

LOMBARD INTERNATIONAL ASSURANCE HOLDINGS SARL

Solvency and Financial Condition Report

2017



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Introduction

This Solvency and Financial Condition Report has been prepared in line with the requirements of the Solvency II Regulations, to assist clients of "the Company" (as further defined below) and other stakeholders in understanding the nature of our business, how it is managed, and its solvency position.

This Solvency and Financial Condition Report ("SFCR") covers Lombard International Assurance Holdings S.à r.l., a company incorporated in Luxembourg under the form of a "Société à responsabilité limitée" and having its registered address is 4, rue Lou Hemmer, L-1748 Luxembourg ("LIAH") and its direct or indirect subsidiaries as further described on page 8, together referred to as "the Company".

In particular this report includes full reporting of the Solvency II valuation undertaken at 31 December 2017, and the associated capital position for the Company. Those results are also presented in Quantitative Reporting Templates ("QRTs") that can be found in the Appendix to this report.

The Company is a market leading wealth structuring provider for high net worth individuals and their families. For over 25 years Lombard International Assurance has been building tailored unit-linked life insurance solutions for succession and wealth planning purposes across the globe.

The business specialises in addressing the complex needs of high net worth clients. Whether that means providing solutions that enable cross-border wealth planning; the transfer of wealth between generations; or structuring investments in non-traditional assets. The Company safeguards legacies and helps to deliver better economic outcomes for clients. Lombard International Assurance's wealth planning experts and sophisticated technology platforms support customers in designing innovative solutions that allow them to prepare for the future in an uncertain world. Client relationships are based on segregated accounts and the Company maintains dedicated and separate accounts per policy. The nature of the Company's business means that the Company currently does not directly bear significant levels of risk, either through its investment or its underwriting activities.

The Company is the European arm of the Lombard International group ("the Group"). The Group is headquartered in Luxembourg and Philadelphia, serving core markets in Europe, the US, Asia and Latin America. The Group has over €74.3 billion in assets under administration (as of 31 December 2017)

Our business

and approximately 600 employees, including 60 technical wealth planning experts specialising in more than 20 jurisdictions. Funds managed by Blackstone own Lombard International. Blackstone is one of the world's leading investment firms with assets under management of over \$434.0 billion (as of 31 December 2017).

The largest subsidiary of the Company is Lombard International Assurance S.A. ("LIA"), a company rated A stable on 18 April 2017 by Kroll Bond Rating Agency ("KBRA"). The ratings rationale reflected "Lombard International's leading market position in providing wealth-planning solutions to high-net-worth (HNW) and ultra-high-net-worth (UHNW) individuals, families, and institutions in Europe, the U.S., Asia, and Latin America. Lombard International has deep expertise and critical mass in the private-placement and unit-linked life-insurance and annuity markets operating in over 20 countries around the globe."

2017 Business Performance

Lombard International enjoyed another year of record growth in 2017. Several strategic investments were made to enhance and accelerate sustainable growth for the increasingly global enterprise. The Group continued to expand its network across the world, enhance its distribution and marketing capabilities, and introduce new technologies to better serve the needs of partners and clients.

The business operates in a global environment with progressively wide variations in economic conditions, languages and local regulations. One of the core strengths of Lombard International is the professional knowledge and capabilities of its in-house experts which serve these diverse markets and the distribution channels it accesses. The Group has gained significant experience in creating wealth structuring solutions that reflect the complexity of customers' lives; ensuring services remain flexible and responsive to the ever-changing regulatory environment.

The Group's 2017 financial results reflect the value it continues to bring to clients and partners with sustained growth in new business and a significant increase in assets under administration. These results also reflect continued investment in new initiatives designed to enhance the Company's wealth solutions, services and capabilities. These investments will drive higher sustained growth over the longer term.

^{*} https://www.krollbondratings.com/announcements/3573

Summary

This report covers the Business and Performance of the Company, its system of Governance, Risk Profile, Valuation for Solvency II Purposes and Capital Management. The ultimate administrative body with responsibility for all of these matters is LIAH's Board of Managers ("BoM"), with the help of various governance and control functions that it has put in place to monitor and manage the business.

Business performance

The following table shows the growth in the assets under administration ("AUA") during 2017:

| Insurance Business AUA €m | 31 Dec. 2017 |
|---------------------------|--------------|
| Opening | 34,804.6 |
| Gross Inflow | 4,050.4 |
| Gross Outflow | (4,420.2) |
| Investment Return | 637.6 |
| Closing | 35,072.4 |

The following table shows the solvency position as at 31 December 2017:

| <u>Solvency €m</u> | 31 Dec. 2017 |
|----------------------------------|--------------|
| Solvency Own Fund (A) | 537.9 |
| Solvency Capital Requirement (B) | 413.7 |
| Solvency II Free Assets (A-B) | I24.2 |
| Solvency Ratio (A/B) | 130.0% |

LIAH's Chairman, John K. Hillman and Manager, Axel Hörger, confirm that, to the best of their knowledge:

- (a) Throughout the financial year in question, the Company has complied in all material respects with the requirements of Solvency II Regulations as applicable; and
- (b) It is reasonable to believe that, at the date of the publication of the SFCR, the Company continues to comply, and will continue to comply in future.

John K. Hillman Executive Chairman 15 June 2018 Axel Hörger Chief Executive Officer Europe 15 June 2018

A.

Business Performance

The business of the Company is predominantly the provision of unit-linked insurance contracts to high net worth and ultra-high net worth clients.

A. Business

A.I.I Name and legal form of the undertaking

LIAH is incorporated in Luxembourg and is a "Société à responsabilité limitée". LIAH's registered address is 4, rue Lou Hemmer, L-1748 Luxembourg.

A.1.2 Supervision

Under Solvency II, LIAH is supervised by the Commissariat aux Assurances ("CAA") in Luxembourg. The CAA may be contacted at 7, boulevard Joseph II, L-1840 Luxembourg.

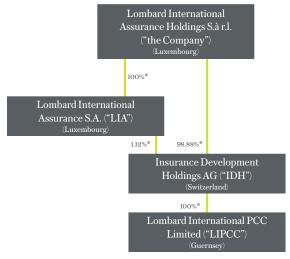
A.1.3 Position within the legal structure of the Company

LIAH is the ultimate insurance holding company which has its head office in an EEA State, Luxembourg.

LIAH owns, directly and indirectly, two business activities and commercial entities (together referred to as "the Company"):

- Lombard International Assurance S.A., a life insurance company incorporated in Luxembourg and with branches in Milan and Brussels.
- Lombard International PCC Limited ("LIPCC"), a cell company incorporated in Guernsey, whose main activity is the writing of unit-linked life insurance policies. LIPCC is held by the Company through Insurance Development Holdings AG ("IDH"), a holding company incorporated in Switzerland.

Company structure - Reporting scope



*Expressed as % of voting rights

A.1.4 Holders of qualifying holdings in the undertaking

The person(s), to the knowledge of LIAH, who were direct and indirect holders of qualifying holdings in LIAH at any time during the reporting period and at the end of the financial year was LIA SubCo Ltd. As at the reporting date, LIA SubCo Ltd. owned 100% of the shares of LIAH and was able to exercise 100% of the voting power at any general meeting.

A.1.5 External auditor of the undertaking

The independent auditor of LIAH is Ernst & Young Luxembourg, a "Société Anonyme", 35E, Avenue John F. Kennedy, L-1855 Luxembourg.

A.1.6 Material Lines of Business and Material Geographical Areas

The Company's primary business is unit-linked insurance.

LIA offers wealth structuring solutions in the following key markets: Belgium, Finland, France, Germany, Italy, Luxembourg, Spain, Sweden and the United Kingdom.

A.2 Underwriting performance

LIAH does not directly write insurance, however, the constituent companies write unit-linked insurance policies, having a line of business under Solvency II that is index-linked and unit-linked insurance. This business has very low levels of insurance risk. In addition, reinsurance is utilised to limit its overall risk exposure as well as to reduce the volatility of underwriting performance.

The table below shows the Company's consolidated premiums and claims for the period ended 31 December 2017:

| Premiums and claims* €m | 31 Dec. 2017 | 31 Dec. 2016 |
|-------------------------|--------------|--------------|
| Gross premiums written | 4,050.4 | 3,809.3 |
| Reinsurers' share | 1.6 | I.4 |
| Net premiums written | 4,048.8 | 3,807.9 |
| Gross claims incurred | 4,420.2 | 2,525.I |
| Reinsurers' share | 0.0 | 0.0 |
| Net claims incurred | 4,420.2 | 2,525.I |

^{*} The claims incurred (as shown in the above table) are predominantly withdrawals of clients' own assets.

