



# LOMBARD

INSURANCE COMPANY  
LIMITED

**LOMBARD INSURANCE COMPANY LIMITED**

**Registration number: 1990/001253/06**

**AUDITED ANNUAL FINANCIAL STATEMENTS**

**for the year ended 30 June 2013**

The audited annual financial statements were prepared in September 2013.

The preparation of the audited annual financial statements was supervised by DD Hyde, CA(CA), the group financial director.

**LOMBARD INSURANCE COMPANY LIMITED**  
**Registration number: 1990/001253/06**

**AUDITED ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013**

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**CORPORATE GOVERNANCE STATEMENT**  
**for the year ended 30 June 2013**

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Lombard Insurance Company Limited (the Company) is governed by a board of directors, the members of which are common to certain other LomHold Proprietary Limited group entities (the Group). The corporate governance statement that follows is a combined statement by the members of this common board of directors and as such applies equally to the Company. Hereinafter, any reference to “the Board” refers to the aforementioned common board of directors and as such, the board of directors of Lombard Insurance Company Limited. Any reference to “the Group” applies equally to the operations of the Company.

**Principles of corporate governance**

The Board is committed to the principles of openness, integrity and accountability and to providing timely, relevant and meaningful reporting to all stakeholders. The Board ensures that the Group’s business is conducted to high standards of corporate governance, and in line with best practice. These standards are entrenched in the Group’s established systems of internal control, by its procedures and policies governing corporate conduct, with particular emphasis on the importance of qualitative aspects of corporate governance.

The Group is committed to an open governance process such that all stakeholders may derive assurance that its directors and managers are managing the Group responsibly. The Board, where practicable, subscribes to the principles set-out in the King III report on corporate governance. The principles contained in King III, where practicable, are reflected in the Group’s corporate governance structures, which are reviewed from time to time to accommodate organisational changes and international developments in the field of corporate governance. It is the policy of the Board and management to actively review and enhance the Group's systems of control and governance to ensure the Group’s business is managed ethically and within prudently determined risk parameters that conform to best practice.

**Board composition, appointment and responsibilities**

Directors are appointed based on personal character, skill, experience and their level of contribution to, and their impact on, the activities of the Group. The Board decides on the appointment of new directors collectively, based on recommendations from its individual members. In compliance with the Financial Services Board (FSB) Directive 101.A.i, the Board currently consists of seven non-executive directors and two executive directors. Four of the non-executive directors are independent. No block of directors can dominate the Board. All non-executive directors have attended at least two meetings in the year under review. All board members are kept abreast of current developments and required governance structures. The Board is responsible for setting the direction of the Group through the establishment of strategic objectives and key policies. Board meetings are held at least three times a year with additional meetings called when necessary. As also required by FSB Directive 101.A.i, the quorum for meetings is half the number of appointed directors plus one, to the higher integer of directors. Other senior executives are invited to attend meetings as required to ensure comprehensive reporting to the Board.

**CORPORATE GOVERNANCE STATEMENT**  
**for the year ended 30 June 2013 - continued**

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**Board composition, appointment and responsibilities** (continued)

The responsibilities of the Board are clearly defined in its terms of reference. The responsibilities of the Board include issues of strategic direction, business plans and annual budgets, major acquisitions and disposals, changes to the Board and other matters having a material effect on the Group or required by statute.

Board members and prescribed officers are required to regularly declare any interest they might have in transactions with the Group. All directors are given access to the information needed to carry out their duties and responsibilities fully and effectively. Furthermore, all directors are entitled to seek independent professional advice about the affairs of the Group, at the expense of the company concerned.

The current members of the Board are:

ML Japhet	(Non-executive chairman)
RJ Symmonds	(Managing director)
DD Hyde	(Financial director)
CE Backeberg	(Independent non-executive director)
GJM Carlin	(Independent non-executive director)
ADH Enthoven	(Non-executive director)
PG Nkadimeng	(Independent non-executive director)
PJ Orford	(Non-executive director)
P Soko	(Independent non-executive director)

**Board committees and governance structures**

The Board has established a number of sub-committees, which operate within defined terms of reference laid down by the Board in writing. Members of these committees are suitably qualified and experienced so as to meaningfully contribute to the workings of the committees on which they serve. All committees report to the Board and operate in accordance with written terms of reference. The most relevant of these committees, which shall be further discussed below, are the Audit, Risk and Compliance Committee and the Investment Committee.

Further, certain statutory governance appointments have at all times through the year been maintained. These are the appointment of the Statutory Actuary and Company Secretary; whose role and function shall be further discussed below.

**Audit, Risk and Compliance Committee**

The Audit, Risk and Compliance Committee comprises three independent non-executive members, namely:

GJM Carlin  
PG Nkadimeng  
P Soko

Chaired by Ms P Soko, this committee is constituted as a statutory committee in respect of its statutory duties in terms of the Companies Act, 2008 (the Companies Act) (and also in terms of the Short Term Insurance Act No. 53 of 1998 and Long-Term Insurance Act No. 52 of 1998). It is also a committee of the Board in respect of all duties assigned to it by the Board. The committee operates in accordance with terms of reference that have been approved by the Board.

**CORPORATE GOVERNANCE STATEMENT**  
**for the year ended 30 June 2013 - continued**

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**Audit, Risk and Compliance Committee** (continued)

The following members may be in attendance at committee meetings, but by invitation only and cannot vote:

- managing director for the Group;
- chief risk officer for the Group;
- financial director for the Group;
- chief compliance officer for the Group;
- representatives from the external auditors for the Group;
- head of the internal auditors for the group;
- other assurance providers for the Group; and
- invited attendees.

The statutory and Board delegated duties of the committee include the following:

- Preparing a report to be included in the annual financial statements in terms of Section 94(7) of the Companies Act, which report appears on pages 11 to 13 and provides further information on the activities of this committee;
- Monitoring and reviewing the effectiveness of the internal audit function;
- Recommending to the Board the appointment of the external auditors, approving their remuneration and terms of engagement and monitoring their independence, objectivity and effectiveness, taking into consideration relevant professional and regulatory requirements;
- Determination of the nature and extent of any non-audit services which the external auditor may provide to the Group and pre-approval of any proposed contract with the external auditor for the provision of those non-audit services; and
- Receiving and dealing appropriately with any complaints (whether from within or outside the Group) relating either to the accounting practices and internal audit or to the content or auditing of its financial statements, or any other related matter.

The external and internal auditors have unrestricted access to the chairperson of the committee and have attended all meetings during the period to report on their findings and to discuss accounting, auditing, internal control and financial reporting matters.

The Audit, Risk and Compliance Committee has, in the past financial year, satisfied its responsibilities in compliance with the Companies Act and the Short Term Insurance Act, as well as its responsibilities in accordance with its terms of reference.

**Investment Committee**

The objective of the Investment Committee is to ensure that appropriate decisions are taken with regard to the investments of the Group. The committee recommends guidelines and principles to the Board and takes advice, where appropriate, from external investment professionals. The Investment Committee, chaired by Mr GJM Carlin, meets bi-monthly.

**Statutory Actuary**

The independent statutory actuary, who is not in the employment of the Group, assists the Board in all actuarial matters and reviews the actuarial valuations required in the Group.

**CORPORATE GOVERNANCE STATEMENT**  
**for the year ended 30 June 2013 - continued**

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**Statutory Actuary (continued)**

The statutory actuary is a permanent invitee to all Board meetings at which actuarial matters are to be discussed and decided on.

**Company secretary**

All directors have access to the advice and services of the company secretary, who ensures compliance with applicable procedures and legislation.

**Accountability and transparency**

The requirements of Chapter 3 of the Companies Act relating to enhanced accountability and transparency are applicable to, and adopted by, the Group. Furthermore the Group, of its own accord, maintains the highest standard of accountability. Certain of the mechanisms through which this is done, is now more fully discussed below.

**Going concern**

The Group Audit, Risk and Compliance Committee considers the facts and assumptions used in the assessment of the Group as a going concern at the financial year-end date. This provides assurance to the directors in confirming their assessment that the annual financial statements are properly prepared on the going concern basis.

**Internal financial controls**

The Board acknowledges that it is responsible for instituting internal control systems that provide reasonable assurance on safeguarding assets and prevention of their unauthorised use or disposal, as well as maintenance of proper accounting records that give reasonable assurance on the reliability of financial information produced.

Despite room for improvement in the automation of processes and controls, compensating controls are in place and the Board is satisfied that these compensating controls provide reasonable assurance that significant associated risks are appropriately managed and that adequate internal controls are in place. The improvement of processes and controls continues to receive the on-going attention of the Audit, Risk and Compliance Committee and of the Board and will continue to improve in accordance with established plans. The Board is satisfied that there has been no material breakdown of the internal controls.

**Internal audit**

Internal audit operates under terms of reference recommended by the Audit, Risk and Compliance Committee and approved by the Board. The Company's internal audit function was outsourced to an external service provider until April 2013, which was staffed by qualified and experienced individuals. The responsible partner had direct access to the Audit, Risk and Compliance Committee. Effective May 2013 this function is performed internally by qualified chartered accountants who have direct access to the Audit, Risk and Compliance Committee. Internal audit attends Audit, Risk and Compliance Committee meetings by request and reports its findings to the Committee.

Internal audit is an independent, objective assurance activity established to add value and improve operations of the Company. It helps the Company accomplish its objectives by bringing a systematic, disciplined approach to evaluate and improve the adequacy and effectiveness of risk management, control and governance processes.

**CORPORATE GOVERNANCE STATEMENT**  
**for the year ended 30 June 2013 - continued**

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**Accountability and transparency** (continued)

**Internal audit** (continued)

The internal audit function did not report any material breakdowns in internal control during the financial year under review.

**Risk management**

The Group continues to strengthen its risk management competencies. The Board has reaffirmed its stance that risk management is an imperative for efficient capital and business management in both the life and short-term insurance industries. The Group is progressing with changes to its risk management framework to address requirements in the proposed Solvency Assessment and Management (SAM) regulatory regime.

The allocation of roles and responsibilities for risk management within the Group is consistent with the guidelines provided in the King III report on corporate governance as well as those required by SAM. A dedicated Chief Risk Officer (the CRO) has, for some time, been appointed to oversee the group's risk management activities at executive committee level and risk and compliance champions are appointed in each division to ensure the cascading of risk processes into the business.

The Board is responsible for the governance of risk, which includes the approval of a documented risk policy and plan which is reviewed at least annually, with continuous monitoring.

Oversight of risk and compliance has been delegated to the Audit, Risk and Compliance Committee. The committee considers the risk management policy and plan, the efficiency of management in their risk management responsibilities as well as the assurances provided by the external and internal auditors. The Investment Committee considers capital adequacy and asset/liability matching risks and other applicable investment risks. A member of the Audit, Risk and Compliance Committee is represented on the Investment Committee. The CRO assists all levels in the business in achieving the strategic objectives of the Group by bringing a systematic approach to evaluating and improving the effectiveness of risk management and control.

The CRO of the Group oversees the enterprise risk management (ERM) framework, facilitating and coordinating the process and reporting the status to the executive management, the Audit, Risk and Compliance Committee and the Board. The CRO has direct access to the chairperson of the Audit, Risk and Compliance Committee, but reports administratively to the Managing Director.

**Compliance**

The governance and compliance function is responsible for the monitoring of regulatory and reputational risk and the setting of related policies. The Group's governance strategy, objectives and structures have been designed to ensure that the Group complies with legislation and all relevant industry codes.

Compliance risk is the risk to earnings, capital and reputation arising from violations of, or non-compliance with, laws, rules, regulations, supervisory requirements, prescribed practices or ethical standards.

The Group is committed to the highest standards of integrity, professionalism and ethical behaviour and requires all its employees to comply with all relevant laws, rules, standards and policies when conducting the business of the Group.

The Group's compliance function is an independent function that identifies, evaluates, advises, monitors and reports on the Group's compliance risk.

**CORPORATE GOVERNANCE STATEMENT**  
**for the year ended 30 June 2013 - continued**

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**Accountability and transparency** (continued)

**Compliance** (continued)

Compliance risk is managed within the organisation through the following key activities:

- creating awareness through training employees on the impact and responsibilities related to legislative requirements;
- monitoring and reporting on the level of compliance with regulatory requirements, including reporting specific incidents of non-compliance to senior management and the Board;
- provide assurance that the risks relating to regulatory requirements are identified, understood and effectively managed; and
- consulting with the business units and providing compliance opinions with regard to new business ventures and processes.

**Information technology**

The Group's IT strategy over the next 2 years (2014 to 2015), will follow a phased delivery approach including understanding the IT governance, processes and architecture and the capacity to absorb change over the period.

The IT strategy will be supported by the following elements:

- focused IT strategy;
- single value delivery framework (IT architectures and maturity model);
- focused governance and risk management approach; and a
- single organisational design (resource and performance management).

To ensure value delivery to the business the plan focuses on:

- best practice architecture design (align, re-organise and simplify);
- efficiency (create and realise value through efficient development, implementation, support and maintenance);
- effectiveness (through monitoring, evaluating and continuously improving and optimising the IT architectures); and
- transforming (innovating using technology and leadership).

**Principles of conduct**

**Business integrity and ethics**

The Group has a written code of ethics. The Group supports free enterprise as the system best able to contribute to the economic welfare of society, and to promote individual liberty. Without satisfactory profits and a strong financial foundation, it would not be possible to fulfil the responsibilities to shareholders, employees, society, and those with whom we do business. Our corporate actions are governed by economic criteria as well as social, environmental and political considerations.



**Principles of conduct** (continued)

**Business integrity and ethics** (continued)

The Group is committed to the principles of sustainable development, striking a balance between economic, environmental and social development. We strive to innovate and adopt best practice wherever we operate, working in consultation with stakeholders.

Management and employees operate within a framework that requires compliance with all applicable laws and maintenance of the highest integrity in the conduct of the business of the Group.

**Employment and labour rights**

The Group subscribes to the principle of fair labour practices at our workplaces, and our conditions of service comply with applicable laws and industry standards.

