

Union Insurance Company P.J.S.C.

Financial statements

31 December 2017

Union Insurance Company P.J.S.C.

Financial Statements

31 December 2017

<i>Contents</i>	<i>Page</i>
Report of the Board of directors	1
Independent auditors' report	3
Statement of financial position	10
Statement of profit or loss	11
Statement of profit or loss and other comprehensive income	12
Statement of cash flows	13
Statement of changes in shareholders' equity	14
Notes to the financial statements	15



Report of the Board of Directors

Dear Shareholders,

The Board of Directors of Union Insurance Company P.S.C. has the pleasure to present the Annual Report on the performance of the Company along with the audited Financial Statements for the year ended 31st December 2017.

The company registered yet another successful year of Underwriting performance during 2017 despite challenges faced by the local insurance markets and global economy. Notable events/achievements during the year were:

- The Company crossed the Billion mark for the first time by underwriting a Gross Premium of AED 1.05 Billion as against the 2016 Premium of AED 877 million, a growth of 20%.
- The Company posted both Underwriting Profit and Net Profit for the year.
- The Company continues to carry technical provisions as recommended by the Actuary in compliance with the Insurance Authority regulations.
- The Company's Financial Strength Rating of B++ (Good) and Issuer Credit Rating of 'bbb' was affirmed by the International Credit Rating Agency A. M. Best. According to AM Best's Press Release in August 2017, the Credit Rating affirmation reflects Union's good technical profitability since a change of management during 2012 and its solid business profile in its domestic market.
- The company continues to invest in technology to support its aggressive growth strategy such as Online product offerings, online claims reporting, digitalization/mobile apps, expanding online channels such as aggregators, etc.

2017 Financial results

- The company registered growth in the classes of General, Motor and Medical by 14%, 18%, and 72% respectively over 2016. Premiums for all classes continue to be well diversified
- The Underwriting Profit for 2017 amounted to AED 37.5 million (2016 – 38.5 million), a marginal reduction of 3% over 2016 mainly due to the technical reserves which are now aligned with the requirement of Insurance Authority regulations.
- The investments yielded a net loss of AED 11.4 million mainly due to the deterioration in the mark-to-market valuation of the Company's equity investments.



- The Net Profit after investment results amounted to AED 10.2 million as against the Net Loss of AED 10.4 million during 2016.
- Total Assets of the Company grew from AED 1.47 billion in 2016 to AED 1.78 billion in 2017.
- Total Equity of the Company increased from AED 298.5 million in 2016 to AED 309.3 million at the end of the 2017 on account of net comprehensive profit of AED 10.8 million.

Recommendations of the Board of Directors:

The Board has the pleasure in making the following recommendations to the shareholders:

- 1) Consider, discuss and approve the Board of Director's report.
- 2) Consider, discuss and approve the Auditors report.
- 3) Consider, discuss and approve the Audited Financial Statements for the year ended 31 December 2017.
- 4) Absolve the Chairman and Members of the Board from all responsibilities for acts and decisions made by them in fulfilling their functions during the year ended 31 December 2017.
- 5) Appoint or re-appoint Auditors for the financial year 2018 and determine their fees. KPMG being eligible for re-appointment have expressed their interest to continue in office.

The Board of Directors take this opportunity to thank all the shareholders and customers for their continued support. The Directors also express their sincere appreciation to the management and staff for their dedication and hard work.

2018 is expected to be full of opportunities and challenges, particularly in view of the regulatory changes such as Life Insurance regulations, Value Added Tax, IFRS, etc. but with your continued support we are confident that the Company will respond to all the opportunities as well as challenges with success. The Company will continue to pursue its 'profitable growth' strategy through organic growth, new product offerings, superior customer service, investment in technology and marketing, and strengthening of capabilities and controls.

On behalf of the Board of Directors

Mohammed Hareb Al Mazroei
Chairman

1 8 MAR 2018



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Independent Auditors' Report

To the Shareholders of Union Insurance Company P.J.S.C.

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of Union Insurance Company P.J.S.C. (the "Company"), which comprise the statement of financial position as at 31 December 2017, the statements of profit or loss, other comprehensive income, changes in equity and cash flows for the year then ended, and notes, comprising significant accounting policies and other explanatory information.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company as at 31 December 2017, and its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards (IFRS).

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the *Auditors' Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Company in accordance with International Ethics Standards Board for Accountants Code of Ethics for Professional Accountants (IESBA Code) together with the ethical requirements that are relevant to our audit of the financial statements in the United Arab Emirates and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Key Audit Matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current period. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.



Key Audit Matters (continued)

1. Valuation of insurance contract liabilities

Refer to note 5 and 15 of the financial statements.

Valuation of these liabilities involves significant judgement, and requires a number of assumptions to be made that have high estimation uncertainty. This is particularly the case for those liabilities that are recognised in respect of claims that have occurred, but have not yet been reported ("IBNR") to the Company. IBNR and life assurance fund is calculated by an independent qualified external actuary for the Company.

Small changes in the assumptions used to value the liabilities, particularly those relating to the amount and timing of future claims, can lead to a material impact on the valuation of these liabilities and a corresponding effect on profit or loss. The key assumptions that drive the reserve calculations include loss ratios, estimates of the frequency and severity of claims and, where appropriate, the discount rates for longer tail classes of business.

The valuation of these liabilities depends on accurate data about the volume, amount and pattern of current and historical claims since they are often used to form expectations about future claims. If the data used in calculating insurance liabilities, or for forming judgements over key assumptions, is not complete and accurate then material impacts on the valuation of these liabilities may arise.

Our response: Our audit procedures supported by our actuarial specialists included:

- evaluating and testing of key controls around the claims handling and case reserve setting processes of the Company. Examining evidence of the operation of controls over the valuation of individual reserve for outstanding claims and consider if the amount recorded in the financial statements is valued appropriately;
- obtaining an understanding of and assessing the methodology and key assumptions applied by the management. Independently re-projecting the reserve balances for certain classes of business;
- assessing the experience and competence of the Company's actuary and degree of challenge applied through the reserving process;
- checking sample of reserves for outstanding claims through comparing the estimated amount of the reserves for outstanding claims to appropriate documentation, such as reports from loss adjusters; and
- assessing the Company's disclosure in relation to these liabilities including claims development table is appropriate.



Key Audit Matters (continued)

2. Recoverability of insurance and other receivables

Refer to note 4, 5 and 13 of the financial statements.

The Company has significant premium and insurance receivables against written premium policies. There is a risk over the recoverability of these receivables. The determination of the related impairment allowance is subjective and is influenced by judgements relating to the probability of default and probable losses in the event of default.

Our response:

- our procedure on the recoverability of insurance and other receivables included evaluating and testing key controls over the processes designed to record and monitor insurance receivables;
- testing the ageing of trade receivables to assess if these have been accurately determined, testing samples of long outstanding trade receivables where no impairment allowance is made with the management's evidences to support the recoverability of these balances;
- obtained movement of balances due from respective counterparties such as policyholders, agents, and brokers and vouched transactions on sample basis;
- verifying payments received from such counterparties post year end;
- considering the adequacy of provisions for bad debts for significant customers, taking into account specific credit risk assessments for each customer based on period overdue, existence of any disputes over the balance outstanding, history of settlement of receivables liabilities with the same counterparties; and
- discussing with management and reviewing correspondence, where relevant, to identify any disputes and assessing whether these were appropriately considered in determining the impairment allowance.

3. Valuation of investment properties and development work-in-progress

Refer to note 5, 9 and 11 of the financial statements.

The valuation of investment properties and development work-in-progress are determined through the application of valuation techniques which often involve the exercise of judgement and the use of assumptions and estimates.

Due to the significance of investment properties and development work-in-progress and the related estimation uncertainty, this is considered a key audit matter.



Key Audit Matters (continued)

**3 Valuation of investment properties and development work-in-progress
(continued)**

Investment properties and development work-in-progress are held at fair value in the Company's statement of financial position and qualify under Level 3 of the fair value hierarchy as at 31 December 2017.

Our response:

- We assessed the competence, independence and integrity of the external valuers and read their terms of engagement with the Company to determine whether there were any matters that might have affected their objectivity or may have imposed scope limitations on their work;
- We obtained the external valuation reports for all properties and confirmed that the valuation approach is in accordance with RICS' standards and is suitable for use in determining the fair value in the statement of financial position;
- We carried out procedures to test whether property specific standing data supplied to the external valuers by management is appropriate and reliable; and
- Based on the outcome of our evaluation, we determined the adequacy of the disclosure in the financial statements.

Other Information

Management is responsible for the other information. The other information comprises the Report of the board of directors as set out on pages 1 and 2.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report the fact. We have nothing to report in this regard.

Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with IFRS and their preparation in compliance with the applicable provisions of the UAE Federal Law No. (2) of 2015 and UAE Federal Law No. 6 of 2007, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.



Union Insurance Company P.J.S.C.

*Independent auditors' report on the
financial statements (continued)*

31 December 2017

*Responsibilities of Management and Those Charged with Governance for the
Financial Statements (continued)*

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company's financial reporting process.

Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit 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 Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.



Union Insurance Company P.J.S.C.

*Independent auditors' report on the
financial statements (continued)*

31 December 2017

Auditors' Responsibilities for the Audit of the Financial Statements (continued)

- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditors' report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

Report on Other Legal and Regulatory Requirements

Further, as required by the UAE Federal Law No. (2) of 2015, we report that:

- i) we have obtained all the information and explanations we considered necessary for the purposes of our audit;
- ii) the financial statements have been prepared and comply, in all material respects, with the applicable provisions of the UAE Federal Law No. (2) of 2015;



Union Insurance Company P.J.S.C.

*Independent auditors' report on the
financial statements (continued)*

31 December 2017

Report on Other Legal and Regulatory Requirements (continued)

- iii) the Company has maintained proper books of account;
- iv) the financial information included in the Directors' report, in so far as it relates to these financial statements, is consistent with the books of account of the Company;
- v) as disclosed in note 10 to the financial statements, the Company has purchased shares during the year ended 31 December 2017;
- vi) note 23 to the financial statements discloses material related party transactions and the terms under which they were conducted; and
- vii) based on the information that has been made available to us nothing has come to our attention which causes us to believe that the Company has contravened during the financial year ended 31 December 2017 any of the applicable provisions of the UAE Federal Law No. (2) of 2015 or its Articles of Association, which would materially affect its activities or its financial position as at 31 December 2017.

Further, as required by the UAE Federal Law No. 6 of 2007, as amended, we report that we have obtained all the information and explanation we considered necessary for the purposes of our audit.

KPMG Lower Gulf Limited

Fawzi AbuRass
Registration No.: 968
Dubai, United Arab Emirates
Date: **18 MAR 2018**

Union Insurance Company P.J.S.C.

Statement of financial position

As at

		31 December 2017 AED '000	31 December 2016 AED '000
ASSETS			
Property and equipment	8	25,378	24,787
Intangible assets	8.2	3,148	2,116
Investment properties	9	79,945	82,390
Investment securities	10	300,576	329,406
Development work-in-progress	11	82,045	78,120
Statutory deposit	12	10,000	10,000
Reinsurance contract assets	15	532,022	380,713
Insurance and other receivables	13	657,309	484,701
Cash and bank balances	14	91,845	79,937
Total assets		1,782,268	1,472,170
LIABILITIES			
Insurance contract liabilities	15	864,350	673,593
Insurance and other payables	16	469,960	399,585
Provision for employees' end of service benefits	17	5,186	3,417
Payable to policyholders' of unit-linked products	25	133,426	97,095
Total liabilities		1,472,922	1,173,690
EQUITY			
Share capital	18	330,939	330,939
Statutory reserve	19	12,098	11,076
Special reserve	19	12,098	11,076
Fair value reserve	20	(8,381)	(23,342)
Accumulated losses		(37,408)	(31,269)
Total equity		309,346	298,480
Total liabilities and equity		1,782,268	1,472,170

These financial statements were approved and authorised for issue by the Board of Directors on **18 MAR 2018** and signed on their behalf by:



Mohammed Hareb Al Mazroei
Chairman



Abdul Mutaleb M H M Aljaede
Managing Director and
Chief Executive Officer

The independent auditors' report is set out on pages 3 to 9.

The notes on pages 15 to 53 form an integral part of these financial statements.

Union Insurance Company P.J.S.C.

Statement of profit or loss

For the year ended 31 December

	<i>Note</i>	2017 AED '000	2016 AED '000
Gross written premium		1,049,218	877,105
Reinsurance ceded		(518,174)	(380,308)
Net retained premium		531,044	496,797
Net change in unearned premium and policyholders' reserve	26	(59,489)	(109,739)
Net earned premium		471,555	387,058
Gross claims incurred	15	(524,045)	(556,614)
Insurance claims recovered from reinsurers	15	251,519	328,271
Net claims incurred		(272,526)	(228,343)
Commission earned		66,816	64,615
Commission incurred		(91,452)	(72,854)
Net commission incurred		(24,636)	(8,239)
Administrative expenses	22	(84,743)	(70,441)
Other operational cost related to underwriting activities		(58,827)	(41,172)
Net movement in fair value of investments held for unit linked products	25	6,673	(363)
Total underwriting expenses		(161,533)	(120,215)
Underwriting profit	26	37,496	38,500
Net investment loss	21	(11,414)	(35,398)
General and other expenses	22	(15,865)	(13,532)
Profit / (loss) for the year		10,217	(10,430)
Basic and diluted earning / (loss) per share	27	0.03	(0.03)

The notes on pages 15 to 53 form an integral part of these financial statements.

