

## **SCOTTISH AMICABLE FUNDS**

**Annual Report and Financial Statements for the Year Ended  
31 December 2014**

## SCOTTISH AMICABLE FUNDS

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## **SCOTTISH AMICABLE FUNDS**

### **Scottish Amicable Board**

Bernard Solomons (Chairman)  
Paul Dollman  
JP Miller  
Brian Medhurst  
Michael Walker

### **Secretary to the Board**

Susan Windridge

### **Auditors**

KPMG LLP, London

## **SCOTTISH AMICABLE FUNDS**

### **STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2014**

#### **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 and pays a fee to the With Profit Sub fund of PAC for this capital support.

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 £0.4m (2013: £0.9m) of single premiums, which are included in total premiums of £76.0m (2013: £95.1m).

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 sub fund of PAC which 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 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 27.

The local economic and investment outlook has improved, but the ongoing wider economic uncertainty 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 2014 (CONTINUED)

Interest rates in the US, UK and the Eurozone, remain close to historic lows and it remains to be seen how the markets and the economy as a whole adjusts in the medium term.

#### (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 Fund 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. Corporate borrowers continue to experience a challenging business environment and volatile profits and cashflows. This principally impacts 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, although less significant in 2014 than in previous years due to market improvements 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, both internal and external to the group, 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 for reinsurance external to the Group. 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 2014 (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 of exposures to forces in the external environment that could significantly change the fundamentals that drive the business's overall objectives and 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 pension reforms announced on the 2014 Budget, effective from April 2015, add to the uncertainty in the business environment.

## SCOTTISH AMICABLE FUNDS

### STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2014 (CONTINUED)

The material regulatory and legal change risks currently faced are:

- Solvency II - The European Union (EU) has developed 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, having been adopted by the Council of the European Union in April 2014, amended 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 submit an Own Risk and Solvency Assessment which will be used by the regulator as part of the supervisory review process. Pillar 3 deals with the enhanced requirements for supervisory reporting and public disclosure.

Following adoption of the Omnibus II Directive, Solvency II will be implemented on 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 and Omnibus II Directives, which are not currently expected to be finalised until mid-late 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 remain to be clarified, and the capital position of PAC, the Company of which the Fund is a part (and relies on for capital support through its dependence on the Capital Fund), is sensitive to these outcomes. There is a risk that the effect of the measures finally adopted could be adverse for the Company, including potentially a significant increase in the capital required to support its business and the Company may be placed at a competitive disadvantage to other European and non-European financial services groups. The Company, as part of the wider Group, is actively participating in shaping the outcome through its involvement in industry bodies and trade associations, including the Pan-European Insurance Forum, Chief Risk Officer and Chief Financial Officer Forum, together with the Association of British Insurers and Insurance Europe.

Having assessed the requirements of Solvency II, the Company has a well-established implementation programme to manage the required work across the Company. The Company 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. The Company is in constant and ongoing dialogue with the PRA regarding potential outcomes, the approval process for the internal model, and also the range of available actions to ameliorate the impacts of transitioning to the new solvency 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 and subsequent guidance papers these additional policy measures will include enhanced group-wide supervision, effective resolution measures of the group in the event of failure, loss absorption, and higher loss absorption capacity. These additional measures will be phased in over a period from 2015 to 2019.

ComFrame is also being developed by the IAIS to provide common global requirements for the supervision of insurance groups. The framework is designed to outline a set of common global principles and standards for group supervision and may increase the focus of regulators in some jurisdictions. One of the framework's key components is an Insurance Capital Standard (ICS) which would be expected to form the group solvency capital standard under ComFrame. In December 2014, the IAIS issued a comprehensive consultation paper on ICS and a quantitative field test is planned during 2015, which will be followed by another consultation in December 2015. Further field testing exercises are planned until 2018 to assess the impact of the quantitative and qualitative requirements proposed under ComFrame. ComFrame is expected to be implemented in 2019.

