Transfers out of level 3	At 31 Dec 2013
<b>With-profits</b>							
Equity securities	0.1	0.2	1.1	-	1.0	-	2.4
Debt securities	8.2	3.5	-	(6.9)	2.7	-	7.5
Other investments (including derivative assets)	214.3	29.4	8.3	(21.8)	-	-	230.2
Total financial investments net of derivative liabilities	222.6	33.1	9.4	(28.7)	3.7	-	240.1
Total	222.6	33.1	9.4	(28.7)	3.7	-	240.1

## SCOTTISH AMICABLE FUNDS

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

2012 £m	At 1 Jan 2012	Total gains or (losses) in long-term technical account	Purchases	Sales	Transfers into level 3	Transfers out of level 3	At 31 Dec 2012
With-profits							
Equity securities	39.8	7.2	-	(46.9)	-	-	0.1
Debt securities	13.8	5.9	-	(8.5)	0.1	(3.1)	8.2
Other investments (including derivative assets)	211.2	10.4	15.5	(22.8)	-	-	214.3
Total financial investments net of derivative liabilities	264.8	23.5	15.5	(78.2)	0.1	(3.1)	222.6
Total	264.8	23.5	15.5	(78.2)	0.1	(3.1)	222.6

#### Transfers between level 1 and level 2

There were no significant transfers between level 1 and level 2 during the year.

#### Interest income and expense

The interest income on financial assets not at fair value through profit and loss was £4.8m for the year ended 31 December 2013 (2012: £8.4m). The interest expense on financial liabilities not at fair value through profit and loss was £7.2m for the year ended 31 December 2013 (2012: £8.5m).

#### B. Market Risk

The financial assets and liabilities attaching to the Fund's life assurance business are, to varying degrees, subject to market risk that may have a material effect on the profit or loss and equity.

Market risk is the risk that the fair value or future cash flows of a financial instrument or, in the case of liabilities of insurance contracts, their carrying value will fluctuate because of changes in market prices.

Market risk comprises four types of risk, namely:

- Interest rate risk: due to changes in market interest rates,
- Liquidity risk: inability to meet payment of obligations in a timely manner at a reasonable cost or the risk of unexpected increases in the cost of funding the portfolio at appropriate maturities or rates
- Currency risk: due to changes in foreign exchange rates, and
- Other price risk: due to fluctuations in market prices (other than those arising from interest rate risk or currency risk).

#### Interest rate risk

The following table shows an analysis of the classes of financial assets and liabilities with direct exposure to interest rate risk. Each applicable class of the Fund's assets or liabilities are analysed between those exposed to fair value interest rate risk, cash flow interest rate risk and those with no direct interest rate risk exposure.

2013 £m	Fair value interest rate risk	Cash flow interest rate risk	Not directly exposed to interest rate risk	Total
<b>Financial Assets</b>				
Deposits with credit institutions	-	693.5	-	693.5
Debt securities	3,125.3	214.7	-	3,340.0
Loans and receivables	24.9	72.6	-	97.5
Derivative asset	25.2	-	61.6	86.8
Cash at bank and in hand	-	196.3	-	196.3
	<b>3,175.4</b>	<b>1,177.1</b>	<b>61.6</b>	<b>4,414.1</b>
<b>Financial Liabilities</b>				
Subordinated liabilities	100.0	-	-	100.0
Derivative liabilities	9.5	-	0.7	10.2
	<b>109.5</b>	<b>-</b>	<b>0.7</b>	<b>110.2</b>

## SCOTTISH AMICABLE FUNDS

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

2012 £m	Fair value interest rate risk	Cash flow interest rate risk	Not directly exposed to interest rate risk	Total
<b>Financial Assets</b>				
Deposits with credit institutions	-	909.6	-	909.6
Debt securities	3,572.1	291.4	-	3,863.5
Loans and receivables	30.8	85.1	-	115.9
Derivative asset	36.3	-	32.3	68.6
Cash at bank and in hand	-	120.3	-	120.3
	<u>3,639.2</u>	<u>1,406.4</u>	<u>32.3</u>	<u>5,077.9</u>
<b>Financial Liabilities</b>				
Subordinated liabilities	100.0	-	-	100.0
Derivative liabilities	28.2	-	7.5	35.7
	<u>128.2</u>	<u>-</u>	<u>7.5</u>	<u>135.7</u>

#### Liquidity analysis

##### (i) Contractual maturities of financial liabilities

There is no stated maturity date for the Subordinated liability of £100.0m as at the end of 2013 and 2012.