The independent auditors' report is set out on pages 3 to 9.

Union Insurance Company P.J.S.C.

Statement of profit or loss and other comprehensive income

For the year ended 31 December

	2017 AED '000	2016 AED '000
Profit / (loss) for the year	10,217	(10,430)
Other comprehensive income / (loss)		
<i>Items that will not be reclassified to profit or loss:</i>		
Net change in fair value of investments at fair value through other comprehensive income	649	(15,728)
<i>Items that are or maybe reclassified subsequently to profit or loss</i>	-	-
Total other comprehensive income / (loss) for the year	649	(15,728)
Total comprehensive income / (loss) for the year	10,866	(26,158)

The notes on pages 15 to 53 form an integral part of these financial statements.

The independent auditors' report is set out on pages 3 to 9.

Union Insurance Company P.J.S.C.

Statement of cash flows

For the year ended 31 December

	Note	2017 AED '000	2016 AED '000
Cash flows from operating activities			
Profit / (loss) for the year		10,217	(10,430)
<i>Adjustment for:</i>			
Depreciation and amortisation	22	3,263	3,396
(Reversal of impairment) / impairment of development work-in-progress	21	(3,925)	2,830
Gain on disposal of investments at FVTPL	21	(2,734)	(39)
Provision for employees' end of service benefits	17	2,090	1,548
Unrealised loss on investments at FVTPL	21	11,617	36,098
Interest income	21	(1,865)	(1,465)
Dividend income	21	(274)	(32)
Gain on sale of property and equipment		(1)	(48)
Interest on margin trading account	21	5,047	6,702
Decrease / (increase) in the fair value of investment properties	21	2,445	(9,500)
		<u>25,880</u>	<u>29,060</u>
Increase in insurance and other receivables		(172,608)	(144,133)
Increase in reinsurance contract assets		(151,309)	(137,014)
Increase in insurance contract liabilities		190,757	234,445
Increase in insurance and other payables		70,375	92,886
Net cash (used in) / generated from operating activities		<u>(36,905)</u>	75,244
Employees' end of service benefits paid	17	(321)	(200)
<i>Net cash (used in) / generated from operations</i>		<u>(37,226)</u>	<u>75,044</u>
Cash flows from investing activities			
Purchase of property and equipment (net)		(4,889)	(12,877)
Proceeds from sale of property and equipment		4	81
Purchase of investments at FVTPL		(42,734)	(69,085)
Purchase of investments at FVTOCI		-	-
Proceeds from disposal of investments at FVTPL		52,254	7,460
Proceeds from disposal of investments at FVTOCI		47,407	-
Interest received		1,865	1,465
Dividend received		274	32
(Increase) / decrease in fixed deposit with banks with maturity greater than three months		(6,948)	13,546
<i>Net cash generated from / (used in) investing activities</i>		<u>47,233</u>	<u>(59,378)</u>
Cash flows from financing activities			
Interest on margin trading account		(5,047)	(6,702)
<i>Net cash used in financing activities</i>		<u>(5,047)</u>	<u>(6,702)</u>
Net increase in cash and cash equivalents		4,960	8,964
Cash and cash equivalents at 1 January	14	<u>22,856</u>	<u>13,892</u>
Cash and cash equivalents at 31 December	14	<u><u>27,816</u></u>	<u><u>22,856</u></u>

The independent auditors' report is set out on pages 3 to 9.

The notes on pages 15 to 53 form an integral part of these financial statements.

Union Insurance Company P.J.S.C.

Statement of changes in shareholders' equity

For the year ended 31 December

	Attributable to equity shareholders of the Company					Total AED '000
	Share capital AED '000	Statutory reserve AED '000	Special reserve AED '000	Fair value reserve AED '000	(Accumulated losses)/ AED '000	
As at 1 January 2016	330,939	11,076	11,076	(7,614)	(20,839)	324,638
Total comprehensive income for the year						
Loss for the year	-	-	-	-	(10,430)	(10,430)
Other comprehensive loss for the year						
Net change in fair value of investments at FVTOCI	-	-	-	(15,728)	-	(15,728)
Total other comprehensive loss for the year	-	-	-	(15,728)	-	(15,728)
Total comprehensive loss for the year	-	-	-	(15,728)	(10,430)	(26,158)
As at 31 December 2016	<u>330,939</u>	<u>11,076</u>	<u>11,076</u>	<u>(23,342)</u>	<u>(31,269)</u>	<u>298,480</u>
As at 1 January 2017	330,939	11,076	11,076	(23,342)	(31,269)	298,480
Total comprehensive income for the year						
Profit for the year	-	-	-	-	10,217	10,217
Other comprehensive income for the year						
Net change in fair value of investments at FVTOCI	-	-	-	649	-	649
Net change in fair value of investments at FVTOCI on disposal	-	-	-	14,312	(14,312)	-
Total other comprehensive income / (loss) for the year	-	-	-	14,961	(14,312)	649
Total comprehensive income / (loss) for the year	-	-	-	14,961	(4,095)	10,866
Transactions with owners directly recorded in equity						
Transfer to statutory reserve	-	1,022	-	-	(1,022)	-
Transfer to special reserve	-	-	1,022	-	(1,022)	-
As at 31 December 2017	<u>330,939</u>	<u>12,098</u>	<u>12,098</u>	<u>(8,381)</u>	<u>(37,408)</u>	<u>309,346</u>

The notes on pages 15 to 53 form an integral part of these financial statements.

Union Insurance Company P.J.S.C.

Notes to the financial statements

(forming part of the financial statements)

1. Legal status and principal activities

Union Insurance Company P.J.S.C. (the "Company") is incorporated as a public shareholding company and operates in the United Arab Emirates under a trade license issued by the Ajman Municipality. The Company is subject to the regulations of U.A.E. Federal Law No. 6 of 2007, concerning establishment of the insurance authority and organisation of its operations, and is registered with the Insurance Companies Register of Insurance Authority of U.A.E., under registration number 67. The Company's registered corporate office is Single Business Tower, Sheikh Zayed Road, P.O. Box 119227, Dubai, United Arab Emirates ("UAE").

The principal activity of the Company is the writing of insurance of all types including life assurance. The Company operates through its Head Office in Dubai and Branch Offices in Abu Dhabi, Dubai, Sharjah, Ajman and Ras Al Khaimah.

2. Basis of preparation

a) Statement of compliance

The financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB"), applicable provisions of UAE Federal Law No. 2 of 2015 and UAE Federal Law No. 6 of 2007.

b) Basis of measurement

The financial statements have been prepared on the historical cost basis except for the following which are stated at fair value :

- i) financial instruments at fair value through profit or loss ("FVTPL");
- ii) financial instruments at fair value through other comprehensive income ("FVTOCI"); and
- iii) investment properties.

The methods used to measure fair values are discussed in note 3(j).

c) Functional and presentation currency

These financial statements are presented in U.A.E. Dirhams ("AED"), which is the Company's functional currency. Except as otherwise indicated, financial information presented has been rounded to the nearest thousand.

d) Use of estimates and judgments

The preparation of financial statements in conformity with IFRS requires management to make judgments, estimates and assumptions that affect the application of accounting policies and reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised and in any future period affected.

In particular, information about significant areas of estimation uncertainty and critical judgments in applying accounting policies that have the most significant effect on the amounts recognised in the financial statements are described in note 5.

Union Insurance Company P.J.S.C.

Notes to the financial statements

3. Significant accounting policies

The accounting policies set out below have been applied consistently to all periods presented in these financial statements, except for the changes noted in 3(q).

a) Insurance contracts

i) Classification

The Company issues contracts that transfer either insurance risk or both insurance and financial risks.

Contracts under which the Company accepts significant insurance risk from another party (the policyholder) by agreeing to compensate the policyholder if a specified uncertain future event (the insured event) adversely affects the policyholder are classified as insurance contracts. Insurance risk is significant if an insured event could cause the Company to pay significant additional benefits as a result of an insured event occurring.

Insurance contracts may also transfer some financial risk. Financial risk is the risk of a possible future change in one or more of a specified interest rate, security price, commodity price, foreign exchange rate, index of prices or rates, credit rating or credit index or other variable, provided in the case of a non-financial variable that the variable is not specific to a party to the contract.

Contracts where insurance risk is not significant are classified as investment contracts.

Once a contract is classified as an insurance contract it remains classified as an insurance contract until all rights and obligations are extinguished or expired.

ii) Recognition and measurement

Premiums

Gross premiums written reflect business incepted during the year, and exclude any fees and other amounts collected with and calculated based on premiums. These are recognised when underwriting process is complete and policies are issued.

The earned proportion of premiums is recognised as income. Premiums are earned from the date of attachment of risk over the indemnity period and unearned premium is calculated using the basis described below:

ii) Recognition and measurement

Unearned premium reserve (UPR)

The unearned premium considered in the insurance contract liabilities comprise the estimated proportion of the gross premiums written which relates to the periods of insurance subsequent to the statement of financial position date. Unearned premiums are computed using the 1/365 method except for marine cargo, engineering and individual life. The UPR for marine cargo is recognised as a fixed proportion of the written premiums as required in the financial regulation issued under UAE Federal Law No. 6 of 2007, and UPR for engineering line of business assumes a linear increase in risk with the duration of the project such that the risk faced is 100% at the expiry of the contract. The rate at which the premium is earned is deemed to increase at the same rate at which the risk faced increases over the lifetime of the policy. Unearned premiums including individual life business are computed by the Company's actuary.

Union Insurance Company P.J.S.C.

Notes to the financial statements

3. Significant accounting policies (continued)

a) Insurance contracts (continued)

ii) Recognition and measurement (continued)

Investment featured unit-linked policy

A unit-linked insurance policy is an insurance policy linking payments on the policy to units of investment funds administrated by the Company with the premiums received from the policy holder. These funds are administrated by the Company on behalf of policy holders in fiduciary trust. An investment charge based on a certain percentage of value of fund is charged as fee. The liability towards the policy holder is linked to the performance of the underlying assets of these funds.

In case of a claim, the amount paid is the higher of the sum assured or the unit value. The insurance liability is calculated through actuarial valuation based on the present value of expected benefits to policy holders.

These insurance contracts insure human life events (for example, death or survival) over a long duration. However, insurance premiums are initially recognised upfront in gross written premium and subsequently transferred to liabilities for the balance invested. These liabilities are increased by fair value movement of underlying investments / unit prices and are decreased by policy administration fees, mortality and surrender charges and withdrawals, if any.

The liability for these policies includes any amounts necessary to compensate the Company for services to be performed over future periods. This is the case for policy where the policy administration charges are higher in the initial years than in subsequent years. The mortality charges deducted in each period from the policy holders as a group are considered adequate to cover the expected total death benefit claims in excess of the policy account balances in each period; no additional liability is therefore established for these claims.

iii) Claims

Claims incurred comprise the settlement and the internal and external handling costs paid and changes in the provisions for outstanding claims arising from events occurring during the financial period. Where applicable, deductions are made for salvage and their recoveries.

Claims outstanding comprise provisions for the Company's estimate of the ultimate cost of settling all claims incurred but unpaid at the reporting date whether reported or not, and related internal and external claims handling expense reduced by expected salvage and other recoveries. Claims outstanding are assessed by reviewing individual reported claims. Provisions for claims outstanding are not discounted. Adjustments to claims provisions established in prior periods are reflected in the financial statements of the period in which the adjustments are made. The methods used, and the estimates made, are reviewed regularly. Provision is also made for any claims incurred but not reported ("IBNR") at the date of statement of financial position using a range of standard actuarial claim projection techniques, based on empirical data and current assumptions that may include a margin for adverse deviation as required by the new regulations. The basis of estimating outstanding claims and IBNR are detailed in note 15.

Union Insurance Company P.J.S.C.

Notes to the financial statements

3. Significant accounting policies (continued)

a) Insurance contracts (continued)

iv) Provision for premium deficiency / liability

At the end of each reporting period, the Company assesses whether its recognised insurance liabilities are adequate using current estimates of future cash flows under its insurance contracts. If that assessment shows that the carrying amount of its insurance liabilities is inadequate in the light of estimated future cash flows, the entire deficiency is immediately recognised in profit or loss and an unexpired risk provision is created.