As shown in the above table the total premium written as at 31 December 2017 is €4,050.4m (2016: €3,809.3m) Gross of Reinsurance. Around 84% (2016: 84%) of this premium is generated from the Company's nine core markets.

A.3 Investment performance

The Company conducts the business of writing unit-linked life insurance policies. In general, positive investment performance of assets is passed on to clients through an equivalent increase in client benefits. An increase in benefits results in a proportionate increase in the administration fees, which contributes to improved business performance, but the matching policy of each insurance company ensures that at all times assets are in place to meet client liabilities.

Excess assets held by the Company are invested in short-term money market funds, which provide access to a diversified pool of high credit-quality assets. The investment performance of these assets is low, because focus is on security rather than yield.

The tables below show the consolidated investment income and investment charges for the period ended 31 December 2017.

| <u>Investment Income €m</u> | 31 Dec. 2017 | 31 Dec. 2016 |
|---|--------------|--------------|
| Income from participating interests | 0.0 | 0.0 |
| Income from affiliated undertakings | 0.0 | 0.0 |
| Income from other investments | 417.6 | 350.2 |
| Realised gains on investments | 2,392.3 | 1,540.3 |
| Unrealised gains on investments | 633.1 | 1,196.1 |
| Total Investment Income | 3,443.0 | 3,125.3 |
| | | |
| <u>Investment Charges €m</u> | 31 Dec. 2017 | 31 Dec. 2016 |
| Investment Management Charges | 143.7 | III.2 |
| Realised losses on the sale of investment | 1,247.9 | 1,239.8 |
| Unrealised losses on investments | 1,286.3 | 916.1 |
| Total Investment Charges | 2,677.9 | 2,267.1 |

A.4 Performance of other activities

The Company does not perform any other activity.

В.

System of Governance

B.I General information on the System of Governance

B.i.i Introduction

As LIAH is a holding company, its BoM relies on the system of governance at each operational entity, which can be summarised as follows:

- LIA is managed by its Board of Directors and its Executive Committee (ExCo), in accordance with applicable regulations. Please refer to the SFCR of LIA for more information. https://eu.lombardinternational.com/ LombardEUROPE/media/Documentation-eu/SFCR LIA 2017.pdf
- LIPCC is managed by its Board of Directors in accordance with applicable regulations.



The operational entities of the Group operate a "three lines of defence" model, in line with prudent market practices:

- The first line of defence is made of the departmental management.

 Business unit managers and directors are accountable for the risks they run, and for the compliance and control environment in their units. They are supported by appointed risk-matter experts.
- The second line of defence is composed of the Risk, Compliance and Internal Control functions. More information is available under Section B4.
- The third line of defence is assumed by Internal Audit. More information is available under Section B₅.

There was no change in the structure of the Company's BoM and no material change in the Corporate Governance during the reporting period.

B.1.2 Remuneration

Remuneration policy

The remuneration policy, in compliance with applicable regulatory requirements and best market practice, discourages risk taking beyond defined risk appetite, prevents non-sustainable decision making and avoids situations of conflict of interest.

Compensation schemes are designed to take account of competences required, evaluations, skills and performance.

The Company ensures equal, controlled and compliant remuneration practices that result in preventing non-sustainable business decisions, decisions in conflict with its clients' interests, risk taking outside risk appetite, fines from the Regulator(s), loss and/or demotivation of staff members. The Company is risk-averse to these risks.

This policy applies to all staff members. There are specific provisions for Material Risk Takers.

The remuneration framework:

- ensures that remuneration is adequate and linked to the mandate of the individual;
- rewards the overall delivery of the business strategy, the achievement of financial results and long-term growth and sustainability;
- aims at paying fair base pay, based on market practice, and at recognising and rewarding collective and individual performance via variable remuneration;
- encourages sound corporate governance and a strict compliance with internal rules and procedures.
- does not reward excessive risk taking outside of confirmed risk appetite;
- considers the principle of proportionality in defining the remuneration
 principles in such a way as to take into account the internal organisation
 and the nature, the scale and the complexity of the risks inherent to the
 business.

The remuneration includes:

- a fixed remuneration:
- the annual bonus which complements the base salary and is the annual incentive plan designed to motivate and compensate employees based on performance measurements.

The individual performance assessment is subject to calibration sessions pursuing the following objectives:

- a consistent approach throughout the Company;
- relevance of the criteria used to evaluate performance;
- application of a fair process;
- a dedicated conversation around low and high performers.

For Material Risk Takers, a deferral mechanism is applied.

B.1.3 Material transactions

The following material transactions were carried out in the period:

- Lombard Intermediation Services S.A. has merged into Lombard International Assurance S.A. with an effective date of 31 December 2017;
- LIA distributed a dividend of €21.7m (2016: €13.5m) to the Company;
- The Company distributed a dividend of €21.7m (2016: €13.5m) to LIA Subco Ltd.

B.2 Fit and proper requirement

B.2.1 Specific requirements

The Company ensures that all persons who effectively run the undertaking or have other key functions at all times fulfil the following requirements:

- their professional qualifications, knowledge and experience are adequate to enable sound and prudent management;
- they are of good repute and integrity.

B.2.2 Process of assessing fit and proper requirements

The Fit & Proper policy specifies the principles by which the Company ensures that all non-executive directors, senior managers and all persons who hold key functions or work within a key function are fit and proper for their role.

This policy covers the principles to apply as part of the recruitment process, the promotion process and on-going employment to assess whether candidates or employees in general and in particular those to be recruited in, promoted to or holding roles are fit and proper for their role.

For all prospective senior managers and employees within key functions, including key role holders, full and in-depth assessments and interviews are undertaken to review each individual's qualifications, knowledge and experience.

For key role holders, the assessment is performed in writing and includes the following three criteria:

- Experience: The assessment of experience has to take into account the nature, scale and complexity of the business and the responsibilities of the position concerned;
- 2. Reputation: Reputation will be assessed regardless of the nature, scale and complexity of the business and/or role;
- 3. Governance: When performing the assessment on the suitability, the overall functioning of the role within the corporate governance has to be assessed.

On the request of the Regulator, the Company may have to provide the written assessment performed, the guiding principles, the policy and procedure on the appointment and succession of key role holders. This written assessment must include the conclusions from the BoM on the suitability of the key role holder to be nominated.

B.3 Risk management system including ORSA

B.3.1 Risk Management

The Company has developed the processes and procedures that are used to identify, assess, monitor, manage and report the short and long term risks that the Company faces; and to determine the capital required to ensure that its overall solvency needs are met at all times.

Enterprise Risk Management Framework

The Risk Management Framework is applied consistently at the level of the operational entities.

As with all insurance undertakings, the Company faces different risks which are spread across its entities. These risks are internally classified in three main categories: strategic risks, financial risks and operational risks. To manage these risks, the Company has defined a risk strategy, which is formalised through the Risk Appetite Statement of the operational entities of the Company.

The risk strategy is further translated and articulated in a number of Company corporate policies and procedures compliant with all regulations in force, which document the risk governance, mitigation and controls in place to address the major risks.

The Company's risk management processes are built as illustrated hereafter, to meet the risk identification, assessment, response, monitoring and escalation requirements.



External Threats and Opportunities Monitoring process: This process is designed to ensure early awareness of external threats and opportunities, including legal or regulatory changes. It allows for both expert and business input in the assessment of these threats and opportunities and on the appropriateness of associated mitigation steps. Finally, the process ensures an audit trail of the agreed risk strategy and mitigating actions.

Risk and Control Assessment process: Objective of this process is to provide a regular assessment of individual risks taking into account the existing risk exposure and effectiveness of controls and mitigating actions in place. For risks assessed as being beyond the risk appetite, mitigating actions are identified and implemented.

Key Risk Indicators monitoring process: Key Risk Indicators are identified and measured to monitor, on an ongoing basis, risk exposure versus risk appetite. These can either be internal or external indicators. Soft and hard

limits are defined for each of them. When the hard limit is breached, rationale is investigated and mitigating actions are identified and implemented, where relevant.

Operational Incident Collection process: The process is a logging and escalation process, available for every employee of the Company, to report any operational incident including control failures. Material incidents are investigated for root-cause analysis and lessons learnt. Corrective and preventive actions are established when necessary. Trend analysis is also performed based on incident data to surface and prevent non-material but recurrent issues.

Management Action Tracking process: All risk management actions coming from any risk management processes or risk governance meetings are centralised in a dedicated tool. Deadline rebasing is subject to restrictive rules managed by the Risk Function. Objective being to ensure that risks are appropriately and timely mitigated.