#### (b) Strategic risk

Strategic risk is the risk of ineffective, inefficient or inadequate senior management processes for the development and implementation of business strategy in relation to the business environment and the Group's capabilities.

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.

## SCOTTISH AMICABLE FUNDS

### STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2014 (CONTINUED)

#### (c) Conduct risk

Conduct risk is the risk of loss arising from the approach taken by firms in their relationship with customers.

The Company puts customer needs at the heart of its business and provides financial products and services to around 7 million customers. In so doing, the Company aims to uphold a reputation built over 160 years, for acting responsibly and with integrity in supporting customers whilst respecting the laws and regulations, traditions and cultures within which it operates, as well as meeting internationally accepted standards of responsible business conduct.

The Company is exposed to increased regulatory scrutiny in several areas including value for money, treatment of existing versus new customers, product profitability, behavioural economics and mis-selling.

#### (d) 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'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, including exposure to computer viruses, attempts at unauthorised access and cyber-security attacks. Further, because of the long term 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.

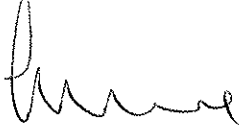
The Fund's systems and processes incorporate controls which are designed to manage and mitigate the operational risks associated with its activities as any weakness in the administration and finance systems and pricing and reserving processes could impact operations or the financial results. Other than the issue disclosed in Note 19, the Fund has not identified any operational risk events in 2014, which have subsequently caused, or are expected to cause, a significant impact on its results of operations.

#### (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.

On behalf of the Scottish Amicable Board



Susan Windridge

Secretary

13 May 2014



## **SCOTTISH AMICABLE FUNDS**

### **REPORT OF THE SCOTTISH AMICABLE BOARD FOR THE YEAR ENDED 31 DECEMBER 2014**

#### **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 2014 together with explanatory notes.

#### **Performance and Measurement**

The Scottish Amicable Fund as a whole delivered a positive investment return of 9.3% in 2014 (2013: 8.1% 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. Stewart Gracie resigned from the board with effect from 26 June 2014 and JP Miller was appointed with effect from 17 July 2014.

#### **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.

Changes or modification to Financial Reporting Standards such as new UKGAAP (mandatory from 1 January 2015) may require a change in the reporting basis of future results, or a restatement of reported results. The Company will be adopting FRS 102 "The Financial Reporting Standard Applicable In the UK and Republic of Ireland" and FRS103 "Insurance Contracts" with effect from 1 January 2015 although this is not expected to have a significant impact on reported results or the financial position.

## **SCOTTISH AMICABLE FUNDS**

### **REPORT OF THE SCOTTISH AMICABLE BOARD FOR THE YEAR ENDED 31 DECEMBER 2014 (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 Funds 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 Funds 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 2014.

#### **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**

Due to an internal reorganisation within KPMG, KPMG Audit Plc resigned as auditor with effect from 6 October 2014. To fill this casual vacancy, the directors of PAC approved the appointment of KPMG LLP, an intermediate parent of KPMG Audit Plc, as auditor of the Company, on 21 October 2014.

An ordinary resolution of the Company for the re-appointment of KPMG LLP as auditor of the Company will be proposed to the members of the Company in accordance with Section 485(4)(a) of the Companies Act 2006.

#### **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 2014 and remain in force.

## SCOTTISH AMICABLE FUNDS

### REPORT OF THE SCOTTISH AMICABLE BOARD FOR THE YEAR ENDED 31 DECEMBER 2014 (CONTINUED)

#### 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).

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

13 May 2014

## SCOTTISH AMICABLE FUNDS

### INDEPENDENT AUDITOR'S REPORT FOR THE YEAR ENDED 31 DECEMBER 2014

#### 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 2014 on pages 12 to 31. 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 9, 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).