Provision is made for premium deficiency arising from general insurance contracts where the expected value of claims and expenses attributable to the unexpired periods of policies in force at the reporting date exceeds the unearned premiums provision and already recorded claim liabilities in relation to such policies. The provision for premium deficiency is calculated by reference to classes of business which are managed together, after taking into account the future investment return on investments held to back the unearned premiums and claims provisions.

v) Reinsurance

The Company cedes reinsurance in the normal course of business for the purpose of limiting its net loss potential through the diversification of its risks. Assets, liabilities, income and expense arising from ceded reinsurance contracts are presented separately from the assets, liabilities, income and expense from the related insurance contracts because the reinsurance arrangements do not relieve the Company from its direct obligations to its policyholders.

Amounts due to and from reinsurers are accounted for in a manner consistent with the related insurance policies and in accordance with the relevant reinsurance contracts. Reinsurance premiums are deferred and expensed using the same basis as used to calculate unearned premium reserves for related insurance policies. The deferred portion of ceded reinsurance premiums is included in reinsurance contract assets.

Reinsurance assets are assessed for impairment at each reporting date. A reinsurance asset is deemed impaired if there is objective evidence, as a result of an event that occurred after its initial recognition, that the Company may not recover all amounts due, and that event has a reliably measurable impact on the amounts that the Company will receive from the reinsurer. Impairment losses on reinsurance assets are recognised in statement of profit or loss in the period in which they are incurred.

Profit commission in respect of reinsurance contracts is recognised on an accrual basis, premiums and claims are presented on a gross basis for reinsurance.

Reinsurance liabilities represents balances due to reinsurance companies. Amounts payable are estimated in a manner consistent with the associated reinsurance contracts.

Reinsurance assets or liabilities are derecognised when the contractual rights are extinguished or expired or when the contract is transferred to another party.

vi) Deferred acquisition cost

The deferred acquisition cost asset represents the proportion of acquisition costs which corresponds to the proportion of gross premiums written that is unearned at the reporting date.

vii) Insurance receivables and payables

Amounts due from and to policyholders, agents and reinsurers are financial instruments and are included in insurance receivables and payables, and not in insurance contract provisions or reinsurance assets.

Union Insurance Company P.J.S.C.

Notes to the financial statements

3. Significant accounting policies (continued)

a) Insurance contracts (*continued*)

viii) Insurance contract provision and reinsurance assets

Insurance contract liabilities towards outstanding claims are made for all claims intimated to the Company and still unpaid at the statement of financial position date, in addition for claims incurred but not reported. The unearned premium considered in the insurance contract liabilities comprise the estimated proportion of the gross premiums written which relates to the periods of insurance subsequent to the statement of financial position date.

The reinsurers' portion towards the above outstanding claims, claims incurred but not reported and unearned premium is classified as reinsurance contract assets in the financial statements.

b) Revenue (other than insurance revenue)

Revenue (other than insurance revenue) comprises the following:

i) Fee and commission income

Fee and commissions received or receivable which do not require the Company to render further services are recognised as revenue by the Company on the effective commencement or renewal dates of the related policies.

ii) Investment income

Investment income comprises income from financial assets, rental income from investment properties and fair value gains/losses on investment properties.

Income from financial assets comprises interest and dividend income, net gains/losses on financial assets classified at fair value through profit or loss (FVTPL), and realised gains/losses on other financial assets.

Interest income is recognised on a time proportion basis using the effective interest rate method. Dividend income is recognised when the right to receive dividend is established. Usually this is the ex-dividend date for equity securities. Basis of recognition of net gains/losses on financial assets classified at fair value through profit or loss and realised gains on other financial assets is described in note 3 (h).

Fair value gains/losses on investment properties are included in the statement of profit or loss in the period these gains/losses are determined.

c) Operating leases

Leases of assets under which the lessor effectively retains all the risks and rewards of ownership are classified as operating leases. Payments made under operating leases for office premises equipments are recognised in the statement of profit or loss on a straight-line basis over the term of the lease. Lease incentives received are recognised as an integral part of the total lease expense, over the term of the lease.

d) Property and equipment

i) Recognition and measurement

Items of property and equipment are measured at cost less accumulated depreciation and impairment losses.

Cost includes expenditures that are directly attributable to the acquisition of the asset. The cost of self-constructed assets includes the cost of materials and direct labour, any other costs directly attributable to bringing the asset to a working condition for its intended use, and the costs of dismantling and removing the items and restoring the site on which they are located.

Union Insurance Company P.J.S.C.

Notes to the financial statements

3. Significant accounting policies (continued)

d) Property and equipment (continued)

i) Recognition and measurement (continued)

Where parts of an item of property or equipment have different useful lives, they are accounted for as separate items (major components) of property and equipment.

The gain or loss on disposal of an item of property and equipment is determined by comparing the proceeds from disposal with the carrying amount of the property and equipment, and is recognised net within other income/other expenses in statement of profit or loss.

ii) Subsequent costs

The cost of replacing part of an item of property or equipment is recognised in the carrying amount of the item if it is probable that the future economic benefits embodied within the part will flow to the Company and its cost can be measured reliably. The costs of the day-to-day servicing of property and equipment are recognised in statement of profit or loss as incurred.

iii) Depreciation

Depreciation is based on the cost of an asset less its residual value. Significant components of individual assets are assessed and if a component has a useful life that is different from the remainder of that asset, that component is depreciated separately.

Depreciation is recognised in statement of profit or loss on a straight-line basis over the estimated useful lives of each component of an item of property and equipment.

Depreciation methods, useful lives and residual values are reassessed at the reporting date and adjusted if appropriate. No depreciation is charged on freehold land and capital-work-in-progress. Land is stated at cost.

The estimated useful lives for various categories of property and equipment is as follows :

	Years
Furniture and fixtures	5 - 12
Office equipment	5
Motor vehicles	4
Computer equipment	3 - 5

e) Intangible assets

Intangible assets acquired by the Company is measured at cost less accumulated amortisation and any accumulated impairment losses. Subsequent expenditure on intangible assets is capitalised only when it increases the future economic benefits embodied in the specific asset to which it relates. All other expenditure is expensed as incurred.

Intangible assets are amortised on a straight line basis in the statement of profit or loss over its estimated useful life, from the date that it is available for use. The estimated useful life of intangible assets for the current and comparative periods is five years. Amortisation methods, useful lives and residual values are reviewed at each reporting date and adjusted if appropriate.

Union Insurance Company P.J.S.C.

Notes to the financial statements

3. Significant accounting policies (continued)

f) Investment property

Investment property is property held either to earn rental income or for capital appreciation or for both, but not for sale in the ordinary course of business, use in the production or supply of goods or services or for administrative purposes. Investment property is measured at cost on initial recognition and subsequently at fair value with any change therein recognised in statement of profit or loss.

The Company determines fair value on the basis of valuation provided by an independent valuer who holds a recognised and relevant professional qualification and has recent experience in the location and category of the investment property being valued.

Cost includes expenditure that is directly attributable to the acquisition of the investment property. The cost of self-constructed investment property includes the cost of materials and direct labour, any other costs directly attributable to bringing the investment property to a working condition for their intended use and capitalised borrowing costs.

g) Development work-in-progress

Development work-in-progress consists of property being developed for sale on completion and is measured at lower of cost or net realisable value. Net realisable value is the estimated selling price in the ordinary course of the business, less cost of completion and selling expenses.

h) Financial instruments

The Company had adopted IFRS 9 (2009), Financial instruments in 2011 in advanced of its effective date. The Company had chosen 1 January 2011 as its date of initial application.

Non-derivative financial instruments comprise investment securities, deposits, insurance and other receivables and payables, due from/to related parties and cash and bank balances.

i) Non-derivative financial assets

Recognition

The Company initially recognises loans and advances and deposits on the date at which they are originated. All other financial assets and liabilities (including assets and liabilities designated at fair value through profit or loss) are initially recognised on the trade date at which the Company becomes party to the contractual provision of the instrument.

A financial asset or financial liability is initially measured at fair value plus, for an item not at FVTPL, transaction costs that are directly attributable to its acquisition or issue.

All recognised financial assets are subsequently measured in their entirety at either amortised cost or fair value.

Union Insurance Company P.J.S.C.

Notes to the financial statements

3. Significant accounting policies (continued)

h) Financial instruments (continued)

i) Non-derivative financial assets (continued)

Classification

At inception a financial asset is classified and measured at amortised cost or fair value.

Financial assets measured at amortised cost

A financial asset qualifies for amortised cost measurement only if it meets both of the following two conditions:

- the asset is held within a business model whose objective is to hold assets in order to collect contractual cash flows; and
- the contractual terms of the instrument give rise on specified dates to cash flows that are solely payments of principle and interest on the principle amount outstanding.

If a financial asset does not meet both of these conditions, then it is measured at fair value.

The Company makes an assessment of a business model at a portfolio level as this reflects the best way the business is managed and information is provided to the management.

In making an assessment of whether an asset is held within a business model whose objective is to hold assets in order to collect contractual cash flows, the Company considers:

- management's stated policies and objectives for the portfolio and the operation of those policies in practice;
- how management evaluates the performance of the portfolio;
- management's strategy focus on earning contractual interest revenue;
- the degree of frequency of any expected asset sales;
- the reason of any asset sales; and
- whether assets that are sold are held for an extended period of time relative to their contractual maturity or are sold shortly after acquisition or an extended time before maturity.

Financial assets measured at fair value through profit and loss

Financial assets held for trading are not held within a business model whose objective is to hold the asset in order to collect contractual cash flows.

The Company has designated certain financial assets at fair value through profit or loss because designation eliminates or significantly reduces an accounting mismatch, which would otherwise arise.

Financial assets at FVTOCI

At initial recognition the Company can make an irrevocable election (on an instrument-by-instrument basis) to designate investments in certain equity instruments as at fair value through other comprehensive income (FVTOCI). Designation to FVTOCI is not permitted if the equity instrument is held for trading.

Dividend in these investments in equity instruments are recognised in the statement of profit or loss when the Company's right to receive the dividends is established, unless the dividends clearly represents a recovery of part of the cost of the investment.

Union Insurance Company P.J.S.C.

Notes to the financial statements

3. Significant accounting policies (continued)

h) Financial instruments (continued)

i) Non-derivative financial assets (continued)

Classification (continued)

Financial assets at FVTOCI (continued)

Gains and losses on such equity instruments are never reclassified to statement of profit or loss and no impairment is recognised in profit or loss.

Financial assets are not reclassified subsequent to their initial recognition, except when the Company changes its business model for managing financial assets.

Loans and receivables

These assets are initially recognised at fair value plus any directly attributable transaction costs. Subsequent to initial recognition, these are measured at amortised cost using the effective interest method.

Loans and receivables mainly comprise trade and other receivables, deposits and other receivables.

Cash and cash equivalents

For the purposes of the cash flow statement, cash and cash equivalents comprise cash in hand, balances with the banks and fixed deposits with original maturities of three months or less from the acquisition date that are subject to insignificant risk of changes in their fair value, and are used by the Company in the management of short-term commitments.

Cash and cash equivalents are carried at amortised cost in the statement of financial position.

Equity securities

Ordinary shares of the Company are classified as equity. Incremental costs directly attributable to the issue of ordinary shares are recognised as a deduction from equity.

Non-derivate financial liabilities

All financial liabilities (including liabilities designated at fair value through profit or loss) are recognised initially on the trade date, which is the date that the Company becomes a party to the contractual provisions of the instrument.

Payable to policy holders for unit-linked policies

Payable to unit holder is classified as financial liability, which is designated as fair value through profit or loss, upon initial recognition. Subsequent to initial measurement, financial liabilities at fair value through profit or loss are measured at fair value and any fair value changes are recognised in the statement of profit or loss.

Union Insurance Company P.J.S.C.

Notes to the financial statements

3. Significant accounting policies (continued)

h) Financial instruments (continued)

i) Non-derivative financial assets (continued)

De-recognition of financial assets and financial liabilities

The Company derecognises a financial asset when the contractual right to the cash flows from the financial asset expire, or when it transfers the financial asset in a transaction in which substantially all the risk and rewards of the ownership are transferred or in which the Company neither transfers nor retains substantially all the risks and rewards of ownership and it does not retain control over the transferred asset. Any interest in transferred financial assets that qualify for derecognition that is carried or retained by the Company is recognised as separate asset or liability in the statement of financial position. On derecognition of financial asset, the difference between the carrying amount of the asset (or the carrying amount allocated to the portion of the asset transferred), and consideration received (including any new asset obtained less any new liability assumed) is recognised in the statement of profit or loss.

The Company enters into transactions whereby it transfers assets recognised on its statement of financial position, but retains either all or substantially all of the risks and rewards of the financial assets or a portion of them. If all or substantially all risks and rewards are retained, then the transferred assets are not derecognised.

In transactions in which the Company neither retains nor transfers substantially all the risks and rewards of ownership of a financial asset and it retains control over the asset, the Company continues to recognise the asset to the extent of its continuing involvement, determined by the extent to which it is exposed to changes in the value of the transferred asset.

In certain transactions the Company retains the obligation to service the transferred financial asset for a fee. The transferred asset is derecognised if it meets the derecognition criteria. An asset or liability is recognised for the servicing contract, depending on whether the servicing fee is more than adequate (asset) or is less than adequate (liability) for performing the services.