Outputs of all the above-mentioned processes contribute to the production of the "Corporate Risk" report which is provided on a regular basis to support the relevant decision bodies of the operational entities on their risk oversight duty.

This integrated risk management framework is embedded at the heart of key decision making process. All key decisions made such as product initiatives, new projects, capital management, reinsurance arrangement review, investment strategy, marketing strategy and distribution strategy follow internal governance processes, which include an assessment of the risk exposure, mitigation strategies and need for an ad hoc ORSA.

B.3.2 ORSA

In compliance with the applicable local and European Solvency II requirements, overall performance of the ORSA requires the combination of multiple pieces of information coming from existing processes in the organisation. The Risk Function coordinates the ORSA process throughout the year.

The Company ORSA process and report include all operational entities of the Company including LIPCC (as a non-European third-party entity).

Outcomes of the ORSA process are summarised in the internal Company ORSA Report and the external Company ORSA Supervisory Report both reviewed and approved by the BoM.

The Company ORSA Supervisory Report is submitted to the CAA. In validating the Company ORSA report, the BoM confirms that:

- a suitable assessment of the risk profile and overall and on-going solvency needs has been conducted;
- appropriate processes are in place to properly identify, assess, manage and monitor the risks and solvency position, including appropriate risk governance and risk awareness;

• the Company is projecting to have sufficient internal capital and liquidity to meet its solvency needs and obligations to policyholders over the business planning period, including stressed situations.

The Company ORSA is an integral part of the business strategy and is taken into account, on an on-going basis, in the making of strategic decisions and in planning processes.

Comprehensive management reporting ensures that the significant parameters of the Company ORSA are consistently monitored and reported regularly to the executive management of the operational entities and the BoM of LIAH. This includes performance against regulatory and internal capital and liquidity requirements and performance against the risk appetite under the ORSA planning horizon.

As per the ORSA procedure and due to its evolving nature (based on business mix, environment factors, etc.), the material events that might trigger a reevaluation and new iteration of the Company ORSA have been identified. This encompasses both internal and external triggers. Material risk profile changes captured through product initiatives, new projects, capital management changes, reinsurance arrangement reviews, investment strategy changes, marketing and distribution strategy changes already foresee in their operational processing an assessment for potential ORSA impacts where significant.

B.4 Internal Control System

The Company's Internal Control System aims at ensuring:

- that the Company adheres to applicable laws and regulations;
- that the instructions (including corporate policies and guidelines) issued by BoM and executive management are adequately implemented;
- that the Company's internal processes are in line with professional and ethical standards;
- the reliability of reporting, information and communication.

B.4.1 Internal Control

As presented in the System of Governance section, the Company has established a three lines of defence framework. The Internal Control responsibility is part of the second line.

The mission of Internal Control is to enhance and protect organisational value by providing the executive management with risk-based, independent and objective assurance on the design and effectiveness of the controls. It also advises on improvements of the control environment in general.

It provides regular reports to the management and/or oversight bodies of the relevant entities contributing to the strengthening of the implemented control system.

B.4.2 Compliance

Similarly to the Internal Control Function, the Compliance Function is part of the second line of defence.

Compliance is part of the Internal Control System. It focuses on Compliance risks, which are defined as a failure to conduct its business in accordance with the regulatory rules in force and having potential regulatory, commercial and reputational impacts, which can result in:

- · legal and regulatory risk;
- risk of sanctions;
- · reputation risk;
- risk of breach of ethical rules;
- risk of breach of the Company's policies and requirements.

Matters that fall under the Compliance Function's competence include the following:

- · prevention of money laundering and terrorism financing;
- market abuse and insider dealing prevention;
- · clients interest protection;
- complaint handling;
- data protection and respect of professional secrecy;
- prevention and management of conflicts of interest;
- prevention of bribery (inducements including gifts);
- fraud prevention and detection;
- respect of ethics and duty based rules;
- management of cross-border activities related to compliance matters;
- financial reporting;
- oversight of first line of defence Investment Compliance activities.

In consideration of proportionality and subject matter expertise, the Compliance function may delegate day-to-day management and responsibility to other functions while retaining oversight responsibility.

B.5 Internal Audit Function

B.5.1 Implementation

The position of Internal Audit Function within the organization and its powers and responsibilities are outlined in the Internal Audit Charter, which sets out the role, authorities, objectives and scope of the Internal Audit Function in relation to the internal audit activity within the Company:

The purpose of the Internal Audit Function is to provide independent, objective assurance and consulting services designed to add value and improve the Company's operations. The mission of internal audit is to enhance and protect organizational value by providing risk-based and objective assurance, advice, and insight to the Board via the regional "ARC" and executive management.

The Head of Internal Audit has the responsibility to submit, at least annually to the ARC a risk-based rolling 12 month audit plan and a 3-year plan for review and approval, which can be reviewed and adjusted, as necessary, in response to changes in the Company's business, risks, operations, programs, systems, and controls.

Based on the annual plan, the internal audit activity evaluates the adequacy and effectiveness of controls encompassing the governance, operations, and information systems. This includes:

- · adequacy of risk management;
- monitoring of internal control's efficiency and effectiveness and where relevant compliance with the laws and regulations as well as the prudential requirements imposed by the Regulators;
- operation and effectiveness of the second line of defence;
- adequacy of the administrative, accounting and IT organisation;
- safeguarding of securities and assets;
- adequacy of the segregation of duties and of the execution of transactions;
- · accurate and complete registration of the transactions;
- relevant and understandable information available without delay to the BoM, specialised committees and, where appropriate, senior management and the Regulator;
- implementation of the decisions taken by senior management and by the persons acting by delegation and under its responsibility.

B.5.2 Independence from other functions

The Internal Audit function of the Group is managed by the Head of Internal Audit who is an employee of LIA and has no direct operational responsibility or authority over any of the activities audited. Accordingly, internal auditors do not implement internal controls, develop procedures, install systems, prepare records, or engage in any other activity that may impair their judgment.

The Head of Internal Audit reports administratively to both the regional license holder and the LIA CEO, and functionally to the Chairman of the regional ARC, with whom direct bilateral contacts take place at least on a quarterly basis. The absence of direct operational responsibility or authority over any of the activities audited, together with this reporting structure ensure independence of the Internal Audit Function.

Internal Audit remains free from all conditions that threaten the ability of internal auditors to carry out their responsibilities in an unbiased manner, including matters of audit selection, scope, procedures, frequency, timing, and report content.

B.6 Actuarial Function

Key responsibilities include:

- co-ordination of the calculation of Technical Provisions. This consists of assessing the sufficiency of the provisions, assessing the uncertainty in the estimates and justifying the differences between successive periods;
- reviewing the appropriateness of the models and assumptions, consider the sufficiency and quality of data, and interpret deviations of best estimates against experience;
- producing an annual actuarial function report for the BoM. The report covers all of the information necessary for the BoM to form its own opinion on the adequacy of Technical Provisions and on the underwriting and reinsurance arrangements;
- contributing to the effective implementation of the risk management system of the Company;
- reviewing the output of the model used by the Company to calculate the Solvency Capital Requirement and Minimum Capital Requirement.
 Specifically, any perceived or possible inconsistencies or issues identified in the model results are raised;
- reviewing ORSA capital calculations.

B.7 Outsourcing

When choosing an outsourcing provider for any critical or important function or activity, the Company (at entity level) carries out all necessary steps to ensure that:

- a detailed examination is performed of the potential service providers' ability and capacity to deliver the required functions or activities satisfactorily, taking into account the objectives and needs;
- the service provider has adopted all means to ensure that no explicit or
 potential conflict of interest with the entity impairs the needs of the
 outsourcing provider undertaking;
- the entity enters into a written agreement with the outsourcing provider which clearly allocates the respective rights and obligations of the entity and the outsourcing provider (even for intragroup outsourcing);
- the general terms and conditions of the outsourcing provider agreement are authorized and understood by the entity's management;
- the entity includes in its risk management systems and controls a process for monitoring and reviewing the quality and performance of the services provided according to the agreement;
- the outsourcing activity does not represent a breach of any data protection regulation or any other laws;
- the outsourcing provider is subject to the same provisions that are applicable to the entity regarding the safety and the confidentiality of the information related to its clients;
- the entity considers in its own contingency planning the possibility of having to face an emergency situation or business disruption arising from a failure or a problem of the outsourcing provided.