#### Opinion the financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the Funds' affairs as at 31 December 2014 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 LLP, Statutory Auditor  
Chartered Accountants  
15 Canada Square  
Canary Wharf  
London, E14 5GL

13 May 2015

## SCOTTISH AMICABLE FUNDS

### PROFIT AND LOSS ACCOUNT FOR THE FUND FOR THE YEAR ENDED 31 DECEMBER 2014

	Note	2014 £m	2013 £m
<b>Long-term business technical account</b>			
Gross premiums written	2	76.0	95.1
Outward reinsurance premiums		(30.8)	(28.0)
Earned premiums, net of reinsurance		<u>45.2</u>	<u>67.1</u>
Investment income and realised gains	3	520.1	593.0
Unrealised gains on investments	3	106.8	14.7
		<u>626.9</u>	<u>607.7</u>
<b>Claims incurred, net of reinsurance</b>			
Claims paid			
		gross amount	(1,516.2)
		reinsurers' share	173.9
Claims paid, net of reinsurance		<u>(1,012.1)</u>	<u>(1,342.3)</u>
Change in provision for claims			
		gross amount	(24.4)
		reinsurers' share	(0.3)
Claims incurred, net of reinsurance		<u>(966.0)</u>	<u>(1,367.0)</u>
<b>Change in long-term business provisions</b>			
		gross amount	825.5
	12	347.3	
		reinsurers' share	(34.5)
	12	<u>28.3</u>	<u>(34.5)</u>
		<u>375.6</u>	<u>791.0</u>
<b>Other charges</b>			
Net operating expenses	5	(32.6)	(30.2)
Investment expenses and charges	3	(32.3)	(28.3)
Tax attributable to the long-term business	6	(16.8)	(40.3)
		<u>(81.7)</u>	<u>(98.8)</u>
<b>Transfer to fund for future appropriations</b>	7	<u>-</u>	<u>-</u>

All amounts included in the 2014 and 2013 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.

	2014 £m	2013 £m
<b>Non-technical account</b>		
Balance on the long-term business technical account	-	-
Investment income	54.7	44.0
Investment gains	24.6	61.5
Investment expenses and charges		
Interest charges	(0.3)	(0.1)
Profit on ordinary activities before tax	<u>79.0</u>	<u>105.4</u>
Tax on profit on ordinary activities		
Current tax charge	(2.1)	(2.7)
Deferred tax charge	(0.7)	(1.2)
<b>Profit for the financial year</b>	<u>76.2</u>	<u>101.5</u>

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

**SCOTTISH AMICABLE FUNDS**

**BALANCE SHEET FOR THE FUND AS AT 31 DECEMBER 2014**

	Note	2014 £m	2013 £m
<b>Investments</b>			
Land and buildings	8	395.1	463.1
Investments in group undertakings	8	128.6	180.1
Other financial investments	9	6,294.5	6,511.5
		<u>6,818.2</u>	<u>7,154.7</u>
<b>Reinsurers' share of technical provisions</b>			
Long-term business provision	12	472.1	448.2
Technical provisions for linked liabilities		1,710.0	1,705.6
		<u>2,182.1</u>	<u>2,153.8</u>
<b>Debtors</b>			
	10	<u>13.4</u>	<u>5.9</u>
<b>Other assets</b>			
Cash at bank and in hand		<u>84.5</u>	<u>196.3</u>
<b>Prepayments and accrued income</b>			
Accrued interest and rent		38.6	52.4
Other prepayments and accrued income		7.6	7.8
		<u>46.2</u>	<u>60.2</u>
		<u>9,144.4</u>	<u>9,570.9</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	7,082.7	7,434.4
Claims outstanding	19	77.7	123.6
		<u>7,160.4</u>	<u>7,558.0</u>
Technical provisions for linked liabilities		<u>1,710.0</u>	<u>1,705.6</u>
<b>Provisions for other risks and charges</b>			
	6	<u>45.0</u>	<u>52.3</u>
<b>Creditors</b>			
Derivative Liabilities	17	46.6	10.2
Other creditors including taxation and social security	11	75.7	137.6
		<u>122.3</u>	<u>147.8</u>
<b>Accruals and deferred income</b>			
		<u>6.7</u>	<u>7.2</u>
		<u>9,144.4</u>	<u>9,570.9</u>

The accounts on pages 12 to 31 were approved by the Scottish Amicable Board on 13 May 2015.