The Company derecognises a financial liability when its contractual obligation are discharged or cancelled or expire.

i) Impairment

Impairment of financial assets carried at amortised cost

The Company assesses at each reporting date whether there is objective evidence that a financial asset or group of financial assets carried at amortised cost are impaired. A financial asset or group of financial assets are impaired when objective evidence demonstrates that a loss event has occurred after the initial recognition of the asset, and that the loss event has an impact on the future cash flows relating to the asset that can be estimated reliably. The Company considers evidence of impairment at both a specific and collective level.

Objective evidence that financial assets are impaired can include significant financial difficulty of the borrower or issuer, default or delinquency by a borrower, restructuring of an amount due to the Company on terms that the Company would not otherwise consider, indication that a borrower or issuer will enter bankruptcy, the disappearance of an active market for a security, or other observable data relating to a Company of assets such as adverse change in the payment status of borrowers or issuers, or economic conditions that correlate with defaults in the Company.

Union Insurance Company P.J.S.C.

Notes to the financial statements

3. Significant accounting policies (continued)

i) Impairment (continued)

Impairment of loans and receivables

The Company considers evidence of impairment for loans and receivables at both a specific asset and collective level. All individually significant receivables are assessed for specific impairment. All individually significant loans and receivables found not to be specifically impaired are then collectively assessed for any impairment that has been incurred but not yet identified. Loans and receivables that are not individually significant are collectively assessed for impairment by combining together loans and receivables with similar risk characteristics.

At each reporting date, the Company assesses on a case-by-case basis whether there is any objective evidence that an asset is impaired. Impairment losses on assets carried at amortised cost are measured as the difference between the carrying amount of the financial asset and the present value of estimated future cash flows discounted at the asset's original effective interest rate.

When a loan is uncollectible, it is written off against the related allowance for receivable impairment. Such receivables are written off after all the necessary procedures have been completed and the amount of the loss has been determined. Subsequent recoveries of amounts previously written off and/or any event resulting in a reduction in impairment loss, decreases the amount of the provision for loan impairment in the statement of profit or loss.

Impairment losses are recognised in the statement of profit or loss and reflected in an allowance account against loans and receivables. When a subsequent event causes the amount of impairment loss to decrease, the decrease in impairment loss is reversed through the statement of profit or loss.

Impairment of non-financial assets

At each reporting date, the Company reviews the carrying amounts of its non-financial assets (other than investment property) to determine whether there is any indication of impairment. If any such indication exists, then the asset's recoverable amount is estimated.

For impairment testing, assets are grouped together into the smallest group of assets that generates cash inflows from continuing use that are largely independent of the cash inflows of other assets or CGUs.

The recoverable amount of an asset or CGU is the greater of its value in use and its fair value less costs to sell. Value in use is based on the estimated future cash flows, discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset or CGU.

An impairment loss is recognised if the carrying amount of an asset or CGU exceeds its recoverable amount.

Impairment losses are recognised in the statement of profit or loss. They are allocated first to reduce the carrying amount of any goodwill allocated to the CGU, and then to reduce the carrying amounts of the other assets in the CGU on a pro rata basis.

An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortisation, if no impairment loss had been recognised.

Union Insurance Company P.J.S.C.

Notes to the financial statements

3. Significant accounting policies (continued)

j) Fair value measurement principles

'Fair value' is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date in the principal or, in its absence, the most advantageous market to which the Company has access at that date. The fair value of a liability reflects its non-performance risk.

When available, the Company measures the fair value of an instrument using the quoted prices in an active market for that instrument. A market is regarded as active if quoted prices are readily and regularly available and represent actual and regularly occurring market transactions on an arm's length basis.

If there is no quoted price in an active market, then the Company uses valuation techniques that maximise the use of relevant observable inputs and minimise the use of unobservable inputs. The chosen valuation technique incorporates all of the factors that market participants would take into account in pricing a transaction.

The best evidence of the fair value of a financial instrument at initial recognition is normally the transaction price - i.e. the fair value of the consideration given or received. If the Company determines that the fair value at initial recognition differs from the transaction price and the fair value is evidenced neither by a quoted price in an active market for an identical asset or liability nor based on a valuation technique that uses only data from observable markets, then the financial instrument is initially measured at fair value, adjusted to defer the difference between the fair value at initial recognition and the transaction price. Subsequently, that difference is recognised in the statement of profit or loss on an appropriate basis over the life of the instrument but no later than when the valuation is wholly supported by observable market data or the transaction is closed out.

If an asset or a liability measured at fair value has a bid price and an ask price, then the Company measures assets and long positions at a bid price and liabilities and short positions at an ask price.

Portfolios of financial assets and financial liabilities that are exposed to market risk and credit risk that are managed by the Company on the basis of the net exposure to either market or credit risk are measured on the basis of a price that would be received to sell a net long position (or paid to transfer a net short position) for a particular risk exposure. Those portfolio-level adjustments are allocated to the individual assets and liabilities on the basis of the relative risk adjustment of each of the individual instruments in the portfolio.

The Company recognises transfers between levels of the fair value hierarchy as of the end of the reporting period during which the change has occurred.

k) Provisions

A provision is recognised if, as a result of a past event, the Company has a present legal or constructive obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the liability. The unwinding of the discount is recognised as finance cost.

Union Insurance Company P.J.S.C.

Notes to the financial statements

3. Significant accounting policies (continued)

l) Foreign currency transactions

Transactions denominated in foreign currencies are translated to AED at the foreign exchange rates ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated to AED at the foreign exchange rates ruling at the reporting date. Non monetary assets and liabilities denominated in foreign currencies, which are stated at historical cost, are translated to AED at the foreign exchange rate ruling at the date of the transaction. Realised and unrealised exchange gains and losses have been dealt with in the statement of profit or loss.

m) Employee terminal benefits

Defined benefit plan

The Company provides for staff terminal benefits based on an estimation of the amount of future benefits that employees have earned in return for their service until their retirement. This calculation is performed on a projected unit credit method.

Defined contribution plan

The Company contributes to the pension scheme for nationals under the pension and social security law. This is a defined contribution pension plan and the Company's contribution are charged to the statement of profit or loss in the period in which they relate. In respect of this scheme, the Company has a legal and constructive obligation to pay the fund contribution as they fall due and no obligations exists to pay the future benefits.

n) Earnings per share

The Company presents basic and diluted earnings per share (EPS) data for its ordinary shares. Basic EPS is calculated by dividing the profit or loss for the year attributable to ordinary shareholders of the Company by the weighted average number of ordinary shares outstanding during the year. Diluted EPS is determined by adjusting the profit or loss attributable to ordinary shareholders and the weighted average number of ordinary shares outstanding for the effects of all dilutive potential ordinary shares.

o) Segment reporting

An operating segment is a component of the Company that engages in business activities from which it may earn revenues and incur expenses, including revenues and expenses that relate to transactions with any of the Company's other components. All operating segments' operating results are reviewed regularly by the Company's CEO to make decisions about resources to be allocated to the segment and to assess its performance, and for which discrete financial information is available.

Segment results that are reported to the CEO include items directly attributable to a segment as well as those that can be allocated on a reasonable basis. Unallocated items comprise mainly corporate assets (primarily the Company's headquarters), head office expenses, and income tax assets and liabilities.

p) Offsetting

Financial assets and liabilities are offset and the net amount is reported in the statement of financial position when, and only when, the Company has a legally enforceable right to set off the recognised amounts and it intends either to settle on a net basis or to realise the asset and settle the liability simultaneously.

Union Insurance Company P.J.S.C.

Notes to the financial statements

3. Significant accounting policies (continued)

q) Standards and interpretation adopted for accounting periods beginning on 1 January 2017

The Company has adopted the following new standards and amendments to standards, including any consequential amendments to other standards, with a date of initial application of 1 January 2017. The changes did not have a material impact on the Company's financial statements.

- Disclosure Initiative (Amendments to IAS 7)
- Annual Improvements to IFRSs 2014 - 2016 Cycle - various standards

r) New standards and interpretations not yet adopted

A number of new standards and amendments to standards are effective for annual periods beginning after 1 January 2017 and earlier application is permitted; however the Company has not early adopted the following new or amended standards in preparing these financial statements:

Accounting Standard	Description	Effective date
IFRS 9	Financial instruments (2014)	(effective 1 January 2018)
IFRS 15	Revenue from Contracts with Customers	(effective 1 January 2018)
IFRS 16	Leases	(effective 1 January 2019)
IFRS 17	Insurance Contracts	(effective 1 January 2021)

IFRS 9 Financial Instruments (2014)

The Company has adopted IFRS 9 (2009) which sets out guidelines for the classification and measurement of financial assets.

IFRS 9, published in July 2014, replaces the existing guidance in IAS 39 Financial Instruments: Recognition and Measurement. IFRS 9 includes revised guidance on the classification and measurement of financial instruments, including a new expected credit loss model for calculating impairment on financial assets, and the new general hedge accounting requirements. The 2014 version of IFRS 9 introduces an "expected credit loss" model for the measurement of the impairment of financial assets, so it is no longer necessary for a credit event to have occurred before a credit loss is recognised.

The Company is in the process of evaluating the potential impact of this standard on its financial statements, which is applicable for periods beginning on or after 1 January 2019.

IFRS 15 Revenue from Contracts with Customers

IFRS 15 establishes a comprehensive framework for determining whether, how much and when revenue is recognised. It replaces existing revenue recognition guidance, including IAS 18 *Revenue*, IAS 11 *Construction Contracts* and IFRIC 13 *Customer Loyalty Programmes*.

Revenue arising from insurance contracts and from financial instruments is outside the scope of IFRS 15. The impact on the recognition of revenue from other services delivered to customers by the Company is expected to be insignificant.

Union Insurance Company P.J.S.C.

Notes to the financial statements

3. Significant accounting policies (continued)

r) New standards and interpretations not yet adopted (continued)

IFRS 16 Leases

IFRS 16 introduces a single, on-balance sheet lease accounting model for lessees. A lessee recognises a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. There are optional exemptions for short-term leases and leases of low value items. Lessor accounting remains similar to the current standard - i.e. lessors continue to classify leases as finance or operating leases.

The Company is in the process of evaluating the potential impact of this standard on its financial statements, which is applicable for periods beginning on or after 1 January 2019.

IFRS 17 Insurance Contracts

IFRS 17 requires insurance liabilities to be measured at a current fulfillment value and provides a more uniform measurement and presentation approach for all insurance contracts. These requirements are designed to achieve the goal of a consistent, principle-based accounting for insurance contracts. IFRS 17 supersedes IFRS 4 'Insurance Contracts' as of 1 January 2021.

IFRS 17 is effective for annual reporting periods beginning on or after 1 January 2021, with comparative figures required. Early application is permitted, provided that the entity also applies IFRS 9 and IFRS 15 on or before the date it first applies IFRS 17. Retrospective application is required. However, if full retrospective application for a group of insurance contracts is not practical, then the entity is required to choose either a modified retrospective approach or a fair value approach.

Management anticipates that IFRS 17 will be adopted in the Company's financial statements for the annual period beginning 1 January 2021. The application of IFRS 17 may have a significant impact on amounts reported and disclosures made in the Company's financial statements in respect of its insurance contracts. However, it is not practical to provide a reasonable estimate of the effects of the application of this standard until the Company performs a detailed review.

4. Risk management

The Company issues contracts that transfer either insurance risk or both insurance and financial risks. The Company does not issue contracts that transfer only financial risks. This section summarises these risks and the way the Company manages them:

i) Governance framework

The primary objective of the Company's risk and financial management framework is to protect the Company's shareholders from events that hinder the sustainable achievement of the set financial performance objectives. Management recognises the critical importance of having efficient and effective risk management systems in place.

ii) Risk management framework

The Board of Directors has overall responsibility for the establishment and oversight of the Company's risk management framework. The Board of Directors of the Company are responsible for developing and monitoring the Company's risk management policies.

The Company's risk management policies are established to identify and analyse the risks faced by the Company, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and the Company's activities.

Union Insurance Company P.J.S.C.

Notes to the financial statements

4. Risk management (continued)

ii) Risk management framework (continued)

The Company's Audit Committee oversees how management monitors compliance with the Company's risk management policies and procedures, and reviews the adequacy of the risk management framework in relation to the risks faced by the Company. The Company's Audit Committee is assisted in its oversight role by Internal Audit. Internal Audit undertakes both regular and ad hoc reviews of risk management controls and procedures, the results of which are reported to the Audit Committee.

iii) Capital management framework

The Company has an internal risk management framework for identifying risks to which each of its business units and the Company as a whole is exposed, quantifying their impact on economic capital.

iv) Regulatory framework

Regulators are primarily interested in protecting the rights of the policyholders and shareholders and monitor it closely to ensure that the Company is satisfactorily managing affairs for their benefit. At the same time, the regulators are also interested in ensuring that the Company maintains an appropriate solvency position to meet unforeseen liabilities arising from economic shocks or natural disasters.

