

SCOTTISH AMICABLE FUNDS

**Annual Report and Financial Statements for the Year Ended
31 December 2017**

SCOTTISH AMICABLE FUNDS

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SCOTTISH AMICABLE FUNDS

Scottish Amicable Board members

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

Company Secretary of The Prudential Assurance Company Limited

Jennifer Owens

Auditors

KPMG LLP, London

SCOTTISH AMICABLE FUNDS

STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2017

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, also referred to as the Company) 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.

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. Total premiums for the year are £39.4m (2016: £50.7m).

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 receive 100 per cent of the distribution from the Fund as bonus additions to their policies.

Strategic Direction

In August 2017, Prudential plc, the parent of the Group, brought together M&G, the investment management business, with Prudential's UK and European savings and retirement business to create M&G Prudential.

In March 2018 Prudential plc announced its intention to demerge M&G Prudential from Prudential plc, resulting in two separately-listed companies, with different investment characteristics and opportunities. M&G Prudential is one of the leading retirement and savings businesses in the UK and Europe. M&G Prudential as a standalone group will continue to drive its transformation into a more capital-efficient and customer-focused business, targeting growing customer demand for comprehensive financial solutions in these markets.

Principal Risks and Uncertainties

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 (GGM) and Group Risk Framework (GRF). 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 can only provide reasonable, rather than 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 GRF 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. The key risk factors, mentioned below, should not be regarded as a complete and comprehensive statement of all potential risks and uncertainties.

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STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2017 (CONTINUED)

Financial and Insurance 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 related risk factors is given in note 18 on page 27.

(a) Market risk

Market Risk is the risk of loss, or of adverse changes in the financial situation resulting, directly and indirectly, from fluctuations in the prices of financial instruments. Market risk includes but is not limited to interest rate risk, inflation risk, equity risk, currency risk, property risk, basis risk and other assets / alternative investments risk.

Market risk is one of the largest risks for the Fund. The current uncertainty in the global economic, political and market outlooks have increased market risk (e.g. increased volatility) 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 for our business, or of adverse change in the financial situation, resulting from fluctuations in the credit standing of issuers of securities, counterparties and debtors in the form of defaults, or other significant credit event (e.g. downgrades or spread widening).

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.
- 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.

(c) Insurance risk

Insurance risk is the risk of loss for our Fund, or of adverse change in the value of insurance liabilities, resulting from changes in the level, trend or volatility of a number of insurance risk drivers.

Insurance risk arises mainly from the annuity business in the form of longevity risk. 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. In common with other industry participants, the profitability of the Fund's businesses ultimately depends on a mix of factors including investment performance and asset impairments, mortality and morbidity trends, policy surrender rates, unit cost of administration and new business acquisition expense.

- Longevity Risk: This is the risk that the Fund's (current and deferred) annuity customers live longer than expected in the Fund's current reserving assumptions, and as a result future reserving and capital assumptions are changed.
- Expense Risk: This is the risk of actual expenses exceeding the assumptions in the reserving basis and is relevant to all lines of business.
- Persistency Risk: This 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

STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2017 (CONTINUED)

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.

- **Mortality and morbidity risks:** These relate to assumptions around the expected number of deaths or illnesses used in calculating reserves. These are relevant for those lines of business where the customer pay-out is dependent on death or illness.

(d) Liquidity risk

Liquidity risk is the risk of the Fund being unable to generate sufficient cash resources to meet its obligations as they fall due in business as usual stress scenarios.

Liquidity risk arises mainly as a result of unplanned policyholder withdrawals and collateral requirements in its with-profit business, surrenders and processing delays in its unit-linked business and cash outflows from the shareholder business due to tax.

Non-financial risk

The Fund is exposed to business environment, strategic, conduct, 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.

Key dimensions to business environment risk pertaining to the Funds are regulatory, political, macroeconomic and technology.

- **Regulatory:** Changes in UK government policy, legislation (including tax), regulation or regulatory interpretation applying to insurance companies may adversely affect the Funds' product range, capital requirements and, consequently, reported results and financing requirements.
- **Political:** Global political risks have been on the rise and look set to remain heightened. Domestically, the withdrawal of the UK from the EU introduces significant uncertainties for both the UK and the EU, affecting consumer and market confidence, and potentially increasing market volatility and the risk of a downturn in economic activity.
- **Macroeconomic:** Macroeconomics refers to the behaviour of the aggregate economy, focusing on factors such as economic growth, inflation, productivity and unemployment. The UK macroeconomic environment is expected to be challenging, and may adversely impact consumer behaviour.
- **Technology:** The Funds have a high dependency on technology to operate effectively and deliver the business plan, with the maintenance, integrity and resilience of the IT infrastructure and applications paramount to meeting business and customer needs. Our current reliance on a large number of legacy systems spread over a complex supply chain and increasing utilisation of outsourcing/Cloud deployments creates an enhanced risk of breaches and IT issues. With the new General Data Protection Regulation requirements on data privacy coming in force in May 2018, controls around data confidentiality will become even more critical.

(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 merger of M&G and Prudential UK & Europe will subject the business to significant changes, at the same time that other material transformation programmes are being delivered. The scale and the complexity of the merger and transformation programmes could impact business operations and customers, and has the potential for reputational damage if these programmes fail to deliver their objectives. Implementing further strategic initiatives may amplify these risks.

STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2017 (CONTINUED)

(c) Conduct risk

Conduct risks are risks that arise from the approach taken to customer relationships throughout the business model and is defined as the risk that Prudential's behaviours and decision making are inappropriate, leading to unfair or poor outcomes for customers.

Customer needs are central to all decisions the Fund makes regarding the provision of financial services. In so doing, the Fund aims to uphold its reputation, for acting responsibly and with integrity in supporting customers whilst respecting the laws and regulations, as well as meeting internationally accepted standards of responsible business conduct.

(d) Operational risk

Operational risk is the risk of loss (or unintended gain/profit) arising from inadequate or failed internal processes, personnel and systems, or from external events. This includes employee error, system failures, fraud or some other event which disrupts business processes. The Fund's primary exposure to operational risk arises from business processes, people capabilities, operation of systems and financial reporting activity. Additional exposure is anticipated as the Fund enacts its strategic transformation ambitions.

The Fund's exposure to operational risk is managed and mitigated using the following:

- operational risk policies including, outsourcing and third-party supply;
- a cyclical risk management framework, based on the policy standards, that delivers processes and tools to identify, assess, control and monitor the operational risk exposures;
- corporate insurance programmes to limit the impact of operational risks;
- scenario analysis for operational risk capital requirements, which focus on extreme, yet plausible, events;
- internal and external review of cyber security;
- regular testing of elements of the business continuity and disaster recovery plans.

(e) 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.

For and on behalf of the Scottish Amicable Board members



Bernard Solomons
Chairman
9 May 2018

SCOTTISH AMICABLE FUNDS

REPORT OF THE SCOTTISH AMICABLE BOARD FOR THE YEAR ENDED 31 DECEMBER 2017

Introduction

This report comprises a profit and loss account and balance sheets for the Scottish Amicable Funds for the year ended 31 December 2017 together with explanatory notes.

Financial Performance

The Scottish Amicable Fund as a whole delivered a positive investment return of 9.11% in 2017 (2016: 15.8% return). Much of this investment performance was achieved through the diversified nature of the Fund. As part of its asset allocation process, the fund managers constantly evaluate prospects for different markets and asset classes.