**Bernard Solomons**  
Chairman



**JP Miller**  
Board Member

**SCOTTISH AMICABLE FUNDS**

**BALANCE SHEET FOR THE CAPITAL FUND AS AT 31 DECEMBER 2014**

	2014 £m	2013 £m
<b>Investments</b>		
Land and buildings	111.5	144.1
Other financial investments	866.5	988.5
	<u>978.0</u>	<u>1,132.6</u>
<b>Other assets</b>		
Cash at bank and in hand	182.7	181.2
	<u>1,160.7</u>	<u>1,313.8</u>
<b>Capital Fund surplus</b>	<u>948.7</u>	<u>1,080.2</u>
<b>Provisions for other risks and charges</b>		
Deferred taxation	2.1	1.5
<b>Creditors</b>		
Amounts due to fellow group undertakings	207.7	229.4
Tax payable	2.2	2.7
Other creditors including taxation and social security	<u>209.9</u>	<u>232.1</u>
	<u>1,160.7</u>	<u>1,313.8</u>

**Reconciliation of the movement in the Capital Fund surplus for the year ended 31 December 2014**

	2014 £m	2013 £m
Profit for the financial year	76.2	101.5
Reduction by reason of excess	(207.7)	(229.4)
Capital Fund surplus at beginning of year	1,080.2	1,208.1
<b>Capital Fund surplus at end of year</b>	<u>948.7</u>	<u>1,080.2</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 2014 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 sub 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 or 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 Prudential Distribution Ltd (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 (£73m) (2013: £61m) 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 £549m (2013: £381m) 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 2014, the standard corporation tax rate for the UK changed from 23% to 21%. A further reductions in the standard corporation tax rate to 20% from 1 April 2015 has also been enacted. Deferred tax at the end of 2014 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

	2014 £m	2013 £m
<b>Gross premiums written:</b>		
Direct	51.7	67.1
Reinsurance accepted	24.3	28.0
	<u>76.0</u>	<u>95.1</u>

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

	2014 £m	2013 £m
<b>By individual and group</b>		
Individual business	51.2	66.6
Group contracts	0.5	0.5
	<u>51.7</u>	<u>67.1</u>
<b>By frequency</b>		
Regular premiums	51.3	66.2
Single premiums	0.4	0.9
	<u>51.7</u>	<u>67.1</u>

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>2014 £m</b>	<b>2013 £m</b>
Income from:		
Land and buildings	28.9	35.9
Listed investments	199.3	224.4
Unlisted investments	22.0	16.4
Other investments	21.9	24.5
Interest receivable from group undertakings	5.4	5.0
Other income	3.1	4.2
Total income	<u>280.6</u>	<u>310.4</u>
Realised gains and (losses) from:		
Land and buildings	44.3	(11.9)
Loans and receivables	(2.0)	(1.3)
Realisation of investments at fair value through profit and loss other than derivatives	134.0	243.1
Exchange gains / (losses)	7.4	(17.2)
Realisation of derivatives	55.8	69.9
Total realised gains	<u>239.5</u>	<u>282.6</u>
Total investment income and realised gains and losses	<u>520.1</u>	<u>593.0</u>
<b>(b) Unrealised gains and (losses) on investments</b>	<b>2014 £m</b>	<b>2013 £m</b>
Land and buildings	49.2	22.2
Equity	(1.6)	128.1
Bonds	117.4	(206.1)
Other	(58.2)	70.5
	<u>106.8</u>	<u>14.7</u>
<b>(c) Investment expenses and charges</b>	<b>2014 £m</b>	<b>2013 £m</b>
Investment management fees payable to group undertakings	18.4	16.9
Property investment expenses	5.4	2.9
Interest payable to group undertakings	8.5	8.5
	<u>32.3</u>	<u>28.3</u>