The operations of the Company are also subject to regulatory requirements within the UAE. Such regulations not only prescribe approval and monitoring of activities, but also impose certain restrictive provisions to minimise the risk of default and insolvency on the part of the insurance companies to meet unforeseen liabilities as these arise.

v) Asset liability management ("ALM")

Financial risks arise from open positions in interest rate, currency and equity products, all of which are exposed to general and specific market movements. The main risk that the Company faces due to the nature of its investments and liabilities is interest rate risk and equity price risk. The Company manages these positions within an ALM framework that has been developed by management to achieve long-term investment returns in excess of its obligations under insurance and investment contracts.

The Company's ALM is also integrated with the management of the financial risks associated with the Company's other financial assets and liabilities not directly associated with insurance and investment liabilities.

The Company's ALM also forms an integral part of the insurance risk management policy, to ensure in each period sufficient cash flow is available to meet liabilities arising from insurance.

a) Insurance risks

The Company accepts insurance risk through its written insurance contracts. The Company is exposed to uncertainty surrounding the timing, frequency and severity of claims under these contracts.

The Company writes the following types of general insurance and life insurance contracts:

General insurance contracts

- Liability insurance
- Accident insurance
- Property insurance
- Motor insurance
- Health insurance
- Marine Insurance
- Engineering Insurance

Life insurance contracts

- Group life insurance
- Credit life insurance
- Individual life insurance

Union Insurance Company P.J.S.C.

Notes to the financial statements

4. Risk management (continued)

v) Asset liability management (“ALM”) - (continued)

a) Insurance risks (continued)

The principal risk the Company faces under insurance contracts is that the actual claims and benefit payments or the timing thereof, differ from expectations. This is influenced by the frequency of claims, severity of claims, actual benefits paid and subsequent development of long-term claims. Therefore, the objective of the Company is to ensure that sufficient reserves are available to cover these liabilities.

The above risk exposure is mitigated by diversification across a large portfolio of insurance contracts. The variability of risks is also improved by careful selection and implementation of underwriting strategy guidelines, as well as the use of reinsurance arrangements.

Two key elements of the Company’s insurance risk management framework are its underwriting strategy and reinsurance strategy, as discussed below.

Underwriting strategy

General insurance

The Company’s underwriting strategy is to build balanced portfolios based on a large number of similar risks. This reduces the variability of the portfolios outcome.

The underwriting strategy is set out by the Company that establishes the classes of business to be written, the territories in which business is to be written and the industry sectors in which the Company is prepared to underwrite. This strategy is cascaded by the business units to individual underwriters through detailed underwriting authorities that set out the limits that any one underwriter can write by line size, class of business, territory and industry in order to ensure appropriate risk selection within the portfolio. All general insurance contracts except marine, are annual in nature and the underwriters have the right to refuse renewal or to change the terms and conditions of the contract at renewal.

Medical selection is part of the Company’s underwriting procedures, whereby premiums are charged to reflect the health condition and family medical history of the applicants. Pricing is based on assumptions, such as mortality and persistency, which consider past experience and current trends. Contracts including specific risks and guarantees are tested for profitability according to predefined procedures before approval.

Life insurance

Underwriting is managed at each business unit through a dedicated underwriting department, with formal underwriting limits and appropriate training and development of underwriting staff. The underwriting policy is clearly documented, setting out risks which are unacceptable and the terms applicable for non-standard risks.

Products are reviewed by the business units on an annual basis to confirm, or otherwise, that pricing assumptions remain appropriate. Analysis is performed on earnings and liability movements to understand the source of any material variation in actual results from what was expected. This confirms the appropriateness of assumptions used in underwriting and pricing.

Union Insurance Company P.J.S.C.

Notes to the financial statements

4. Risk management (continued)

v) Asset liability management (“ALM”) - (continued)

a) Insurance risks (continued)

Frequency and amounts of claims

The Company has developed their underwriting strategy to diversify the type of insurance risks accepted and within each of the categories to achieve sufficiently large populations of risk to reduce the variability of the expected outcome. The frequency and amounts of claims can be affected by several factors. The Company underwrites mainly property, motor, casualty and marine risks. These are regarded as short-term insurance contracts as claims are normally advised and settled within one year of the insured event taking place.

Property

Property insurance covers a diverse collection of risks and therefore property insurance contracts are subdivided into four risk groups: fire, business interruption, weather damage and theft.

These contracts are underwritten by reference to the commercial replacement value of the properties and contents insured. The cost of rebuilding properties, of replacement or indemnity for contents and time taken to restart operations for business interruptions are the key factors that influence the level of claims under these policies. The greatest likelihood of significant losses on these contracts arises from fire, storm, flood damage or other weather related incidents.

Motor

Motor insurance contracts are designed to compensate policy holders for damage suffered to vehicles, disability to third parties arising through accidents and fire or theft of their vehicles.

Underwriting limits and guidelines are in place to enforce appropriate risk selection criteria.

The level of court awards for deaths and to injured parties and the replacement costs of motor vehicles are the key factors that influence the level of claims.

Marine

Marine insurance is designed to compensate contract holders for damage and liability arising through loss or damage to marine craft and accidents at sea resulting in the total or partial loss of cargoes.

For marine insurance, the main risks are loss or damage to marine craft and accidents resulting in the total or partial loss of cargoes.

The underwriting strategy for the marine class of business is to ensure that policies are well diversified in terms of vessels and shipping routes covered.

Casualty

For casualty class of business, such as workmen's compensation, personal accident, general third party liability and loss of money, the extent of loss or damage and the potential court awards are the main factors that influence the level of claims.

The Company manage these risks through their underwriting strategy, adequate reinsurance arrangements and proactive claims handling. The underwriting strategy attempts to ensure that the underwritten risks are well diversified in terms of type and amount of risk. Underwriting limits are in place to enforce appropriate risk selections.

Union Insurance Company P.J.S.C.

Notes to the financial statements

4. Risk management (continued)

v) Asset liability management (“ALM”) - (continued)

a) Insurance risks (continued)

Casualty (continued)

The Company proactively manages and pursues early settlement of claims to reduce their exposure to unpredictable developments.

The Company has adequate reinsurance arrangements to protect their financial viability against such claims for all classes of business.

The Company has obtained adequate non-proportionate reinsurance cover for all classes of business to limit losses to an amount considered appropriate by the management.

Concentration of risk

The insurance risk arising from insurance contracts is concentrated in the middle east which is similar to last year.

Reinsurance strategy

The Company reinsures a portion of the insurance risks it underwrites in order to control its exposure to losses and protect capital resources.

Ceded reinsurance contains credit risk, as discussed in the financial risk management note. The Company has a reinsurance department that is responsible for setting the minimum security criteria for acceptable reinsurance and monitoring the purchase of reinsurance by the business units against those criteria. The department monitors developments in the reinsurance programme and its ongoing adequacy.

The Company buys a combination of proportionate and non-proportionate reinsurance treaties to reduce the net exposure to the Company. In addition, underwriters are allowed to buy facultative reinsurance in certain specified circumstances. All purchases of facultative reinsurance are subject to the business unit pre-approval and the total expenditure on facultative reinsurance is monitored regularly by reinsurance department.

Sensitivity of underwriting profit and losses

The contribution by the insurance operations in the reported results of the Company amounts to AED 37.5 million profit for the year ended 31 December 2017 (2016: AED 38.5 million). The Company does not foresee any major impact from insurance operations due to the following reason:

The Company has an overall retention level of 51% (2016: 57%) and the same is mainly contributed by motor line of business wherein the retention levels are 87% (2016: 98%).

b) Financial risks

The Company has exposure to the following primary risks from its use of financial instruments and operational activities.

- Credit risk;
- Liquidity risk;
- Market risk; and
- Operational risk.

This note presents information about the Company’s exposure to each of the above risks, the Company’s objectives, policies and processes for measuring and managing risk, and the Company’s management of capital. Further quantitative disclosures are included throughout these financial statements.

Union Insurance Company P.J.S.C.

Notes to the financial statements

4. Risk management (continued)

b) Financial risks (continued)

i) Credit risk

Credit risk is the risk that one party to a financial instrument will cause a financial loss to the other party by failing to discharge an obligation. Compliance with the policy is monitored and exposures and breaches are regularly reviewed for pertinence and for changes in the risk environment.

For all classes of financial assets held by the Company the maximum credit risk exposure to the Company is the carrying value as disclosed in the financial statements at the reporting date. Reinsurance is placed with reinsurers' approved by the management, which are generally international reputed companies.

To minimise its exposure to significant losses from reinsurer insolvencies, the Company evaluates the financial condition of its reinsurers and monitors concentrations of credit risk arising from similar geographic regions, activities or economic characteristics of the reinsurers.

At each reporting date, management performs an assessment of creditworthiness of reinsurers and updates the reinsurance purchase strategy, ascertaining suitable allowance for impairment if required.

The Company monitors concentrations of credit risk by sector and by geographic location. An analysis of concentrations of credit risk at the reporting date is shown below:

	Bank balances, statutory deposits and debt investment		Insurance and other receivables	
	2017 AED '000	2016 AED '000	2017 AED '000	2016 AED '000
Carrying amount	161,511	115,542	619,574	461,410
<i>Concentration by sector</i>				
- Financial institution / Reinsurance companies	6,879	12,767	160,848	64,007
- Banks	154,632	102,775	103,003	83,128
- Real estate	-	-	7,355	9,605
- Service	-	-	75,691	69,335
- Others	-	-	272,677	235,335
Total carrying amount	161,511	115,542	619,574	461,410
<i>Concentration by location</i>				
- UAE	94,772	86,038	593,511	445,505
- GCC	4,894	3,816	13,730	4,845
- Other Arab Countries	-	-	4,648	4,633
- Asian Countries	61,845	25,688	-	-
- European Countries	-	-	5,487	2,869
- Others	-	-	2,198	3,558
Total carrying amount	161,511	115,542	619,574	461,410

Union Insurance Company P.J.S.C.

Notes to the financial statements

4. Risk management (continued)

b) Financial risks (continued)

i) Credit risk (continued)

The above class of financial instruments provide the best representation for the Company's maximum exposure to credit risk at the end of the year.

The concentrations by location for insurance and other receivables and reinsurance assets are measured based on the residential status of the counter parties. The concentration by location for non-trading investments is measured based on the location of the issuer of the security.

The age analysis of insurance and other receivables are as follows:

	Gross 2017 AED '000	Impairment 2017 AED '000	Gross 2016 AED '000	Impairment 2016 AED '000
Amounts not yet due	276,368		238,035	
Past due				
0-30 days	75,243	-	58,139	-
31-180 days	146,520	-	63,989	-
181-365 days	52,787	-	57,239	-
More than 365 days	68,656	(13,213)	44,008	(14,810)
	<u>619,574</u>	<u>(13,213)</u>	<u>461,410</u>	<u>(14,810)</u>

ii) Liquidity risk

Liquidity risk is the risk that the Company will encounter difficulty in meeting obligations associated with its financial liabilities. Liquidity requirements are monitored on a daily basis and management ensures that sufficient funds are available to meet any commitments as they arise.

Maturity profiles

The table below summarizes the maturity profile of the financial liabilities of the Company based on the remaining undiscounted contractual obligations. Repayments which are subject to notice are treated as if notice were to be given immediately.

31 December 2017	Contractual cash flows				
	Carrying Value AED '000	Gross contractual cash flow AED '000	Less than 180 days AED '000	180 days to 1 year AED '000	1-5 Year AED '000
Liabilities					
Insurance and other payables	<u>469,960</u>	<u>(469,960)</u>	<u>(469,960)</u>	<u>-</u>	<u>-</u>
31 December 2016					
	Carrying Value AED '000	Gross contractual cash flow AED '000	Less than 180 days AED '000	180 days to 1 year AED '000	1-5 Year AED '000
Liabilities					
Insurance and other payables	<u>399,585</u>	<u>(399,585)</u>	<u>(399,585)</u>	<u>-</u>	<u>-</u>

Union Insurance Company P.J.S.C.

Notes to the financial statements

4. Risk management (continued)

b) Financial risks (continued)

iii) Market risk

Market risk is the risk that the value of a financial instrument will fluctuate as a result of changes in market prices, whether those changes are caused by factors specific to the individual security, or its issuer, or factors affecting all securities traded in the market. The Company limits market risk by maintaining a diversified portfolio and by continuous monitoring of developments in local equity and bond markets. In addition, the Company actively monitors the key factors that affect stock and bond market movements, including analysis of the operational and financial performance of investees.

a) Currency risk

Currency risk is the risk that the value of a financial instrument will fluctuate due to changes in foreign exchange rates and arises from financial instruments denominated in a foreign currency. The Company's functional currency is the UAE Dirham.

The Company has also exposures in USD, which is pegged with AED and the Company's exposure to currency risk is limited to that extent.

b) Interest rate risk

Interest rate risk is the risk that the value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates.