**Board of directors**

**ML Japhet**

BSc (Honours) Economics & Politics, Bristol University, 1977

ACII

Non-executive chairman

Joined in 1995

**RJ Symmonds**

BCom (Honours), UCT, 1980

Chartered Accountant of South Africa, Public Accountant and Auditor's Board, 1983

Managing director

Joined in 2004

**DD Hyde**

BCom (Law), WITS, 1989

CA (CA), Canadian Institute of Chartered Accountants, 1991

Financial director

Joined in 2009

**CE Backeberg**

BSc (Honours), UCT, 1981

Fellow of Actuarial Society of SA (FASSA), 1988

Non-executive director

Joined in 2011

**GJM Carlin**

BCom (Honours)

CA (SA), South African Institute of Chartered Accountants

Non-executive director

Joined in 1997

**Board of directors** (continued)

**ADH Enthoven**

BA (Philosophy, Politics, Economics), Oxford, 1992

MA (Philosophy), Oxford 1996

PHD (Philosophy), Oxford, 2000

Non-executive director

Joined in 2010

**PG Nkadimeng**

BSc (Stats and Economics), UCT, 1994

Non-executive director

Joined in 2004

**PJ Orford**

B.Bus.Sci (Economics), UCT, 1992

MPhil (Economics), Oxford, 1997

Chartered Financial Analyst, CFA Institute, 2000

Non-executive director

Joined in 2010

**P Soko**

B.Compt (Honours), UNISA

Certified Internal Auditor SA – IIA (SA)

Non-executive director

Joined in 2007

**STATEMENT OF DIRECTORS' RESPONSIBILITIES**  
**for the year ended 30 June 2013**

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In accordance with the Companies Act requirements, the directors are required to maintain adequate accounting records and are responsible for the content and integrity of the annual financial statements of Lombard Insurance Company Limited and related financial information included in this report. It is their responsibility to ensure that the annual financial statements for each financial year fairly present the state of affairs of the Company at the end of the annual financial year and the results of their operations and cash flows, in conformity with International Financial Reporting Standards (IFRS).

The accounting policies supported by judgements, estimates and assumptions which comply with IFRS have been applied on a consistent and going concern basis.

It is the responsibility of the independent auditors to report on fair presentation of the annual financial statements. Their unqualified audit report appears on page 14.

The directors are ultimately responsible for the internal controls of the Company. To enable the directors to meet these responsibilities, management design and implement standards and systems of internal controls to provide reasonable, but not absolute assurance as to the integrity and reliability of the annual financial statements in accordance with IFRS and to adequately safeguard, verify and maintain accountability for Company assets. Systems and controls include the proper delegation of responsibilities within a clearly defined framework, effective accounting procedures and adequate segregation of duties.

Based on the information and explanations given by management and the internal and external auditors, the directors have no reason to believe that the system of internal controls does not provide reasonable assurances that the financial records may be relied on for the preparation of the consolidated annual financial statements of the Group in accordance with IFRS. Nothing has come to the attention of the directors to indicate that any breakdown in the functioning of the internal controls, resulting in a material loss to the Company, has occurred during the year and up to the date of this report.

The directors have a reasonable expectation that the Company has adequate resources to continue in operational existence for the foreseeable future. For this reason the directors continue to adopt the going concern basis in preparing the annual financial statements of the Company.

**DIRECTORS' APPROVAL OF ANNUAL FINANCIAL STATEMENTS**

The annual financial statements which appear on pages 15 - 70 are prepared in accordance with IFRS and are approved by the board of directors on 24 October 2013 and are signed on its behalf by:

  
\_\_\_\_\_  
ML JAPHET  
CHAIRMAN  
24 October 2013

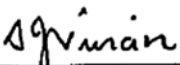
  
\_\_\_\_\_  
R SYMMONDS  
MANAGING DIRECTOR  
24 October 2013

**LOMBARD INSURANCE COMPANY LIMITED**  
**Registration number: 1990/001253/06**

**CERTIFICATION OF COMPANY SECRETARY**  
**for the year ended 30 June 2013**

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In accordance with section 88(2)(e) of the Companies Act, it is hereby certified that the Company has lodged with the Registrar of Companies all such returns as are required of a company in terms of the Companies Act and that such returns are true, correct and up to date.

  
\_\_\_\_\_  
SJ VIVIAN  
COMPANY SECRETARY  
24 October 2013

**AUDIT RISK AND COMPLIANCE COMMITTEE REPORT**  
**for the year ended 30 June 2013**

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The Audit, Risk and Compliance Committee (the committee) has the pleasure in submitting its report for the financial year ended 30 June 2013.

The Audit, Risk and Compliance Committee is an independent statutory committee appointed by the board of directors. During the year under review, the committee conducted its affairs and discharged its responsibilities as required by the Companies Act, the Short Term Insurance Act and the King Code of Governance Principles for South Africa, 2009 (King III), as approved by the Board during 2010.

**Roles and responsibilities**

According to its terms of reference, the committee assists the Board to discharge its duties relating to:

- Carrying out all the functions as required in terms of legislation;
- Performing all the functions of an audit committee for those operating subsidiaries that do not have their own committee;
- Overseeing the integrity of the annual financial statements and reviewing content thereof to ensure that the information is reliable;
- Nominating to the shareholder a registered external auditor who, in the opinion of the committee, is independent of the Company, for appointment as external auditor of the Company, as well as nominating for appointment the designated individual auditor;
- Consideration and recommendation to the Board of the appointment, removal or replacement of the internal auditors of the Group;
- Consideration of the accounting treatment of significant or unusual transactions and areas of judgement that have a significant impact on the annual financial statements;
- Determination of the nature and extent of any non-audit services which the external auditor may provide to the Company and pre-approval of any proposed contract with the external auditor for the provision of those non-audit services;
- Review and approval of the annual internal audit plan;
- Monitoring the compliance of the Group with legal requirements, statutes, regulations and the Group's code of ethics;
- Consideration of the reports by the internal and external auditors on their findings and recommendations;
- Review of the effectiveness of the Group's systems of internal control;
- Review of the relationship between management, the internal auditors and the external auditors; and
- Oversight of risk management

**Composition of meetings**

Members: P Soko (Chairperson), GJM Carlin, PG Nkadimeng

The committee comprises of three independent non-executive directors and meets at least three times a calendar year. The chairman of the Board, managing director, financial director, external auditors, internal auditors and financial executives can attend committee meetings by request.

The committee discharged its statutory and Board responsibilities by meeting during the period under review to consider, inter alia, the year-end results of the Group, as well as to consider regulatory and accounting standard compliance by the Group. The record of attendance by each committee member was as follows:

**AUDIT RISK AND COMPLIANCE COMMITTEE REPORT**  
**for the year ended 30 June 2013 - continued**

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**Composition of meetings (continued)**

<b>Name of committee member</b>	<b>Date appointed to committee</b>	<b>23 October 2012</b>	<b>10 April 2013</b>	<b>25 July 2013</b>
P Soko	6 June 2007	✓		
GJM Carlin	16 November 1995	✓	✓	✓
PG Nkadameng	2 June 2009	✓	✓	✓

**Expertise and experience**

The committee has considered and is satisfied that the expertise and experience of the financial director is suitable, and the adequacy of resources of the finance function and experience of the senior members of management responsible for the financial function is appropriate.

**External auditor appointment and independence**

The committee has recommended Deloitte & Touche (Deloitte) to perform an independent and objective audit of the Group and approved Yuresh Maharaj as the designated auditor in terms of the provisions of the section 90 of the Companies Act. The annual financial statements are prepared in terms of International Financial Reporting Standards (IFRS). The committee is satisfied that Deloitte is independent of the Group, as contemplated in section 94(8) of the Companies Act.

In making this determination the committee has considered Deloitte's compliance with criteria relating to independence or conflicts of interest as prescribed by the Independent Regulatory Board for Auditors. Requisite assurance was sought and provided by Deloitte that internal governance processes in the audit firm support its claim of independence.

The committee, in consultation with executive management, agreed to the engagement letter, terms, audit plan and budgeted audit fees for the 2013 year. Deloitte is considered for non-audit services according to a formal procedure, and the nature and extent of non-audit services that Deloitte may provide is agreed in terms of a pre-approved policy.

The Audit, Risk and Compliance Committee has met with the designated auditor to consider matters of importance and relevant to the finalisation of the Group's annual financial statements and to the affairs of the Group generally.

**Internal, financial and accounting controls**

Financial and internal controls focus on critical risk areas. The controls are designed to provide reasonable assurance that assets are safeguarded from loss and unauthorised use, and financial records may be relied on for preparing the annual financial statements and maintaining accountability for assets and liabilities. The identification of risks and implementation and monitoring of adequate systems of internal, financial and operating controls to manage such risks is delegated to senior executive management.

**AUDIT RISK AND COMPLIANCE COMMITTEE REPORT**  
**for the year ended 30 June 2013 - continued**

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**Internal, financial and accounting controls** (continued)

Financial risk management policies are communicated directly to executive management and the appropriate levels of management in the various operations. The Board acknowledges its responsibility for ensuring that management implements and monitors the effectiveness of systems of internal, financial and operating controls. The Board, via the Audit, Risk and Compliance Committee, monitors the effectiveness of established controls and procedures to ensure the accuracy and integrity of accounting records, and monitors the Group's businesses, financial risks and performance. Based on internal audit's review of the design, implementation and effectiveness of the Group's system of internal financial controls in 2013, and considering information and explanations given by management and discussions with Deloitte on the results of its audit, nothing has come to the attention of the Audit, Risk and Compliance Committee to indicate that the Group's system of internal financial controls is not effective or the preparation of the annual financial statements is unreliable.

**Internal audit**

Internal audit operates under terms of reference recommended by the Audit, Risk and Compliance Committee and approved by the Board. The Company's internal audit function was outsourced to an external service provider until April 2013, which was staffed by qualified and experienced individuals. The responsible partner had direct access to the Audit, Risk and Compliance Committee. Effective May 2013 this function is performed internally by qualified chartered accountants who have direct access to the Audit, Risk and Compliance Committee. Internal audit attends Audit, Risk and Compliance Committee meetings by request and reports its findings to the Committee. Internal audit is an independent, objective assurance activity established to add value and improve operations of the Company. It helps the Company accomplish its objectives by bringing a systematic, disciplined approach to evaluate and improve the adequacy and effectiveness of risk management, control and governance processes.


The internal audit function did not report any material breakdowns in internal control during the financial year under review.

**Annual financial statements**

Having considered the annual financial statements for the year ended 30 June 2013, the Committee recommends the annual financial statements for approval to the board of directors.

**Complaints**

No complaints relating either to the accounting practices and internal audit of the Company or to the contents or auditing of its annual financial statements, or to any related matter were received by the Committee.

  
**GJM CARLIN**  
**ACTING CHAIRPERSON**  
**24 October 2013**

## INDEPENDENT AUDITOR'S REPORT REPORT TO THE MEMBERS OF LOMBARD INSURANCE COMPANY LIMITED

We have audited the annual financial statements of Lombard Insurance Company Limited, set out on pages 17 to 70, which comprise the statement of financial position as at 30 June 2013, and the statement of comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, and the notes, comprising a summary of significant accounting policies and other explanatory information.

### *Directors' Responsibility for the Financial Statements*

The company's directors are responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards and the requirements of the Companies Act of South Africa, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

### *Auditor's Responsibility*

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

### *Opinion*

In our opinion, the financial statements present fairly, in all material respects, the financial position of Lombard Insurance Company Limited as at 30 June 2013, and its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards and the requirements of the Companies Act of South Africa.

### *Other reports required by the Companies Act*

As part of our audit of the financial statements for the year ended 30 June 2013, we have read the Directors' Report, the Audit Committee's Report and the Company Secretary's Certificate for the purpose of identifying whether there are material inconsistencies between these reports and the audited financial statements. These reports are the responsibility of the respective preparers. Based on reading these reports we have not identified material inconsistencies between these reports and the audited financial statements. However, we have not audited these reports and accordingly do not express an opinion on these reports.



Deloitte & Touche  
Registered Auditor  
Per: Y Maharaj  
Partner  
24 October 2013

National Executive: LL Barn Chief Executive: AE Swiegers Chief Operating Officer: GM Finnock Audit:  
DL Kennedy Risk Advisory NB Kader Tax TP Pily Consulting K Black Clients & Industries  
JK Mazzocco Talent & Transformation CR Beukman Finance M Jordan Strategy S Gwala Special Projects  
TJ Brown Chairman of the Board MU Comber Deputy Chairman of the Board

A full list of partners and directors is available on request

**B-BBEE rating: Level 2 contributor in terms of the Chartered Accountancy Profession Sector Code**

Member of Deloitte Touche Tohmatsu Limited



**DIRECTORS' REPORT**  
**for the year ended 30 June 2013**

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The directors have pleasure in submitting their report, which forms part of the annual financial statements of Lombard Insurance Company Limited ("the Company") for the year ended 30 June 2013.

**GENERAL REVIEW**

The Company underwrites non-life insurance risks, such as those associated with guarantee, liability, marine, motor, property and engineering. Most of its business is administered through the use of underwriting managers.

**TRADING RESULTS**

The state of affairs and results of the Company for the year are fully set out in the statement of profit and loss and other comprehensive income on page 18.

**DIVIDENDS**

A dividend of R26 million (2012: R20 million) was declared to the shareholders of the Company during the year under review.

**SHARE CAPITAL**

Share capital did not change during the year.

**CONSOLIDATION**

The annual financial statements have not been prepared on a consolidation basis as per IAS 27. The company is a wholly owned subsidiary of Lomhold Proprietary Limited and the directors have selected to only prepare annual financial statements for the Company.

**EVENTS SUBSEQUENT TO STATEMENT OF FINANCIAL POSITION DATE**

The directors are not aware of any other matter or circumstance arising since the end of the financial year that would affect the operations of the Company or the results of those operations significantly.

**GOING CONCERN**

The directors confirm that the Company has adequate resources to operate in the foreseeable future and will remain a viable going concern in the year ahead.

**LOMBARD INSURANCE COMPANY LIMITED**  
**Registration number: 1990/001253/06**

**DIRECTORS' REPORT**  
**for the year ended 30 June 2013 - continued**

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**HOLDING COMPANY**

The Company is a wholly owned subsidiary of Lomhold Proprietary Limited. Lomhold Proprietary Limited is an associate of The Hollard Insurance Company Limited.

**DIRECTORS AND SECRETARY**

The directors of the Company for the year under review were:

ML Japhet	(Chairman)
RJ Symmonds	(Managing director)
DD Hyde	(Financial director)
CE Backeberg	
GJM Carlin	
ADH Enthoven	
PG Nkadimeng	
PJ Orford	
P Soko	

The secretary of the Company is SJ Vivian.

*Registered address:*  
Building C, Sunnyside Office Park  
2 Carse O'Gowrie Road  
Parktown  
2193

*Postal address:*  
PO Box 2740  
Parklands  
2121

**AUDITORS**

Deloitte & Touche were appointed as auditors during the year under review.

**COMPARATIVE FIGURES**

In some instances, reclassifications were made that affect prior year disclosures. This has been carried out to provide more useful information to the user of the annual financial statements. Where such reclassifications were made, a note was provided to inform users.