**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 2014 was £361.8m (2013: £475.4m).

**5. Net operating expenses**

	<b>2014 £m</b>	<b>2013 £m</b>
Capital fund support charge	9.3	10.5
Commission	1.0	0.5
Administration charges	22.3	19.2
	<u>32.6</u>	<u>30.2</u>

The remuneration of the auditors in respect of the statutory audit was £81,350 (2013: £80,000). The remuneration of the monitoring actuary for the year was £57,496 (2013: £64,835). In addition, in 2013, 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, historically within PAC, however this cost was borne by the PAC shareholders. The cost for 2014 is Nil. The emoluments for the highest paid board member were £43,867 (2013: £42,673). Total fees payable in the year to 31 December 2014 were £174,125 (2013: £168,318).

## SCOTTISH AMICABLE FUNDS

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

#### 6. Taxation

<b>(a) Tax charged</b>	<b>2014 £m</b>	<b>2013 £m</b>
Current tax:		
UK corporation tax on profit for the year	21.5	23.4
Overseas tax	2.6	3.0
	<u>24.1</u>	<u>26.4</u>
Deferred tax:		
Origination and reversal of timing differences	(7.3)	13.9
Total charge for the year	<u>16.8</u>	<u>40.3</u>
<b>(b) Provision for deferred tax</b>	<b>2014 £m</b>	<b>2013 £m</b>
Deferred tax:		
Acceleration of capital allowances	1.1	(0.1)
Unrealised investment gains	44.3	53.0
Deferred acquisition costs	(0.4)	(0.6)
Total provisions	<u>45.0</u>	<u>52.3</u>
Movements on deferred tax liabilities are as follows:		
Deferred tax liability at 1 January	52.3	38.4
Deferred tax charged/(credited) in the year	(7.3)	13.9
Deferred tax liability at 31 December	<u>45.0</u>	<u>52.3</u>

From 1 April 2014, the standard corporation tax rate for the UK changed from 23% to 21%. A further reduction in the standard corporation tax rate to 20% from 1 April 2015 have also been enacted. Deferred tax at the end of 2014 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 (2013: £nil) as the Fund will be pursuant to the Scheme fully distributed to its members.

#### 8. Investments

<b>(a) Land and buildings</b>	<b>2014 £m</b>	<b>2013 £m</b>
<b>Current value:</b>		
Freehold	293.9	374.6
Leasehold with a term of over 50 years	101.2	88.5
	<u>395.1</u>	<u>463.1</u>
<b>Cost:</b>	<u>367.9</u>	<u>367.9</u>
<b>(b) Investments in group undertakings</b>	<b>2014 £m</b>	<b>2013 £m</b>
<b>Current value:</b>		
Shareholdings	79.9	97.3
Loans	48.7	82.8
	<u>128.6</u>	<u>180.1</u>
<b>Cost:</b>		
Loans	<u>48.7</u>	<u>82.8</u>

**SCOTTISH AMICABLE FUNDS**

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

**9. Other financial investments**

	Cost		Carrying value	
	2014 £m	2013 £m	2014 £m	2013 £m
Shares and other variable yield securities and units in unit trusts	1,971.0	1,529.3	2,508.3	2,066.8
Debt securities and other fixed income securities	2,445.7	3,193.8	2,708.8	3,340.0
Mortgage loans	-	9.7	-	9.7
Loans to policyholders secured by insurance policies	4.1	5.0	4.1	5.0
Other loans	64.3	97.6	61.6	81.4
Participation in investment pools	143.4	154.6	233.9	228.3
Deposits with credit institutions	728.3	693.5	728.3	693.5
Derivative asset	-	-	49.5	86.8
	<b>5,356.8</b>	<b>5,683.5</b>	<b>6,294.5</b>	<b>6,511.5</b>

The table below analyses the derivative positions of the Fund.