The Company's exposure to interest rate risk relates to its bank deposits. At 31 December 2017, fixed deposits carried interest rates ranging from 1% to 8% per annum (2016: 1% to 6% per annum).

If interest rates had been 100 basis points lower throughout the year and all other variables were held constant, the Company's net profit for the year ended 31 December 2017 would decrease by approximately AED 0.84 million (2016: net loss increase by AED 0.79 million). Similarly increase in interest by 100 basis points would result in an equal and opposite effect on profit for the year.

c) Equity price risk

Equity price risk is the risk that the fair value of financial instruments will fluctuate because of changes in market prices (other than those arising from interest rate risk or currency risk), whether those changes are caused by factors specific to the individual financial instrument or its issuer, or factors affecting all similar financial instruments traded in the market.

The Company's equity price risk exposure relates to financial assets and financial liabilities whose values will fluctuate as a result of changes in market prices.

The Company's equity price risk policy requires it to manage such risks by setting and monitoring objectives and constraints on investments, diversification plans, sector and market. The fair values of financial assets are not different from their carrying values.

Sensitivities

The table below shows the results of sensitivity testing on the Company's profit or loss and other comprehensive income by type of business. The sensitivity analysis indicates the effect of changes in price risk factors arising from the impact of the changes in these factors on the Company's investments:

	10% increase in price		10% decrease in price	
	Profit or loss	Other comprehensive income	Profit or loss	Other comprehensive income
	AED '000	AED '000	AED '000	AED '000
31 December 2017				
Investment at FVTOCI	-	977	-	(977)
Investment at FVTPL	28,785	-	(28,785)	-
31 December 2016				
Investment at FVTOCI	-	5,652	-	(5,652)
Investment at FVTPL	26,995	-	(26,995)	-

Union Insurance Company P.J.S.C.

Notes to the financial statements

4. Risk management (continued)

b) Financial risks (continued)

iv) Operational risk

Operational risk is the risk of loss arising from system failure, human error, fraud or external events. When controls fail to perform, operational risks can cause damage to reputation, have legal or regulatory implications or can lead to financial loss.

The Company cannot expect to eliminate all operational risks, but by initiating a rigorous control framework and by monitoring and responding to potential risks, the Company is able to manage the risks.

The Company has detailed systems and procedures manuals with effective segregation of duties, access controls, authorisation and reconciliation procedures, staff training and assessment processes etc. with a focus on compliance and internal audit framework. Business risks such as changes in environment, technology and the industry are monitored through the Company's strategic planning and budgeting process.

5. Use of estimates and judgments

The areas of the Company's business containing key sources of estimation uncertainty include the measurement of insurance contract provisions and determination of valuation of investment properties and development work-in-progress

Measurement of insurance contract provisions

The Company's accounting policy in respect of insurance contract accounting is discussed in more detail in note 3(a). The key assumptions made in respect of insurance contract liabilities are included in note 15.

Insurance contract classification

Contracts are classified as insurance contracts where they transfer significant insurance risk from the holder of the contract to the Company.

There are a number of contracts sold where the Company exercises judgment about the level of insurance risk transferred. The level of insurance risk is assessed by considering whether there are any scenarios with commercial substance in which the Company is required to pay significant additional benefits. These benefits are those which exceed the amounts payable if no insured event were to occur. These additional amounts include claims liability and assessment costs, but exclude the loss of the ability to charge the holder of the contract for future services.

Provision for outstanding claims, whether reported or not

Considerable judgment by management is required in the estimation of amounts due to the contract holders arising from claims made under insurance contracts. Such estimates are necessarily based on significant assumptions about several factors involving varying, and possible significant, degrees of judgment and uncertainty and actual results may differ from management's estimates resulting in future changes in estimated liabilities.

In particular, estimates have to be made both for the expected ultimate cost of claims reported at the date of statement of financial position and for the expected ultimate cost of IBNR claims at the date of statement of financial position. Estimates are made for the expected ultimate cost of IBNR claims using a range of standard actuarial claim projection techniques, based on empirical data and current assumptions that may include a margin for adverse deviation and are presented in Note 15.

Claims requiring court or arbitration decisions are estimated individually. Independent loss adjusters normally estimate property claims. Management reviews its provisions for claims incurred and IBNR claims regularly.

Union Insurance Company P.J.S.C.

Notes to the financial statements

5. Use of estimates and judgments (continued)

Classification of financial instruments

Impairment of insurance receivables

An estimate of the collectible amount of insurance receivables is made when collection of the full amount is no longer probable. This determination of whether the insurance receivables are impaired, entails the Company evaluating the credit and liquidity position of the policy holders and the insurance and reinsurance companies, historical recovery rates including detailed investigations carried out during 2017 and feedback received from the legal department. The difference between the estimated collectible amount and the book amount is recognised as an expense in the statement of profit or loss. Any difference between the amounts actually collected in the future periods and the amounts expected will be recognised in the statement of profit or loss at the time of collection.

Provision for the doubtful debts on insurance receivables at 31 December 2017 was AED 13.2 million (2016: AED 14.8 million).

Liability Adequacy Test

At each statement of financial position date, liability adequacy tests are performed to ensure the adequacy of insurance contract liabilities. The Company makes use of the best estimates of future contractual cash flows and claims handling and administration expenses, as well as investment income from the assets backing such liabilities in evaluating the adequacy of the liability. Any deficiency is immediately charged to the profit or loss.

Valuation of investment properties and development work in progress

The fair value of investment property was determined by external, independent property values, having appropriate recognised professional qualifications and recent experience in the location and category of the property being valued. The independent valuers provide the fair value of the Company's investment property portfolio annually.

Valuation technique and significant unobservable inputs

The following table shows the valuation technique used in measuring the fair value of investment properties, as well as the significant unobservable inputs used.

The Company has taken the average of valuations for the fair value measurement of its investment properties and development work-in-progress.

Valuation technique	Significant unobservable inputs	Interrelationship between key unobservable inputs and fair value measurements
1) Residual valuation approach	-Expected market rental growth rate	The estimated fair value would increase/decrease if:
2) Sales comparative valuation approach	-Risk adjusted discount rates	- Expected market rental growth rate were higher
3) Residual approach	-Free hold property	- The risk adjusted discount rates were lower/higher
	-Free of covenants, third party rights and obligations	- The property is not free hold
	-Statutory and legal validity	- The property is subject to any covenants, rights and obligations
	-Condition of the property, location and plot area	- The property is subject to any adverse legal notices / judgment
	-Recent sales value of comparable properties	- The property is subject to any defect / damages
	- Expected gross development value	- The property is subject to sales value fluctuations of surrounding properties in the area.
	- Expected costs of construction	- Changes in the estimated costs of construction.

Union Insurance Company P.J.S.C.

Notes to the financial statements

6 Accounting classification of financial assets and financial liabilities

The table below shows a reconciliation between line items in the statement of financial position and categories of financial instruments.

At 31 December 2017	FVTPL AED '000	FVTOCI AED '000	Amortised cost AED '000	Total carrying amount AED '000
<u>Financial assets</u>				
Insurance and other receivables	-	-	606,361	606,361
Investment securities	290,810	9,766	-	300,576
Statutory deposit	-	-	10,000	10,000
Cash and bank balances	-	-	91,845	91,845
Total financial assets	290,810	9,766	708,206	1,008,782
<u>Financial liabilities</u>				
Insurance and other payables	-	-	469,960	469,960
Payable to policyholders' of unit-linked products	133,426	-	-	133,426
Total financial liabilities	133,426	-	469,960	603,386
At 31 December 2016	FVTPL AED '000	FVTOCI AED '000	Amortised cost AED '000	Total carrying amount AED '000
<u>Financial assets</u>				
Insurance and other receivables	-	-	446,600	446,600
Investment securities	272,882	56,524	-	329,406
Statutory deposit	-	-	10,000	10,000
Cash and bank balances	-	-	79,937	79,937
Total financial assets	272,882	56,524	536,537	865,943
<u>Financial liabilities</u>				
Insurance and other payables	-	-	399,585	399,585
Payable to policyholders' of unit-linked products	97,095	-	-	97,095
Total financial liabilities	97,095	-	399,585	496,680

Union Insurance Company P.J.S.C.

Notes to the financial statements

7 Fair value of financial instrument

The fair values of financial assets and financial liabilities that are traded in active markets are based on quoted market prices or dealer price quotations. For all other financial instruments, the Company determines fair values using other valuation techniques.

For financial instruments that trade infrequently and have little price transparency, fair value is less objective, and requires varying degrees of judgment depending on liquidity, concentration, uncertainty of market factors, pricing assumptions and other risks affecting the specific instrument.

The Company measures fair values using the following fair value hierarchy, which reflects the significance of the inputs used in making the measurements.

Level 1: Quoted market price (unadjusted) in an active market for an identical instrument.

Level 2: Inputs other than quoted prices included within Level 1 that are observable either directly (i.e. as prices) or indirectly (i.e. derived from prices). This category includes instruments valued using: quoted market prices in active markets for similar instruments; quoted prices for identical or similar instruments in markets that are considered less than active; or other valuation techniques in which all significant inputs are directly or indirectly observable from market data.

Level 3: Inputs that are unobservable. This category includes all instruments for which the valuation technique includes inputs not based on observable data and the unobservable inputs have a significant effect on the instrument's valuation. This category includes instruments that are valued based on quoted prices for similar instruments for which significant unobservable adjustments or assumptions are required to reflect differences between the instruments.

Valuation techniques include net present value and discounted cash flow models, comparison with similar instruments for which market observable prices exist. Assumptions and inputs used in valuation techniques include risk-free and benchmark interest rates, credit spreads and other premia used in estimating discount rates, bond and equity prices, foreign currency exchange rates, equity and equity index prices and expected price volatilities and correlations.

The objective of valuation techniques is to arrive at a fair value measurement that reflects the price that would be received to sell the asset or paid to transfer the liability in an orderly transaction between market participants at the measurement date.

a) Fair value hierarchy of assets/liabilities measured at fair value

The following table analyses financial instruments measured at fair value at the reporting date, by the level in the fair value hierarchy into which the fair value measurement is categorised. The amounts are based on the values recognised in the statement of financial position.

As at 31 December 2017

<u>Financial assets</u>	Level 1 AED '000	Level 2 AED '000	Level 3 AED '000	Total AED '000
FVTPL - financial assets	287,848	-	2,962	290,810
FVTOCI - financial assets	9,466	-	300	9,766
	<u>297,314</u>	<u>-</u>	<u>3,262</u>	<u>300,576</u>
<u>Non financial assets</u>				
Investment properties	-	-	79,945	79,945
	<u>297,314</u>	<u>-</u>	<u>83,207</u>	<u>380,521</u>

As at 31 December 2016

<u>Financial assets</u>	Level 1 AED '000	Level 2 AED '000	Level 3 AED '000	Total AED '000
FVTPL - Financial assets	269,948	-	2,934	272,882
FVTOCI - financial assets	56,224	-	300	56,524
	<u>326,172</u>	<u>-</u>	<u>3,234</u>	<u>329,406</u>
<u>Non financial assets</u>				
Investment properties	-	-	82,390	82,390
	<u>326,172</u>	<u>-</u>	<u>85,624</u>	<u>411,796</u>

During the year there were no fair value hierarchy transfers between all levels above. Further, there has been no change in the valuation techniques in relation to the valuation of financial instruments.

Union Insurance Company P.J.S.C.

Notes to the financial statements

7 Fair value of financial instrument (continued)

a) Fair value hierarchy of assets/liabilities measured at fair value (continued)

	2017 AED '000	2016 AED '000
Opening balance as at 1 January	85,624	76,138
Change in fair value financial assets at FVTOCI (Decrease) / increase in the fair value of investment properties (Note 21)	28	(14)
	(2,445)	9,500
	83,207	85,624

b) Financial instruments not measured at fair value

The following table sets out the fair values of financial assets and liabilities not measured at fair value.

As at 31 December 2017

<u>Financial assets</u>	Total fair value AED '000	Total carrying amount AED '000
Cash and bank balances	91,845	91,845
Statutory deposit	10,000	10,000
Insurance and other receivables	606,361	606,361
	708,206	708,206
 <u>Financial liabilities</u>		
Insurance and other payables	469,960	469,960
Payable to policyholders' of unit-linked products	133,426	133,426
	603,386	603,386

As at 31 December 2016

<u>Financial assets</u>	Total fair value AED '000	Total carrying amount AED '000
Cash and bank balances	79,937	79,937
Statutory deposit	10,000	10,000
Insurance and other receivables	446,600	446,600
	536,537	536,537
 <u>Financial liabilities</u>		
Insurance and other payables	399,585	399,585
Payable to policyholders' of unit-linked products	97,095	97,095
	496,680	496,680

In respect of those financial assets and financial liabilities measured at amortised cost, which are of short term nature (up to 1 year), management believes that their carrying amount is equivalent to their fair value.

Union Insurance Company P.J.S.C.