**LOMBARD INSURANCE COMPANY LIMITED**  
**Registration number: 1990/001253/06**

**STATEMENT OF FINANCIAL POSITION**  
**as at 30 June 2013**

	Notes	2013 R'000	2012 R'000
<b>ASSETS</b>			
<b>Non-current assets</b>			
Property and equipment	5	6 339	5 684
Intangible assets	6	21 677	19 251
Investment in subsidiary	8	-	127
Financial assets	9		
- available-for-sale		231 263	208 555
- held-to-maturity		43 337	21 903
<b>Total non-current assets</b>		<b>302 616</b>	<b>255 520</b>
<b>Current assets</b>			
Reinsurance contracts	10	458 305	329 361
Receivables including insurance receivables	11	512 116	428 382
Cash and cash equivalents	12	386 369	266 285
<b>Total current assets</b>		<b>1 356 790</b>	<b>1 024 028</b>
<b>Total assets</b>		<b>1 659 406</b>	<b>1 279 548</b>
<b>EQUITY</b>			
<b>Capital and reserves</b>			
Share capital and share premium	13	134 450	134 450
Non-distributable reserves	14	78 128	57 697
Retained earnings		280 483	251 788
<b>Total equity</b>		<b>493 061</b>	<b>443 935</b>
<b>LIABILITIES</b>			
Deferred tax liability	7	11 861	3 720
Insurance liabilities	10	820 670	659 093
Employee benefits	15	25 862	29 146
Trade and other payables	16	306 366	138 630
Current income tax liability		1 586	5 024
<b>Total liabilities</b>		<b>1 166 345</b>	<b>835 613</b>
<b>Total equity and liabilities</b>		<b>1 659 406</b>	<b>1 279 548</b>

**LOMBARD INSURANCE COMPANY LIMITED**  
**Registration number: 1990/001253/06**

**STATEMENT OF PROFIT AND LOSS AND OTHER COMPREHENSIVE INCOME**  
**for the year ended 30 June 2013**

	Notes	2013 R'000	2012 R'000
Insurance premium revenue		1 171 378	1 146 843
Insurance premium revenue ceded to reinsurers		(573 924)	(408 414)
<b>Net insurance premium revenue</b>	17	<b>597 454</b>	738 429
Investment income	18	30 574	28 958
Reinsurance commission		143 317	127 972
Net realised gains on available-for-sale financial assets		9 471	6 712
Other operating income	19	12 845	24 736
<b>Other income</b>		<b>196 207</b>	188 378
Insurance claims and loss adjustment expenses		(621 565)	(667 544)
Insurance claims and loss adjustment expenses recovered from reinsurers		358 735	248 990
<b>Net insurance claims and loss adjustment expenses</b>	20	<b>(262 830)</b>	(418 554)
Expenses for the acquisition of insurance contracts		(257 818)	(224 407)
Expenses for marketing and administration		(4 810)	(8 167)
Other operating expenses	21	(194 422)	(190 692)
<b>Expenses</b>		<b>(457 050)</b>	(423 266)
<b>Results of operating activities</b>		<b>73 781</b>	84 987
Taxation expense	22	(18 128)	(23 908)
<b>Profit after tax</b>		<b>55 653</b>	61 079
Other comprehensive income			
- realised gains on disposal of available-for-sale financial assets		(9 471)	(6 712)
- fair value adjustment of available-for-sale financial assets		32 981	20 857
- tax effect of fair value adjustments of available-for-sale financial assets		(3 079)	(5 767)
<b>Total comprehensive income</b>		<b>76 084</b>	69 457

**LOMBARD INSURANCE COMPANY LIMITED**  
**Registration number: 1990/001253/06**

**STATEMENT OF CHANGES IN EQUITY**  
**for the year ended 30 June 2013**

	Number of ordinary shares	Share capital R'000	Share premium R'000	Share capital and share premium R'000	Available- for-sale reserve R'000	Contingency reserve R'000	Capital contribution reserve R'000	Retained earnings R'000	Total equity R'000
<b>Balance at 30 June 2011</b>	<b>4 665 497</b>	<b>46</b>	<b>82 403</b>	<b>82 449</b>	<b>47 319</b>	<b>69 785</b>	<b>2 000</b>	<b>140 924</b>	<b>342 477</b>
Share Issue	3	1	52 000	52 001	-	-	-	-	52 001
Total comprehensive income	-	-	-	-	8 378	-	-	61 079	69 457
Transfer from contingency reserve	-	-	-	-	-	(69 785)	-	69 785	-
Dividends paid	-	-	-	-	-	-	-	(20 000)	(20 000)
<b>Balance at 30 June 2012</b>	<b>4 665 500</b>	<b>47</b>	<b>134 403</b>	<b>134 450</b>	<b>55 697</b>	<b>-</b>	<b>2 000</b>	<b>251 788</b>	<b>443 935</b>
Total comprehensive income	-	-	-	-	20 431	-	-	55 653	76 084
Dividends paid	-	-	-	-	-	-	-	(26 958)	(26 958)
<b>Balance at 30 June 2013</b>	<b>4 665 500</b>	<b>47</b>	<b>134 403</b>	<b>134 450</b>	<b>76 128</b>	<b>-</b>	<b>2 000</b>	<b>280 483</b>	<b>493 061</b>

**LOMBARD INSURANCE COMPANY LIMITED**  
**Registration number: 1990/001253/06**

**STATEMENT OF CASH FLOWS**  
**for the year ended 30 June 2013**

	Notes	<b>2013</b> <b>R'000</b>	2012 R'000
<b>Cash flow from operating activities</b>			
Cash generated by operations	23.1	<b>155 924</b>	17 125
Interest received		<b>26 788</b>	18 707
Dividends received		<b>3 621</b>	10 251
Taxation paid	23.2	<b>(16 504)</b>	(24 027)
<b>Net cash generated by operating activities</b>		<b>169 829</b>	22 056
<b>Cash flow from investing activities</b>			
Acquisition of financial assets		<b>(73 125)</b>	(52 427)
Acquisition of intangible assets		<b>(8 880)</b>	(6 918)
Acquisition of property and equipment		<b>(3 052)</b>	(3 596)
Proceeds on disposal of financial assets		<b>61 964</b>	52 191
Proceeds on disposal of investment in subsidiary		<b>292</b>	-
Proceeds on disposal of property and equipment		<b>14</b>	32
<b>Net cash utilised by investing activities</b>		<b>(22 787)</b>	(10 718)
<b>Cash flow from financing activities</b>			
Dividends paid to the shareholders of the Company		<b>(26 958)</b>	(20 000)
Share issue		<b>-</b>	52 001
<b>Net cash (utilised)/generated by financing activities</b>		<b>(26 958)</b>	32 001
Net increase in cash and cash equivalents		<b>120 084</b>	43 339
Cash and cash equivalents at the beginning of the year		<b>266 285</b>	222 946
<b>Cash and cash equivalents at the end of the year</b>	12	<b>386 369</b>	266 285

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013**

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**1. GENERAL INFORMATION**

The Company underwrites non-life insurance risks, such as those associated with guarantee, liability, marine, motor, property and engineering. Most of its business is administered through the use of underwriting managers.

These are listed below:

Commercial Crime Concepts Proprietary Limited;  
Consort Technical Underwriting Managers Proprietary Limited;  
Deposit Advantage Proprietary Limited;  
Freight Club Group of entities;  
HCV Underwriting Managers Proprietary Limited;  
Horizon Underwriting Managers Proprietary Limited;  
Leppard and Associates Proprietary Limited;  
PinnAfrica Underwriting Managers Proprietary Limited; and  
S.M.A.R.T Proprietary Limited.

The Company does business in sub-Saharan Africa and Australia.

The Company is a public company incorporated and domiciled in the Republic of South Africa.

**2. ACCOUNTING POLICIES**

The principal accounting policies applied in the preparation of these annual financial statements are set out below.

**2.1 Basis of presentation**

The annual financial statements are prepared in accordance with IFRS as defined by IAS 1 Presentation of Financial Statements. They have been prepared on the going concern principle using the historical costs basis, except for available-for-sale investments, which are carried at fair value.

The preparation of the annual financial statements in conformity with IFRS requires the use of certain accounting estimates and judgements by management in the application of accounting policies. The estimates are based on historical experience and various other factors that are believed to be reasonable under the circumstances. Actual results may differ from these estimates. Areas where assumptions and estimates are significant to the annual financial statements are disclosed in note 3.

The accounting policies set out below have been applied consistently to all years presented in these annual financial statements.

All amounts in these annual financial statements are shown in Rand, rounded to the nearest thousand, unless otherwise stated.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

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**2. ACCOUNTING POLICIES (continued)**

**2.2 Amendments and International Financial Reporting Standards effective for the first time for the financial year ended 30 June 2013**

The following amendments and International Financial Reporting Standards are mandatory for Company's accounting period and has been adopted where applicable:

- IAS 12 Income Taxes (Applicable to annual periods beginning on or after 1 January 2012): amended standard to provide a presumption that recovery of the carrying amount of an asset measured using the fair value model in IAS 40 Investment Property will, normally, be through sale.
- IAS 1 Presentation of financial statements (effective for annual periods beginning on or after 1 July 2012): Amendments to revise the way other comprehensive income is presented.

**2.3 International Financial Reporting Standards and amendments issued but not yet effective for the financial year ended 30 June 2013**

- IFRS 1 First-time adoption of International Financial Reporting Standards (effect for annual periods beginning on or after 1 January 2013): Amendments resulting from Annual Improvements 2009-2011 Cycle relating to repeat application and borrowing costs.
- IAS 1 First-time adoption of International Financial Reporting Standards (effect for annual periods beginning on or after 1 January 2013): Amendments resulting from Annual Improvements 2009-2011 Cycle relating to the clarification of the requirements for comparative information.
- IFRS 7 Financial instruments: Disclosures (effective for annual periods beginning on or after 1 January 2014): Amendments related to the reduction of circumstances in which the recoverable amount of assets or cash-generating units is required to be disclosed, clarify the disclosures required, and to introduce an explicit requirement to disclose the discount rate used in determining impairment (or reversals) where recoverable amount (based on fair value less costs of disposal) is determined using a present value technique.
- IAS 36 Impairment of Assets (effective for annual periods beginning on or after 1 January 2013): Amendments related to the offsetting of assets and liabilities.
- IFRS 9 Financial instruments (effective for annual periods beginning on or after 1 January 2015): New standard amended to defer the mandatory effective date of IFRS 9 and amendments to transition disclosures.
- IFRS 10 Consolidated financial statements (effect for annual periods beginning on or after 1 January 2013): New standard
- IFRS 11 Joint arrangements (effect for annual periods beginning on or after 1 January 2013): New standard.



**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

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**. 2. ACCOUNTING POLICIES (continued)**

**2.3. International Financial Reporting Standards and amendments issued but not yet effective for the financial year ended 30 June 2013 (continued)**

- IFRS 12 Disclosure of interest in other entities (effect for annual periods beginning on or after 1 January 2013): New standard.
- IFRS 13 Fair value measurement (effect for annual periods beginning on or after 1 January 2013): New standard.
- IAS 19 Employee Benefits (effect for annual periods beginning on or after 1 January 2013): amended standard with revised requirements for pensions and other post-retirement benefits, termination benefits and other changes.
- IAS 27 Consolidated and separate financial statements (effective for annual periods beginning on or after 1 January 2013): Consequential amendments relating from the issue of IFRS 10, 11 and 12.
- IAS 28 Investments in associates (effective for annual periods beginning on or after 1 January 2013): Consequential amendments relating from the issue of IFRS 10, 11 and 12.
- IAS 32 Financial instruments: Presentation (effect for annual periods beginning on or after 1 January 2013): Amendments relating to the offsetting of assets and liabilities.
- IAS 32 Financial instruments: Presentation (effect for annual periods beginning on or after 1 January 2013): Amendments resulting from Annual Improvements 2009-2011 Cycle relating to tax effect of equity distributions.

**2.4 Interpretations of International Financial Reporting Standards issued but not yet effective for the financial year ended 30 June 2013**

There are no interpretations of International Financial Reporting Standards issued but not yet effective for the 30 June 2013 year end.

**2.5 Basis of consolidation**

**i) Subsidiaries**

The Company accounts for its investment in subsidiaries at cost less provision for impairment. At the statement of financial position date an assessment is made, based on the net asset value or other suitable valuation method, of the relevant subsidiary, if there is any indication that an investment in a subsidiary may be impaired. If such an indication exists, the Company estimates the recoverable amount of the asset to determine the carrying value.

**ii) Associates**

Investments in associates are accounted for using the equity method of accounting and are initially recognised at cost. The Company's investment in associates includes goodwill (net of any accumulated impairment loss) identified on acquisition.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

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**2. ACCOUNTING POLICIES (continued)**

**2.6 Insurance contracts**

**Classification of insurance contracts**

The contracts under which the policyholder has transferred significant insurance risk to the Company are classified as insurance contracts and accounted for as such. The contracts under which the policyholder has not transferred significant insurance risk to the Company are classified as financial instruments.

**Premiums**

Premium revenue comprises the premiums on insurance contracts entered into or renewed during the year and is recognised on invoice date. This is usually the same date as the policy inception. Premiums are earned from the date of attachment of risk, over the period of the indemnity period, based on the pattern of risks underwritten. Gross premiums exclude Value Added Tax.

**Acquisition costs**

Expenses for the acquisition of insurance contracts represent commission paid and are expensed as incurred in line with premium earned.

**Unearned premium provision**

Premiums are earned from the date the risk attaches over the indemnity period. The provision for unearned premium comprises the proportion of the gross premiums written in the current year which relates to the risks that have not expired by the end of the financial year and estimated to be earned in the following or subsequent financial years. It is calculated separately for each insurance contract and is earned on the time apportionment basis.

**Claims arising from insurance contracts**

Claims incurred in respect of insurance contracts consist of claims and claims handling expenses paid during the financial year, together with the movement in provisions for outstanding claims. Outstanding claims comprise provisions for the estimate of the ultimate cost of settling the claims reported but unpaid at the statement of financial position date together with claims arising from insured events that occurred before the close of the accounting period, but which had not been reported to the Company by that date. Anticipated reinsurance recoveries are disclosed separately as reinsurance assets. The Company has appointed a number of administrators who assess claims on an individual basis, upon notification of a potential claim. Claim provisions are raised based on these assessments. Provision for incurred but not reported (IBNR) claims is determined based on a set percentage of net earned premium.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

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**2. ACCOUNTING POLICIES (continued)**

**2.6 Insurance contracts (continued)**

**Receivables and payables related to insurance contracts**

Receivables and payables are recognised when due. These include amounts to and from agents, brokers and insurance contract holders. If there is objective evidence that the insurance receivable is impaired, the Company reduces the carrying amount accordingly and recognises the impairment loss in the statement of comprehensive income. The Company gathers the objective evidence that an insurance receivable is impaired by means of constant analysis of the financial position of the debtor.

**Reinsurance contracts**

Contracts entered into by the Company with reinsurers under which the Company is compensated for losses on one or more contracts issued by the Company and that meet the classification requirements for insurance contracts are classified as reinsurance contracts held. Contracts that do not meet the classification requirements are classified as financial instruments.