	2014 £m		2013 £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	23.4	15.4	12.4	8.0
Cross currency swaps	-	3.8	8.1	-
Currency exchange forward contracts	20.2	23.5	-	-
Bond futures	1.6	3.8	4.7	1.5
Credit default swaps	0.8	-	53.9	0.7
Derivative financial instruments held to manage equity risk and for efficient investment management:				
Equity index futures contracts	3.5	0.1	7.7	-
Total at 31 December	<b>49.5</b>	<b>46.6</b>	<b>86.8</b>	<b>10.2</b>

**10. Debtors**

	2014 £m	2013 £m
Amounts due from fellow group undertakings	7.2	0.8
Tax recoverable	0.6	1.0
Other	5.6	4.1
	<b>13.4</b>	<b>5.9</b>

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

	2014 £m	2013 £m
Amounts due to fellow group undertakings	12.4	11.6
Tax payable	11.9	13.4
Stock lending creditor	19.2	102.6
Other	32.2	10.0
	<b>75.7</b>	<b>137.6</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 2014 year end Investment Return for assets backing asset shares is:

<b>Gross return</b>	7.82%
<b>Net return</b>	6.56%

**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 2014.

The mortality assumption has been set to the best estimate assumptions underlying the European Embedded Value. The table below shows the 2014 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	60
Other Pension Business	AM92 / AF92	+1 / +1	60
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 2013.

**Other non-linked business**

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

	2014		2013	
	Interest rate %	Actuarial mortality table reference	Interest rate %	Actuarial mortality table reference
Non profit retirement annuities* In deferment	2.00	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 1.75% for females		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 1.75% for females
Non profit immediate annuities (Individual)	2.80	91.1% PCMA00, 84.0% 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 1.75% for females	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 1.75% for females
Non profit immediate annuities (Group)	2.80	91.1% PCMA00, 84.0% 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 1.75% for females	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 1.75% for females
Non profit life assurances	1.50	90% AM/AF92+1 plus 1/3 AIDS 'R6A'	2.25	AM/AF92+1 plus 1/3 AIDS 'R6A'
Non profit pension assurances	1.00	90% 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 deferment. Life expectancy at age 65 (for someone currently aged 45) has increased from 30.0 years to 30.2 years for men and from 30.9 years to 31.0 years for women due to one extra year of mortality improvements.

\* For immediate annuities, life expectancy at age 65 has increased from 25.3 years to 25.7 years for men and from 27.4 years to 27.5 years for women.

\* For assurances, the probability of death for someone aged 45 before the end of a 20 year policy has decreased from 11.2% to 10.1% for men and from 7.3% to 6.6% for women.

#### Other long term business provision

At 31 December 2014 a provision of £3.8m (2013: £7.5m) 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 £549m (2013: £381m) is held to cover the Fund's exposure due to guaranteed annuities and has increased due to the large reduction in gilt yields

#### 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. The Fair value of the bonds at 31 December was £114.2m (2013 £108.4m).

#### 14. Contingent liabilities

Consistent with FRS 12 'Provisions, contingent liabilities and contingent assets', appropriate provision has been made in the financial statements where the Company either has an obligation, or it is probable that it has an obligation, arising from the events or activities described below, where a reliable estimate of the obligation can be made, but not for contingent liabilities. Contingent liability is a possible obligation that arises from past events and whose existence will be confirmed only by the occurrence of one or more uncertain future events not wholly within the entity's control. Contingent liability can also be a present obligation that arises from past events but is not recognised because it is not probable that a transfer of economic benefits will be required to settle the obligation or the amount of the obligation cannot be measured with sufficient reliability.

#### 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 fund is a part of PAC and PAC's immediate and ultimate parent 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.