Notes to the financial statements

8. Property and equipment

	2017 AED '000	2016 AED '000
Operating assets	9,414	10,661
Capital work in progress	15,964	14,126
At 31 December	<u>25,378</u>	<u>24,787</u>

8.1 Capital work in progress includes amount of AED 13.9 million (2016: AED 13.1 million) towards costs incurred on development of in house softwares.

8.2 Intangible assets

	2017 AED '000	2016 AED '000
Software and licenses	3,148	2,116

8.3 Operating assets

	Free hold land AED '000	Furniture and fixtures AED '000	Office equipment AED '000	Motor vehicles AED '000	Computer equipment AED '000	Total tangible operating assets AED '000	Intangible assets AED '000
<i>Cost</i>							
At 1 January 2016	1,656	14,097	2,237	840	8,078	26,908	3,922
Additions	-	9	155	111	168	443	482
Disposals	-	-	(1)	(209)	-	(210)	-
At 31 December 2016	<u>1,656</u>	<u>14,106</u>	<u>2,391</u>	<u>742</u>	<u>8,246</u>	<u>27,141</u>	<u>4,404</u>
At 1 January 2017	1,656	14,106	2,391	742	8,246	27,141	4,404
Additions	-	527	98	35	198	858	2,193
Disposals	-	-	-	-	(4)	(4)	-
At 31 December 2017	<u>1,656</u>	<u>14,633</u>	<u>2,489</u>	<u>777</u>	<u>8,440</u>	<u>27,995</u>	<u>6,597</u>
<i>Depreciation & Amortisation</i>							
At 1 January 2016	-	5,241	1,451	400	7,049	14,141	1,407
Charge for the year	-	1,586	362	156	412	2,516	881
On disposals	-	-	-	(177)	-	(177)	-
At 31 December 2016	<u>-</u>	<u>6,827</u>	<u>1,813</u>	<u>379</u>	<u>7,461</u>	<u>16,480</u>	<u>2,288</u>
At 1 January 2017	-	6,827	1,813	379	7,461	16,480	2,288
Charge for the year	-	1,215	327	150	410	2,102	1,161
On disposals	-	-	-	-	(1)	(1)	-
At 31 December 2017	<u>-</u>	<u>8,042</u>	<u>2,140</u>	<u>529</u>	<u>7,870</u>	<u>18,581</u>	<u>3,449</u>
<i>Carrying amounts</i>							
At 31 December 2016	<u>1,656</u>	<u>7,279</u>	<u>578</u>	<u>363</u>	<u>785</u>	<u>10,661</u>	<u>2,116</u>
At 31 December 2017	<u>1,656</u>	<u>6,591</u>	<u>349</u>	<u>248</u>	<u>570</u>	<u>9,414</u>	<u>3,148</u>

9. Investment properties (within UAE)

	2017 AED '000	2016 AED '000
At 1 January	82,390	72,890
Changes in fair value	(2,445)	9,500
At 31 December	<u>79,945</u>	<u>82,390</u>

Union Insurance Company P.J.S.C.

Notes to the financial statements

9. Investment properties (within U.A.E.) (continued)

- 9.1 The carrying amount of investment property is the fair value of the property as determined by an independent appraiser having an appropriate recognised professional qualification and recent experience in the location and category of the property being valued and is reviewed by the Board of Directors on an annual basis. Fair values were determined based on income valuation approach, sales comparative approach and open market value basis. Significant assumptions made by the valuer are mentioned in Note 5.

The change in fair value of investment properties as at reporting date are as follows:

	2017 AED '000	2016 AED '000
(Decrease) / increase in the fair value of investment properties (Note 21)	<u>(2,445)</u>	<u>9,500</u>

10 Investment securities

	<i>Note</i>	2017 AED '000	2016 AED '000
Financial assets at FVTPL	10.1	290,810	272,882
Financial assets at FVTOCI	10.2	<u>9,766</u>	<u>56,524</u>
		<u>300,576</u>	<u>329,406</u>

During the year the Company purchased shares worth AED 8 million (2016: AED 43.4 million).

10.1 Investments at fair value through profit or loss

	2017 AED '000	2016 AED '000
Investments held on behalf of policyholders' unit linked products (Note 25)	133,426	97,095
Quoted equity securities in U.A.E.	85,947	146,832
Quoted equity securities outside U.A.E.	8,726	333
Unquoted equity securities outside U.A.E.	2,962	2,934
Quoted bond securities in U.A.E.	12,081	-
Quoted bond securities outside U.A.E.	40,551	25,688
Investment in funds outside U.A.E.	7,117	-
	<u>290,810</u>	<u>272,882</u>

Investments classified at FVTPL are designated in this category upon initial recognition.

10.2 Investments at fair value through other comprehensive income

	2017 AED '000	2016 AED '000
<i>Equity securities</i>		
Quoted equity securities in U.A.E.	9,466	56,224
Unquoted securities in U.A.E.	<u>300</u>	<u>300</u>
	<u>9,766</u>	<u>56,524</u>

Union Insurance Company P.J.S.C.

Notes to the financial statements

11. Development work-in-progress

	2017 AED '000	2016 AED '000
Fair value at 1 January	78,120	80,950
Reversal of impairment / (impairment)	3,925	(2,830)
Fair value at 31 December	<u>82,045</u>	<u>78,120</u>

Development work-in-progress represents payments made for acquiring 10% investment in the Meydan Real Estate Project based in U.A.E. The project is promoted by Gulf General Investment Company (P.S.C.), a related party acting as custodian of the Company's share of investment in the project.

The title deed of the project has been registered in the name of GGICO Real Estate Development L.L.C., a related party.

12. Statutory deposit

The statutory deposit is required to be placed by insurance companies operating in U.A.E. with the designated national banks. Statutory deposits, which depend on the nature of insurance activities, cannot be withdrawn except with the prior approval of the regulatory authorities.

13. Insurance and other receivables

	2017 AED '000	2016 AED '000
Due from policyholders and brokers	438,587	315,024
Due from insurance and reinsurance companies	118,939	103,903
Allowance for doubtful receivables (Note 13.1)	(13,213)	(14,810)
	<u>544,313</u>	<u>404,117</u>
Other receivables	62,048	42,483
Deferred acquisition cost	38,590	31,228
Prepaid expenses	12,358	6,873
At 31 December	<u>657,309</u>	<u>484,701</u>

13.1 Provision for doubtful receivables

	2017 AED '000	2016 AED '000
Balance 1 January	14,810	14,810
Write-off during the year	(1,597)	-
At 31 December	<u>13,213</u>	<u>14,810</u>

14. Cash and bank balances

	2017 AED '000	2016 AED '000
Cash in hand	<u>83</u>	<u>83</u>
Bank balances:		
Current accounts	17,655	10,606
Fixed deposits	74,107	69,248
	<u>91,762</u>	<u>79,854</u>
	<u>91,845</u>	<u>79,937</u>
Less : Deposits with original maturities greater than three months	(64,029)	(57,081)
Cash and cash equivalents at 31 December	<u>27,816</u>	<u>22,856</u>

Union Insurance Company P.S.C.

Notes to the financial statements

14. Cash and bank balances (continued)

	2017 AED '000	2016 AED '000
Bank balances:		
In U.A.E.	71,255	75,945
Outside U.A.E. & G.C.C. countries	20,507	3,909
	<u>91,762</u>	<u>79,854</u>

Fixed deposits amounting to AED 62 million (2016: AED 62 million) are under lien against the credit facility granted to the Company.

Fixed deposits carried interest ranging from 1% to 8% per annum (2016: 1% to 6% per annum).

15 Insurance contract liabilities and reinsurance contract assets

Summary of the Actuary's report on the Technical Provisions

	2017 AED '000	2016 AED '000
Gross insurance contract liabilities		
Claims reported unsettled	341,359	290,235
Claims incurred but not reported	122,876	88,082
Unearned premiums	400,115	295,276
Gross insurance contract liabilities	<u>864,350</u>	<u>673,593</u>
Reinsurer's contract assets		
Claims reported unsettled	(276,576)	(226,245)
Claims incurred but not reported	(59,102)	(39,806)
Unearned premiums	(196,344)	(114,662)
Total reinsurers' contract assets	<u>(532,022)</u>	<u>(380,713)</u>
Net		
Claims reported unsettled	64,783	63,990
Claims incurred but not reported	63,774	48,276
Unearned premiums	203,771	180,614
	<u>332,328</u>	<u>292,880</u>

Actuarial estimation of the insurance liabilities has been performed by an independent actuary in accordance with the requirement of new financial regulations issued under Federal Law No.6 of 2007 pertaining to the insurance companies and agents. Estimates are made for the expected ultimate cost of claims incurred but not yet reported at the reporting date (IBNR) using a range of standard actuarial claim projection techniques, based on empirical data and current assumptions that may include a margin for adverse deviation.

Union Insurance Company P.S.C.

Notes to the financial statements

15 Insurance contract liabilities and re-insurance contract assets (continued)

Movements in the insurance contract liabilities and reinsurance contract assets during the year were as follows:

	31 December 2017			31 December 2016		
	Gross AED '000	Reinsurance AED '000	Net AED '000	Gross AED '000	Reinsurance AED '000	Net AED '000
Claims						
<i>Outstanding claims at end of year</i>						
Notified claims	341,359	(276,576)	64,783	290,235	(226,245)	63,990
Incurred but not reported	122,876	(59,102)	63,774	88,082	(39,806)	48,276
	<u>464,235</u>	<u>(335,678)</u>	<u>128,557</u>	<u>378,317</u>	<u>(266,051)</u>	<u>112,266</u>
Claims settled in the year	445,802	(181,892)	263,910	411,441	(199,702)	211,739
<i>Outstanding claims at beginning of year</i>						
Notified claims	(290,235)	226,245	(63,990)	(168,597)	123,181	(45,416)
Incurred but not reported	(88,082)	39,806	(48,276)	(42,534)	14,301	(28,233)
	<u>531,720</u>	<u>(251,519)</u>	<u>280,201</u>	<u>578,627</u>	<u>(328,271)</u>	<u>250,356</u>
Increase in recoveries	(7,675)	-	(7,675)	(22,013)	-	(22,013)
Claims incurred	<u>524,045</u>	<u>(251,519)</u>	<u>272,526</u>	<u>556,614</u>	<u>(328,271)</u>	<u>228,343</u>
Unearned premium						
Total at the end of the year	<u>400,115</u>	<u>(196,344)</u>	<u>203,771</u>	<u>295,276</u>	<u>(114,662)</u>	<u>180,614</u>
Release during the year	295,276	(114,662)	180,614	228,016	(106,217)	121,799
Increase during the year	(400,115)	196,344	(203,771)	(295,276)	114,662	(180,614)
Net movement during the year	<u>(104,839)</u>	<u>81,682</u>	<u>(23,157)</u>	<u>(67,260)</u>	<u>8,445</u>	<u>(58,815)</u>
Total at the beginning of the year	<u>295,276</u>	<u>(114,662)</u>	<u>180,614</u>	<u>228,016</u>	<u>(106,217)</u>	<u>121,799</u>

Union Insurance Company P.J.S.C.

Notes to the financial statements

15. Insurance contract liabilities and re-insurance contract assets (continued)

Assumptions and sensitivities

Process used to determine the assumptions

The process used to determine the assumptions for calculating the outstanding claim reserve is intended to result in neutral estimates of the most likely or expected outcome. The sources of data used as inputs for the assumptions are internal, using detailed studies that are carried out annually. The assumptions are checked to ensure that they are consistent with observable market practices or other published information.

The nature of the business makes it very difficult to predict with certainty the likely outcome of any particular claim and the ultimate cost of notified claims. Each notified claim is assessed on a separate, case by case basis with due regard to the claim circumstances, information available from loss adjusters and historical evidence of the size of similar claims. Case estimates are reviewed regularly and are updated as and when new information arises.

The provisions are based on information currently available. However, the ultimate liabilities may vary as a result of subsequent developments or if catastrophic events occur. The impact of many of the items affecting the ultimate costs of the loss is difficult to estimate.

The provision estimation difficulties also differ by class of business due to differences in the underlying insurance contract, claim complexity, the volume of claims and the individual severity of claims, determining the occurrence date of a claim, and reporting lags.

The method used by the Company for provision of IBNR takes into account historical data, past estimates and details of the reinsurance programme, to assess the expected size of reinsurance recoveries.

The assumptions that have the greatest effect on the measurement of insurance contract provisions are the expected loss ratios for the most recent accident years.

An analysis of sensitivity around various scenarios provides an indication of the adequacy of the Company's estimation process. The Company believes that the liability for claims reported in the statement of financial position is adequate. However, it recognises that the process of estimation is based upon certain variables and assumptions which could differ when claims are finally settled.