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

The Company assesses its reinsurance assets for impairment on a quarterly basis. If there is any objective evidence that the reinsurance asset is impaired, the Company reduces the carrying amount of the reinsurance asset to its recoverable amount and recognises the impairment loss in the statement of comprehensive income. Reinsurance contracts are renewed annually and an analysis of the Company's reinsurance requirements are done together with evaluations of each individual reinsurer with whom the Company intends entering a reinsurance contract.

Reinsurance commission received on premiums ceded to reinsurers is recognised on the time apportionment basis, in line with the premiums to which it relates. For this purpose a deferred revenue liability is created.

**Liability adequacy test**

At statement of financial position date, liability adequacy tests are performed to ensure the adequacy of the contract liabilities. In performing these tests, current best estimates of future contractual cash flows and claims handling and administration expenses are used. Any deficiency is immediately charged to the statement of comprehensive income.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

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**2. ACCOUNTING POLICIES (continued)**

**2.7 Property and equipment**

Property and equipment is stated at historical cost less accumulated depreciation and impairment losses.

Historical cost includes expenditure that is directly attributable to the acquisition of the items.

Subsequent costs are included in the assets' carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item, and the cost of the item will flow to the Company and the cost of the item can be measured reliably. All other repairs and maintenance are charged to the statement of comprehensive income during the financial period in which they are incurred.

Depreciation is calculated on the difference between the cost and residual value of the asset and is charged to the statement of comprehensive income over the estimated useful lives of each significant part of an item of equipment, using the straight-line basis. The estimated useful lives are as follows:

Aircraft	4 years
Computer equipment	3 years
Office furniture	10 years
Vehicles	5 years

The assets' residual values and useful lives are reviewed at each statement of financial position date and adjusted if appropriate.

An asset's carrying amount is written down immediately to its recoverable amount if the assets carrying amount is greater than its estimated recoverable amount.

Gains and losses on disposal are determined by comparing proceeds with the carrying amount. These are included in the statement of comprehensive income.

The carrying amount of the company's equipment is assessed at each statement of financial position date to determine whether there is any indication of impairment. If any such indication exists, the recoverable amount is estimated. The recoverable amount is the higher of its fair value less costs to sell and its value in use. An impairment loss is recognised in the statement of comprehensive income whenever the carrying amount of an asset exceeds its recoverable amount. In assessing value in use, the expected future cash flows from the asset are discounted to their present value using pre-tax discount rate that reflects current market assessment of the time value of money and the risks specific to the asset.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

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**2. ACCOUNTING POLICIES (continued)**

**2.8 Intangible assets**

**i) Computer software**

Costs that are directly associated with the production of identifiable and unique software application controlled by the Company, and that will probably generate economic benefits exceeding costs beyond one year, are recognised as intangible assets when the following criteria are met:

- it is technically feasible to complete the software product so that it will be available for use;
- management intends to complete the software product and use or sell it;
- there is an ability to use or sell the software product;
- it can be demonstrated how the software product will probably generate future economic benefits;
- adequate technical, financial and other resources to complete the development and to use or sell the software product are available; and
- the expenditure attributable to the software product during its development can be reliably measured.

Direct costs include the external software development team's costs. Computer software acquired as part of the software development project is capitalised on the basis of the acquisition costs and related costs to bring it to use. All development costs not meeting the recognition criteria and costs for maintaining computer software programs are recognised as an expense as incurred.

Computer software development costs recognised as assets are amortised, from the date the asset is brought into use, using the straight-line method over their useful lives, not exceeding a period of 5 years. The useful lives of the assets are reviewed at each statement of financial position date and adjusted if appropriate.

Computer software is tested for impairment annually by comparing its carrying amount with its recoverable amount. The recoverable amount of an asset is the higher of its fair value less costs to sell and its value in use (which is defined as the present value of the future cash flows expected to be derived from an asset). An asset's carrying amount is written down immediately to its recoverable amount if the carrying amount is greater than its estimated recoverable amount.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

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**2. ACCOUNTING POLICIES** (continued)

**2.9 Impairment of assets**

Assets are reviewed for impairment losses whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised in the statement of comprehensive income for the amount by which the carrying amount of the asset exceeds its recoverable amount which is the higher of an asset's net selling price and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows.

**2.10 Financial assets**

The Company classifies its financial assets in the following categories: financial assets available-for-sale, financial assets held-to-maturity, loans and receivables and cash and cash equivalents. The classification depends on the purpose for which the financial assets were acquired. Management determines the classification of its financial assets in which there is evidence of short term profit-taking, or if so designated by management in terms of the Company's long-term investment strategy.

For financial assets carried at fair value the allocation of fair value measurements into the fair value hierarchy is reflective of the significant inputs used in making the measurements. The fair value hierarchy is based on the following levels:

Level 1 - Where inputs are determined directly by reference to published price quotations (unadjusted) in an active market for identical liabilities.

Level 2 - Where inputs other than published price quotations included in level 1 that are observable for assets, either directly (i.e. as prices) or indirectly (i.e. derived from prices) are used.

Level 3 - Where the fair values are determined using a valuation technique based on assumptions that are not supported by observable market data.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

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**2. ACCOUNTING POLICIES (continued)**

**2.10 Financial assets (continued)**

**i) Financial assets available-for-sale**

Investments intended to be held for an indefinite period of time, which may be sold in response to needs for liquidity or changes in interest rates, are classified as available-for-sale, and are included in non-current assets unless management has the express intention of holding the investment for less than twelve months from the statement of financial position date or unless they will need to be sold to raise operating capital, in which case they are included in current assets.

Purchases and sales of investments are recognised on the trade date, which is the date that the Company commits to purchase or sell the asset. Cost of purchase includes transaction costs. Available-for-sale investments are subsequently carried at fair value. Unrealised losses and gains arising from changes in the fair value of securities classified as available-for-sale are recognised in equity.

The fair values of listed investments are calculated by reference to Stock Exchange bid prices at the close of business on the statement of financial position date and unlisted investments at director's valuation based on amounts derived from cash flow models. When securities classified as available-for-sale are sold or impaired, the accumulated fair value adjustments are included in the statement of comprehensive income as gains or losses from investment securities. Decreases that offset previous increases of the same investment are charged against the revaluation reserve in equity. Decreases in excess of previous increases on available-for-sale investments are recognised in the statement of comprehensive income.

**ii) Financial assets held-to-maturity**

Investments with a fixed maturity that management has the intent and ability to hold to maturity are classified as held-to-maturity and are included in non-current assets, except for maturities within twelve months from the statement of financial position date, which are classified as current assets.

Purchases and sales of investments are recognised on the trade date, which is the date that the Company commits to purchase or sell the asset. Cost of purchase includes transaction costs. Held-to-maturity investments are carried at amortised cost using the effective yield method.

**iii) Loans and receivables**

Loans and receivables, including insurance receivables, are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Loans and receivables are initially recognised at cost, which is the fair value of the consideration given. Subsequently receivables are measured at amortised cost. Impairment is made for doubtful receivables based on a review of all outstanding amounts at year-end. Bad debts are written off in the statement of comprehensive income during the year as they are identified.

**iv) Cash and cash equivalents**

Cash and cash equivalents includes cash in hand, deposits held at call with banks, other short-term highly liquid investments with original maturities of three months or less, and bank overdrafts.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

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**2. ACCOUNTING POLICIES (continued)**

**2.11 Investment income**

**i) Interest income**

Interest income from financial assets is recognised using the effective interest method.

**ii) Dividend income**

Dividend income from financial assets is recognised on the last day to register.

**2.12 Share capital**

Shares are classified as equity when there is no obligation to transfer cash or other assets. Incremental costs directly attributable to the issue of equity instruments are shown in equity as a deduction from the proceeds, net of income tax.

**2.13 Foreign currency translation**

**i) Functional and presentation currency**

Items included in the annual financial statements of the Company are measured using the currency of the primary economic environment in which the Company operates (the functional currency).

**ii) Transactions and balances**

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the statement of comprehensive income.

**2.14 Employee benefits**

**i) Provident fund**

The Company operates a defined contribution provident fund. Once the contributions have been paid, the Company has no further payment obligations. The regular contributions constitute net periodic costs for the year in which they are due and as such are included in staff costs.

**ii) Profit-sharing and bonus plans**

The Company recognises a liability and an expense for bonuses, based on a formula that takes into consideration the profit attributable to the Company's shareholders.

**iii) Short-term employee benefits**

The provision for employee entitlement to annual leave represents the amount which the Company has a present obligation to pay, as a result of employee's services provided up to the statement of financial position date. The provision has been calculated at undiscounted amounts based on current salary rates.



**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

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**2. ACCOUNTING POLICIES (continued)**

**2.15 Income taxes**

Income tax for the year comprises current and deferred tax. Income tax is recognised in the statement of comprehensive income except where it relates to items recognised directly in equity, in which case the related income tax is also recognised in equity.

Current tax comprises tax payable calculated on the basis of the expected taxable income for the year, using tax rates enacted at the statement of financial position date.

Government notice number 1073, issued by National Treasury on 20 December 2011 introduced a withholding tax on dividends into South Africa with effect from 1 April 2012 in lieu of Secondary Tax on Companies (STC). Lombard Insurance Company Limited is exempt from paying withholding tax on ordinary share dividends as Lombard Insurance Company Limited is a company resident in the Republic of South Africa. Accordingly, no withholding tax should be deducted from dividends payable by the issuer to Lombard Insurance Company Limited.

**2.16 Trade and other payables**

Trade payables are initially recognised at cost, which is the fair value of the consideration received after taking into account transaction costs and subsequently measured at amortised cost.

**2.17 Leases**

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

**2.18 Deferred tax**

Deferred tax is provided in full, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the annual financial statements. Deferred tax assets and liabilities are not discounted. If the deferred tax arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit nor loss, it is not accounted for. Deferred tax is determined using tax rates (and laws) that have been enacted or substantively enacted at the reporting date and are expected to apply when the related deferred tax asset is realised or the deferred tax liability is settled. Deferred tax assets are recognised to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

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**2. ACCOUNTING POLICIES (continued)**

**2.19 Offsetting financial instruments**

Financial assets and liabilities are offset and the net amount reported in the statement of financial position only when there is a legally enforceable right to offset the recognised amounts and there is an intention to settle on a net basis, or to realise the asset and settle the liability simultaneously.

**2.20 Other operating income**

Other operating income comprises those items of income that are derived other than from the concluding of insurance contracts but excludes investment income.

**3. CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS**

Preparing annual financial statements in accordance with IFRS requires that management make use of estimates, assumptions and judgements that affect the application of the accounting principles and reported amounts of assets, liabilities and contingent liabilities at the statement of financial position date as well as the reported income and expenses for the year. Estimates and judgements are continually evaluated and based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Although estimates are based on management's best knowledge, experience, insight and judgement of current facts at the statement of financial position date, the actual outcome may deviate from these estimates.

**3.1 Insurance liabilities under short term insurance contracts**

The estimation of provision for outstanding claims is the most critical accounting estimate. The estimates for reported and unreported losses are continually reviewed and updated and adjustments are reflected in income. The estimates are based on maximum probable losses payable on claims which are likely to be paid.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

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**4. MANAGEMENT OF INSURANCE AND FINANCIAL RISK**

**4.1 Risk management framework**

Risk management is an on-going exercise involving both senior management and is the ultimate responsibility of the Board of Directors. The Risk Management Strategy (RMS) provides stakeholders in the Company with a framework to understand, evaluate, analyse and manage the on-going risk applicable to the Company's operation.

The Company's RMS reflects its position as an underwriter of low frequency, high severity commercial credit and surety insurance lines and that of high frequency, low severity on the more general insurance lines. As the business grows so the RMS will evolve and continue to be revised to reflect the changing nature of the portfolio.

Senior management is responsible for identifying material risks before or as they emerge. The Company employs the services of a Risk Officer to assist the Managing Director and the Board to identify and monitor risk. The Company holds quarterly risk management meetings, chaired by a non-executive Director, coordinated by the Managing Director involving the senior management team to review its risk profile.

The Managing Director, Managers of the Divisions and the Risk Officer are responsible for the evaluation of emerging risks and for providing appropriate recommendation and implementation of required action, and where required, amendment of the RMS.

The Managing Director will advise the Board of any changes to the RMS. The Board is responsible for approving RMS changes and reviews the RMS on at least an annual basis. Management has identified what it considers to be some of the more significant exposures to risk and regular reports on these risks are presented to the Board.

The Company has identified the need to establish a comprehensive enterprise risk management framework that will be designed to identify, assess, measure and manage exposure to risk. Its primary objective will be to protect the Company from events that hinder the sustainable achievement of the Company's performance objectives, including failing to exploit opportunities.

The following elements of the Company's risk management framework include:

- The Board's responsibility for risk management and their opinion on the effectiveness of the process;
- The risk strategy, key principles and policy for the overall management and governance of enterprise risk management including roles, responsibilities and reporting structures; and
- The approach followed to build an enterprise view of the risks faced by the Company.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

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**4. MANAGEMENT OF INSURANCE AND FINANCIAL RISK (continued)**

**4.2 Terms and conditions of contracts**

The Company issues two distinct types of insurance contracts. The first type of contract is a guarantee policy, wherein the Company undertakes to guarantee to a beneficiary the performance of a specific contract in terms of an agreement. This is in the form of monetary compensation in the event of failure to deliver in terms of the contract, but the contract may have the option to make specific delivery. Two types of cover are offered in this regard, construction performance and related bonds, and financial or payment bonds.

The other type of policy issued is in the form of trade credit insurance for policyholders who provide goods or services on credit to commercial undertakings. Under this policy the Company undertakes to indemnify the policyholder for loss of collection on debtors that default on payment.

In both of these types of contract, the event trigger for a claim is the financial failure of the business undertaking to which the contract relates. For as long as the business is financially solvent, it is in a position to make specific performance, and the policyholder is not entitled to claim under the terms of the contract.

The Company underwrites several other classes of insurance, through partnership agreements with Underwriting Management Agencies ("UMA"). These include professional indemnity cover, motor vehicle and related cover and contractor's all risk cover in the engineering sector as well as fire and marine. In terms of the partnership agreements the UMA's are entitled to an administration fee and a percentage profit share in return for underwriting and policy administration services.

**4.3 Insurance risk**

The risk under any one insurance contract is the possibility that the insured event occurs and the uncertainty of the amount of the resulting claim. By the very nature of an insurance contract, this risk is random and therefore unpredictable.

For a portfolio of insurance contracts where the theory of probability is applied to pricing and provisioning, the principal risk that the Company faces under its insurance contracts is that the actual claims and benefit payments exceed the carrying amount of the insurance liabilities. This could occur because the frequency or severity of claims and benefits are greater than estimated.