The table below lists the activities outsourced:

| Activity | Entity | Jurisdiction |
|--|--------|--------------|
| Fund Administration of Internal Collective Funds | LIA | Luxembourg |
| Creation, maintenance and printing of corporate marketing documentation, contractual forms and clients' communication | LIA | Luxembourg |
| Data centre infrastructure management | LIA | Luxembourg |
| Archiving management | LIA | Luxembourg |
| Payroll services | LIA | Luxembourg |
| Administration services, Investment administration and Fund accounting, Contracts & Relations, Finance services, Investment services and Risk Function | LIPCC | Luxembourg |
| Insurance Manager, Compliance Function | LIPCC | Guernsey |
| Actuarial Function | LIPCC | Guernsey |

C. Risk Profile

C.1 Underwriting risk

The level of insurance risk in the Company is immaterial. The death benefit on investment products is generally limited to 1% of invested assets and extensive use is made of reinsurance.

C.2 Market risk

The unit-linked nature of the Company's products means market risk is borne by the policyholder. Investment procedures for shareholder assets serve to minimise market risk.

C.3 Credit risk

Credit risk arises principally through exposure to debt security investments, bank deposits, derivative counterparties, and reinsurance counterparties, insurance and investment contracts receivables.

The Company has adopted a risk averse approach to such risks and has a stated policy of not actively pursuing or accepting credit risk.

C.4 Liquidity risk

The Company ensures that it maintains sufficient financial resources to meet its obligations as they fall due through the application of a liquidity risk policy and through the development of its liquidity risk management plan.

C.5 Operational risk

The residual risks are operational risks covering regulatory, litigation and taxation. Operational risks are assessed, monitored and minimised through the ERM and Internal Control processes wherever possible. The Company's main risks are stemming from the business activities of the operations, the major part from LIA and for a smaller part, from LIPCC. No specific risk arises from IDH as a holding company for LIPCC.

C.6 Other material risks C.7 Any other information

No other material risks.

As part of the Company's ongoing risk management approach the Company performs a range of stress and scenario tests, reporting on the output as part of ORSA. The stress and scenario testing comprises two elements:

- sensitivity and stress testing of the financial and capital position to changes in key modelling assumptions;
- exploration of plausible adverse scenarios that may arise in the normal course of business – these are derived from the key drivers of business and the schedule of significant risks to the Company. Where possible the Company undertakes quantitative analysis of solvency and profit and loss impacts, augmented with qualitative analysis if modelling is not appropriate. This scenario testing also includes analysis of new risks emerging in the business and a programme of reverse stress testing.

D. Valuation for Solvency Purposes

| \mathbf{D} | т | ٨ | ccotc |
|--------------|---|---------------|-------|
| | | \rightarrow | CCPIC |

| <u>Assets €m</u> | Luxembourg GAAP* 31 Dec. 2017 | | Solvency II 31 Dec. 2017 | * |
|---|-------------------------------|--------|-----------------------------|-----------|
| Deferred acquisition costs | 57.4 | (57.4) | 0.0 | 0.0 |
| Intangible assets | 8.5 | (8.5) | 0.0 | 0.0 |
| Property, plant & equipment held for own use | 2.0 | 0.0 | 2.0 | 1.3 |
| Investments (other than assets held for index-linked and unit-linked contracts) | 33.5 | O.I | 33.6 | 50.2 |
| Assets held for index-linked and unit-linked contracts | 35,069.6 | 0.0 | 35,069.6 | 34, 798.8 |
| Insurance and intermediaries receivables | 255.5 | 0.0 | 255.5 | 172.6 |
| Cash and cash equivalents | 3.111 | 0.0 | Ш.3 | 140.4 |
| Any other assets, not elsewhere shown | 2.3 | 0.0 | 2.3 | 1.6 |
| Total Assets | 35,540.1 | (65.8) | 35,474.3 | 35,164.9 |

The total assets have moved from $\mathfrak{S}_{35,164.9}$ m at 31 December 2016 to $\mathfrak{S}_{35,474.3}$ m at 31 December 2017. This is mostly due to positive investment performance over the period and new business.

^{*} Generally Accepted Accounting Principles.

D.I.I Investments

Investments were comprised of money market funds, participations, and assets received in advance from policyholders.

a) Money Market Funds

As at the reporting date, the Company had €23.9m (2016: €25.7m) invested in money market funds. These investments were valued at lower of cost and market value in the Statutory Financial Statements.

The money market funds are valued at fair value under Solvency II based on market prices at the reporting date, which are quoted prices in active markets. As these are publicly traded securities, the market prices are readily available and are actively traded. No significant estimates or judgements are used in the valuation of these investments.

b) Participations

Participations have been eliminated at the consolidated level.

c) Assets received in advance from policyholders
As at 31 December 2017, assets received in advance from policyholders

amounted to €1.9m (2016: €12.4m). These assets are valued at fair value under Solvency II and Statutory Financial Statements.

D.1.2 Receivables

Receivable balances are mainly related to fees receivable and foreign tax advances made in respect of applicable insurance policies. As at 31 December 2017 the Company had a total receivables balance of £255.5m (2016: £172.6m). Receivables are valued at fair value and due to the short-term nature of the receivable no adjustments to valuation are required. The value of receivables in the Company's Financial Statements is the same as for Solvency II.

D.1.3 Cash and cash equivalents

Cash at bank and in hand, as at 31 December 2017, amounted to €111.3m (2016: €140.4m). Cash and cash equivalents are valued at fair value by the relevant financial institution, and the Company receives monthly statements at the period end to confirm the balances held. The value of cash and cash equivalents in the Company's financial statements is the same as for Solvency II.

D.1.4 Intangible Assets

Deferred Acquisition Costs ("DAC") balances and goodwill are valued at zero under Solvency II Regulations and are effectively removed in the preparation of the Solvency II balance sheet. Intangible assets, other than goodwill, are recognised in the Solvency II balance sheet at a value other than zero only if they can be sold separately and it can be demonstrated that there is a value for the same or similar assets that has been derived from quoted market prices in active markets.

D.1.5 Assumptions and judgements

The areas where assumptions and judgment are exercised by management include determining the value of deferred income taxes.

D.i.6 Reconciliation of Statutory valuation of assets to Solvency II valuation

- Accounting policy differences: As noted in D.1.4 above, goodwill, DAC, and
 other Intangible Assets are reassessed at zero value under Solvency II. The
 associated impact on deferred tax is reflected in other liabilities;
- Deferred tax: The adjustments listed resulted in an impact in the deferred tax liability.

D.2 Technical Provisions

D.2.1 Introduction

The Company has one material line of business that is unit-linked life insurance. The Technical Provisions, as at 31 December 2017, were as follows:

| <u>Technical Provision in €m</u> | 31 Dec. 2017 | <u>31 Dec. 2016</u> |
|---|--------------|---------------------|
| Gross Best Estimate of Future Liabilities | 34,330.5 | 34,022.3 |
| Risk Margin | 198.6 | 218.6 |
| Total Technical Provisions | 34,529.1 | 34,240.9 |

The Solvency II technical provisions have moved from €34,240.9m at 31 December 2016 to €34,529.1m at 31 December 2017 in line with total assets.

D.2.2 Valuation methodology

Under Solvency II, the Technical Provisions comprise a Best Estimate Liability and a Risk Margin. These have been calculated as the sum of the respective elements from the two insurance subsidiaries. The subsidiaries employ the same methodology for the calculation of the technical provisions.

D.2.2.1 Best Estimate Liability

Client relationships are based on segregated accounts and the Company maintains dedicated and separate accounts per policy. In this way the underlying assets are consistently attributed to the corresponding policy.

The Company's Best Estimate of Future Liabilities has been calculated at a per-policy level for the policies in-force at the valuation date.

It is the present value of all future expected cash-flows allowing for claims, expenses and lapses. Allowance is made for reinsurance.

D.2.2.1 Risk Margin

The Risk Margin is determined as the cost of holding the Solvency Capital Requirement over the lifetime of the insured portfolio. This cost is determined by applying a prescribed cost of capital rate of 6% p.a. to each year's projected

Solvency Capital Requirement, and then discounting these amounts at the risk-free rate.

The projected Solvency Capital Requirement figures have been determined using the 'Standard Formula' basis, consistent with the calculation of the initial Solvency Capital Requirement, but only allowing for risks that are deemed to be non-hedgeable. The Company views the market risk arising from fluctuations in the value of its linked funds as being hedgeable, and therefore no allowance has been made for market risk within the projection of the Solvency Capital Requirement.