##### (ii) Maturity analysis of derivatives

The net derivative positions as shown in the table above comprise the following derivative assets and liabilities:

	2013 £m	2012 £m
Derivative assets	86.8	68.6
Derivative liabilities	(10.2)	(35.7)
Net derivative position	<u>76.6</u>	<u>32.9</u>

The maturity date of the derivatives is less than one year as at the end of 2013 and 2012. This is due to the basis on which they are managed (i.e. to manage principally asset or liability value exposures). Contractual maturities are not considered essential for an understanding of the timing of the cash flows for these instruments and in particular the Fund has no cash flow hedges.

#### Currency Risk

As at 31 December 2013, the Fund held 43% (2012: 38%) and 28% (2012: 21%) of its financial assets and financial liabilities respectively, in currencies, mainly US dollar and Euro, other than the functional currency. The exchange risks inherent in these exposures are mitigated through the use of derivatives, mainly forward currency contracts.

#### C. Derivatives

The Fund uses derivatives for efficient portfolio management to obtain cost effective and efficient exposure to various markets and to manage exposure to interest rate, currency, credit and other business risks.

The Fund uses various interest rate derivative instruments such as interest rate swaps to reduce exposure to interest rate volatility.

The Fund also uses various currency derivatives in order to limit volatility due to foreign currency exchange rate fluctuations arising on securities denominated in currencies other than sterling.

The Fund also holds interest-rate sensitive investments that contain credit risks on which a certain level of defaults is expected. In order to manage the default risk on certain underlying assets and hence reduce the amount of regulatory capital held to support the assets the Fund purchases swaptions.

All over-the-counter derivative transactions are conducted under standardised ISDA (International Swaps and Derivatives Association Inc) master agreements and the Group has collateral agreements between the individual group entities, of which PAC, (which the Fund is a sub-fund of), is one, and relevant counterparties in place under each of these market master agreements.

The total fair value balances of derivative assets and derivative liabilities are shown in Note 9.

## SCOTTISH AMICABLE FUNDS

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

#### D. Credit risk

##### Debt Securities and Other Fixed Income Securities

The following table summarises by the rating the securities held by the Fund as at 31 December 2013 and 2012:

	2013 £m	2012 £m
S&P – AAA	365.6	441.2
S&P – AA+ to AA-	500.8	527.2
S&P – A+ to A-	824.8	1,031.4
S&P – BBB+ to BBB-	819.3	911.0
S&P –Other	215.3	223.3
	<u>2,725.8</u>	<u>3,134.1</u>
Moody's – Aaa	92.0	240.3
Moody's –Aa1 to Aa3	105.4	41.4
Moody's –A1 to A3	49.4	31.9
Moody's – Baa1 to Baa3	41.4	54.1
Moody's – Other	10.5	14.4
	<u>298.7</u>	<u>382.1</u>
Fitch	18.2	19.9
Other	297.3	327.4
Total debt securities and other fixed income securities	<u>3,340.0</u>	<u>3,863.5</u>

In the table above S&P ratings have been used where available. For securities where S&P ratings are not immediately available those produced by Moody's and then Fitch have been used as an alternative. Where no external ratings are available internal ratings produced by the Prudential Group's asset management operations, which are prepared on a comparable basis to external ratings, are used where possible. Of the total debt securities held at 31 December 2013 which are not externally rated, £120.5m (2012: £131.9m) were internally rated AAA to A-, £151.9m (2012: £169.1m) were internally rated BBB+ to B- and £24.9m were internally rated as below B- or unrated (2012: £26.4m).

##### Loans and receivables

Of the total loans and receivables £0.6m (2012: £1.8m) are past their due date but have not been impaired. In accordance with the accounting policies, impairment reviews were performed for loans and receivables. During the year ended 31 December 2013, impairment reversals of £1.7m (2012: losses of £2.3m) were recognised for loans and receivables.

##### Securities lending and reverse repurchase agreements

The Fund has entered into securities lending (including repurchase agreements) whereby blocks of securities are loaned to third parties, primarily major brokerage firms. The amounts above the fair value of the loaned securities required to be held as collateral by the agreements, depend on the quality of the collateral, calculated on a daily basis. The loaned securities are not removed from the Fund's balance sheet, rather they are retained within the appropriate investment classification. Collateral, typically consists of cash, debt securities, equity securities and letters of credit. At 31 December 2013, the Fund had lent £174m (2012: £247m) of securities and held collateral under such agreements of £180m (2012: £258m).