Political Donations

The fund did not make any political donations during the year (2016: nil).

Scottish Amicable Board members

The present members of the Scottish Amicable Board, are shown on page 2. There has been no change since year ended 31 December 2016.

Post balance sheet events

On 16 January 2018 the Group announced a new 10-year partnership with Tata Consultancy Services (TCS), to enhance service for its UK savings and retirement customers. The administration of over four million life and pensions contracts will move from Capita, Prudential's business partner for the past 10 years, to Diligenta, the subsidiary of TCS regulated by the Financial Conduct Authority. TCS will also assume responsibility for the operation of some of Prudential's internal IT infrastructure.

In March 2018, Prudential plc announced its intention to demerge its UK & Europe business ('M&G Prudential') from Prudential plc, resulting in two separately-listed companies. The Fund forms part of M&G Prudential.

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 demonstrate the Group's CR commitments and principles to its stakeholders and provide clarity to its businesses, including the Fund, on where they should focus their CR efforts and resources in the context of their individual markets.

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REPORT OF THE SCOTTISH AMICABLE BOARD FOR THE YEAR ENDED 31 DECEMBER 2017 (CONTINUED)

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.

Statement of the Board's Responsibilities

The Board has accepted responsibility for the preparation of these non-statutory accounts for the year ended 31 December 2017 which are intended by them to give a true and fair view of the state of affairs of the Funds and of the profit or loss for that period. It has decided to prepare the non-statutory accounts in accordance with UK accounting standards (UK Generally Accepted Accounting Practice), including FRS 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland and as if applicable UK law applied to them.

Under the terms of the Scheme the Board must not approve the non-statutory accounts unless it is 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 non-statutory accounts, the Board has:

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

The Board is responsible for such internal control as it determines is necessary to enable the preparation of non-statutory accounts that are free from material misstatement, whether due to fraud or error, and have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the fund and to prevent and detect fraud and other irregularities.

In accordance with its responsibility for the management of the Funds, the Scottish Amicable Board has reviewed and, having received appropriate assurances from PAC and the Monitoring Actuary, has approved the financial statements for the year ended 31 December 2017.

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 18.

Further information on the use of derivatives by the Fund is provided in note 18 (G).

Disclosure to auditor

The members of the Board who held office at the date of approval of this Board report confirm that, so far as they are each aware, there is no relevant audit information of which the Funds' auditor is unaware; and each member has taken all the steps that they ought to have taken as a Board member to make themselves aware of any relevant audit information and to establish that the Funds' auditor is aware of that information.

This confirmation is given and should be interpreted in accordance with the provisions of Section 418 of the Companies Act 2006.

Auditor

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

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REPORT OF THE SCOTTISH AMICABLE BOARD FOR THE YEAR ENDED 31 DECEMBER 2017 (CONTINUED)

provide for the directors, officers and employees of the Company, including the Funds, 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 Funds and other companies within the Group. These indemnities were in force during 2017 and remain in force.

With-Profits Governance

The Company 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 PAC Board has established a With-Profits Committee (WPC), made up of five 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.

The Company has a With-Profits Actuary who has the specific duty to advise the PAC Board on the application of discretion in relation to with-profits business; and a Chief Actuary who provides the PAC Board with certain actuarial advice, and fulfils various statutory duties under the new regulatory reporting regime introduced on 1 January 2016. Both of these are Financial Conduct Authority and Prudential Regulatory Authority approved roles.

The Company has an Independent Governance Committee (IGC), formed as part of the Government's initiative to improve outcomes for pension scheme members. As a large pension scheme provider, the Company is required to set up and support an IGC, whose findings are reported to the Board and the Financial Conduct Authority. The IGC acts solely in the interests of scheme members, and to assess, raise concerns and report on the value for money of the Company's contract-based defined contribution workplace pension schemes on an ongoing basis, ensuring compliance with regulatory and legislative requirements.

The Scottish Amicable Board has an appointed Monitoring Actuary who is employed by, or a partner in, an independent firm of consulting actuaries. The Monitoring Actuary advises the Board as to the proper operation of the Scottish Amicable Funds in order to safeguard the interests and reasonable expectations of the policyholders.

The affairs of the Scottish Amicable Funds have their own Principles of Financial Management which are set out in Schedule 8 of the Scheme legal documents. 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 Chief Actuary 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.

For and on behalf of the Scottish Amicable Board members



JP Miller

Scottish Amicable Board member
9 May 2018

SCOTTISH AMICABLE FUNDS

INDEPENDENT AUDITOR'S REPORT FOR THE YEAR ENDED 31 DECEMBER 2017

Independent auditors' report to The Prudential Assurance Company Limited (the Company) in respect of the Scottish Amicable Funds (the Funds)

Opinion

We have audited the non-statutory accounts of the Funds for the year ended 31 December 2017 which comprise the Balance Sheet, the Profit and Loss Account, the Reconciliation of Movement in the Capital Funds surplus and related notes, including the accounting policies in note. The non-statutory accounts have been prepared for the reasons set out in note 1.

In our opinion the non-statutory accounts:

- give a true and fair view of the state of the Funds' affairs as at 31 December 2017 and of its profit for the year then ended; and
- have been properly prepared in accordance with UK accounting standards, including FRS 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland*; and
- have been prepared in accordance with the requirements of the Companies Act 2006, as if those requirements were to apply.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) ("ISAs (UK)") and the terms of our engagement letter dated 11 July 2017. Our responsibilities are described below. We have fulfilled our ethical responsibilities under, and are independent of the Company in accordance with, UK ethical requirements including the FRC Ethical Standard. We believe that the audit evidence we have obtained is a sufficient and appropriate basis for our opinion.

Going concern

We are required to report to you if we have concluded that the use of the going concern basis of accounting is inappropriate or there is an undisclosed material uncertainty that may cast significant doubt over the use of that basis for a period of at least twelve months from the date of approval of the non-statutory accounts. We have nothing to report in these respects.

Other information

The Scottish Amicable Board (the Board) are responsible for the other information, which comprises the Strategic Report and the Report of the Scottish Amicable Board for the year ended 31 December 2017. Our opinion on the non-statutory accounts does not cover the other information and, accordingly, we do not express an audit opinion or any form of assurance conclusion thereon.

Our responsibility is to read the other information and, in doing so, consider whether, based on our non-statutory accounts audit work, the information therein is materially misstated or inconsistent with the non-statutory accounts or our audit knowledge. Based solely on that work, we have not identified material misstatements in the other information.

The Board's responsibilities

As explained more fully in their statement set out on page 8, the Board are responsible for: the preparation of the non-statutory accounts, which are intended by them to give a true and fair view; such internal control as they determine is necessary to enable the preparation of non-statutory accounts that are free from material misstatement, whether due to fraud or error; assessing the Fund's ability to continue as a going concern, disclosing, as applicable, matters related to going concern; and using the going concern basis of accounting unless they either intend to liquidate the Fund or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities

Our objectives are to obtain reasonable assurance about whether the non-statutory accounts as a whole are free from material misstatement, whether due to fraud or error, and to issue our opinion in an auditor's report. Reasonable

SCOTTISH AMICABLE FUNDS

INDEPENDENT AUDITOR'S REPORT FOR THE YEAR ENDED 31 DECEMBER 2017


assurance is a high level of assurance, but does not guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the non-statutory accounts.