D.2.3 Judgements

D.2.3.1 Projection of Solvency II Capital Requirement for Risk Margin

Calculation of the Risk Margin requires projection of the Solvency Capital Requirement. Reflecting the relatively simple nature of the business and risks, a simplified method has been adopted in line with 'Method r' outlined in Guideline 62 of EIOPA's guidelines on the valuation of Technical Provisions (i.e. the methodology involving the least simplifications). This uses a series of 'risk drivers' to project how each component of the initial Solvency Capital Requirement runs off over the lifetime of the portfolio.

D.2.4 Assumptions

D.2.4.1 Mortality

Mortality assumptions take account of relevant industry information. The Company adjusts the mortality assumptions on an annual basis to allow for future improvements in mortality rates.

D.2.4.2 Lapses

Lapse assumptions (full and partial surrender rates) are based on analysing the Company's experience from 2013 to 2017. Some additional judgement may be applied where the Company expects the future to be different from past experience.

The assumptions vary by geographical market and the length of time for which a policy has been in-force.

D.2.4.3 Expenses

The expense assumptions include allowance for administration costs and corporate overhead costs incurred. The corporate costs have been apportioned so that the total maintenance cost represents the anticipated ongoing expenses, including systems development costs, which are expected to arise in future years in meeting the policy servicing requirements of the in-force business.

D.2.4.4 Interest and Inflation Rates

The Solvency II regulations specify the risk-free interest rate term structure to be used. The Company used the Euro rates (with volatility adjustment) as

provided by the European Insurance & Occupational Pensions Authority. The Company did not use the matching adjustment. Full detail of the Euro interest rate curve prescribed for use at 31 December 2017 can be found at https://eiopa.europa.eu/regulation-supervision/insurance/solvency-ii-technical-information/previous-releases-of-the-risk-free-interest-rate-term-structures. The assumption for future inflation is derived from Euro denominated inflation swap data.

D.2.5 Uncertainty associated with the value of the Technical Provisions

The value of the Technical Provisions includes uncertainty in that they are based on the expected value of future cash-flows. The assumption-setting processes described above are designed to reduce uncertainty by using past experience with adjustments where there are appropriate reasons to expect that future expectations may differ from past performance.

D.2.6 Differences between Solvency II valuations and valuations for Financial Statements

The following table explains differences between Solvency II valuations and valuations for Financial Statements:

| <u>€m</u> | 31 Dec. 2017 | 31 Dec. 2016 |
|---|--------------|--------------|
| Gross Luxembourg GAAP Insurance Contract Liabilities | 33,884.2 | 32,429.4 |
| Gross Best Estimate of Future Liabilities under Solvency II | 34,330.5 | 34,022.3 |
| Risk Margin | 198.6 | 218.6 |
| Solvency II Technical Provisions | 34,529.1 | 34,240.9 |

D.2.7 Matching Adjustments

No matching adjustments have been applied.

D.2.8 Volatility adjustments

The volatility adjustment, referred to in Article 77b of Directive 2009/138/EC has been applied. The table below shows the position without this adjustment compared with the position with the adjustment:

| <u>€m</u> | No Volatility Adjustment | With Volatility Adjustment |
|---|--------------------------|----------------------------|
| Technical Provisions | 34529.4 | 34529.I |
| Solvency Capital Requirement | 413.6 | 413.7 |
| Minimum Capital Requirement | 186.1 | 186.2 |
| Basic own funds | 537.8 | 537.9 |
| Amount of own funds eligible to cover the Minimum Capital Requirement & Solvency Capital Requirement | 537.8 | 537-9 |

D.2.9 Transitional Risk Free Interest Rate

The transitional risk-free interest rate term structure referred to in Article 308c of Directive 2009/138/EC has not been applied.

D.2.10 Transitional Deduction

The transitional deduction referred to in Article 308d of Directive 2009/138/ EC has not been applied.

D.2.11 Reinsurance Recoverable

At 31 December 2017 there were no material amounts outstanding from reinsurance contracts. There were no special purpose vehicles.

D.2.12 Material Changes

No material changes made in the calculation of the Technical Provisions compared to the previous reporting period.

D.3 Other liabilities

The table below shows the other liabilities

| <u>€m</u> | 31 Dec. 2017 | 31 Dec. 2016 |
|--|--------------|--------------|
| Provisions other than Technical Provisions | 7.8 | 7.3 |
| Deferred Tax Liabilities | 104.2 | 106.4 |
| Insurance & intermediaries payables | 127.4 | 130.8 |
| Payables (trade, not insurance) | 130.4 | 105.0 |
| Any other liabilities, not elsewhere shown | 22.3 | 37.9 |

D.4 Alternative methods for valuation

There are no other valuation methods used.

E. Capital Management

E.i Own funds

The Company, in line with its Capital Management Policy, maintains capital at a level that enables it to carry out its current business plan within its risk appetite. The BoM of the Company sets an appropriate target level of solvency cover given the risks to which the business is currently exposed and those implicit in the Company's medium term business plan.

The composition of the Company's Own Funds is as follows:

| <u>€m</u> | 31 Dec. 2017 | 31 Dec. 2016 |
|---|--------------|--------------|
| Ordinary share capital | 0.0 | 0.0 |
| Share premium accounts | 25.6 | 25.7 |
| Reconciliation reserve | 512.3 | 510.9 |
| Total basic own funds after deductions | 537.9 | 536.6 |
| Adjustments for ineligible assets | - | - |
| Solvency II excess of assets over liabilities | 537.9 | 536.6 |

The reconciliation reserve at 31 December 2017 is mostly comprised of the value of future profits expected from the in-force business.

The Solvency II Own Funds have moved from €536.6m at 31 December 2016 to €537.9m at December 2017, in line with total assets.

The table below reconciles the equity in the Financial Statements and the Solvency II excess over liabilities:

| <u>€m</u> | 31 Dec. 2017 | 31 Dec. 2016 |
|--|--------------|--------------|
| Statutory Accounts excess of assets over liabilities | I32.4 | 121.4 |
| Reassessment of participation | 0.0 | 0.0 |
| Accounting policy differences | 405.5 | 4I5.2 |
| Solvency II excess of assets over liabilities | 537.9 | 536.6 |

The Own Funds of the Company were impacted by the profit generated during the year. LIA has also distributed dividends to LIAH Subco Ltd of €21.7m.

The whole amount of the Own Funds is eligible to cover the Solvency Capital Requirement and the Minimum Capital Requirement.

There are no amounts within the Own Funds that arise from transitional arrangements, and no ancillary Own Funds.

E.i.i Consolidation Approach

Solvency of the Company has been assessed using Method I 'Accounting consolidation-based method', as referred to in Article 230 of Directive 2009/138/EC.

E.1.2 Restrictions to Eligible Own Funds

There were no restrictions to the fungibility and transferability of own funds eligible for covering the Company Solvency Capital Requirement.

E.2 Solvency Capital Requirement and Minimum Capital Requirement

E.2.1 Introduction

The Solvency Capital Requirement and Minimum Capital Requirements have been determined using the 'standard formula' approach set out in Directive 2009/138/EC. No material simplified methods or undertaking specific parameters have been used in this assessment.

The amounts of Solvency Capital Requirement and Minimum Capital Requirement as at 31 December 2017 were as follows:

| <u>€m</u> | <u> 31 Dec. 2017</u> | <u> 31 Dec. 2016</u> |
|------------------------------|----------------------|----------------------|
| Solvency Capital Requirement | 413.7 | 412.7 |
| Minimum Capital Requirement | 186.2 | 177.8 |

E.2.2 Risk Modules

The table below shows the 31 December 2017 Solvency Capital Requirement of the Company by Risk Module:

| <u>€m</u> | Solvency Capital Requirements 31 Dec. 2017 | Solvency Capital Requirements 31 Dec. 2016 |
|--|--|--|
| Mortality Risk | 11.9 | 10.8 |
| Longevity | I.4 | 1.3 |
| Disability and Morbidity Risks | - | _ |
| Lapse Risk | 294.9 | 301.4 |
| Expenses Risk | 74.8 | 69.4 |
| Catastrophe Risk | 1.2 | 1.3 |
| Revision | _ | _ |
| Diversification | (44.1) | (41.3) |
| Life Underwriting | 340.1 | 342.9 |
| Interest Rate Risk | 8.0 | 8.1 |
| Spread Risk | 30.7 | 40.1 |
| Equity Risk | 224.2 | 204.4 |
| Property Risk | _ | _ |
| Concentration Risk | 1.5 | 2.8 |
| Currency Risk | 95.5 | 105.4 |
| Diversification | (67.8) | (74.0) |
| Market Risk | 292.I | 286.8 |
| $Counterparty\ Default\ Risk\ (type\ r)$ | 3.8 | 3.4 |
| Counterparty Default Risk (type 2) | 4.7 | 12.1 |
| Diversification | (0.5) | (0.7) |
| Counterparty Default Risk | 7.9 | 14.8 |
| Basic Solvency Capital Requirement (pre-diversification) | 640.1 | 644.6 |
| Diversification benefit | (136.9) | (140.5) |
| Basic Solvency Capital Requirement | 503.2 | 504.1 |
| Operational Risk | 14.8 | 15.0 |
| Adjustment for Deferred Tax Liability | (104.2) | (106.4) |
| Final Solvency Capital Requirement | 413.7 | 412.7 |

The total Solvency Capital Requirement has increased from €412.7m at 31 December 2016 to €413.7m at 31 December 2017, in line with Own Funds.