##### Collateral and pledges under derivative transactions

The amount pledged for assets in respect of Over-the-Counter derivative transactions and repurchase arrangements was £15.7m (2012: £35.6m).

#### E. Risk Management

The Fund's business involves the acceptance and management of risk. The Fund has in place a risk management process, which is undertaken in accordance with the Group Risk Framework.

A number of risk factors affect the Fund's operating results and financial condition. The financial risk factors affecting the Fund include the effects of market risk, credit risk and liquidity risk on the financial instruments of the Fund.

The Fund uses derivatives to facilitate efficient portfolio management or to reduce investment risk. The most widely used derivatives by the Fund are exchange traded futures and currency forwards. The Fund also uses over-the-counter swaps including total return swaps, options, swaptions and warrants.

## SCOTTISH AMICABLE FUNDS

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

It is the Fund's policy that cash or corresponding assets cover amounts at risk through derivative transactions. Derivative financial instruments used to facilitate efficient portfolio management and for investment purposes are carried at fair value with changes in fair value included in the profit and loss account. The Fund has not applied hedge accounting to its derivatives.

#### Market risk

Market risk is the risk that arises from adverse changes in the value of, or income from, assets and changes in interest rates or exchange rates.

The primary market risks that the Fund faces are equity risk and interest rate risk because most of its assets are investments that are either equity type of investments and subject to equity price risk, or bonds, mortgages or cash deposits, the values of which are subject to interest rate risk.

The split of the Fund's investments between equity investments and interest-sensitive instruments depends principally on the type of liabilities supported by those investments and the amount of capital the Fund has available. This mix of liabilities allows the Fund to invest a substantial portion of its investment funds in equity and real estate investments that the Fund believes produce greater returns over the long term. On the other hand the Fund has some liabilities that contain guaranteed returns which generally will be supported by fixed income investments.

#### Credit risk

Credit risk is the risk that a counterparty or an issuer of securities, which the Fund holds in its asset portfolio, defaults or another party fails to perform according to the terms of the contract. The Fund's long-term fund holds large amounts of interest rate sensitive investments that contain credit risk on which a certain level of defaults are expected. These expected losses are considered when the Fund determines the crediting rates, deposit rates and premium rates for the products that will be supported by these assets. Certain over-the-counter derivatives contain a credit risk element that is controlled through evaluation of collateral agreements and master netting agreements on interest rate and currency swaps. The Fund is also exposed to credit-related losses in the event of non-performance by counterparties.

#### Liquidity risk

Liquidity risk is the risk that the Fund may be unable to meet payment obligations in a timely manner at a reasonable cost or the risk of unexpected increases in the cost of funding the portfolio at appropriate maturities or rates. Liquidity management in the Fund seeks to ensure that, even under adverse conditions, the Fund has access to the funds necessary to cover surrenders, withdrawals and maturing liabilities.

In practice, most of the Fund's assets are marketable securities. This combined with the fact that a large proportion of the liabilities contains discretionary surrender values or surrender charges, reduces the liquidity risk.

### 18. Capital Requirements and Management

Regulatory capital requirements apply at both an individual company level and at the Prudential Group level, of which the Fund is a part, for life assurance and investment management business. The Prudential Group, is currently subject to the solvency requirements of the Insurance Groups Directive (IGD) as implemented by the PRA. Under the IGD a continuous parent company solvency test is applied: Under this test the surplus capital held in each of the regulated subsidiaries, including the Fund, is aggregated with the free assets of non-regulated subsidiaries. From this total, Prudential Group borrowings are deducted, other than subordinated debt issues which qualify as capital.

In addition to obligations under subsidiary and Prudential Group regulatory requirements, the Prudential Group applies an economic framework to its management of capital. Economic capital provides a realistic and consistent view of the Group's capital requirements, allowing for diversification benefits.

At the Fund level, the PRA rules which govern the prudential regulation of insurance form part of the Prudential Sourcebook for Insurers, the General Prudential Sourcebook and Interim Prudential Sourcebook for Insurers. Overall, the net requirements of the General Prudential Sourcebook are intended to align the capital adequacy requirements for insurance business more closely with those of banking and investment firms and building societies, for example, by addressing tiers of capital, rather than looking at net admissible assets. An insurer must hold capital resources equal at least to the Minimum Capital Requirement (MCR).

The Prudential Sourcebook for Insurers also contains rules on Individual Capital Assessments. Under these rules and the rules of the General Prudential Sourcebook all insurers must assess for themselves the amount of capital needed to back their business. If the PRA views the results of this assessment as insufficient, it may draw up its own Individual Capital Guidance for a firm, which can be superimposed as a requirement.