Factors that aggravate insurance risk include lack of risk diversification in terms of type and amount of risk, geographical location and type of industry covered.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

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**4. MANAGEMENT OF INSURANCE AND FINANCIAL RISK (continued)**

**4.3 Insurance risk (continued)**

The Company's main business can be broadly split into the following categories; guarantees and bonds, credit insurance business, underwriting management agencies, and reinsurance inwards. The first three categories are dealt with under Credit, surety and other insurance risk below and the reinsurance inwards under Retrocession insurance risks below. The Company provides policies of guarantee in the construction sector, deferred payment bonds to the Department of Customs & Excise, trade credit insurance for both local and export debtor default as well as a variety of products underwritten through strategic partnerships with Underwriting Management Agencies. The business generated by the UMA's includes professional indemnity cover, motor vehicle and related cover, contractor's all risks within the engineering sector and fire and marine insurance. It is the Company's policy to enter into partnership agreements with UMA's that share the Company's values, and has similar approaches to managing risks.

Events giving rise to a claim usually occurs with the insolvency and liquidation of the contractor, freight forwarder/importer or buyer, which results in the inability to perform in terms of the contract or obligation. The claim or default will be notified to the Company in terms of the specific policy conditions.

The Company's business can be classified as short to medium-term business, due to the fact that the Company may only be notified of a claim from six months or longer after the Company has accepted the risk. The average period of a guarantee is generally eighteen months. Trade credit limits are issued for outstanding debtors of up to three months.

**Credit, surety and other insurance risks**

**(a) Frequency and severity of claims**

The frequency and severity of claims can be affected by several factors. The most significant are the size of the market in which the Company does business and the size of the contracts or debtors. By increasing penetration of the market, newer and smaller clients are covered, which could result in more frequency of claims, and by covering larger risks for established clients, the severity could increase. Other factors influencing frequency and severity of claims include: economy (high interest rates lead to higher insolvencies, high inflation leads to increased costs, a slowing of the economy generally results in lower sales and poor financial results), competition (resulting in price cutting without the relevant decrease in costs) and resources (both in the form of skilled labour and materials to complete contracts). The nature of claims and the longer tail of business make the calculation of liabilities a critical element in the credit and surety insurer's accounting records.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

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**4. MANAGEMENT OF INSURANCE AND FINANCIAL RISK (continued)**

**4.3 Insurance risk (continued)**

**Credit, surety and other insurance risks (continued)**

**(a) Frequency and severity of claims (continued)**

The Company manages these risks through its underwriting strategy, reinsurance arrangements and proactive claims handling. Limits are set according to mandates approved by the Board, as recommended by management. The mandate sets out how many underwriters must authorise the cover limit. The underwriting strategy attempts to ensure that the underwritten risks are well diversified in terms of type and amount of risk, industry and that alternative loss mitigation processes are employed.

Underwriting limits are in place to enforce proper segregation of authority by delegating authority in accordance with seniority and experience of staff and following risk selection criteria. These limits are set after analysis of the annual financial statements of a prospective client and assessing the financial strength and operational capacity relative to the level of cover sought according to predefined criteria. The prospective client must be solvent and there must be sufficient motivation that they will be able to be profitable in the future. Reviews are performed at least annually. Where a deterioration of the client's financial position is discovered, more regular reviews are performed, and if necessary the facility is suspended.

In accordance with the terms of the credit insurance policy, when "catastrophe" cover is bought, deductibles are imposed in the form of an excess. The Company has the right to reject certain risks and relies on the interpretation of the law when assessing the legitimacy of a claim. Insurance contracts also entitle the Company to pursue third parties for recovery of some or all costs incurred in settling a claim. Furthermore, the Company's strategy limits the total exposure to any one client according to limits and sub-limits in accordance with the financial substance of the client. The Company also has reinsurance quota share and excess of loss agreements in place to manage the net exposure in relation to its own equity capital. Reinsurance arrangements are reviewed annually and put in place after extensive analysis of the Company's capital requirements through the use of dynamic financial analysis, and internal models calculating the most probable loss situation. The excess of loss treaties limit the Company's net exposure in the case of large losses in order to protect shareholders' equity. Only reinsurers with a rating of A- or higher are participants in the treaties. Currently 64% of the credit and surety risk goes to treaty participants with an A+ or higher rating. By spreading the ceded risk across several reinsurers, the risk of failure to recover from reinsurance agreements is reduced.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

**4. MANAGEMENT OF INSURANCE AND FINANCIAL RISK (continued)**

**4.3 Insurance risk (continued)**

**Credit, surety and other insurance risks (continued)**

**(a) Frequency and severity of claims (continued)**

Reinsurer	2013		2012	
	Reinsurer surety risk ceded %	Credit rating	Reinsurer surety risk ceded %	Credit rating
Hannover Re Africa	17.5	A-(-)	17.5	A-
SCOR Africa	17.5	A+	17.5	A+
Swiss Re	17.5	AA-	17.5	AA-
Arch re (previously Ariel)	10.5	A+	10.5	A+
R & V Re	10.5	AA-	10.5	AA-
Atradius Re	8.5	A	8.5	A-
Axis Re	6.0	A+	6.0	A+
National Borg	5.0	A-	5.0	A-
Everest Re	2.0	A+	2.0	A+
Munich Re	5.0	A-(-)	5.0	A-
Total	<u>100</u>		<u>100</u>	

The Company has developed expertise in claims handling. Engineers, quantity surveyors and lawyers are employed to ensure that contracts are professionally assessed and monitored during potential claim stages, and that any claims are made in strict accordance with the legal intent of the contract. This results in proactively mitigating loss by ensuring adequate resources are deployed to minimise claim settlements and in post-loss recovery maximisation.

The majority of insurance risk is concentrated in Southern Africa, with only pre-approved countries outside of South Africa being underwritten. Only clients with a South African base/head office are covered in outside territories, and the client's South African holding company stands surety for foreign subsidiaries.

By being a niche player, the Company is exposed to higher concentrations of risk. However, this risk is managed by following underwriting guidelines to limit the extent of exposure to any one debtor / company or industry. Past experience indicates that the larger risk exposures are generally more robust businesses and should have a lower probability of failure. The highest concentrations of exposure are in the construction and retail sectors. This risk is mitigated through careful selection of clients and the business they are in.

Risk to any one company is limited across all products, and is set according to internal limits and reinsurance agreements. Where limits in excess of these arrangements are required, the Company enters into facultative agreements with its panel of reinsurers.

NOTES TO THE ANNUAL FINANCIAL STATEMENTS  
for the year ended 30 June 2013 - continued

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4. MANAGEMENT OF INSURANCE AND FINANCIAL RISK (continued)

4.3 Insurance risk (continued)

Credit, surety and other insurance risks (continued)

(a) Frequency and severity of claims (continued)

Exposures are currently in the following industry sectors:

Industry sector	2013	2012
	% Exposure	% Exposure
Engineering	28	28
Property	23	22
Manufacturing and retail	17	18
Liability	10	11
Construction	12	10
Motor	5	6
Freight	2	2
Marine	1	2
Mining	2	1
Total	<u>100</u>	<u>100</u>

The Company would consider that its most significant exposure would arise in the event of substantial bank rate increases. Highly geared companies are therefore identified, managed and monitored throughout financial periods.

There is limited scope to change premium rates on most of the guarantee business. Exposure to unexpected changes in trends can only be addressed at renewal, although credit insurance policies have a 30 day notice period. Policies issued for the term of a contract have a fixed premium rate.



**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

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**4. MANAGEMENT OF INSURANCE AND FINANCIAL RISK (continued)**

**4.3 Insurance risk (continued)**

**Credit, surety and other insurance risks (continued)**

**(b) Sources of uncertainty in the estimation of future claim payments**

Claims on credit and surety contracts are payable on a claims-occurrence basis. The Company is liable for all insured events that occurred during the term of the contract. However, termination of surety contracts is usually on the completion of the project. Due to surety contracts usually being issued for extended periods of time and for the liabilities of a third party, the claims are generally settled over a long period of time and consequently an element of the claims provision relates to incurred but not reported claims (IBNR).

There are several variables that effect the amount and timing of cash flows from these contracts. These mainly relate to the inherent risks of surety bonds, such as the prolonged duration of contracts, their complexity, the salvage prospects, and the loss mitigation measures adopted by the Company in delivering in terms of the guarantee.

The estimated costs of the claims include direct expenses (mainly legal and professional) to be incurred in settling claims. Recoveries are only accounted for when received, and are not provided for in the estimation. The Company takes all reasonable steps to ensure that it has appropriate information regarding its claims exposures, by attending meetings with the relevant parties and employing the services of experts in quantifying the expected losses. However, given the uncertainty in establishing claims provisions, it is likely that the final outcome will prove to be different from the original liability established. The liability for all contracts comprises a provision for IBNR, a provision for reported claims not yet paid, and a provision for unexpired risks, if applicable, at the statement of financial position date.

In calculating the estimated cost of unpaid claims that have been reported, the Company provides for the most likely cost of settling the claim against the default reported after considering all the facts and circumstances on hand, and provides for them on a case-by-case basis. Although the Company does utilise the services of attorneys in some of its claim settlement negotiation, there are no significant litigation or legislative risks.

The IBNR estimation is subject to a greater degree of uncertainty than the estimation of the cost of settling claims already notified to the Company, where information about the claim event is available. IBNR claims may not be apparent to the insured until sometime after the event that gave rise to the claim has occurred. IBNR is provided for based on a fixed percentage.

The provision has been compared with the recommendations included in the future Solvency Assessment and Management ("SAM") Regulation. At this stage no adjustments have been made in the annual financial statements in terms of SAM.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

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**4. MANAGEMENT OF INSURANCE AND FINANCIAL RISK (continued)**

**4.3 Insurance risk (continued)**

**Credit, surety and other insurance risks (continued)**

**(c) Retrocession insurance risks**

From time to time the Company accepts reinsurance inwards from other insurance companies. Usually this applies to types of risks that we would cover ourselves on a direct basis, namely credit and surety business, or business relating to this type of insurance. The Company has concluded agreements to accept reinsurance inwards in certain construction guarantees underwritten in Australia.

**4.4 Financial risk**

The Company's activities expose it to a variety of financial risks, including the effects of changes in debt and equity markets, foreign currency exchange rates and interest rates. The Company's overall risk management programme focuses on the unpredictability of financial markets and seeks to minimise potential adverse effects on the financial performance of the Company.

The Company does not engage in any derivative dealings, but manages foreign currency accounts in terms of approval from the South African Reserve Bank to support foreign insurance liabilities and invests excess liquidity in fixed interest rate instruments.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

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**4. MANAGEMENT OF INSURANCE AND FINANCIAL RISK (continued)**

**4.4 Financial risk (continued)**

The following tables reconcile the Statement of financial position to the classes and portfolio's used in the Company's risk management framework:

	<b>2013</b>	2012
	<b>R'000</b>	R'000
<b>Financial &amp; insurance assets</b>		
<b>Equity securities</b>		
Available-for-sale		
- listed securities	<b>107 801</b>	88 926
- unlisted securities	<b>83 582</b>	83 178
<b>Debt instruments</b>		
Available-for-sale		
- unlisted debt instruments	<b>39 880</b>	36 451
Held-to-maturity		
- unlisted debt instruments	<b>43 337</b>	21 903
<b>Receivables due from contract holders</b>	<b>142 190</b>	122 786
<b>Other loans and receivables</b>	<b>369 926</b>	305 596
<b>Reinsurance assets</b>	<b>458 305</b>	329 361
<b>Cash and cash equivalents</b>	<b>386 369</b>	266 285
<b>Total financial and insurance assets</b>	<b>1 631 390</b>	1 254 486
<b>Financial insurance liabilities</b>		
Short term insurance contracts	<b>820 670</b>	659 093
Trade and other payables	<b>306 366</b>	138 630
<b>Total financial and insurance liabilities</b>	<b>1 127 036</b>	797 723

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
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**4. MANAGEMENT OF INSURANCE AND FINANCIAL RISK (continued)**

**4.4 Financial risk (continued)**

<b>Financial assets</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Total</b>
<b>2013</b>	<b>R'000</b>	<b>R'000</b>	<b>R'000</b>	<b>R'000</b>
Listed - ordinary shares	91 077	-	-	91 077
Listed - preference shares	16 724	-	-	16 724
Unlisted - ordinary shares	-	83 582	-	83 582
Unlisted - preference shares	-	10 000	29 880	39 880
	<b>107 801</b>	<b>93 582</b>	<b>29 880</b>	<b>231 263</b>
<b>2012</b>				
Listed - ordinary shares	72 484	-	-	72 484
Listed - preference shares	16 442	-	-	16 442
Unlisted - ordinary shares	-	83 178	-	83 178
Unlisted - preference shares	-	10 000	26 451	36 451
	<b>88 926</b>	<b>93 178</b>	<b>26 451</b>	<b>208 555</b>

**4.4.1 Credit risk**

Concentrations of credit risk with respect to amounts due from agents are limited due to the Company's large number of customers, who are dispersed throughout Southern Africa and have a variety of principals and end markets in which they operate. Due to these factors, management believes that no additional credit risk beyond amounts provided for collection losses is inherent in the Company's trade receivables. The aggregate exposure to credit risk is R 1 173 085 000 (2012: R 925 125 000). Only reinsurers with at least an A- rating are used to participate on treaties, thereby reducing the credit risk exposure.

The Company is exposed to credit risk in the following areas:

- investments and cash;
- amounts due from contract holders;
- amounts due from intermediaries; and
- amounts due from reinsurers.