The Company has a minimum capital of the Minimum Capital Requirement of £186.2m.

The Company is not subject to any level of capital add-on.

E.2.3 Material changes

The movement in the Company's Solvency Capital Requirement during 2017 was mainly due to new business and investment performance which impact in particular Market Risk and Lapse Risk. Growth in the capital requirement generally moves in line with assets under administration. The final amount of the Solvency Capital Requirement is subject to supervisory assessment.

E.3 Use of the duration-based equity risk sub-module in the calculation of the Solvency Capital Requirement

The duration based equity risk sub module has not been used in the calculation of the Solvency Capital Requirement.

E.4 Difference between the standard formula and any internal model used

No internal or partial internal model has been used in the calculation of the Solvency Capital Requirement.

E.5 Non-compliance with the Minimum Capital Requirement and non-compliance with the Solvency Capital Requirements

The Company has maintained Own Funds in excess of the Minimum Capital Requirement and Solvency Capital Requirement throughout the period.

F.

Appendix: Quantitative Reporting Templates

In € as at 31 December 2017

| QRT ref | QRT Template name |
|------------|--|
| S.32.01.22 | Undertakings in the scope of the group |
| S.02.01.02 | Balance sheet |
| S.05.01.02 | Premiums, claims and expenses by line of business |
| S.05.02.01 | Premiums, claims and expenses by country |
| S.22.01.22 | Impact of long term guarantees measures and transitionals |
| S.23.01.22 | Own funds |
| S.25.01.22 | Solvency Capital Requirement – for groups on Standard Formula |

 $\underline{S.32.01.22}$ Undertakings in the scope of the group

| Country | Identification code and type of code of the undertaking | Legal Name of the undertaking | Type of undertaking | Legal form | Category (mutual/ non mutual) | Supervisory Authority |
|---------|---|--|------------------------|---------------------------------|--|--|
| Соого | C0020 | C0040 | C0050 | C0060 | C0070 | Coo8o |
| LU | LEI/549300TG736IJQBL4N81 | Lombard International Assurance S.A. | I | société anonyme | 2 | Commissariat aux Assurances |
| GG | SC/LEI222100G9WE14OVDGJW09GG00001 | Lombard International PCC Limited | I | company limited by shares | 2 | GUERNSEY FINANCIAL SERVICES COMMISSION |

| Criteria of influence | | | | | | | the scope of pervision | Group solvency calculation |
|-----------------------|--|-----------------|----------------|--------------------|--|--------|--|--|
| % capital share | % used for the establishment of consolidated accounts | % voting rights | Other criteria | Level of influence | Proportional share used for group solvency calculation | Yes/No | Date of decision if art. 214 is applied | Method used and under method I, treatment of the undertaking |
| Со180 | Со190 | C0200 | C0210 | C0220 | Co230 | Co240 | Co250 | Co260 |
| 100% | 100% | 100% | | I | | I | | I |
| 100% | 100% | 100% | | I | | I | | I |

<u>S.02.01.02</u>

Balance sheet

| | | Solvency II value |
|--|-------|-------------------|
| | | Соого |
| Assets | | |
| Goodwill | Rooio | |
| Deferred acquisition costs | R0020 | |
| Intangible assets | Roogo | _ |
| Deferred tax assets | Roo40 | _ |
| Pension benefit surplus | R0050 | _ |
| Property, plant & equipment held for own use | R0060 | 2,006,013 |
| Investments (other than assets held for index-linked and unit-linked contracts) | R0070 | 29,821,937 |
| Property (other than for own use) | Roo8o | _ |
| Holdings in related undertakings, including participations | Roogo | _ |
| Equities | Roioo | _ |
| Equities – listed | Roiio | _ |
| Equities – unlisted | Roi20 | _ |
| Bonds | Roigo | 1,675,496 |
| Government Bonds | Roi40 | 1,675,496 |
| Corporate Bonds | Roi50 | |
| Structured notes | Roi6o | _ |
| Collateralised securities | Roi70 | _ |
| Collective Investments Undertakings | Roi8o | 22,974,493 |
| Derivatives | Roigo | - |
| Deposits other than cash equivalents | R0200 | 5,171,948 |
| Other investments | Rogio | - |
| Assets held for index-linked and unit-linked contracts | R0220 | 35,069,587,915 |
| Loans and mortgages | Ro230 | 3,756,865 |
| Loans on policies | Ro240 | - |
| Loans and mortgages to individuals | Ro250 | |
| Other loans and mortgages | Ro260 | 3,756,865 |
| Reinsurance recoverables from: | Ro270 | - |
| Non-life and health similar to non-life | Ro280 | |
| Non-life excluding health | Ro290 | |
| Health similar to non-life | Ro300 | |
| Life and health similar to life, excluding health and index-linked and unit-linked | R0310 | _ |
| Health similar to life | Ro320 | |
| Life excluding health and index-linked and unit-linked | Ro330 | |
| Life index-linked and unit-linked | Ro340 | |
| Deposits to cedants | Ro350 | _ |
| Insurance and intermediaries receivables | Ro360 | |
| Reinsurance receivables | Ro370 | |
| Receivables (trade, not insurance) | Ro380 | 255,474,810 |
| Own shares (held directly) | Ro390 | 233,474,810 |
| Amounts due in respect of own fund items or initial fund called up but not yet paid in | Ro400 | |
| Cash and cash equivalents | Ro410 | III,327,I00 |
| Any other assets, not elsewhere shown | Ro420 | |
| Total assets | | 2,290,021 |
| 10tal assets | Ro500 | 35,474,264,662 |

Соого Liabilities Technical provisions - non-life Ro510 Technical provisions - non-life (excluding health) Ro520 Technical provisions calculated as a whole Ro530 Best Estimate Ro540 Risk margin Ro550 Technical provisions - health (similar to non-life) Ro560 Technical provisions calculated as a whole Ro570 **Best Estimate** Ro580 Risk margin Ro590 Technical provisions - life (excluding index-linked and unit-linked) Ro600 1,089,606 Technical provisions - health (similar to life) Ro610 Technical provisions calculated as a whole Ro620 Best Estimate Ro630 Risk margin Ro640 Technical provisions - life (excluding health and index-linked and unit-linked) Ro650 1,089,606 Technical provisions calculated as a whole Ro660 Best Estimate Ro670 1,089,606 Risk margin Ro680 Technical provisions - index-linked and unit-linked Ro690 34,528,060,072 Technical provisions calculated as a whole Ro700 Best Estimate R0710 34,329,466,836 Risk margin Ro720 198,593,236 Other technical provisions Ro730 Contingent liabilities Ro740 Provisions other than technical provisions 7,756,431 Ro750 Pension benefit obligations Ro760 Deposits from reinsurers Ro770 Deferred tax liabilities Ro780 104,245,017 Derivatives Ro790 Debts owed to credit institutions Ro800 Financial liabilities other than debts owed to credit institutions Ro810 Insurance & intermediaries payables Ro820 127,429,663 Reinsurance payables Ro830 Payables (trade, not insurance) Ro840 130,428,761 Subordinated liabilities Ro850 Subordinated liabilities not in Basic Own Funds Ro860 Subordinated liabilities in Basic Own Funds Ro870 Any other liabilities, not elsewhere shown Ro880 22,340,392 **Total liabilities** Ro900 34,921,349,942 Excess of assets over liabilities $\mathbf{R}_{\mathbf{I}000}$ 552,914,720