A fuller description of our responsibilities is provided on the FRC's website at www.frc.org.uk/auditorsresponsibilities.

The purpose of our audit work and to whom we owe our responsibilities

Our report has been prepared for the Company solely in connection with the terms of the Scheme for the transfer of the business of the Scottish Amicable Life Assurance Society to The Prudential Assurance Company Limited on 30 September 1997 (the Scheme). It has been released to the Company on the basis that our report shall not be copied, referred to or disclosed, in whole (save for the Company's own internal purposes) or in part, without our prior written consent.

Our report was designed to meet the agreed requirements of the Company determined by the Company's needs at the time. Our report should not therefore be regarded as suitable to be used or relied on by any party wishing to acquire rights against us other than the Company for any purpose or in any context. Any party other than the Company who obtains access to our report or a copy and chooses to rely on our report (or any part of it) will do so at its own risk. To the fullest extent permitted by law, KPMG LLP will accept no responsibility or liability in respect of our report to any other party.



Daniel Cazeaux
For and on behalf of KPMG LLP
Chartered Accountants
15 Canada Square
Canary Wharf
London, E14 5GL
9 May 2018

SCOTTISH AMICABLE FUNDS

PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2017

The technical account reflects the activities of the Fund	Note	2017 £m	2016 £m
Technical Account			
Gross premiums written	2	39.4	50.7
Outward reinsurance premiums		(20.3)	(26.1)
Earned premiums, net of reinsurance		<u>19.1</u>	<u>24.6</u>
Investment income & realised gains	3	596.0	558.8
Unrealised (losses) / gains	3	(69.6)	380.7
		<u>526.4</u>	<u>939.5</u>
Claims incurred, net of reinsurance			
Claims paid - Gross amount		(995.5)	(1,094.4)
Claims paid - reinsurers share		163.5	169.6
Claims paid net of reinsurance		<u>(832.0)</u>	<u>(924.8)</u>
Change in provision for claims - Gross amount		(0.6)	0.4
Change in provision for claims - reinsurers share		—	—
Claims incurred net of reinsurance		<u>(832.6)</u>	<u>(924.4)</u>
Change in long-term business provisions			
Gross amount	13	380.8	(41.9)
Reinsurers share	13	(24.4)	89.7
		<u>356.4</u>	<u>47.8</u>
Other charges			
Net operating expenses	5	(35.0)	(47.1)
Investment expenses and charges	3	(19.4)	(29.5)
Tax attributable to the long term business	6	(14.9)	(10.9)
		<u>(69.3)</u>	<u>(87.5)</u>
Transfer to Fund for Future Appropriations	7	<u>—</u>	<u>—</u>
The non-technical account reflects the activities of the Capital Fund		2017 £m	2016 £m
Non-technical account			
Balance on the long-term business technical account		—	—
Investment income & realised gains		81.1	21.9
Unrealised gains		9.9	103.1
Investment expenses and charges		(0.1)	(0.1)
Interest charges		—	(0.2)
Profit on ordinary activities before tax		<u>90.9</u>	<u>124.7</u>
Tax on profit on ordinary activities			
Current tax charge		(2.0)	(1.7)
Deferred tax credit / (charge)		0.6	(2.7)
Profit for the financial year		<u>89.5</u>	<u>120.3</u>

The accounting policies on pages 16 to 19 along with the accompanying notes on pages 19 to 35 form an integral part of the financial statements.

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STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2017

		2017 £m	2016 £m
Balance on the long-term business technical account		—	—
Other comprehensive income;			
Actuarial gains / (losses) on defined benefit pension schemes	8	2.4	(7.9)
Deferred tax (charge) / credit		(0.4)	1.3
Transfer from (to) the fund for future appropriations		(2.0)	6.6
Total comprehensive income for the financial year		<u>—</u>	<u>—</u>

The accounting policies on pages 16 to 19 along with the accompanying notes on pages 19 to 35 form an integral part of the financial statements.

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BALANCE SHEET FOR THE FUND AS AT 31 DECEMBER 2017

	Note	2017 £m	2016 £m
Investments			
Investments in group undertakings	9	477.4	452.5
Other financial investments	10	5,015.8	5,402.5
		<u>5,493.2</u>	<u>5,855.0</u>
Reinsurers' share of technical provisions			
Long-term business provision	13	417.3	456.9
Technical provisions for linked liabilities		1,739.2	1,725.7
		<u>2,156.5</u>	<u>2,182.6</u>
Debtors	11	<u>36.2</u>	<u>19.7</u>
Other assets			
Cash at bank and in hand		210.2	195.4
Prepayments and accrued income			
Accrued interest and rent		23.8	26.8
Other prepayments and accrued income		2.9	3.4
		<u>26.7</u>	<u>30.2</u>
		<u>7,922.8</u>	<u>8,282.9</u>
Subordinated liabilities	14	<u>100.0</u>	<u>100.0</u>
Fund for future appropriations	7	<u>-</u>	<u>-</u>
Technical provisions			
Long-term business provision	13	5,856.5	6,258.7
Claims outstanding	13	70.4	69.7
		<u>5,926.9</u>	<u>6,328.4</u>
Technical provisions for linked liabilities	13	<u>1,741.0</u>	<u>1,719.3</u>
Provisions for other risks and charges			
Deferred taxation	6	36.9	37.7
Provisions for DB Pensions		4.1	7.1
		<u>41.0</u>	<u>44.8</u>
Creditors			
Derivative Liabilities	18	16.5	19.0
Other creditors including taxation and social security	12	97.4	71.3
		<u>113.9</u>	<u>90.3</u>
Accruals and deferred income		<u>-</u>	<u>0.1</u>
		<u>7,922.8</u>	<u>8,282.9</u>

The accounting policies on pages 16 to 19 along with the accompanying notes on pages 19 to 35 form an integral part of the financial statements.

The accounts on pages 12 to 35 were approved by the Scottish Amicable Board on 9 May 2018.



JP Miller
Board member

SCOTTISH AMICABLE FUNDS

BALANCE SHEET FOR THE CAPITAL FUND AS AT 31 DECEMBER 2017

	2017 £m	2016 £m
Investments		
Land and buildings	92.1	85.7
Other financial investments	803.6	794.1
	<u>895.7</u>	<u>879.8</u>
Other assets		
Cash at bank and in hand	81.1	71.3
	<u>976.8</u>	<u>951.1</u>
Capital Fund surplus	<u>828.4</u>	<u>881.8</u>
Provisions for other risks and charges		
Deferred taxation	3.6	4.2
Creditors		
Amounts due to fellow group undertakings	142.9	63.3
Tax payable	1.9	1.8
Other creditors including taxation and social security	144.8	65.1
	<u>976.8</u>	<u>951.1</u>

Reconciliation of the movement in the Capital Fund surplus for the year ended 31 December 2017

	2017 £m	2016 £m
Profit for the financial year	89.5	120.3
Reduction by reason of excess	(142.9)	(63.3)
Capital Fund surplus at beginning of year	881.8	824.8
Capital Fund surplus at end of year	<u>828.4</u>	<u>881.8</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.

The accounting policies on pages 16 to 19 along with the accompanying notes on pages 19 to 35 form an integral part of the financial statements.