Claim development table

	2012	2013	2014	2015	2016	2017	Total
	AED '000	AED '000	AED '000	AED '000	AED '000	AED '000	AED '000
Gross							
Estimate of net incurred claims costs							
- At the end of underwriting year	-	84,574	129,731	168,297	633,206	721,356	-
- One year later	22,020	23,092	28,675	381,273	424,285	-	-
- Two years later	4,387	(2,739)	50,435	297,813	-	-	-
- Three years later	180	14,931	1,223	-	-	-	-
- Four years later	(30)	11,510	-	-	-	-	-
- Five years later	(393)	-	-	-	-	-	-
Current estimate of incurred claims	(393)	11,510	1,223	297,813	424,285	721,356	1,455,794
Cumulative payments to date	26,164	131,368	210,065	847,382	1,057,491	721,356	2,993,826
Liability recognised	197	2,512	(1,289)	92,685	81,554	288,079	463,738
Liability in respect of prior years							497
Total liability included in the statement of financial position							<u>464,235</u>
Net							
Estimate of net incurred claims costs							
- At the end of underwriting year	-	55,612	84,721	93,500	189,033	231,662	-
- One year later	12,369	10,853	12,485	1,271	17,340	-	-
- Two years later	3,123	(2,701)	(17,669)	(19,363)	-	-	-
- Three years later	189	(5,613)	(15,995)	-	-	-	-
- Four years later	(179)	(5,857)	-	-	-	-	-
- Five years later	(887)	-	-	-	-	-	-
Current estimate of incurred claims	(887)	(5,857)	(15,995)	(19,363)	17,340	231,662	206,900
Cumulative payments to date	14,615	52,294	63,542	75,408	206,373	231,662	643,894
Liability recognised	-	(1,457)	(3,718)	15,998	15,048	102,845	128,716
Liability in respect of prior years							(159)
Total liability included in the statement of financial position							<u>128,557</u>

Union Insurance Company P.J.S.C.

Notes to the financial statements

16. Insurance and other payables

	2017 AED '000	2016 AED '000
Trade payables	116,282	155,636
Due to insurance and reinsurance companies	227,127	133,219
Premium reserve held	44,240	34,406
	<u>387,649</u>	<u>323,261</u>
Other payables:		
Unclaimed dividends	2,064	2,083
Accrued expenses and others	66,265	50,633
Bank overdraft	13,982	23,608
	<u>469,960</u>	<u>399,585</u>

17. Provision for employees' end of service benefits

	2017 AED '000	2016 AED '000
At 1 January	3,417	2,069
Charge for the year	2,090	1,548
Paid during the year	(321)	(200)
At 31 December	<u>5,186</u>	<u>3,417</u>

18. Share capital

The Company's issued and fully paid share capital comprises 330,939,180 shares of AED 1.0 each.

	2017		2016	
	No. of Shares	AED '000	No. of Shares	AED '000
At 31 December	<u>330,939,180</u>	<u>330,939</u>	<u>330,939,180</u>	<u>330,939</u>

19. Statutory and special reserve

In accordance with the UAE Commercial Companies Law no. (2) of 2015 ("the Law") and the Company's Articles of Association, 10% of the profit for the year should be transferred to legal reserve. The Company may resolve to discontinue such transfers when the reserve totals 50% of the paid up share capital. The reserve is not available for distribution except in the circumstances stipulated by the Law. Also, in accordance with its Articles of Association, 10% of annual net profits, if any, may be transferred to a special reserve until it is suspended by an Ordinary General Meeting upon a proposal by the Board of Directors. The special reserve can be utilised for the purposes determined by the Ordinary General Meeting upon recommendations of the Board of Director.

20. Fair value reserve

The fair value reserve comprises the cumulative net change in fair value of financial assets designated as fair value through other comprehensive income.

21. Net investment loss

	For the year ended 31 December	
	2017 AED '000	2016 AED '000
<i>Income from investment securities</i>		
Dividend income	274	32
Realised gains on investments at FVTPL	2,734	39
Unrealised loss on investments at FVTPL	(11,617)	(36,098)
Interest on margin trading account	(5,047)	(6,702)
Investment management expenses	(1,128)	(1,070)
<i>Income from investment properties / development WIP</i>		
(Decrease) / increase in the fair value of investment properties (Note 9.1)	(2,445)	9,500
Reversal of impairment / (impairment) of development work-in-progress (Note 11)	3,925	(2,830)
<i>Other income</i>		
Interest on fixed deposits	1,865	1,465
Miscellaneous income	25	266
	<u>(11,414)</u>	<u>(35,398)</u>

Union Insurance Company P.J.S.C.

Notes to the financial statements

22. General and administrative expenses

	For the year ended 31 December	
	2017 AED '000	2016 AED '000
Administrative expenses for underwriting operations	84,743	70,441
Others- for investments and centralised operation	15,865	13,532
Total	<u>100,608</u>	<u>83,973</u>

The above general and administration expenses include the following costs:

	For the year ended 31 December	
	2017 AED '000	2016 AED '000
Staff costs	66,642	58,680
Rent	6,583	5,928
Depreciation and amortisation	3,263	3,396
Others	24,120	15,969
	<u>100,608</u>	<u>83,973</u>
Average number of employees at 31 December	<u>278</u>	<u>278</u>

22.1 During the year, the Company has made social contributions amounting to nil (2016: AED 15,000).

23. Related party transactions

The Company, in the normal course of business, collects premiums, settles claims and enters into transactions with other business enterprises that fall within the definition of a related party as defined by International Accounting Standard 24 (Revised). The Company's management believes that the terms of such transactions are not significantly different from those that could have been obtained from third parties.

a) The following are the details of transactions with related parties

	For the year ended 31 December	
	2017 AED '000	2016 AED '000
Premiums written	<u>3,411</u>	<u>7,996</u>
Claims paid	<u>2,662</u>	<u>24,570</u>
Key management personnel		
Short term	<u>2,400</u>	<u>2,400</u>
Long term	<u>140</u>	<u>140</u>

b) The following are the details of balances with related parties as at 31 December

	For the year ended 31 December	
	2017 AED '000	2016 AED '000
Premium receivable (included in due from policyholders)	<u>24,813</u>	<u>24,726</u>
Gross outstanding claims (included in claims reported unsettled)	<u>976</u>	<u>893</u>
Investment properties	<u>79,945</u>	<u>82,390</u>
Development work-in-progress	<u>82,045</u>	<u>78,120</u>

Union Insurance Company P.J.S.C.

Notes to the financial statements

24. Contingent liabilities and commitments

Leases as a lessee

Non cancellable operating lease rentals are payable as follows:

	2017 AED '000	2016 AED '000
Less than one year	3,958	1,390
Between one year to five years	6,857	1,976
At 31 December	<u>10,815</u>	<u>3,366</u>

The Company leases office premises under operating lease. The leases typically run for a period of one year, with an option to renew the lease after that date.

Commitments

	2017 AED '000	2016 AED '000
Commitment for the construction of development properties	<u>54,979</u>	<u>54,979</u>

Guarantees

	2017 AED '000	2016 AED '000
Letters of guarantees	<u>37,828</u>	<u>34,080</u>

This includes AED 10 million (2016: 10 million) issued in favour of the Insurance Authority of U.A.E.

Contingent liabilities

The Company is involved as defendant in a number of legal cases in respect of its underwriting activities. A provision is made in respect of each individual case where it is probable that the outcome would result in a loss to the Company in terms of an outflow of economic resources and a reliable estimate of the amount of outflow can be made.

25. Payable to policyholders' of unit linked products

The Company has issued unit linked policies which has both a risk and investment component. The investment portion is invested on behalf of the policyholders as disclosed in note 10.1 of these financial statements.

Movement during the year :

	31 December 2017 AED '000	31 December 2016 AED '000
As at 1 January	97,095	40,164
Amount invested by policyholders - net of allocation charges, redemptions, lapses and surrenders	29,658	57,294
Change in fair value	6,673	(363)
	<u>133,426</u>	<u>97,095</u>

Union Insurance Company P.J.S.C.

Notes to the financial statements

26. Segment information

Operating segment information

For management purposes the Company is organised into two operating segments, general insurance and life assurance. These segments are the basis on which Company reports its primary segment information

	General insurance		Life assurance		Total	
	2017 AED '000	2016 AED '000	2017 AED '000	2016 AED '000	2017 AED '000	2016 AED '000
Gross written premium	795,626	606,077	253,592	271,028	1,049,218	877,105
Reinsurance ceded	(392,795)	(267,777)	(125,379)	(112,531)	(518,174)	(380,308)
Net retained premium	402,831	338,300	128,213	158,497	531,044	496,797
Net change in unearned premium and policyholders' reserve	(22,773)	(57,727)	(36,716)	(52,012)	(59,489)	(109,739)
Net earned premium	380,058	280,573	91,497	106,485	471,555	387,058
Net claims incurred	(268,659)	(220,860)	(3,867)	(7,483)	(272,526)	(228,343)
Net commission earned / (incurred)	7,038	13,216	(31,674)	(21,455)	(24,636)	(8,239)
Administrative expenses	(60,424)	(49,229)	(24,319)	(21,212)	(84,743)	(70,441)
Other operational cost related to underwriting activities	(27,828)	(27,413)	(30,999)	(13,759)	(58,827)	(41,172)
Net movement in fair value of investments held for unit linked products	-	-	6,673	(363)	6,673	(363)
Total underwriting expenses	(349,873)	(284,286)	(84,186)	(64,272)	(434,059)	(348,558)
Total underwriting profit / (loss)	30,185	(3,713)	7,311	42,213	37,496	38,500
Net investment income					(11,414)	(35,398)
General and administrative expenses					(15,865)	(13,532)
Profit / (loss) for the year					10,217	(10,430)

Union Insurance Company P.J.S.C.

Notes to the financial statements

26. Segment information (continued)

Operating segment information

For management purposes the Company is organised into two operating segments, general insurance and life assurance. These segments are the basis on which Company reports its primary segment information

	General insurance		Life assurance		Total	
	2017 AED '000	2016 AED '000	2017 AED '000	2016 AED '000	2017 AED '000	2016 AED '000
ASSETS						
Property and equipment	19,033	18,590	6,345	6,197	25,378	24,787
Intangible assets	2,361	1,587	787	529	3,148	2,116
Investment properties	59,959	47,000	19,986	35,390	79,945	82,390
Investments securities	125,362	202,687	175,214	126,719	300,576	329,406
Development work in progress	61,534	78,120	20,511	-	82,045	78,120
Statutory deposit	6,000	6,000	4,000	4,000	10,000	10,000
Reinsurance contract assets	500,354	336,868	31,668	43,845	532,022	380,713
Insurance and other receivables	429,047	321,988	228,262	162,713	657,309	484,701
Cash and bank balances	68,883	27,198	22,962	52,739	91,845	79,937
Total assets	1,272,533	1,040,038	509,735	432,132	1,782,268	1,472,170
LIABILITIES						
Insurance contract liabilities	817,868	612,979	46,482	60,614	864,350	673,593
Insurance and other payables	311,144	295,444	158,816	104,141	469,960	399,585
Provision for employees' end of service benefits	3,890	2,563	1,296	854	5,186	3,417
Payable to policyholders of unit linked products	-	-	133,426	97,095	133,426	97,095
Total liabilities	1,132,902	910,986	340,020	262,704	1,472,922	1,173,690
EQUITY						
Share capital					330,939	330,939
Statutory reserve					12,098	11,076
Special reserve					12,098	11,076
Fair value reserve					(8,381)	(23,342)
Accumulated losses					(37,408)	(31,269)
Total equity					309,346	298,480
Total liabilities and equity					1,782,268	1,472,170

Union Insurance Company P.J.S.C.

Notes (continued)

27. Basic and diluted earning / (loss) per share

Basic earning / (loss) per share are calculated by dividing the net profit / (loss) for the year by the weighted average number of shares outstanding as set out below:

	2017 AED '000	2016 AED '000
Net profit / (loss) for the year	<u>10,217</u>	<u>(10,430)</u>
Weighted average number of shares outstanding during the year	<u>330,939,180</u>	<u>330,939,180</u>
Basic and diluted earning / (loss) per share	<u>0.03</u>	<u>(0.03)</u>

There is no dilution effect to the basic earning / (loss) per share.

28. Capital risk management

In U.A.E., Insurance Authority specifies the minimum amount and type of capital that must be held by the Company in addition to its insurance liabilities. The minimum required capital (presented in the table below) must be maintained at all times throughout the year.

The table below summarizes the minimum required capital of the Company and the total capital held.

	2017 AED '000	2016 AED '000
Total capital held	<u>330,939</u>	<u>330,939</u>
Minimum regulatory capital	<u>100,000</u>	<u>100,000</u>

As per Article (8) of section (2) of financial regulations issued for insurance companies in the UAE, the Company shall at all times comply with the requirements of solvency margin. As of 31 December 2017, the Company had admissible assets lower than admissible liabilities and the Company is in the process of complying with the requirements by increasing its admissible assets through various measures available at its disposal.

29. Comparative figures

Following comparatives have been reclassified / regrouped to conform to the presentation adopted in the financial statements.

<u>As at 31 December 2016:</u>	As previously reported AED '000	Reclassification AED '000	Reclassified AED '000
Property and equipment	24,113	674	24,787
Intangible assets	2,790	(674)	2,116