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**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**

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**4. MANAGEMENT OF INSURANCE AND FINANCIAL RISK (continued)****4.4 Financial risk (continued)****4.4.1 Credit risk (continued)**

The following table provides information with regards the Company's aggregated credit risk exposure for financial assets with external credit ratings as at 30 June 2013:

	<b>A-</b>	<b>AA-</b>	<b>AA</b>	<b>AA+</b>	<b>BBB-</b>	<b>BBB</b>	<b>Not rated</b>	<b>Total</b>
	<b>R'000</b>	<b>R'000</b>	<b>R'000</b>	<b>R'000</b>	<b>R'000</b>	<b>R'000</b>	<b>R'000</b>	<b>R'000</b>
<b>2013</b>								
<b>Debt instruments</b>								
Available-for-sale								
- unlisted debt instruments	-	-	-	10 000	-	-	29 880	39 880
Held-to-maturity								
- unlisted debt instruments	-	-	-	-	-	-	43 337	43 337
<b>Receivables due from contract holders</b>	-	-	-	-	-	-	142 190	142 190
<b>Other loans and receivables</b>	-	-	-	-	-	-	369 926	369 926
<b>Cash and cash equivalents</b>	8 439	15 942	-	-	66 172	295 750	66	386 369

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**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**

for the year ended 30 June 2013 - continued

**4. MANAGEMENT OF INSURANCE AND FINANCIAL RISK (continued)****4.4 Financial risk (continued)****4.4.1 Credit risk (continued)**

The following table provides information with regards the Company's aggregated credit risk exposure for financial assets with external credit ratings as at 30 June 2012 (continued):

	<b>A-</b> <b>R'000</b>	<b>AA-</b> <b>R'000</b>	<b>A</b> <b>R'000</b>	<b>AA</b> <b>R'000</b>	<b>AA+</b> <b>R'000</b>	<b>AAA</b> <b>R'000</b>	<b>Not rated</b> <b>R'000</b>	<b>Total</b> <b>R'000</b>
<b>2012</b>								
<b>Debt instruments</b>								
Available-for-sale								
- unlisted debt instruments	-	-	-	10 000	-	-	26 451	36 451
Held-to-maturity								
- unlisted debt instruments	-	-	-	-	-	-	21 903	21 903
<b>Receivables due from contract holders</b>	-	-	-	-	-	-	122 786	122 786
<b>Other loans and receivables</b>	-	-	-	-	-	-	305 596	305 596
<b>Reinsurance contracts</b>	-	-	-	-	-	-	329 3612	329 361
<b>Cash and cash equivalents</b>	-	15 276	235	69 900	167 405	-	13 469	266 285

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**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**

for the year ended 30 June 2013 - continued

**4. MANAGEMENT OF INSURANCE AND FINANCIAL RISK (continued)****4.4 Financial risk (continued)****4.4.1 Credit risk (continued)**

The Company has no other significant concentrations of credit risk, other than policies issued in the normal course of business. These are managed in terms of strict mandates as negotiated with reinsurance programmes.

**Impairment history**

The following table provides information regarding the carrying value of financial assets that have been impaired and the ageing of financial assets that are past due but not impaired.

	Neither past due nor impaired R'000	Past due but not impaired				Impaired assets R'000	Impairment R'000	Carrying value R'000
		30 days R'000	60 days R'000	90 days R'000	120 days R'000			
<b>As at 30 June 2013:</b>								
Receivables due from contract holders	74 828	28 791	18 543	16 986	3 042	12 204	(12 204)	142 190
Other loans and receivables	369 926	-	-	-	-	3 110	(3 110)	369 926
<b>Total assets</b>	<b>444 754</b>	<b>28 791</b>	<b>18 543</b>	<b>16 986</b>	<b>3 042</b>	<b>15 314</b>	<b>(15 314)</b>	<b>512 116</b>
<b>As at 30 June 2012:</b>								
Receivables due from contract holders	28 461	53 869	19 667	11 496	9 293	11 649	(11 649)	122 786
Other loans and receivables	228 895	63 936	12 766	-	-	3 110	(3 110)	305 596
<b>Total assets</b>	<b>257 356</b>	<b>117 805</b>	<b>32 433</b>	<b>11 496</b>	<b>9 293</b>	<b>14 759</b>	<b>(14 759)</b>	<b>428 382</b>

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**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**

for the year ended 30 June 2013 - continued

**4. MANAGEMENT OF INSURANCE AND FINANCIAL RISK (continued)****4.4 Financial risk (continued)****4.4.2 Foreign exchange risk**

Certain foreign insurance exposures are capped at the ruling exchange rate at the time of issuing the policy, and all foreign policies are reinsured in the same currency in which they are underwritten.

The following tables provide information on the Company's financial assets and liabilities denominated in foreign currencies as at 30 June 2013:

	<b>USD</b>	<b>EURO</b>	<b>GBP</b>	<b>BWP</b>	<b>NAD</b>	<b>AUD</b>	<b>Other</b>	<b>Total</b>
<b>As at 30 June 2013</b>	<b>R'000</b>	<b>R'000</b>	<b>R'000</b>	<b>R'000</b>	<b>R'000</b>	<b>R'000</b>	<b>R'000</b>	<b>R'000</b>
Receivables due from contract holders	<b>5 365</b>	-	-	<b>1 726</b>	<b>2 203</b>	<b>24 775</b>	<b>471</b>	<b>34 540</b>
Cash and cash equivalents	-	<b>11</b>	<b>6</b>	-	-	-	-	<b>17</b>
<b>Total</b>	<b>5 365</b>	<b>11</b>	<b>6</b>	<b>1 726</b>	<b>2 203</b>	<b>24 775</b>	<b>471</b>	<b>34 557</b>
Exchange rates	<b>9.89</b>	<b>13.13</b>	<b>15.05</b>	<b>1.16</b>	<b>1</b>	<b>9.05</b>		
<b>As at 30 June 2012</b>								
Receivables due from contract holders	3 694	1 772	-	7 145	4 656	-	4 752	22 019
Cash and cash equivalents	(81)	971	450	-	-	-	-	1 340
<b>Total</b>	<b>3 613</b>	<b>2 743</b>	<b>450</b>	<b>7 145</b>	<b>4 656</b>	<b>-</b>	<b>4 7582</b>	<b>23 359</b>
Exchange rates	8.27	10.45	12.91	1.06	1	9.05		



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**4. MANAGEMENT OF INSURANCE AND FINANCIAL RISK (continued)**

**4.4 Financial risk (continued)**

**4.4.2 Foreign exchange risk (continued)**

In order to produce a sensitivity analysis on foreign exchange fluctuations, a 10% movement either way was applied based on the assumption that currency markets would remain relatively stable. A 10% increase or decrease in exchange rates would have the following effect on the Company's financial assets:

	<b>2013</b>	2012
	<b>R'000</b>	R'000
10% Increase	<b>2 919</b>	134
10% Decrease	<b>(2 919)</b>	(134)

**4.4.3 Asset / liability management**

A distinction is drawn between insurance and shareholders' funds and the following strategies adopted for each:

The investment philosophy as pertaining to policyholder funds is driven by liquidity considerations and an emphasis on capital preservation. Funds are predominantly invested in cash and fixed interest bearing investments. Shareholder funds are invested in a broader spread of investments, including equities, reflecting the more stable nature of the fund pool and the need for strong, long-term returns while maintaining operational capacity at all times. The extent of investment in equities as expressed as a ratio of shareholder's funds as determined by the Board from time to time, taking into consideration solvency issues and shareholder expectations.

**4.4.4 Interest rate risk**

The Company's income and operating cash flows are dependent on changes in market interest rates due to the significant cash or near cash investments. The Company policy is to maintain 35% of these investments in fixed interest rate instruments. The balance of the investment portfolio is held in listed equities and managed by independent investment portfolio managers. The Company does not have any borrowings due to the fact that most of the Group's debt securities are in fixed rate financial instruments, as such, the Group's exposure to interest rate risk is nominal.

A 1% increase or decrease in interest rates would have the following result on the Company's income (based on the average effective interest rate of 2.8% (2012: 5.40%) received during the year under review):

	<b>2013</b>	2012
	<b>R'000</b>	R'000
1% Increase	<b>3 263</b>	143
1% Decrease	<b>( 3 263)</b>	(143)

NOTES TO THE ANNUAL FINANCIAL STATEMENTS  
for the year ended 30 June 2013 - continued

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**4. MANAGEMENT OF INSURANCE AND FINANCIAL RISK (continued)**

**4.4 Financial risk (continued)**

**4.4.4 Interest rate risk (continued)**

Insurance contracts are not directly sensitive to the level of market interest rates, as they are for fixed limits. The Company has matched the insurance liabilities with a portfolio of cash and fixed interest bearing investments.

**4.4.5 Price risk**

The Company is exposed to price risk on its equity and debt security portfolios. To minimise this risk these portfolios are managed by investment managers in terms of strict mandates. The terms of these mandates would include the need for significant diversification across companies and industries within the equity portfolios.

Assuming equity markets remain relatively stable, the following table illustrates the effects of price changes on the equity portfolio:

	<b>2013</b>	2012
	<b>R'000</b>	R'000
Fair value of listed equities	<b>107 801</b>	88 926
10% Increase	<b>118 582</b>	97 819
10% Decrease	<b>(97 021)</b>	(80 033)

**4.4.6 Assumption risk**

There is a risk that the assumptions used in deriving rates could be incorrect, thereby resulting in either over-priced or under-priced products. The Company does not, however, have much control over the price of its products due to competitive market forces. To minimise this risk, full underwriting is performed for each client before policies are issued. In this way the risk of assuming risk that is higher than the expected loss is reduced, as the most probable loss is calculated on each client. Rather than "price" high-risk cover at higher rates, higher than acceptable risk cover is declined. Where the risk is calculated as being higher than normal, collateral or security is taken in order to increase any potential recovery.

**4.4.7 Expense risk**

Expense risk is the risk that the actual expenses are greater than expected. Factors impacting this risk could be a stagnation or reduction in new business volumes (making it difficult to cover fixed expenses), or an unexpected sudden increase in expenses. This risk is managed through the budgeting process, by monitoring costs by division and the implementation of efficiency strategies when required.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

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**4. MANAGEMENT OF INSURANCE AND FINANCIAL RISK (continued)**

**4.4 Financial risk (continued)**

**4.4.8 Legal risk**

The contracts written by the Company do involve a significant “legal” content, as each contract is specifically entered into to suit the client’s requirements. Each of the types of guarantees issued are based on a set structure for the terms and conditions, which have been drafted by lawyers and tested by the courts over the years. To provide for any possible risk that a dispute may arise resulting in court ruling against the Company, all reported claims are provided for at best estimate.

**4.4.9 Reputation risk**

Although the Company has maintained a low profile in the market place, any negative publicity could have a serious impact on business. To manage this risk the Company has developed a strong culture for openness, honesty and integrity. In all its dealings with clients the Company strives to resolve disputes according to what is considered fair and correct in law. For this purpose the services of engineering and legal professionals are used in high value claims.

The Company is also a member of relevant industry forums and actively attends meetings and interest groups to ensure that it is kept up to date with current developments in the market it serves. It also plays a part in discussion on future industry regulation and market initiatives.

**4.4.10 Liquidity risk**

The Company is exposed to daily calls on its available cash resources mainly from claims arising from short-term contracts. Liquidity risk is the risk that cash may not be available to pay obligations when due at a reasonable cost. Prudent liquidity risk management implies maintaining sufficient cash and marketable securities. Due to the unforeseen nature of claim payment requirements, the Company keeps at least 35% of its investments in cash or near cash instruments. Cash flow forecasts are prepared annually and updated monthly to ensure that adequate resources are available to meet all obligations.

**4.4.11 Product and pricing risk**

The competition in the credit market is very strong with the result that prices quoted are in a narrow range and determined by market forces. The Company has tried to develop alternative products that do not compete directly in this market and thereby reduce competitive pricing. Each policyholder is assessed and depending on its own risk management systems in operation, a price is negotiated. The debtors covered by the policy are underwritten to establish whether they are acceptable risks, and if so, are issued with limits in accordance with the policyholders’ requirements and the Group’s appetite for the level of exposure.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

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**4. MANAGEMENT OF INSURANCE AND FINANCIAL RISK (continued)**

**4.4 Financial risk (continued)**

**4.4.11 Product and pricing risk (continued)**

The surety business individually underwrites each risk and depending on the assessment, a rate is quoted. The major banks in South Africa are the main competitors in this market and so the price is always influenced by what rates the banks charge, which provides some assurance of independent risk assessment and price determination.

In all cases, rather than increase the rates to cover higher than normal risks, cover is usually declined for unacceptably high risk exposures.

**4.4.12 Operational risk**

In line with pending changes to regulation in the insurance industry, the company is currently reviewing its approach to managing and reporting on operational risk. System based risk registers have been implemented in each of the divisions and partners, in order to record, monitor and report on identified risks and their respective controls. These registers form the basis of managing the operational risk in the Company, and a project is currently under way to ensure adequate documentation of all policies and procedures for internal control management are in place.

Ultimately the Board is responsible for ensuring that there is an effective risk management function that addresses all known risks in the Company. An enterprise risk management framework has been developed that sets out the manner in which risks are managed and the reporting requirements. A Solvency Assessment and Management ("SAM") Committee has been formed in addition to the Risk Committee, to specifically monitor progress on the SAM project.

The Risk Committee presents a quarterly report to the Audit Committee and Board, which includes the key risks identified in the Company. This process will continue to be developed to meet the changing environment both from a risk perspective as well as regulatory requirements and best practice.

**4.4.13 Capital management**

The Company's objectives when managing capital are:

- To comply with the insurance capital requirements by the regulators of the insurance markets, the Financial Services Board. The Company does not maintain a minimum threshold above the regulatory requirements, but does ensure that the capital is always adequate to write business in the Republic of South Africa,
- To safeguard the Company's ability to continue as a going concern so that it can provide returns for shareholders and benefits for the other stakeholders, and
- To provide an adequate return to shareholders by pricing insurance and investment contracts commensurately with the level of risk.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

**5. PROPERTY AND EQUIPMENT**

	<b>Furniture and equipment R'000</b>	<b>Vehicles R'000</b>	<b>Total R'000</b>
<b>As at 30 June 2013</b>			
Cost	17 414	530	17 944
Accumulated depreciation	(11 182)	(423)	(11 605)
	<b>6 232</b>	<b>107</b>	<b>6 339</b>
<b>Year ended 30 June 2013</b>			
Opening net book value	5 483	201	5 684
Additions	3 052	-	3 052
Disposals	(14)		(14)
Depreciation charge	(2 289)	(94)	(2 383)
Closing net book value	<b>6 232</b>	<b>107</b>	<b>6 339</b>
<b>As at 30 June 2012</b>			
Cost	14 387	530	14 917
Accumulated depreciation	(8 094)	(329)	(9 233)
	<b>5 483</b>	<b>201</b>	<b>5 684</b>
<b>Year ended 30 June 2012</b>			
Opening net book value	4 795	120	4 915
Additions	3 419	177	3 596
Depreciation charge	(2 731)	(96)	( 2 827)
Closing net book value	<b>5 483</b>	<b>201</b>	<b>5 684</b>

Depreciation expense has been included in other operating expenses (refer to note 21).

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

**6. INTANGIBLE ASSETS**

	<b>Computer software R'000</b>	<b>Total R'000</b>
<b>As at 30 June 2013</b>		
Cost	40 503	40 503
Accumulated amortisation	(18 826)	(18 826)
	<u>21 677</u>	<u>21 677</u>
<b>Year ended 30 June 2013</b>		
Opening net book value	19 251	19 251
Additions	8 880	8 880
Amortisation	(6 454)	(6 454)
Closing net book value	<u>21 677</u>	<u>21 677</u>
<b>As at 30 June 2012</b>		
Cost	31 622	31 622
Accumulated amortisation	(12 371)	(12 371)
	<u>19 251</u>	<u>19 251</u>
<b>Year ended 30 June 2012</b>		
Opening net book value	19 504	19 504
Additions	6 918	6 918
Write-off	(3 700)	(3 700)
Amortisation	(3 471)	(3 471)
Closing net book value	<u>19 251</u>	<u>19 251</u>

Amortisation expense has been included in other operating expenses (refer to note 21).