SCOTTISH AMICABLE FUNDS

NOTES TO THE FINANCIAL STATEMENTS

1. Accounting Policies

A. Fund Information

Scottish Amicable Funds (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 Fund is a sub-fund of The Prudential Assurance Company Ltd (PAC). PAC is a private limited company and is incorporated and registered in England and Wales. The address of its registered office is Laurence Pountney Hill, London EC4R 0HH.

B. Basis of Preparation

The financial statements are prepared in accordance with Part 15 of the Companies Act 2006 (the Act) and Schedule 3 of The Large and Medium-sized Companies and Groups (Accounts and Reports) Regulations 2008 (the Regulations) as if they applied to the Funds. The financial statements comply with applicable accounting standards including Financial Reporting Standard 102, "The Financial Reporting Standard applicable in the UK and Republic of Ireland" (FRS 102) and Financial Reporting Standard 103, "Insurance Contracts" (FRS 103), 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 Fund and the 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 PAC'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 Fund is a sub-fund of PAC and PAC's ultimate parent, Prudential plc, includes PAC in its consolidated financial statements. Details of where to obtain copies of the consolidated accounts are disclosed in note 17. In these financial statements, the Fund is considered to be a qualifying entity and has applied the exemptions available under FRS 102 in respect of the requirement to present a cash flow statement and related notes.

The financial statements are prepared in sterling (£) which is the functional currency of the Funds and rounded to the nearest million (£m).

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

The preparation of the financial statements requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Funds accounting policies. The table below sets out the areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements.

Critical accounting estimates and assumptions	Accounting policy/note reference
Measurement of long-term business provision	C and 13
Determination of fair value of financial investments	E and 18

The Board has a reasonable expectation that the Funds will be able to continue in operational existence for the foreseeable future 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 and its parent company, which is the ultimate parent company, are continuing to trade profitably and there are no plans for liquidation.

The Company, of which the Funds are a part, is a subsidiary within the Prudential Group and it and its parent company, which is also the ultimate parent company, are continuing to trade profitably and there are no plans for liquidation. Prudential plc and the Company have put in place intra-group arrangements to formalise circumstances in which capital support would be made available by Prudential plc. While it is considered unlikely that such support will be required, the arrangements are intended to provide additional comfort to the Company and its policyholders.

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

The Company, of which the Funds are a part, is supported by its inherited estate, generates positive cashflows and has very low debt-financing. As detailed in the Strategic Report on page 3, 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, including its exposure to credit risk and liquidity risk.

In assessing the going concern of the Funds, the Board has assessed the current and projected solvency position under Solvency II and considers it to have an appropriate capital surplus.

C. Long-term Business

i. 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 recognised. Premiums exclude any taxes or duties based on premiums.

Claims paid include maturities, annuities, surrenders and death claims. Maturity claims are accounted for on the policy maturity date. Annuity claims are accounted for when the annuity becomes due for payment. Surrenders are accounted for when paid and death claims 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.

The fund for future appropriations (FFA) at the balance sheet date represents all funds where the allocation to policyholders has not been determined at the balance sheet date.

In determining the amount of liabilities and FFA 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 FFA would have been £280m (2016: £125m) rather than zero.

ii. Long-term business provision

The assumptions used to calculate the long-term business provisions are described in note 13.

The Fund applies FRS 103, which requires with-profits funds to use the realistic value of liabilities as the basis for the estimated value of the liabilities to be included in the financial statements.

The 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 classes of business a prospective bonus reserve valuation is performed instead, valuing future claims and expenses using the expected future bonus rates.

The FPRL include a market consistent valuation of the costs of guarantees, options and smoothing. This is determined using stochastic modelling. The liabilities include £460m (2016: £477m) 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 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.

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

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 payments due from or premiums due to reinsurers and the reinsurers' share of technical provisions. The measurement of reinsurers' share of technical provisions 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. Investment income and realised and unrealised gains or losses of the Capital Fund are included in the non-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.

Investments in group undertakings and participating interests are carried at fair value through profit and loss and long-term business investments are taken to the technical account. Investments of the Capital Fund are taken to the non-technical account.

The Funds have chosen to account for their financial instruments in accordance with FRS 102.11.2(b) which applies the recognition and measurement provisions of IAS 39 (as adopted for use in the EU) with disclosure requirements of FRS 102.11 *Basic Financial Instruments* (FRS 102.11) and FRS 102.12 *Other Financial Instruments* (FRS 102.12) 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. 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 18.

- (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.

Basic financial assets, including debtors and cash at bank and in hand are initially recognised at transaction price plus attributable transaction costs. Subsequent to initial recognition they are measured at amortised cost using the effective interest method and subject to impairment reviews where appropriate.

The Fund uses derivatives for the purpose of efficient portfolio management or the reduction in investment risk. In so doing, the Fund obtains cost effective and efficient exposure to various markets to manage exposure to interest rate, currency, credit and other business risks. Derivatives are carried at fair value with movements in fair value being recorded in the long term technical account or non-technical account. The Fund has opted not to apply hedge accounting to derivatives.

SCOTTISH AMICABLE FUNDS

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

F. Financial Liabilities

Financial liabilities are designated as either fair value through profit and loss, amortised cost or investment contracts with DPF accounted for under FRS 103.

The Fund holds financial liabilities on the following bases:

- (i) Financial liabilities at fair value through profit and loss - these comprise derivatives. Derivative liabilities and certain creditors 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.
- (ii) Financial liabilities that are not valued at fair value through profit and loss and are not investment contracts with DPF are mainly creditors shown at settlement value.
- (iii) Investment contracts with DPF are accounted for under FRS 103.
- (iv) The subordinated liability is valued at amortised cost.

G. Taxation

Tax on the profit or loss for the year comprises current and deferred tax. 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.

Current tax is the expected tax payable on all taxable profits arising in the current year, using tax rates enacted or substantively enacted at the balance sheet date, and any adjustment to tax payable in respect of previous years. Taxable profits have been calculated using accounting profit or loss as a starting point.

Deferred tax is provided on timing differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax is measured at the tax rate that is expected to apply to the reversal of the related difference, using tax rates enacted or substantively enacted at the balance sheet date.

Unrelieved tax losses and other deferred tax assets are recognised only to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits.

Except where otherwise required by accounting standards, full provision for deferred tax without discounting is made for all timing differences which have arisen but not reversed at the balance sheet date.

H. 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.

I. Provisions and contingencies

Appropriate provision is made in the financial statements where the Fund either has an obligation, or it is probable that it has an obligation, arising from past events and a reliable estimate of the obligation can be made. Consistent with FRS 102.21 *Provisions and Contingencies* (FRS 102.21) no provisions are made for contingent liabilities.

2. Gross premium analysis

	2017 £m	2016 £m
Gross premiums written:		
Direct	25.4	29.8
Reinsurance accepted	14.0	20.9
	<u>39.4</u>	<u>50.7</u>

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

SCOTTISH AMICABLE FUNDS

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

	2017 £m	2016 £m
By individual and group		
Individual business	24.8	29.6
Group contracts	0.6	0.2
	<u>25.4</u>	<u>29.8</u>
By frequency		
Regular premiums	24.8	29.5
Single premiums	0.6	0.3
	<u>25.4</u>	<u>29.8</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.