<u>S.05.01.02</u>

Premiums, claims and expenses by line of business

| Premiums, claims and expenses by line | oi busin | ess | | | | |
|---------------------------------------|----------|------------------|-------------------------------------|--|----------------------|--|
| | | | Line of Busin | ness for: life insurance ob | oligations | |
| | | Health insurance | Insurance with profit participation | Index-linked and unit-linked insurance | Other life insurance | |
| | | C0210 | C0220 | Co230 | Co240 | |
| Premiums written | | | | | | |
| Gross | R1410 | _ | _ | 4,050,426,932 | _ | |
| Reinsurers' share | R1420 | _ | _ | 1,545,800 | _ | |
| Net | R1500 | _ | _ | 4,048,881,132 | _ | |
| Premiums earned | | | | | | |
| Gross | R1510 | _ | _ | 4,050,426,932 | _ | |
| Reinsurers' share | R1520 | _ | _ | 1,545,800 | _ | |
| Net | R1600 | _ | _ | 4,048,881,132 | _ | |
| Claims incurred | | | | | | |
| Gross | Ri6io | _ | _ | 4,420,254,183 | _ | |
| Reinsurers' share | R1620 | _ | _ | _ | _ | |
| Net | R1700 | _ | _ | 4,420,254,183 | _ | |
| Changes in other technical provisions | | | | | | |
| Gross | R1710 | _ | _ | (267,706,316) | (24,851) | |
| Reinsurers' share | R1720 | _ | _ | _ | _ | |
| Net | R1800 | _ | _ | (267,706,316) | (24,851) | |
| Expenses incurred | R1900 | _ | _ | 132,608,447 | _ | |
| Other expenses | R2500 | | | | | |
| Total expenses | R2600 | | | | | |

| | obligations | Life reinsurance | | | | |
|--------------|---------------------|-----------------------|--|---|--|--|
| Total | Life reinsurance | Health reinsurance | Annuities stemming from non-life insurance contracts and relating to insurance obligations other than health insurance obligations | Annuities stemming from non-life insurance contracts and relating to health insurance obligations | | |
| Со300 | Co280 | Co270 | Co26o | Co250 | | |
| | | | | | | |
| 4,050,426,95 | - | _ | _ | - | | |
| 1,545,80 | _ | _ | - | - | | |
| 4,048,881,13 | _ | _ | - | - | | |
| | | | | | | |
| 4,050,426,95 | _ | - | - | - | | |
| 1,545,80 | _ | _ | - | - | | |
| 4,048,881,1 | _ | _ | - | - | | |
| | | | | | | |
| 4,420,254,1 | _ | - | - | - | | |
| | _ | _ | - | - | | |
| 4,420,254,1 | _ | _ | - | - | | |
| | | | | | | |
| (267,731,16 | _ | - | - | - | | |
| | _ | _ | - | - | | |
| (267,731,16 | _ | _ | - | - | | |
| 132,608,44 | - | _ | _ | _ | | |
| 215,79 | | | | | | |
| 132,824,17 | | | | | | |

S.05.02.01
Premiums, claims and expenses by country

| | | Home country | The state of the s | | | | | Total for top 5 countries and home country |
|--|-------|-----------------|--|---------------|---------------|-------------------|---------------|--|
| | | C0150 | C0160 | C0170 | C0180 | C0190 | C0200 | C0210 |
| | R1400 | | GB | IT | FR | ES | SE | |
| | | C0220 | C0230 | C0240 | C0250 | C0260 | C0270 | C0280 |
| Premiums written | | | | | | $\supset \subset$ | | |
| Gross | R1410 | 75,372,259 | 948,349,918 | 813,289,545 | 782,339,408 | 385,419,420 | 290,947,892 | 3,295,718,442 |
| Reinsurers' share | R1420 | _ | _ | _ | _ | _ | _ | _ |
| Net | R1500 | 75,372,259 | 948,349,918 | 813,289,545 | 782,339,408 | 385,419,420 | 290,947,892 | 3,295,718,442 |
| Premiums earned | | | | | | $\supset \subset$ | | |
| Gross | R1510 | 75,372,259 | 948,349,918 | 813,289,545 | 782,339,408 | 385,419,420 | 290,947,892 | 3,295,718,442 |
| Reinsurers' share | R1520 | _ | _ | _ | _ | _ | _ | _ |
| Net | R1600 | 75,372,259 | 948,349,918 | 813,289,545 | 782,339,408 | 385,419,420 | 290,947,892 | 3,295,718,442 |
| Claims incurred | | | | | | | | |
| Gross | R1610 | 5,150,807 | 214,198,047 | 537,826,165 | 166,127,079 | 422,416,010 | 132,661,558 | 1,478,379,666 |
| Reinsurers' share | R1620 | _ | _ | _ | _ | - | _ | _ |
| Net | R1700 | 5,150,807 | 214,198,047 | 537,826,165 | 166,127,079 | 422,416,010 | 132,661,558 | 1,478,379,666 |
| Changes in other Technical Provisions | | | | | | | | |
| Gross | R1710 | (74,168,377) | (836,265,449) | (464,715,441) | (711,170,550) | (21,530,074) | (249,233,626) | (2,357,083,517) |
| Reinsurers' share | R1720 | _ | - | _ | _ | - | _ | _ |
| Net | R1800 | (74,168,377) | (836,265,449) | (464,715,441) | (711,170,550) | (21,530,074) | (249,233,626) | (2,357,083,517) |
| Expenses incurred | R1900 | 1,448,486 | 24,332,092 | 28,262,436 | 20,685,003 | 11,803,840 | 10,163,639 | 96,695,496 |
| Other expenses | R2500 | | | | | $\geq \leq$ | | 29,054 |
| Total expenses | R2600 | | | | | | | 96,724,550 |

S.22.01.22

Impact of long term guarantees measures and transitionals

| impact of long term guarantees measures and transition | 11415 | | | | | |
|---|-------|--|---|--|--|--|
| | | Amount with Long Term Guarantee measures and transitionals | Impact of transitional on technical provisions | Impact of transitional on interest rate | Impact of volatility adjustment set to zero | Impact of matching adjustment set to zero |
| | | Соого | C0030 | C0050 | C0070 | C0090 |
| Technical provisions | Rooio | 34,529,149,678 | | | 212,938 | |
| Basic own funds | R0020 | 537,914,720 | | | (156,330) | |
| Eligible own funds to meet Solvency Capital Requirement | R0050 | 537,914,720 | | | (156,330) | |
| Solvency Capital Requirement | R0090 | 413,697,406 | | | (128,701) | |

S.23.01.22 Own funds

| Own funds | | | I | İ | I | |
|---|-------|-------------|--------------------------|------------------------|--------|----------|
| | | Total | Tier 1 – unrestricted | Tier 1 – restricted | Tier 2 | Tier 3 |
| | | Соого | C0020 | C0030 | C0040 | C0050 |
| Basic own funds before deduction for participations in other financial sector | | | | | | \times |
| Ordinary share capital (gross of own shares) | Rooio | 12,500 | 12,500 | | _ | >< |
| Non-available called but not paid in ordinary share capital at group level | R0020 | _ | _ | | _ | > |
| Share premium account related to ordinary share capital | R0030 | 25,645,000 | 25,645,000 | | _ | >< |
| Initial funds, members' contributions or the equivalent basic own-fund item for mutual and mutual-type undertakings | R0040 | _ | _ | | _ | X |
| Subordinated mutual member accounts | R0050 | _ | | _ | _ | - |
| Non-available subordinated mutual member accounts at group level | R0060 | _ | | _ | _ | - |
| Surplus funds | R0070 | _ | _ | | | >< |
| Non-available surplus funds at group level | Roo8o | _ | _ | | | |
| Preference shares | R0090 | _ | | _ | _ | |
| Non-available preference shares at group level | Roioo | _ | | _ | _ | - |
| Share premium account related to preference shares | Rono | _ | | _ | _ | |
| Non-available share premium account related to preference shares at group level | R0120 | _ | | _ | _ | - |
| Reconciliation reserve | R0130 | 512,257,220 | 512,257,220 | | | >< |
| Subordinated liabilities | Roi40 | _ | | _ | _ | |
| Non-available subordinated liabilities at group level | R0150 | _ | | _ | _ | |
| An amount equal to the value of net deferred tax assets | Roi60 | _ | | | | |
| The amount equal to the value of net deferred tax assets not available at the group level | R0170 | _ | | | | - |
| Other items approved by supervisory authority as basic own funds not specified above | Roi8o | _ | _ | _ | _ | - |
| Non available own funds related to other own funds items approved by supervisory authority $ \\$ | R0190 | _ | _ | _ | _ | - |
| $Minority\ interests\ (if\ not\ reported\ as\ part\ of\ a\ specific\ own\ fund\ item)$ | Ro200 | _ | _ | _ | _ | - |
| Non-available minority interests at group level | R0210 | _ | _ | _ | _ | |
| Own funds from the financial statements that should not be represented by the reconciliation reserve and do not meet the criteria to be classified as Solvency II own funds | | | | | | X |
| Own funds from the financial statements that should not be represented by the reconciliation reserve and do not meet the criteria to be classified as Solvency II own funds | Ro220 | _ | | | | X |
| Deductions | | | | | | |
| Deductions for participations in other financial undertakings, including non-regulated undertakings carrying out financial activities | Ro230 | _ | _ | _ | _ | - |
| whereof deducted according to art 228 of the Directive 2009/138/EC | Ro240 | _ | _ | _ | _ | >< |
| Deductions for participations where there is non-availability of information (Article 229) | Ro250 | - | - | - | _ | - |
| Deduction for participations included by using D&A when a combination of methods is used | Ro260 | _ | _ | - | _ | |
| Total of non-available own fund items | Ro270 | _ | _ | _ | _ | |
| Total deductions | Ro280 | _ | _ | _ | _ | |
| Total basic own funds after deductions | Ro290 | 537,914,720 | 537,914,720 | _ | _ | |