2014 £m	Fair value through profit and loss	Loans and receivables	Total carrying value	Fair value
<b>Financial Assets</b>				
Deposits with credit institutions	-	728.3	728.3	728.3
Equity securities and portfolio holdings in unit trusts	2,508.3	-	2,508.3	2,508.3
Debt securities and other fixed income securities (note iii)	2,708.8	-	2,708.8	2,708.8
Loans (note ii)	-	65.7	65.7	68.4
Other investments (note v)	233.9	-	233.9	233.9
Derivative asset	49.5	-	49.5	49.5
Accrued investment income	-	46.2	46.2	46.2
Other debtors	-	12.7	12.7	12.7
Cash at bank and in hand	-	84.5	84.5	84.5
<b>Total</b>	<b>5,500.5</b>	<b>937.4</b>	<b>6,437.9</b>	<b>6,440.6</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	114.1
Investment contracts with discretionary participation features (note i)	-	-	362.7	362.7	-
Other creditors	-	63.7	-	63.7	63.7
Derivative liabilities	46.6	-	-	46.6	46.6
<b>Total (note i)</b>	<b>46.6</b>	<b>163.7</b>	<b>362.7</b>	<b>573.0</b>	<b>224.4</b>

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>

## SCOTTISH AMICABLE FUNDS

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

#### Notes

- (i) As at 31 December 2014 and 31 December 2013 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 £2.7m (2013: £16.2m).
- (iii) As at 31 December 2014, £1.5m (2013: £2.3m) 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 2014 and 2013.
- (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 £2,334.5m (2013: £2,885.1m), £153.1m (2013: £174.5m) 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 2014 the Fund held £248.1m, 4% of the fair valued financial instruments, within level 3 (2013: £240.1m or 4%)

2014 £m	Level 1	Level 2	Level 3	Total
Equity securities	2,396.5	108.1	3.7	2,508.3
Debt securities	363.8	2,334.5	10.5	2,708.8
Other investments (including derivative assets)	5.1	44.4	233.9	283.4
Derivative liabilities	(3.9)	(42.7)	-	(46.6)
Total financial investments, net of derivative liabilities	2,761.5	2,444.3	248.1	5,453.9
Total	2,761.5	2,444.3	248.1	5,453.9
Percentage of total	51%	45%	4%	100%

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%

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 2014 to that presented at 31 December 2014. 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.

2014 £m	At 1 Jan 2014	Total gains or (losses) in long-term technical account	Purchases	Sales	Transfers into level 3	Transfers out of level 3	At 31 Dec 2014
<b>With-profits</b>							
Equity securities	3.8	0.6	-	(0.7)	-	-	3.7
Debt securities	8.0	0.2	2.4	(0.1)	-	-	10.5
Other investments (including derivative assets)	228.3	25.9	8.6	(28.9)	-	-	233.9
Total financial investments net of derivative liabilities	240.1	26.7	11.0	(29.7)	-	-	248.1
Total	240.1	26.7	11.0	(29.7)	-	-	248.1

## SCOTTISH AMICABLE FUNDS

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

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
With-profits							
Equity securities	1.5	0.2	1.1	-	1.0	-	3.8
Debt securities	8.2	4.0	-	(6.9)	2.7	-	8.0
Other investments (including derivative assets)	214.3	27.5	8.3	(21.8)	-	-	228.3
Total financial investments net of derivative liabilities	224.0	31.8	9.4	(28.7)	3.7	-	240.1
Total	224.0	31.8	9.4	(28.7)	3.7	-	240.1

#### 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 £3.8m for the year ended 31 December 2014 (2013: £4.8m). The interest expense on financial liabilities not at fair value through profit and loss was £8.5m for the year ended 31 December 2014 (2013: £7.2m).