3. Investment income and expenses

(a) Investment income and realised gains and (losses)	2017 £m	2016 £m
Income from:		
Land and buildings	0.2	16.1
Listed investments	154.8	167.6
Unlisted investments	22.8	22.3
Other investments	25.5	21.5
Interest receivable from group undertakings	1.7	54.4
Other income	4.9	6.2
Total income	<u>209.9</u>	<u>288.1</u>

Realised gains and (losses) from:

Land and buildings	—	140.7
Loans and receivables	0.1	3.2
Realisation of investments at fair value through profit and loss other than derivatives	322.7	363.5
Exchange (losses) / gains	(3.8)	28.1
Realisation of derivatives	67.1	(264.8)
Total realised gains	<u>386.1</u>	<u>270.7</u>

Total investment income and realised gains and losses

<u>596.0</u>	<u>558.8</u>
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(b) Unrealised gains and (losses) on investments	2017 £m	2016 £m
Land and buildings	—	(144.9)
Equity	64.2	263.2
Bonds	(82.9)	158.9
Other	(50.9)	103.5
	<u>(69.6)</u>	<u>380.7</u>

(c) Investment expenses and charges	2017 £m	2016 £m
Investment management fees payable to group undertakings	10.5	17.0
Property investment expenses	0.4	4.0
Interest payable to group undertakings	8.5	8.5
	<u>19.4</u>	<u>29.5</u>

All income is on assets measured at fair value with the exception of interest income on loans and receivables which was £2.3m for the year ended 31 December 2017 (2016: £3.8m). All interest expense is on financial liabilities measured at fair value with the exception of interest expense on loans which was £8.5m for the year ended 31

SCOTTISH AMICABLE FUNDS

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

December 2017 (2016: £8.5m). All gains above are measured on assets at fair value with the exception of gains (losses) on loans and receivables.

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 2017 was £354.2m (2016: £348.9m).

5. Net operating expenses

	2017 £m	2016 £m
Capital fund support charge	8.0	8.0
Commission	0.3	0.4
Benchmarking rebates	(3.4)	(5.7)
Administration charges	30.1	44.4
	<u>35.0</u>	<u>47.1</u>

The remuneration of the auditors in respect of the non-statutory audit was £81,350 (2016: £81,350). The remuneration of the monitoring actuary for the year was £92,510 (2016: £110,499). The emoluments for the highest paid board member were £46,992 (2016: £45,700). Total Board member fees payable in the year to 31 December 2017 were £183,290 (2016: £179,992).

In the 2016 Notes to the Financial Statements, Commission was £(5.3)m. This has been re-categorised between Commission and Benchmarking rebates in order to provide a more meaningful analysis.

6. Taxation

(a) Tax charged	2017 £m	2016 £m
Current tax:		
UK corporation tax on profit for the year	12.9	15.5
Adjustment in respect of previous years	(0.8)	(17.5)
Overseas tax	4.0	4.9
	<u>16.1</u>	<u>2.9</u>
Deferred tax:		
Origination and reversal of timing differences	(1.2)	8.0
	<u>14.9</u>	<u>10.9</u>
(b) Provision for deferred tax	2017 £m	2016 £m
Deferred tax:		
Acceleration of capital allowances	0.7	0.5
Unrealised investment gains	37.2	38.7
Pension	(0.9)	(1.3)
Deferred acquisition costs	(0.1)	(0.2)
Total provisions	<u>36.9</u>	<u>37.7</u>

Movements on deferred tax liabilities are as follows:

Deferred tax liability at 1 January	37.7	31.0
Deferred tax charged/(credited) in the year	(1.2)	8.0
Deferred tax from statement of other comprehensive income - current year	0.4	(0.9)
Deferred tax from statement of other comprehensive income - prior year	—	(0.4)
Deferred tax liability at 31 December	<u>36.9</u>	<u>37.7</u>

SCOTTISH AMICABLE FUNDS

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

7. Fund for future appropriations

The fund for future appropriations is £nil (2016: £nil) as the Fund will be pursuant to the Scheme fully distributed to its members.

8. Defined Benefit Pension Schemes

The majority of staff employed by the Prudential Group in the UK are members of the Prudential Group's pension schemes. The largest scheme is the Prudential Staff Pension Scheme (PSPS). This scheme is primarily a defined benefit scheme. This scheme was closed to new employees on 31 July 2003. Employees after this date are enrolled in the defined contribution section of the scheme. At 31 December 2017, the underlying PSPS liabilities account for 82% (2016: 82%) of the aggregate liabilities of the Prudential Group's defined benefit schemes. There is also a smaller defined benefit scheme, Scottish Amicable Staff Pension Scheme (SASPS).

The contributions into the schemes are payable at the minimum level of contributions required under the scheme rules. Employer contributions for ongoing service of current employees are apportioned in the ratio relevant to current activity. Further details of the pension schemes operated by the Company are disclosed in the accounts of the Company and Prudential Financial Services Limited.

9. Investments

Investments in group undertakings	2017 £m	2016 £m
Current value:		
Shareholdings	462.3	434.5
Loans	15.1	18.0
	<u>477.4</u>	<u>452.5</u>
Cost:		
Shareholdings	364.0	365.2
Loans	15.1	18.0

10. Other financial investments

	Cost		Carrying value	
	2017 £m	2016 £m	2017 £m	2016 £m
<u>Fair value through profit and loss</u>				
Shares and other variable yield securities and units in unit trusts	1,898.0	2,162.0	2,576.2	2,806.3
Debt securities and other fixed income securities	1,688.4	1,716.9	1,903.8	2,015.2
Mortgage loans	—	—	—	—
Participation in investment pools	111.3	119.6	173.8	201.7
Derivative asset	—	—	70.3	64.0
<u>Amortised Cost</u>				
Loans to policyholders secured by insurance policies	1.7	2.2	1.7	2.2
Other loans	42.0	43.2	41.0	42.4
Deposits with credit institutions	249.0	270.7	249.0	270.7
	<u>3,990.4</u>	<u>4,314.6</u>	<u>5,015.8</u>	<u>5,402.5</u>

The table below analyses the derivative positions of the Fund.

SCOTTISH AMICABLE FUNDS

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

	2017 £m		2016 £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	50.7	11.1	50.3	11.8
Cross currency swaps	0.5	—	—	—
Currency exchange forward contracts	17.5	4.1	12.9	5.3
Bond futures	0.6	0.7	0.1	1.9
Credit default swaps	—	—	—	—
Derivative financial instruments held to manage equity risk and for efficient investment management:				
Equity index futures contracts	1.0	0.6	0.8	—
Total at 31 December	<u>70.3</u>	<u>16.5</u>	<u>64.1</u>	<u>19.0</u>

11. Debtors

	2017 £m	2016 £m
Amounts due from fellow group undertakings	9.2	3.4
Tax recoverable	13.9	12.5
Other	13.1	3.8
Total	<u>36.2</u>	<u>19.7</u>

Debtors include £0.1m (2016: £0.1m) due after more than one year.