| | | Соого | C0020 | C0030 | C0040 | C0050 |
|---|-------|-------------|-------------|--------|--------|--------|
| Ancillary own funds | | | | | | |
| Unpaid and uncalled ordinary share capital callable on demand | Ro300 | _ | | \geq | _ | \geq |
| Unpaid and uncalled initial funds, members' contributions or the equivalent basic own fund item for mutual and mutual-type undertakings, callable on demand | Rogio | _ | | | _ | |
| Unpaid and uncalled preference shares callable on demand | Ro320 | _ | | | _ | - |
| A legally binding commitment to subscribe and pay for subordinated liabilities on demand $$ | Ro330 | _ | | | _ | _ |
| Letters of credit and guarantees under Article 96(2) of the Directive 2009/138/ $$ EC | Ro340 | _ | | | _ | |
| Letters of credit and guarantees other than under Article 96(2) of the Directive 2009/138/EC | Ro350 | _ | | | _ | _ |
| Supplementary members calls under first subparagraph of Article 96(3) of the Directive 2009/138/EC | Ro360 | _ | | | _ | |
| Supplementary members calls – other than under first subparagraph of Article 96(3) of the Directive 2009/138/EC | Ro370 | _ | | | _ | _ |
| Non available ancillary own funds at group level | Ro380 | _ | | | _ | - |
| Other ancillary own funds | Ro390 | _ | | | _ | - |
| Total ancillary own funds | Ro400 | _ | | | _ | _ |
| Own funds of other financial sectors | | | | | | |
| Credit Institutions, investment firms, financial insitutions, alternative investment fund manager, financial institutions | Ro410 | _ | _ | _ | _ | |
| Institutions for occupational retirement provision | Ro420 | _ | _ | _ | - | _ |
| Non regulated entities carrying out financial activities | Ro430 | _ | _ | _ | - | \geq |
| Total own funds of other financial sectors | Ro440 | _ | _ | - | _ | - |
| Own funds when using the D&A, exclusively or in combination of method $\ensuremath{\mathtt{I}}$ | | | | \geq | \geq | \geq |
| Own funds aggregated when using the D&A and combination of method | Ro450 | _ | _ | - | - | _ |
| Own funds aggregated when using the D&A and combination of method net of IGT | Ro460 | _ | _ | _ | _ | _ |
| $Total\ available\ own\ funds\ to\ meet\ the\ consolidated\ group\ SCR\ (excluding\ own\ funds\ from\ other\ financial\ sector\ and\ from\ the\ undertakings\ included\ via\ D\&A\)$ | Ro520 | 537,914,720 | 537,914,720 | _ | _ | _ |
| $Total\ available\ own\ funds\ to\ meet\ the\ minimum\ consolidated\ group\ SCR$ | Ro530 | 537,914,720 | 537,914,720 | _ | - | - |
| $Total\ eligible\ own\ funds\ to\ meet\ the\ consolidated\ group\ SCR\ (excluding\ own\ funds\ from\ other\ financial\ sector\ and\ from\ the\ undertakings\ included\ via\ D\&A)$ | Ro560 | 537,914,720 | 537,914,720 | _ | - | - |
| $Total\ eligible\ own\ funds\ to\ meet\ the\ minimum\ consolidated\ group\ SCR$ | Ro570 | 537,914,720 | 537,914,720 | _ | _ | \geq |
| Minimum consolidated Group SCR | Ro610 | 186,163,832 | | | | |
| Ratio of Eligible own funds to Minimum Consolidated Group SCR | Ro650 | 288.9% | | | | |
| $Total\ eligible\ own\ funds\ to\ meet\ the\ group\ SCR\ (including\ own\ funds\ from\ other\ financial\ sector\ and\ from\ the\ undertakings\ included\ via\ D\&A)$ | Ro660 | 537,914,720 | 537,914,720 | _ | _ | _ |
| Group SCR | Ro680 | 413,697,406 | | | | |
| Ratio of Eligible own funds to group SCR including other financial sectors and the undertakings included via D&A | Ro690 | 130.0% | | | | |

| Reconciliation reserve | | | |
|---|-------|-------------|--|
| Excess of assets over liabilities | Ro700 | 552,914,720 | |
| Own shares (held directly and indirectly) | Ro710 | _ | |
| Foreseeable dividends, distributions and charges | Ro720 | 15,000,000 | |
| Other basic own fund items | Ro730 | 25,657,500 | |
| Adjustment for restricted own fund items in respect of matching adjustment portfolios and ring fenced funds | Ro740 | _ | |
| Other non available own funds | Ro750 | _ | |
| Reconciliation reserve | Ro760 | 512,257,220 | |
| Expected profits | | | |
| $Expected\ profits\ included\ in\ future\ premiums\ (EPIFP)-Life\ business$ | Ro770 | _ | |
| $Expected\ profits\ included\ in\ future\ premiums\ (EPIFP)-Non-life\ business$ | Ro780 | _ | |
| Total Expected profits included in future premiums (EPIFP) | Ro790 | _ | |

<u>S.25.01.22</u> Solvency Capital Requirement – for groups on Standard Formula

| | | Gross solvency capital requirement | USP | Simplifications |
|------------------------------------|-------|------------------------------------|--------|-----------------|
| | | Сопо | C0090 | C0120 |
| Market risk | Rooio | 292,069,044 | \geq | _ |
| Counterparty default risk | R0020 | 7,930,732 | \geq | |
| Life underwriting risk | R0030 | 340,084,851 | - | _ |
| Health underwriting risk | Roo40 | _ | _ | _ |
| Non-life underwriting risk | R0050 | _ | _ | _ |
| Diversification | Roo6o | (136,898,996) | \geq | |
| Intangible asset risk | R0070 | _ | \geq | |
| Basic Solvency Capital Requirement | Roioo | 503,185,631 | | |

Value Согоо Operational risk **Roi30** 14,756,791 Loss-absorbing capacity of technical provisions R0140 Loss-absorbing capacity of deferred taxes R0150 (104,245,017) Capital requirement for business operated in accordance with Art. 4 of Directive R0160 2003/4I/EC Solvency Capital Requirement excluding capital add-on R0200 413,697,406 Capital add-ons already set Ro210 Solvency capital requirement for undertakings under consolidated method R0220 413,697,406 Other information on SCR Capital requirement for duration-based equity risk sub-module Ro400 Total amount of Notional Solvency Capital Requirements for remaining part R0410 Total amount of Notional Solvency Capital Requirements for ring fenced funds Ro420 Total amount of Notional Solvency Capital Requirements for matching adjustment Ro430 portfolios Diversification effects due to RFF nSCR aggregation for article 304 Ro440 Minimum consolidated group solvency capital requirement Ro470 186,163,832 Information on other entities $Capital\ requirement\ for\ other\ financial\ sectors\ (Non-insurance\ capital\ requirements)$ Ro500 Capital requirement for other financial sectors (Non-insurance capital requirements) - Credit institutions, investment firms and financial institutions, R0510 alternative investment funds managers, UCITS management companies Capital requirement for other financial sectors (Non-insurance capital Ro520 requirements) – Institutions for occupational retirement provisions Capital requirement for other financial sectors (Non-insurance capital requirements) -Ro530 Capital requirement for non-regulated entities carrying out financial activities Capital requirement for non-controlled participation requirements Ro540 Capital requirement for residual undertakings Ro550 **Overall SCR** SCR for undertakings included via D and A Ro560 Solvency capital requirement Ro570 413,697,406

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