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

	<b>2013</b>	2012
	<b>R'000</b>	R'000
<b>7. DEFERRED TAXATION</b>		
<b>Deferred tax assets</b>		
- provisions	<b>10 982</b>	11 363
<b>Deferred tax asset at end of the year</b>	<b>10 982</b>	11 363
<b>Deferred tax liabilities</b>		
- intangible assets	<b>(3 774)</b>	(2 215)
- plant and equipment	<b>(425)</b>	(101)
- unrealised gains on investments	<b>(15 846)</b>	(12 767)
- provisions for salvage recovery	<b>(2 798)</b>	-
<b>Deferred tax liability at end of the year</b>	<b>(22 843)</b>	(15 083)
<b>Total net deferred tax account</b>	<b>(11 861)</b>	(3 720)
The total movement on the net deferred account is as follows:		
Opening balance	<b>(3 720)</b>	5 271
Charge to statement of comprehensive income	<b>(5 062)</b>	(3 224)
Charge to other comprehensive income	<b>(3 079)</b>	(5 767)
<b>Closing balance</b>	<b>(11 861)</b>	(3 720)

**LOMBARD INSURANCE COMPANY LIMITED**

**Registration number: 1990/001253/06**

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**

**for the year ended 30 June 2013 - continued**

**7. DEFERRED TAXATION (continued)**

The movement in the deferred tax assets and liabilities during the year is as follows:

*(a) Deferred tax assets*

	<b>Provisions R'000</b>	<b>STC credits R'000</b>	<b>Total R'000</b>
<b>As at 30 June 2011</b>	11 617	654	12 271
Charged to the statement of comprehensive income	(254)	(654)	(908)
<b>As at 30 June 2012</b>	11 363	-	11 363
Charged to the statement of comprehensive income	<b>(381)</b>	-	<b>(381)</b>
<b>As at 30 June 2013</b>	<b>10 982</b>	-	<b>10 982</b>

*(b) Deferred tax liabilities*

	<b>Intangible assets R'000</b>	<b>Property and equipment R'000</b>	<b>Prepaid expenses R'000</b>	<b>Unrealised gains on investments R'000</b>	<b>Total R'000</b>
<b>As at 30 June 2011</b>	-	-	-	(7 000)	(7 000)
Charged to the statement of comprehensive income	(2 215)	(101)	-	-	(2 316)
Charged to other comprehensive income	-	-	-	<b>(5 767)</b>	<b>(5 767)</b>
<b>As at 30 June 2012</b>	<b>(2 215)</b>	<b>(101)</b>	-	<b>(12 767)</b>	<b>(15 083)</b>
Charged to the statement of comprehensive income	<b>( 1559)</b>	<b>(324)</b>	<b>(2 798)</b>	-	<b>(4 681)</b>
Charged to other comprehensive income	-	-	-	<b>(3 079)</b>	<b>(3 079)</b>
<b>As at 30 June 2013</b>	<b>(3 774)</b>	<b>(425)</b>	<b>(2 798)</b>	<b>(15 846)</b>	<b>(22 843)</b>



**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

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**8. INVESTMENT IN SUBSIDIARY**

	<b>Shareholding</b>	<b>2013</b>	<b>2013</b>
	<b>%</b>	<b>R'000</b>	<b>R'000</b>
<b>Shares</b>			
- Lombard Guarantee Services Proprietary Limited	100	-	*
<b>Loan account</b>			
- Lombard Guarantee Services Proprietary Limited		-	127
		<u>-</u>	<u>127</u>

\* denotes items under R1 000

During the year under review, Lombard Guarantee Services Proprietary Limited was dissolved.

NOTES TO THE ANNUAL FINANCIAL STATEMENTS  
for the year ended 30 June 2013 - continued

		2013 R'000	2012 R'000
<b>9. FINANCIAL ASSETS</b>			
The Company's financial assets are summarised by measurement category in the table below:			
Available-for-sale		231 263	208 555
Held-to-maturity		43 337	21 903
Loans and receivables including insurance receivables	Note 11	512 116	428 382
<b>Total financial assets</b>		<b>786 716</b>	<b>658 840</b>

**Available-for-sale financial assets**

Equity securities			
- listed		107 801	88 926
- unlisted		83 582	83 178
Debt instruments			
- unlisted		39 880	36 451
<b>Total available-for-sale financial assets</b>		<b>231 263</b>	<b>208 555</b>

**Held-to-maturity financial assets**

Debt instruments		43 337	21 903
<b>Total held-to-maturity financial assets</b>		<b>43 337</b>	<b>21 903</b>

	Available- for-sale financial assets R'000	Held-to- maturity R'000	Total R'000
<b>As at 30 June 2011</b>	204 135	25 230	229 365
Additions	35 754	16 673	52 427
Disposals	(52 191)	-	(52 191)
Fair value gains	20 857	-	20 857
Reclassification from held-to-maturity to loans and receivables	-	(20 000)	(20 000)
<b>As at 30 June 2012</b>	208 555	21 903	230 458
Additions	51 691	21 434	73 125
Disposals	(61 964)	-	(61 964)
Fair value gains	32 981	-	32 981
<b>As at 30 June 2013</b>	<b>231 263</b>	<b>43 337</b>	<b>274 600</b>

During the prior year management reclassified R20 million of held-to-maturity financial assets to loans and receivables. This is a reversal of the reclassification done in the prior year.

Since these assets have been reclassified as cash and cash equivalents they are held at consequently at fair value and thus there is no change in the carrying value to the Company.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

	<b>2013</b>	2012
	<b>R'000</b>	R'000
<b>10. INSURANCE LIABILITIES AND REINSURANCE CONTRACTS</b>		
<b>Gross</b>		
Outstanding claims reported	<b>424 015</b>	322 361
Claims incurred but not reported	<b>97 465</b>	97 237
Unearned premiums	<b>299 190</b>	239 495
Total insurance liabilities	<b>820 670</b>	659 093
<b>Recoverable from reinsurers</b>		
Outstanding claims reported	<b>(273 414)</b>	(178 087)
Claims incurred but not reported	<b>(57 308)</b>	(50 737)
Unearned premiums	<b>(127 583)</b>	(100 537)
Total reinsurers' share of insurance liabilities	<b>(458 305)</b>	(329 361)
<b>Net</b>		
Outstanding claims reported	<b>150 601</b>	144 274
Claims incurred but not reported	<b>40 157</b>	46 500
Unearned premiums	<b>171 607</b>	138 958
Total net insurance liabilities	<b>362 365</b>	329 732

The carrying value of all the above insurance liabilities and reinsurance contracts approximates fair value.

Analysis of movement in outstanding claims and IBNR

	<b>Gross</b>	<b>Reinsured</b>	<b>Net</b>
	<b>R'000</b>	<b>R'000</b>	<b>R'000</b>
<b>Year ended 30 June 2013</b>			
Balance at beginning of the year			
- outstanding claims reported	<b>322 361</b>	<b>(178 087)</b>	<b>144 274</b>
- incurred but not reported	<b>97 237</b>	<b>(50 737)</b>	<b>46 500</b>
	<b>419 598</b>	<b>(228 824)</b>	<b>190 774</b>
Claims paid during the year	<b>519 683</b>	<b>(256 837)</b>	<b>262 846</b>
Increase in outstanding claim reserves	<b>(418 029)</b>	<b>161 510</b>	<b>(256 519)</b>
Increase in incurred but not reported reserve	<b>228</b>	<b>(6 571)</b>	<b>(6 343)</b>
Balance at end of the year	<b>521 480</b>	<b>(330 722)</b>	<b>190 758</b>
Balance at year end is made up as follows:			
- outstanding claims reported	<b>424 015</b>	<b>(273 414)</b>	<b>150 601</b>
- incurred but not reported	<b>97 465</b>	<b>(57 308)</b>	<b>40 157</b>
	<b>521 480</b>	<b>(330 722)</b>	<b>190 758</b>

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

**10. INSURANCE LIABILITIES AND REINSURANCE CONTRACTS (continued)**

Analysis of movement in outstanding claims reported and IBNR (continued)

	<b>Gross</b>	<b>Reinsured</b>	<b>Net</b>
	<b>R'000</b>	<b>R'000</b>	<b>R'000</b>
<b>Year ended 30 June 2012</b>			
Balance at beginning of the year			
- outstanding claims reported	162 631	(46 965)	115 666
- incurred but not reported (IBNR)	67 371	(23 460)	43 911
	<u>230 002</u>	<u>(70 425)</u>	<u>159 577</u>
Claims paid during the year	(477 948)	90 591	(387 357)
Increase in outstanding claim reserves	637 678	(221 713)	415 965
Increase/(decrease) in incurred but not reported reserve (IBNR)	29 866	(27 277)	2 589
Balance at end of the year	<u>419 598</u>	<u>(228 824)</u>	<u>190 774</u>
Balance at year end is made up as follows:			
- outstanding claims reported	322 361	(178 087)	144 274
- incurred but not reported (IBNR)	97 237	(50 737)	46 500
	<u>419 598</u>	<u>(228 824)</u>	<u>190 774</u>

**11. RECEIVABLES INCLUDING INSURANCE RECEIVABLES**

	<b>2013</b>	2012
	<b>R'000</b>	R'000
Receivables arising from insurance contracts		
- due from agents, brokers and intermediaries	<b>149 236</b>	134 435
- impairment provision	<b>(12 204)</b>	(11 649)
- due from reinsurance contracts	<b>5 158</b>	
Other receivables		
- amounts due from related parties (note 26)	<b>97 794</b>	242 360
- impairment provision	<b>(3 110)</b>	(3 110)
- prepaid expenses	<b>523</b>	1 429
- sundry debtors	<b>274 719</b>	64 917
Total receivables including insurance receivables	<u><b>512 116</b></u>	<u>428 382</u>

The carrying value of receivables including reinsurance receivables approximates the fair value.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

**12. CASH AND CASH EQUIVALENTS**

	<b>2013</b>	2012
	<b>R'000</b>	R'000
Cash at bank and in hand	<b>252 741</b>	100 297
Short-term bank deposits	<b>133 628</b>	165 988
<b>Total cash and cash equivalents</b>	<b>386 369</b>	266 285

The effective interest rate on short-term bank deposits was 2.8% (2012 - 5.4%).

**13. SHARE CAPITAL AND SHARE PREMIUM**

	<b>2013</b>	2012
	<b>R'000</b>	R'000
Authorised		
10 000 000 ordinary shares at 1 cent each	<b>100</b>	100
Issued		
4 665 500 (2012: 4 665 500) ordinary shares of 1 cent each	<b>47</b>	47
Share premium	<b>134 403</b>	134 403
	<b>134 450</b>	134 450
	<b>Share capital</b>	<b>Share premium</b>
	<b>R'000</b>	<b>R'000</b>
<b>Year ended 30 June 2013</b>		
Opening balance	<b>47</b>	<b>134 403</b>
Share issue	-	-
<b>As at 30 June 2013</b>	<b>47</b>	<b>134 403</b>
<b>Year ended 30 June 2012</b>		
Opening balance	47	134 403
Share issue	-	-
<b>As at 30 June 2012</b>	47	134 403

During the prior year 3 ordinary shares at 1 cent each were issued to Lomhold Proprietary Limited, increasing the number of issued ordinary shares to 4 665 500.

The unissued shares are under the control of the directors until the next annual general meeting of the Company.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

	<b>2013</b>	2012
	<b>R'000</b>	R'000
<b>14. NON-DISTRIBUTABLE RESERVES</b>		
Available-for-sale reserve	<b>76 128</b>	55 697
Capital contribution reserve	<b>2 000</b>	2 000
Contingency reserve	-	-
	<u><b>78 128</b></u>	<u>57 697</u>

**14.1 Available-for-sale reserve**

Balance at beginning of the year	<b>55 697</b>	47 319
Realised gains on disposal of available-for-sale financial assets	<b>(9 471)</b>	(6 712)
Fair value adjustments of available-for-sale financial assets	<b>32 981</b>	20 857
Tax effect of fair value adjustments of available-for-sale financial assets	<b>(3 079)</b>	(5 767)
Balance at end of the year	<u><b>76 128</b></u>	<u>55 697</u>

The available-for-sale reserve represents the cumulative gains and losses arising on the revaluation of available-for-sale financial assets that have been recognised in other comprehensive income, net of amounts reclassified to profit or loss when those assets have been disposed or determined to be impaired.

**14.2 Capital contribution reserve**

Balance at beginning of the year	<b>2 000</b>	2 000
Balance at end of the year	<u><b>2 000</b></u>	<u>2 000</u>

In prior years the Company transferred R2 000 000 to a non-distributable reserve at the request of the FSB to increase the amount recognised as capital for regulatory purposes. This was a condition for granting a full, unrestricted short-term insurance license in October 1999.

**14.3 Contingency reserve**

Balance at beginning of the year	-	69 785
Transfer (from)/to contingency reserve	-	(69 785)
Balance at end of the year	<u>-</u>	<u>-</u>

The contingency reserve represented 10% of net written premiums as required in terms of the Financial Services Board ("FSB") requirements. In terms of the FSB requirements the contingency reserve is no longer required and was released to retained earnings in 2012.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

	<b>2013</b>	2012
	<b>R'000</b>	R'000
<b>15. EMPLOYEE BENEFITS</b>		
Bonus provision	<b>11 643</b>	7 044
Leave pay provision	<b>3 802</b>	3 049
Profit right provision	<b>10 417</b>	19 053
	<b>25 862</b>	29 164

	<b>Bonus provision</b>	<b>Leave pay provision</b>	<b>Profit right provision</b>	<b>Total</b>
	<b>R'000</b>	<b>R'000</b>	<b>R'000</b>	<b>R'000</b>
<b>As at 01 July 2011</b>	22 300	2 580	34 782	59 662
Amounts utilised	(22 300)	(70)	(15 729)	(38 099)
Additional provision raised	7 044	539	-	7 583
<b>As at 01 July 2012</b>	7 044	3 049	19 053	29 146
Amounts utilised	<b>(7 044)</b>	<b>(201)</b>	<b>(8 636)</b>	<b>(15 881)</b>
Additional provision raised	<b>11 643</b>	<b>954</b>	-	<b>12 597</b>
<b>As at 30 June 2013</b>	<b>11 643</b>	<b>3 802</b>	<b>10 417</b>	<b>25 862</b>

	<b>2013</b>	2012
	<b>R'000</b>	R'000
<b>16. TRADE AND OTHER PAYABLES</b>		
Accrued expenses	<b>1 464</b>	1 138
Amounts due to related parties (note 26)	<b>62 907</b>	24 779
Payables under reinsurance contracts	<b>183 707</b>	90 637
Sundry creditors	<b>46 867</b>	17 102
Trade creditors	<b>11 421</b>	4 974
Total trade and other payables	<b>306 366</b>	138 630

The carrying value of trade and other payables approximates the fair value.