12. Other creditors including tax and social security

	2017 £m	2016 £m
Amounts due to fellow group undertakings	32.1	15.5
Tax payable	0.7	0.8
Stock lending creditor	54.3	46.3
Other	10.3	8.7
Total	<u>97.4</u>	<u>71.3</u>

SCOTTISH AMICABLE FUNDS

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

13. Long-term business provision

i) Analysis of movements in insurance liabilities

	Technical provisions		
	Technical Provisions £m	Linked liabilities £m	Total £m
At 1 January 2016	6,358.3	1,647.9	8,006.2
Premiums	25.3	(0.7)	24.6
Surrenders	(151.3)	22.2	(129.1)
Maturities/Deaths	(600.5)	(25.5)	(626.0)
Shareholders' transfers post tax	—	—	—
Switches	—	(151.2)	(151.2)
Investment-related items and other movements	682.0	221.7	903.7
Foreign exchange translation differences	14.6	4.9	19.5
As at 31 December 2016/1 January 2017	6,328.4	1,719.3	8,047.7
Premiums	19.8	(0.7)	19.1
Surrenders	(159.3)	15.0	(144.3)
Maturities/Deaths	(513.5)	(15.7)	(529.2)
Shareholders' transfers post tax	—	—	—
Switches	—	(158.4)	(158.4)
Investment-related items and other movements	255.5	184.3	439.8
Foreign exchange translation differences	(4.0)	(2.8)	(6.8)
As at 31 December 2017	5,926.9	1,741.0	7,667.9

ii) Determining insurance liabilities

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 primarily in relation to investment returns, expenses and miscellaneous surplus. The assumptions include past expense write-offs and enhancements to asset shares, and are used when calculating asset shares for the purpose of bonus setting.

The 2017 year end Investment Return for assets backing asset shares is:

Gross return	10.31%
Net return	8.99%

SCOTTISH AMICABLE FUNDS

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

Prospective assumptions

Prospective assumptions are required for the adjustments to asset shares where a prospective calculation gives a higher result 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.

Expense assumptions have been revised to reflect the most recent experience, and expected expenditure over the business planning period. The assumptions have also been revised to allow for the effect of the contracts signed with TCS and discussed in note 21 post balance sheet events. Under these contracts the costs for the administration of some of the Company's existing business and some future new business are fixed. In addition the new arrangements are expected to deliver new systems and processes that will reduce the costs of implementing one-off developments in future. Accordingly, an element of the savings expected to be obtained from the contracts signed with TCS have been incorporated into the expected expenses used for setting the expense assumptions.

The table below shows the 2017 mortality bases:

Product	Mortality Table (M/F)	Age Rating Years (M/F)	Multiplier % (M/F)
Accumulating With Profits Life Business	AMC00 / AFC00	+1 / +1	45
Conventional With Profits Life Business	AMC00 / AFC00	+1 / +1	55
Accumulating With Profits Pensions Business	AMC00 / AFC00	+1 / +1	40
Conventional With Profits Pensions Business	AMC00 / AFC00	+1 / +1	35

For mortality and persistency, the assumptions for asset share adjustments are the best estimate European Embedded Value assumptions. The persistency assumptions used to value the cost of options and guarantees are reduced by a 10% margin to make an allowance for the impact of policyholders' group actions in extreme market scenarios.

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.

Separate asset models are used for the risk free rate (assumed to be the UK swap rate), UK equities, overseas equities, corporate bonds and real interest rates. Where appropriate securities or derivatives are traded, it has been demonstrated that the model is able to closely reproduce these prices. Where this is not the case (for example corporate bonds) expert judgement has been applied. Allowance has also been made 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 policies that the company will employ under varying investment conditions. The 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 2016.

Other non-linked business

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

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

	2017		2016	
	Interest rate	Actuarial mortality table reference	Interest rate	Actuarial mortality table reference
Non profit retirement annuities				
In deferment	1.828	65% AMC00/AFC00+1yr // 80.7% (male), 71.7% (female)	2.040	90% AM/AF92+1yr // 83.2% PCMA00, 73.9% PCFA00
//				
In payment		of PCxA00 and the core calibration of the CMI's 2015 mortality model, with a long-term mortality improvement rate of 2.25 % for males and 2.00% for females		with improvements in line with a custom calibration of the CMI's 2014 mortality model, with a long-term mortality improvement rate of 2.25 % for males and 1.50% for females
Non profit immediate annuities	Fixed (pre-2019): 2.383 Fixed (post-2019): 2.395 Linked (pre-2019): 3.021 Linked (post-2019): 3.033	89.9% (male), 84.7% (female) of PCxA00 and the core calibration of the CMI's 2015 mortality model, with a long-term mortality improvement rate of 2.25 % for males and 2.00% for females	Fixed: 2.543 Linked: 3.040	89.1% PCMA00, 82.0% PCFA00 with improvements in line with a custom calibration of the CMI's 2014 mortality model, with a long-term mortality improvement rate of 2.25 % for males and 1.50% for females
Non profit life assurances	1.462	85% AMC00/AFC00+1yr	1.632	100% AM/AF92+1yr plus 1/3 AIDS 'R6A'
Non profit pension assurances	1.828	65% AMC00/AFC00+1yr	2.040	90% AM/AF92+1 plus 1/3 AIDS 'R6A'

- For Non-profit retirement annuities (in payment), life expectancy at age 65 (for someone currently aged 45) has decreased from 30.5 years to 30.1 years for males and increased from 30.6 years to 32.3 years for females. The decrease in males is the result of weaker mortality improvements under CMI2015, however for females there is an increase as the impact of the increase in long term mortality improvement rates is more significant than the change from CMI14 to CMI15.
- For Non-profit immediate annuities, life expectancy at age 65 has decreased from 29.9 years to 29.1 years for males and increased from 29.8 years to 30.8 years for females. The decrease in males is the result of weaker mortality improvements under CMI2015, however for females there is an increase as the impact of the increase in long term mortality improvement rates is more significant than the change from CMI14 to CMI15.
- For life assurances, the probability of death for someone aged 45 before the end of a 20 year policy is 11.2% for men and 7.4% for women. For pension assurances, the probability of death for someone aged 45 before the end of a 20 year policy is 5.7% for men and 1.2% for women.

Other long term business provision

At 31 December 2017 a provision of £7.5m (2016: £10.6m) 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. As described above, in addition a provision of £503m (2016: £571m) is held to cover the Fund's exposure due to guaranteed annuities.

ii) Effect of changes in assumptions used to measure insurance assets and liabilities

The aggregate effect of assumption changes in 2017 was a net credit to the FFA of £84.0m (2016: net credit of £2.0m), relating to changes in guaranteed annuity take-up rates, mortality, expense, persistency and tax assumptions, where appropriate in the two periods.

SCOTTISH AMICABLE FUNDS

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

14. 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 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 £104.0m (2016 £107.5m). The bonds are guaranteed by the Fund and are expected to be redeemed on or before June 2018.

15. Contingent liabilities

There are no contingent liabilities as at 31 December 2017 (2016: nil).

16. Related party transactions

The Company, of which the Funds are a part, has taken advantage of the exemption under 1(A) of FRS 102.33 *Related Party Disclosures* from disclosing transactions with other wholly owned subsidiary undertakings of the Prudential group.

17. Ultimate and immediate parent companies

The Funds are a part of PAC and PAC's ultimate and immediate parent is Prudential Plc, which is the parent company that prepares group accounts. Copies of these accounts can be obtained from the Company Secretary, Laurence Pountney Hill, London, EC4R 0HH.

18. 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 103 as described in the Accounting Policies section.