Under PRA rules, insurers with with-profits liabilities of more than £500 million must hold capital equal to the higher of the MCR and the Enhanced Capital Requirement (the "ECR").



## SCOTTISH AMICABLE FUNDS

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

The ECR is intended to provide a more risk responsive and "realistic" measure of a with-profit insurers capital requirements, whereas the MCR is broadly speaking equivalent to the previous required minimum margin under the Interim Prudential Sourcebook and satisfies the minimum EU Standards.

Determination of the ECR involves the comparison of two separate measurements of the firm's resources requirement, which the PRA refers to as the "twin peaks" approach. The two separate peaks are:

- (i) the requirement comprised by the mathematical reserves plus the "Long-Term Insurance Capital Requirement" (the "LTICR"), together known as the "regulatory peak"; and
- (ii) a calculation of the "realistic" present value of the insurer's expected future contractual liabilities together with projected "fair" discretionary bonuses to policyholders, plus a risk capital margin, together known as the "realistic peak".

Available capital of the Fund of £76m (2012: £190m) represents the excess of assets over liabilities on the PRA realistic basis. These amounts are shown before deduction of the risk capital margin (RCM) which is £50m (2012: £98m) at 31 December 2013. The PRA's basis of setting the RCM is to target a level broadly equivalent to a Standard & Poor's credit rating of BBB and to judge this by ensuring there are sufficient assets to absorb a 1 in 200 year event. The RCM calculation achieves this by setting rules for the determination of margins to cover defined stress changes in asset values and yields for market risk, credit risk and termination risk for with-profits policies.

The Fund has discretion in its management actions in the case of adverse investment conditions. Management actions encompass, but are not confined to, investment allocation decisions, levels of reversionary bonuses, crediting rates and total claim values. To illustrate the flexibility of management actions, rates of regular bonus are determined for each type of policy primarily by targeting them at a prudent proportion of the long-term expected future investment return on the underlying assets. The expected future investment return is reduced as appropriate for each type of policy to allow for items such as expenses, charges, tax and shareholders' transfers. However, the rates declared may differ by product type, or by date of payment of the premiums or date of issue of the policy, if the accumulated annual bonuses are particularly high or low relative to a prudent proportion of the achieved investment return.

When target bonus levels change, the Fund's board has regard to the overall financial strength of the long-term fund when determining the length of time over which it will seek to achieve the amended product target bonus level. In normal investment conditions, the Fund expects changes to regular bonus rates to be gradual over time and changes are not expected to exceed one per cent per annum over any year. However, discretion is retained as to whether or not a regular bonus is declared each year, and there is no limit on the amount by which regular bonus rates can be changed.

As regards smoothing of maturity and death benefits, in normal circumstances pay-out values on policies of the same duration are not expected, from one year to the next, to go up or down more by more than 15% for single premium policies and up or down by more by more than 7% about a long-term trend for annual premium policies, although some larger changes may occur to balance pay-out values between different policies. Greater flexibility may be required in certain circumstances, for example following a significant rise or fall in market values (either sudden or over a period of years) and in such situations the Fund's board may decide to vary the standard bonus smoothing limits to protect the overall interests of policyholders.

For surrender benefits, any substantial fall in the market value of the assets of the with-profits sub-fund would lead to immediate changes in the application of MVRs for accumulating with-profits policies, firstly to increase the size of MVRs already being applied and, secondly, to extend the range of policies for which an MVR is applied.

#### 19. Claims Outstanding

A systems issue has been identified whereby SAIF may have been undercharged by the Non-Profit Sub-Fund (NPSF) of PAC for the establishment of annuities in respect of certain policyholders of SAIF. The SAIF policyholders concerned were in possession of a guaranteed annuity option and whilst those policyholders received the benefit of this option in their annuity issued by the NPSF, the NPSF has not always been paid the additional premium required to secure this additional annuity benefit by SAIF. The root cause has been identified and rectified on a prospective basis.

An accrual has been made in outstanding claims for the estimated cost of the issue in 2013 of £35 million.

SAIF has an obligation and may be required to pay the NPSF in whole or part for the cost of additional annuity benefits required to meet SAIF policyholders' guaranteed annuity rates incurred in earlier years. The potential debit to be made to SAIF cannot be quantified until the review work has been completed and the appropriate course of action has been determined. Pending resolution of the issue, an additional reserve of £50 million has been established within the long-term technical business provisions of SAIF.