During the prior year a decision was made to reclassify the cash held on behalf of third parties from cash and cash equivalents to trade and other payables.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

	<b>2013</b>	2012
	<b>R'000</b>	R'000
<b>17. NET INSURANCE PREMIUM REVENUE</b>		
Insurance contracts		
- gross written premium	<b>1 212 868</b>	1 213 720
- change in unearned premium provision	<b>(41 490)</b>	(66 877)
<b>Insurance premium revenue</b>	<b>1 171 378</b>	1 146 843
Reinsurance contracts		
- reinsurance premium	<b>(600 966)</b>	(430 583)
- change in unearned premium provision - reinsurers' portion	<b>27 042</b>	22 169
<b>Insurance premium revenue ceded to reinsurers</b>	<b>(573 924)</b>	(408 414)
<b>Net insurance premium revenue</b>	<b>597 454</b>	738 429
<b>18. INVESTMENT INCOME</b>		
Available-for-sale		
- dividend income	<b>3 621</b>	8 029
- interest income	<b>3 579</b>	393
Cash and cash equivalents interest income	<b>9 007</b>	14 196
Held-to-maturity		
- dividend income	<b>6 084</b>	2 222
Profit on sale of investments, other than available for sale	<b>165</b>	-
Loans and receivables interest income	<b>8 118</b>	4 118
	<b>30 574</b>	28 958
<b>19. OTHER OPERATING INCOME</b>		
Other operating income comprises of:		
Aviation income	<b>1 590</b>	1 218
Other income	<b>2 930</b>	1 219
Profit on disposal of property and equipment	<b>-</b>	32
Profit share from AssetInsure Proprietary Limited	<b>8 325</b>	22 267
	<b>12 845</b>	24 736



**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

	<b>2013</b>	2012
	<b>R'000</b>	R'000
<b>20. NET INSURANCE CLAIMS AND LOSS ADJUSTMENT EXPENSES</b>		
Current year claims paid	<b>(519 683)</b>	(477 948)
Movement in incurred but not reported provision	<b>(228)</b>	(29 866)
Movement in outstanding claims provision	<b>(101 654)</b>	(159 730)
<b>Insurance claims and loss adjustment expenses</b>	<b>(621 565)</b>	(667 544)
Recoveries from reinsurers	<b>256 837</b>	90 591
Reinsurers' portion of incurred but not reported provision	<b>6 571</b>	27 277
Reinsurers' portion of outstanding claims provision	<b>95 327</b>	131 122
<b>Insurance claims and loss adjustment expenses recovered from reinsurers</b>	<b>358 735</b>	248 990
<b>Net insurance claims and loss adjustment expenses</b>	<b>(262 830)</b>	(418 554)
<b>21. OTHER OPERATING EXPENSES</b>		
Amortisation	<b>6 454</b>	3 471
Auditor's remuneration		
- audit fees	<b>4 001</b>	1 999
Depreciation	<b>2 383</b>	2 827
Directors' remuneration		
- as directors	<b>4 786</b>	978
- for other services		
- salaries	<b>12</b>	4 224
- bonuses	<b>2 246</b>	-
- provident fund contributions	<b>307</b>	287
Employee benefit expense		
- salaries and bonuses	<b>86 637</b>	66 142
Professional fees	<b>12 804</b>	8 615
Operating lease rentals		
- premises	<b>7 870</b>	5 107
Other expenses	<b>42 254</b>	91 520
Other staff costs	<b>7 097</b>	3 248
Repairs and maintenance	<b>15 424</b>	1 468
Interest Expense	<b>2 147</b>	806
	<b>194 422</b>	190 692

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

	<b>2013</b>	2012
	<b>R'000</b>	R'000
<b>22. TAXATION EXPENSE</b>		
South Africa normal taxation		
- current taxation	<b>11 816</b>	17 943
- Prior year under provision	<b>288</b>	-
Foreign withholding taxation	<b>962</b>	1 394
STC on dividends paid	-	1 347
Deferred taxation		
- current year	<b>5 062</b>	3 224
	<b>18 128</b>	23 908
Taxation rate reconciliation:	%	%
South Africa normal tax rate	<b>28.0</b>	28.0
Foreign withholding tax	-	1.6
Non-deductible expenses	<b>1.1</b>	0.5
Non-taxable income	<b>(3.7)</b>	(5.6)
STC credit deferred tax released	-	0.8
Prior year under provision	<b>0.4</b>	-
STC on dividends paid	-	1.6
Effective tax rate before capital gains inclusion rate change	<b>25.8</b>	26.9
Capital gains inclusion rate change	<b>(1.2)</b>	1.2
Effective tax rate	<b>24.6</b>	28.1

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

	<b>2013</b>	2012
	<b>R'000</b>	R'000
<b>23. NOTES TO THE STATEMENT OF CASH FLOWS</b>		
<b>23.1 Cash generated/(utilised) by operations</b>		
Results of operating activities	<b>73 781</b>	84 987
Adjusted for:		
Increase in net technical provisions	<b>32 633</b>	75 909
Depreciation	<b>2 383</b>	2 827
Amortisation	<b>6 454</b>	3 471
Intangible assets written off	-	3 700
Profit on disposal of investments	<b>(9 471)</b>	(6 712)
Profit on disposal of plant and equipment	-	(32)
Investment income	<b>(30 574)</b>	(28 958)
Increase in trade and other receivables	<b>(82 046)</b>	(84 957)
Increase/(decrease) in trade and other payables	<b>162 764</b>	(33 110)
	<b>155 924</b>	17 125
<b>23.2 Taxation paid</b>		
Balance at beginning of the year	<b>(5 024)</b>	(8 367)
Taxation expense for the year	<b>(13 066)</b>	(20 684)
Balance at end of the year	<b>1 586</b>	5 024
	<b>(16 504)</b>	(24 027)
<b>24. OPERATING LEASE COMMITMENTS</b>		
The future minimum lease payments under an operating lease for office premises are:		
Not later than 1 year	<b>5 466</b>	519
Later than 1 year and not later than 5 years	<b>12 735</b>	1 816
Later than 5 years	-	-
	<b>18 201</b>	2 335
<b>25. RETIREMENT BENEFIT INFORMATION</b>		

All employees of the Company are members of the Lombard Insurance Company Limited Provident Fund. The fund is a defined contribution fund and is governed by the Pension Funds Act, 1956. As at 30 June 2013, the provident fund had accumulated funds of R 35 346 071 (2012: R27 723 538).

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

**26. RELATED PARTY TRANSACTIONS**

The Company is controlled by Lomhold (Pty) Ltd, a South African registered company, which owns 100% of the Company's shares. Lomhold Proprietary Limited is an associate of The Hollard Insurance Company Limited ("Hollard") - incorporated in the Republic of South Africa, which owns 38.17% (2012: 45.65%) of the shares of Lomhold Proprietary Limited, the remaining shares are held by Cast Arena Trade & Invest 187 Proprietary Limited - 18.50% (2012: 21.40%), Lombard Consolidated Proprietary Limited 21.65% (2012: 23.71%), IVM Intersurer BV 7.56% (2012: 0%), CG Japhet 0.57% (2012: 0.69%) and management 13.55% (2012: 8.55%).

The Company in addition had an interest in AssetInsure, a joint venture registered in Australia, of which the Company owned 50%. As at 30 June 2013, the Company no longer has its interest in the joint venture.

There is a co-insurance arrangement in place with Hollard, whereby they participate in 30% of the risk on certain clients that they refer to Lombard. The year-end balance relates to premiums due to Hollard on this particular line of business.

	<b>Amounts received from related parties R'000</b>	<b>Amounts paid to related parties R'000</b>	<b>Amounts due from related parties R'000</b>	<b>Amounts due to related parties R'000</b>
<b>2013</b>				
<b>Parent</b>				
LomHold Proprietary Limited	-	-	74 282	-
	-	-	74 282	-
<b>Other</b>				
BrightRock Proprietary Limited				
Cape Finance Corporation Limited	512		7600	
Commercial Crime Concepts Proprietary Limited	3 086	(1 039)	646	
Consort Technical Underwriting Managers Proprietary Limited	47	(31 343)	796	
Deposit Advantage Proprietary Limited	3 342			
S Emms	142		1 968	
Factory and Industrial Proprietary Limited	221	(15 720)	1 861	
Financial Management International Limited	459		5 079	
First Marine Acceptances Proprietary Limited	6	(9 325)		(2 894)
Fulcrum Group Proprietary Limited	1 046			
HCV Underwriting Managers Proprietary Limited				
Helm Underwriting Management Services Proprietary Limited		(6 428)		(712)
Horizon Underwriting Management Services (Pty) Ltd	13	(15 753)		
Leppard and Associates Proprietary Limited	17	(12 972)		(5 041)
Lombard Life Limited	2 744			
Lombard Trade Finance Proprietary Limited	1 497		96	

**LOMBARD INSURANCE COMPANY LIMITED**  
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**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
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LomShelf01 Proprietary Limited			2 435	
LomVest Proprietary Limited				(51 987)
B Muller	142		1 968	
PinnAfrica Insurance Limited				(461)
PinnAfrica Insurance Underwriting Managers Proprietary Limited		(11 988)	1 063	
	13 274	(104 568)	23 512	(62 907)
<b>Total</b>	<b>13 274</b>	<b>(104 568)</b>	<b>97 794</b>	<b>(62 907)</b>

**Amounts due from/(to) related parties disclosed as follows:**

Receivables including reinsurance receivables – amounts due from related parties (note 11)		97 794	-
Trade and other payables - amounts due to related parties (note 16)		-	(62 907)
<b>Total</b>		<b>97 794</b>	<b>(62 907)</b>

	Amounts received from related parties R'000	Amounts paid to related parties R'000	Amounts due from related parties R'000	Amounts due to related parties R'000
<b>2012</b>				
<b>Parent</b>				
LomHold Proprietary Limited	218	-	120 584	-
	218	-	120 584	-
<b>Entities with significant influence over the Company</b>				
Cast Arena Trade & Invest 87 Proprietary Limited	-	-	100	-
The Hollard Insurance Company Limited	-	-	-	(270)
	-	-	100	(270)
<b>Subsidiary</b>				
Lombard Guarantee Services Proprietary Limited	-	-	127	-
	-	-	127	-
<b>Joint venture</b>				
AssetInsure joint venture	-	-	12 766	-
	-	-	12 766	-
<b>Total carried forward</b>	<b>218</b>	<b>-</b>	<b>133 577</b>	<b>(270)</b>

NOTES TO THE ANNUAL FINANCIAL STATEMENTS  
for the year ended 30 June 2013 - continued

26. RELATED PARTY TRANSACTIONS (continued)

2012 (continued)	Amounts received from related parties R'000	Amounts paid to related parties R'000	Amounts due from related parties R'000	Amounts due to related parties R'000
<b>Total brought forward</b>	218	-	133 577	(270)
<b>Other</b>				
BrightRock Proprietary Limited	717	-	145	-
Cape Finance Corporation Limited	-	-	17 646	-
Commercial Crime Concepts Proprietary Limited	-	(53)	133	-
Consort Technical Underwriting Managers Proprietary Limited	-	(34 475)	-	(1 866)
Deposit Advantage Proprietary Limited	-	(3 039)	3	-
S Emms	-	-	1 827	-
Factory and Industrial Proprietary Limited	-	(14 930)	2	-
Financial Management International Limited	283	-	4 944	-
First Marine Acceptances Proprietary Limited	-	(2 208)	-	(558)
Fulcrum Group Proprietary Limited	1 872	-	305	-
HCV Underwriting Managers Proprietary Limited	-	(23 793)	-	(11 333)
Helm Underwriting Management Services Proprietary Limited	-	(6 416)	-	(1 296)
Leppard and Associates Proprietary Limited	-	(11 068)	-	(4 503)
Lombard Life Limited	1 921	-	-	(4 921)
Lombard Trade Finance Proprietary Limited	973	-	112	-
LomShelf01Proprietary Limited	-	-	2 435	-
LomVest Proprietary Limited	-	-	75 428	-
B Muller	-	-	1 827	-
PinnAfrica Insurance Limited	-	(623)	-	(32)
PinnAfrica Insurance Underwriting Managers Proprietary Limited	-	(17 446)	4 103	-
	<u>5 766</u>	<u>(114 051)</u>	<u>108 910</u>	<u>(24 509)</u>
<b>Total</b>	<u>5 984</u>	<u>(114 051)</u>	<u>242 487</u>	<u>(24 779)</u>

**Amounts due from/(to) related parties disclosed as follows:**

Investment in subsidiary (note 8)	127	-
Receivables including reinsurance receivables – amounts due from related parties (note 11)	242 360	-
Trade and other payables - amounts due to related parties (note 16)	-	(24 779)
<b>Total</b>	<u>242 487</u>	<u>(24 779)</u>

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

**26. RELATED PARTY TRANSACTIONS (continued)**

As at year end, Lombard Insurance Company has given, in the normal course of business, a guarantee in favour of Standard Bank Limited for R25 million in respect of debts owed by Lombard Trade Finance Proprietary Limited.

**27. DIRECTORS' REMUNERATION**

**Directors' remuneration and other benefits for services as director:**

	For services as director R'000	Salary R'000	Bonuses and performance related payments R'000	Pension contributions, under any pension scheme, not otherwise disclosed R'000	Total R'000
Director 1	639	-	-	25	664
Director 2	122	-	-	-	122
Director 3	138	-	-	-	138
Director 4	208	-	-	-	208
Director 5	-	-	-	-	-
Director 6	-	-	-	-	-
Director 7	2 114	12	1 199	2	3 327
Director 8	1 443	-	1 047	280	2 770
Director 9	1 22	-	-	-	122
<b>2013</b>	<b>4 786</b>	<b>12</b>	<b>2 246</b>	<b>307</b>	<b>7 351</b>
Director 1	621	-	-	23	644
Director 2	385	-	-	-	385
Director 3	205	-	-	-	205
Director 4	228	-	-	-	228
Director 5	-	-	-	-	-
Director 6	-	-	-	-	-
Director 7	1 991	-	-	2	1 993
Director 8	1 612	-	-	262	1 874
Director 9	160	-	-	-	160
<b>2012</b>	<b>978</b>	<b>4 224</b>	<b>-</b>	<b>287</b>	<b>5 489</b>

Per the assessment performed by the directors of the Company, no prescribed officers were identified for the Company.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS**  
**for the year ended 30 June 2013 - continued**

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**28. CONTINGENCIES AND COMMITMENTS**

Management is not aware of any contingent liabilities or commitments for the period between the statement of financial position date and the signing date of the audited annual financial statements.

**29. EVENTS SUBSEQUENT TO STATEMENT OF FINANCIAL POSITION DATE**

The directors are not aware of any other matter or circumstance arising since the end of the financial year that would affect the operations of the Company or the results of those operations significantly.