SCOTTISH AMICABLE FUNDS

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

2017 £m	Fair value through profit and loss	Loans and receivables	Total carrying value	Fair value
Financial Assets				
Deposits with credit institutions	—	249.0	249.0	249.0
Equity securities and portfolio holdings in unit trusts	2,576.2	—	2,576.2	2,576.2
Debt securities and other fixed income securities	1,903.8	—	1,903.8	1,903.8
Loans (note i)	—	42.7	42.7	43.7
Other investments (note ii)	173.8	—	173.8	173.8
Derivative asset	70.3	—	70.3	70.3
Accrued investment income	—	26.7	26.7	26.7
Other debtors	—	22.3	22.3	22.3
Cash at bank and in hand	—	210.2	210.2	210.2
Total	4,724.1	550.9	5,275.0	5,276.0

	Fair value through profit and loss	Amortised cost	Investment contracts with DPF	Total carrying value	Fair value
Financial Liabilities					
Subordinated liabilities	—	100.0	—	100.0	104.4
Investment contracts with discretionary participation features (note iii)	—	—	380.0	380.0	—
Other creditors	—	96.8	—	96.8	96.8
Derivative liabilities	16.5	—	—	16.5	16.5
Total (note iv)	16.5	196.8	380.0	593.3	217.7

2016 £m	Fair value through profit and loss	Loans and receivables	Total carrying value	Fair value
Financial Assets				
Deposits with credit institutions	—	270.7	270.7	270.7
Equity securities and portfolio holdings in unit trusts	2,806.3	—	2,806.3	2,806.3
Debt securities and other fixed income securities	2,015.2	—	2,015.2	2,015.2
Loans (note i)	—	44.6	44.6	45.4
Other investments (note ii)	201.7	—	201.7	201.7
Derivative asset	64.0	—	64.0	64.0
Accrued investment income	—	30.2	30.2	30.2
Other debtors	—	7.1	7.1	7.1
Cash at bank and in hand	—	195.4	195.4	195.4
Total	5,087.2	548.0	5,635.2	5,636.0

	Fair value through profit and loss	Amortised cost	Investment contracts with DPF	Total carrying value	Fair value
Financial Liabilities					
Subordinated liabilities	—	100.0	—	100.0	107.5
Investment contracts with discretionary participation features (note iii)	—	—	399.3	399.3	—
Other creditors	—	70.5	—	70.5	70.5
Derivative liabilities	19.0	—	—	19.0	19.0
Total (note iv)	19.0	170.5	399.3	588.8	197.0

SCOTTISH AMICABLE FUNDS

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

Notes

- i. Loans and receivables are reported net of allowance for loan losses of £5.6m (2016: £5.2m).
- ii. Other investments include participation in various investment funds and limited liability property partnerships.
- iii. 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.
- 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 2017 and 2016.

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 which are held at fair value through profit and loss 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 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 or paid. Where appropriate, the observable market interest rate has been used.

The estimated fair value of derivative financial instruments reflects the estimated amount the Fund 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.

The fair value of other financial liabilities is determined using discounted cash flows of the amounts expected to be paid.

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 FRS102.34 *Specialist Activities Financial Institutions* (FRS 102.34) para. 22 defined fair value hierarchy (and also includes loans carried at amortised cost in the balance sheet but for which the fair value is disclosed in the financial statements). 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

SCOTTISH AMICABLE FUNDS

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

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.

In addition level 2 includes debt securities that are valued internally using standard market practices. Of the total level 2 debt securities of £1,696.5m (2016: £1,769m), £88.8m (2016: £107.4m) 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. 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 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 which are exposed to bespoke properties or risks and 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.

2017 £m	Level 1	Level 2	Level 3	Total
Equity securities	2,510.4	65.0	0.8	2,576.2
Debt securities	206.3	1,696.5	1.0	1,903.8
Loans at FVTPL	—	33.1	9.0	42.1
Other investments (including derivative assets)	1.6	106.7	135.9	244.2
Derivative liabilities	(1.3)	(15.2)	—	(16.5)
Total financial investments, net of derivative liabilities	2,717.0	1,886.1	146.7	4,749.8
Total	2,717.0	1,886.1	146.7	4,749.8
Percentage of total	57%	40%	3%	100%

2016 £m	Level 1	Level 2	Level 3	Total
Equity securities	2,734.9	70.8	0.7	2,806.3
Debt securities	245.3	1,769	0.9	2,015.2
Loans at FVTPL	—	36.4	7.7	44.1
Other investments (including derivative assets)	0.8	118.2	146.7	265.7
Derivative liabilities	(1.9)	(17.1)	—	(19)
Total financial investments, net of derivative liabilities	2,979.1	1,977.3	156.0	5,112.3
Total	2,979.1	1,977.3	156.0	5,112.3
Percentage of total	58%	39%	3%	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.

B. 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

SCOTTISH AMICABLE FUNDS

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

Fund's operating results and financial condition. The financial risk categories affecting the Fund's financial instruments and insurance assets and liabilities are set out below:

Risk Type	Definition
Market risk	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.
Credit risk	The risk of loss for the Fund or of adverse change in the financial position, resulting from fluctuations in the credit standing of issuers of securities, counterparties and any debtors in the form of default or other significant credit event (e.g. downgrade or spread widening).
Insurance risk	The risk of loss for the Fund, 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. These include adverse longevity, mortality and morbidity experience.
Liquidity risk	The risk that the Fund may be unable 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.

C. Market Risk

Market risk is the risk of loss, or of adverse change in the financial situation resulting directly or indirectly, from fluctuations in the level or volatility of market prices of assets and liabilities.

Market risk for the Fund comprises four types of risk, namely:

- Equity: due to fluctuations in equity prices;
- Interest rate: due to changes in market interest rates;
- Currency: due to changes in foreign exchange rates; and
- Other assets / alternative investments: due to fluctuations in any other market prices or alternative investments (other than those detailed above).

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 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 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.

Sensitivity to market risks has no impact on profits and equity as the Fund does not generate a profit. This is because the movement in liabilities is fixed to ensure no result emanates.

Currency Risk

As at 31 December 2017, the Fund held 49% (2016: 46%) and 14% (2016: 8%) 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.

D. Credit risk

The Fund's long-term fund holds large amounts of 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.

Debt Securities and Other Fixed Income Securities

The following table summarises by the rating the securities held by the Fund as at 31 December 2017 and 2016:

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NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

	2017 £m	2016 £m
S&P – AAA	159.2	153.0
S&P – AA+ to AA-	284.2	374.1
S&P – A+ to A-	466.1	480.4
S&P – BBB+ to BBB-	523.3	518.9
S&P –Other	104.4	131.2
	<u>1,537.2</u>	<u>1,657.6</u>
Moody's – Aaa	47.6	39.2
Moody's –Aa1 to Aa3	68.9	54.9
Moody's –A1 to A3	47.3	50.3
Moody's – Baa1 to Baa3	43.0	37.1
Moody's – Other	1.2	2.0
	<u>208.0</u>	<u>183.5</u>
Fitch	11.9	10.3
Other	146.7	163.8
Total debt securities and other fixed income securities	<u>1,903.8</u>	<u>2,015.2</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 2017 which are not externally rated, £91.7m (2016: £99.7m) were internally rated AAA to A-, £47.6m (2016: £58.7m) were internally rated BBB+ to B- and £7.4m were internally rated as below B- or unrated (2016: £5.4m).

Loans and receivables

Of the total loans and receivables £Nil (2016: £Nil) 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 2017, impairment losses of £0.3m (2016: £4.1m) 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 2017, the Fund had lent £184m (2016: £244m) of securities and held collateral under such agreements of £285m (2016: £300m).