#### 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.

2014 £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	-	728.3	-	728.3
Debt securities	2,572.3	136.5	-	2,708.8
Loans and receivables	4.9	60.8	-	65.7
Derivative asset	24.9	-	24.6	49.5
Cash at bank and in hand	-	84.5	-	84.5
	<b>2,602.1</b>	<b>1,010.1</b>	<b>24.6</b>	<b>3,636.8</b>
<b>Financial Liabilities</b>				
Subordinated liabilities	100.0	-	-	100.0
Derivative liabilities	22.9	-	23.7	46.6
	<b>122.9</b>	<b>-</b>	<b>23.7</b>	<b>146.6</b>

## SCOTTISH AMICABLE FUNDS

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

2013 £m	Fair value interest rate risk	Cash flow interest rate risk	Not directly exposed to interest rate risk	Total
Financial Assets				
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
	<u>3,175.4</u>	<u>1,177.1</u>	<u>61.6</u>	<u>4,414.1</u>
Financial Liabilities				
Subordinated liabilities	100.0	-	-	100.0
Derivative liabilities	9.5	-	0.7	10.2
	<u>109.5</u>	<u>-</u>	<u>0.7</u>	<u>110.2</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 2014 and 2013.

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

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

	2014 £m	2013 £m
Derivative assets	49.5	86.8
Derivative liabilities	(46.6)	(10.2)
Net derivative position	<u>2.9</u>	<u>76.6</u>

The maturity date of the derivatives is less than one year as at the end of 2014 and 2013. 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 2014, the Fund held 49% (2013: 43%) and 45% (2013: 28%) 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 2014 and 2013:

	2014 £m	2013 £m
S&P – AAA	231.4	365.6
S&P – AA+ to AA-	506.3	500.8
S&P – A+ to A-	751.6	824.8
S&P – BBB+ to BBB-	584.8	819.3
S&P –Other	157.7	215.3
	<u>2,231.8</u>	<u>2,725.8</u>
Moody's – Aaa	59.0	92.0
Moody's –Aa1 to Aa3	51.7	105.4
Moody's –A1 to A3	48.5	49.4
Moody's – Baa1 to Baa3	30.8	41.4
Moody's – Other	5.5	10.5
	<u>195.5</u>	<u>298.7</u>
Fitch	15.1	18.2
Other	266.4	297.3
Total debt securities and other fixed income securities	<u>2,708.8</u>	<u>3,340.0</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 2014 which are not externally rated, £118.1m (2013: £120.5m) were internally rated AAA to A-, £125.6m (2013: £151.9m) were internally rated BBB+ to B- and £22.7m were internally rated as below B- or unrated (2013: £24.9m).

##### Loans and receivables

Of the total loans and receivables £0.0m (2013: £0.6m) 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 2014, impairment reversals of £13.5m (2013: £1.7m) 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 2014, the Fund had lent £138m (2013: £174m) of securities and held collateral under such agreements of £150m (2013: £180m).

##### Collateral and pledges under derivative transactions

The amount pledged for assets in respect of Over-the-Counter derivative transactions and repurchase arrangements was £28.8m (2013: £15.7m).

#### 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.

## SCOTTISH AMICABLE FUNDS

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

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").

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 £28m (2013: £76m) 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 circa £77m (2013: £50m) at 31 December 2014. 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 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 was identified in January 2014 whereby SAIF had 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 was made in outstanding claims for the estimated cost of the issue of £35m in 2013. Pending resolution of the issue, an additional reserve of £50 million in 2013 was also established within the long-term technical business provisions of SAIF.

In November 2014 the PAC Board, taking account of all the various aspects, decided that a payment of £61m would constitute a fair outcome taking into account the respective interest of policyholders and shareholders and having regard to advice received from the Actuarial Function Holder, With-Profits Actuary, the PAC With-Profits Committee and the Scottish Amicable Board. The £61m was subsequently paid by SAIF to the NPSF in December 2014. Accordingly no accrual was required for this at 31 December 2014 in outstanding claims, nor was the additional reserve required any longer and therefore the £50m held at the previous year end was released.