During 2017 and 2016 the Fund did not take possession of any other collateral held as security.

Collateral and pledges under derivative transactions

The amount pledged for assets in respect of Over-the-Counter derivative transactions and repurchase arrangements was £53m (2016: £58m).

E. Insurance risk

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 (current and deferred) annuity customers live longer than expected in the Fund's current reserving assumptions, and as a result future reserving and capital assumptions are changed.

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

The Fund conducts rigorous research into longevity risk, using data from its annuitant portfolio. As part of its pension annuity reserving policy, mortality rates are reviewed annually using external data at levels based on the Fund's calibration of the Continuous Mortality Investigations (CMI) 2015 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. Further 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.

Mortality and morbidity risks relate to assumptions around the expected number of deaths or illnesses used in calculating reserves. These are relevant for those lines of business where the customer payoff is dependent on death or illness. If the actual mortality or morbidity rates were significantly higher than those assumed in 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.

Unit-linked business, by virtue of the design features of most of the contracts which provide low levels of mortality cover, the profits are relatively insensitive to changes in mortality experience.

Mortality and other insurance risk are relatively minor factors in the determination of the bonus rates. Adverse persistency experience can affect the level of profitability from with-profits.

F. 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. Liquidity risk is carefully managed in particular in relation to: bank balances, cashflow 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.

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.

Liquidity analysis

(i) Contractual maturities of financial liabilities

The loan provided by SAF plc is expected to be repaid in full on or before 30 June 2018.

(ii) Maturity analysis of derivatives

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

	2017 £m	2016 £m
Derivative assets	70.3	64.0
Derivative liabilities	(16.5)	(19.0)
Net derivative position	<u>53.8</u>	<u>45.0</u>

The maturity date of the derivatives is less than one year as at the end of 2017 and 2016. 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.

G. Derivatives

The Fund uses derivatives for the purpose of efficient portfolio management or the reduction in investment risk. In so doing, the Fund obtains cost effective and efficient exposure to various markets and to manage exposure to

SCOTTISH AMICABLE FUNDS

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

equity, interest rate, currency, credit and other business risks. The Fund has opted not to apply hedge accounting to derivatives.

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.

All over-the-counter derivative transactions are conducted under standardised ISDA (International Swaps and Derivatives Association Inc) master agreements and CSA (Credit Support Annex). 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 Fund also has the ability to enter into cleared derivative positions under the EMIR (European Market Infrastructure Regulation).

There are hedging arrangements in place for the liabilities. In addition to some product/purpose specific arrangements, the main objective of the hedging arrangement is to broadly match a subset of the market consistent liabilities and hence protect the Solvency II position of the with-profits business against adverse market movements. A benchmark of a theoretical replicating portfolio (comprising of equity put options and interest rate exposures) representing the liabilities has been determined, based on characteristics of the with-profits liability. The Fund deals in an appropriate amount of hedging instruments so that movements in the instruments held reflect movements in the benchmark put options representing the liabilities. The actual and required hedging positions are monitored at least monthly, and the 1-month Value at Risk between the assets and benchmark is calculated. If this amount is significant, then an assessment is made as to whether or not to address the balance, and how much to rebalance. Automatic rebalancing is triggered if the monthly Value at Risk position of the hedges exceed the agreed threshold.

The total fair value balances of derivative assets and derivative liabilities are shown in note 10.

19. Capital Requirements and Management (unaudited)

The introduction of Solvency II at the start of 2016 changed the capital dynamics of the Fund's operations which are directly impacted by this change. In overview, it permitted the inclusion of future profits in the available capital of the business but increased the statutory capital requirements.

The Solvency II surplus for the Funds at 31 December 2017 is £716m (2016: £524m) however this is reduced to £573m (2016: £461m) following the annual Scottish Amicable Capital Fund rebalancing payment.

The Solvency II Pillar I capital requirements at 31 December 2017 have been calculated using the Funds' Internal Capital Model. The method used to calculate the capital has been to:

- (i) identify the major risks to which the business is exposed,
- (ii) specify a probability distribution which defines the full range of outcomes for each risk, including the 99.5% (or 1-in-200) worst outcome that the Board believe could occur over the coming year,
- (iii) specify an appropriate dependency structure between each of the risks,
- (iv) use stochastic modelling to generate up to 100,000 equally likely risk scenarios where each risk is simulated at the same time, having regard to the probability distribution for each risk and the dependency between different risks,
- (v) calculate the change in the available capital over a one year period in each scenario, and
- (vi) set the capital as the change in the available capital in the 99.5th worst scenario.

The Funds manage their Own Funds to ensure that sufficient Own Funds are available on an ongoing basis to meet regulatory capital requirements. The risk appetite is the key tool for determining what level of own funds is needed to ensure that regulatory capital requirements continue to be met with a high degree of confidence.

Projections are performed over three year time horizons to understand how the Own Funds and capital position is expected to develop and how this might be affected by adverse events taking place, including assessment against risk appetite. Informed by the results of these projections there are a number of actions available to management to influence the development of the Own Funds position, including (but not limited to) changes to investment strategy, bonus policy and risk transfer.

The capital requirement required by regulation was maintained during the year.

The Fund's estimated Own Funds position for policyholder business is shown below, along with reconciliations to the fund for future appropriations.

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NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

Reconciliation of Policyholder Funds and FFA to the estimated Solvency II Own Funds (unaudited)

	2017	2016
	£m	£m
FFA	—	—
Assets and current liability adjustments	(2)	(2)
Non Profit Liabilities	44	36
Future enhancements from Non Profit business	(52)	(49)
Future deductions	285	125
Risk margin	(162)	(160)
Transitional deduction	112	61
Investment Management Expenses on assets backing the Risk Margin	(4)	(5)
Solvency II Pillar I Own Funds	221	6

Analysis of movement in own funds (unaudited)

	£m
Own Funds at 31 December 2016	6
Underlying operating experience	75
Management actions	52
Operating experience	127
Non-operating experience (including market movements)	88
Own Funds at 31 December 2017	221
Change in own funds	215

20. Additional Reserves

Pension equalisation

In 1990 the European Court of Justice ruled that pension schemes should equalise retirement ages for males and females. This ruling is known as the "Barber judgement". It has been discovered that benefits calculated or paid out for members in certain schemes were not compliant with the "Barber" judgement and that there has likely been an under-calculation of benefits for active and deferred members, and an underpayment for transferred out members, deceased members and pensioners.

A reserve of £35m was set up at year-end 2015. Following a progressive reduction in the level of approximations used in determining the provisions over time this has been reduced to £21m for 2017. The reserve is for compensation that the Fund may be liable to pay.

21. Post balance sheet events

On 16 January 2018 the Group announced a new 10-year partnership with Tata Consultancy Services (TCS), to enhance service for its UK savings and retirement customers. The administration of over four million life and pensions contracts will move from Capita, Prudential's business partner for the past 10 years, to Diligenta, the subsidiary of TCS regulated by the Financial Conduct Authority. TCS will also assume responsibility for the operation of some of Prudential's internal IT infrastructure.

In March 2018, Prudential plc announced its intention to demerge its UK & Europe business ('M&G Prudential') from Prudential plc, resulting in two separately-listed companies. The Fund forms a part of M&G Prudential.