## **Acorn Life Group Limited**

**Solvency and Financial Condition Report** 

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## **Executive Summary**

Acorn Life Group Limited ("ALGL") is the ultimate parent entity of the group to which Acorn Life DAC belongs (collectively referred to as "the Group" or "the Acorn Group"). Acorn Life Group Limited ("the Group") fulfils the minimum consolidated group SCR and group solvency capital requirement as set down under the Solvency II regime as at the reporting date 31 December 2016 and in the financial year 2016.

The new, harmonised EU-wide regulatory regime for Insurance Companies, known as Solvency II, came into force with effect from 1 January 2016. The regime requires new reporting and public disclosure arrangements to be put in place by insurers and introduced coordinated rules for the supervision of insurance groups. This document is the first version of the Solvency and Financial Condition Report (SFCR) that is required to be published by the Group and has been reviewed and approved by its Board of Directors This report covers the Business and Performance of the Group, its System of Governance, Risk Profile, Valuation for Solvency Purposes and Capital Management. The ultimate Administrative Body that has the responsibility for all of these matters is the ALGL's Board of Directors, with the help of various governance and control functions that it has put in place to monitor and manage the business.

Acorn Life Group Limited is the ultimate holding company of the Group. Within the Group there are two trading companies Acorn Life DAC ("Acorn Life") and Acorn Brokerage Limited trading as Acorn Insurance ("Acorn Insurance"). The principal activities of Acorn Life are the marketing and underwriting of life assurance business and that of Acorn Insurance principal activities is the provision of brokerage services in respect of general insurance products.

As at 31 December 2016, the Group has a solvency coverage ratio of 157% meaning it holds over 1.5 times the capital requirements calculated in line with Solvency II regulations. This is the equivalent to €15.0 million of excess assets over the Group Solvency Capital Requirement. The Minimum Capital Requirement for the Group is €7.1 million and the Group currently holds €34.2 million of excess assets over the minimum consolidated group SCR, meaning that it holds more than 5 times the minimum capital requirements calculated in line with Solvency II regulations.

#### **Key Figures: Solvency II Consolidated Balance Sheet**

708.3 million
644.7 million
€22.2 million
€41.4 million

#### Eligible Own Funds €41.3 million

#### **Capital Requirements**

Minimum Consolidated Group MCR	€7.1 million
Group SCR (after tax & diversification benefits)	€26.3 million

#### **Coverage Ratio**

Ratio of Eligible Own Funds to MCR	584%
Ratio of Eligible Own Funds to SCR (Solvency Ratio)	157%

#### **Business and Performance Summary**

Acorn Life had gross premium income of close to €123 million, Acorn Life is a 100% Irish owned Life Assurance Company providing protection, pensions, savings and investment solutions to the Irish public. Acorn Life is satisfied with the development of the business in the 2016 financial year. During the year, Acorn Life saw a 9% increase in New Annualised Premiums and generated a profit of €2.3 million. Acorn Life had policyholders' assets under management of €667 million at the end of 2016, increasing on the previous year due to investment growth and net premium income growth.

Acorn Insurance earns commission and fees on policies underwritten by major insurance companies. During 2016 income increased by 88% (€1.7m) on the previous year. This is reflective of both the increase in the average premium size and also the growth of the customer base. The company continues to rely on the support of the Group and the Company is expected to grow further in the coming years despite a very competitive market by continuing to provide value to its clients and to build on renewal and client retention.

More information on the business and performance can be found in section A below.

#### System of Governance Summary

Acorn Life has an effective system of governance, which provides for sound and prudent management. In preparation for the Solvency II regime, the Board has taken significant measures to strengthen the corporate governance framework, including the Risk Management function.

The governance structure comprises the Board of Directors who are responsible for organising and directing the affairs of the Company, the Chief Executive, Board Risk Committee, Board Audit Committee and Management Committees. Each of these Committees operates within well-defined Terms of Reference.

As required by Solvency II, Risk Management, Compliance, Actuarial and Internal Audit are considered key functions within Acorn Life with governance responsibilities to ensure the sound and prudent management of the business.

The Risk Management Function is responsible for managing the Company's risks. The Risk Management Function oversees the Own Risk and Solvency Assessment (ORSA) which analyses the risks faced by Acorn Life and looks

for ways to limit the impact of these risks. The Compliance Function is responsible for ensuring that Acorn Life complies with all relevant regulatory requirements for life insurers. The Actuarial Function is responsible for ensuring that Acorn Life sets aside enough funds to cover policyholders' claims and expenses of the business. The Internal Audit Function's role is to support the Board and the management of Acorn Life in discharging its operation of internal controls, and corporate governance responsibilities by reviewing the work undertaken by various departments and recommending possible improvements. Acorn Life has a comprehensive set of internal controls in place, including operating a three lines of defence model where the first line represents the various departments performing their regular duties, the second line represents the work of the risk and compliance functions and the third line represents independent review i.e. internal and external audit. More information on the system of governance can be found in section B below.

Acorn Insurance system of governance is managed through its Board of Directors and its Compliance Function which is deemed adequate for the size and complexity of the company.

#### Risk Profile Summary

In the context of its business operations Acorn Life enters into a broad variety of risks. These risks are deliberately accepted, steered and monitored. They specifically concern underwriting risk, capital market risks, operational and counterparty default risks. We describe the cause of these risks and how we deal with them in Section C.

The following is a breakdown of the Group capital requirements at 31 December 2016 i.e. money set aside at this date to be able to withstand certain adverse events:

	SCR Amount	SCR %
Underwriting Risk	€20.1m	50.5%
Market Risk	€12.7m	31.9%
Counterparty Risk	€5.9m	14.8%
Operational Risk	€1.1m	2.8%
Solvency Capital Requirement (before tax relief & diversification)	€39.8m	100%
,		

Underwriting risk is one of the main risks to which Acorn Life is exposed; it relates to the risk of an increase in claims, expenses or lapses which reduce future profits. Reinsurance is used to limit the risk of increases in claims volumes and to reduce the volatility of cash flows.

The second largest risk relates to market risk which arises from the risk of falls in the value of the Acorn Life investments or falls in the value of policyholders' funds which lead to a reduction in Acorn Life's income. Acorn Life manages its investments through the use of limits in terms of the types and amounts of assets in which it can invest.

Counterparty risk is the risk that some of the Group counterparties, e.g. the bank in which overnight deposits are held or the reinsurers used, default. This risk is managed by Acorn Life through the use of limits in terms of the amount of exposure to a single counterparty and limits on the creditworthiness of counterparties that Acorn Life will deal with.

Operational risk is defined as the risk of direct or indirect losses or of reputational damage arising from inadequate or failed internal process, people and systems or from external events. The Group has a number of controls in place to manage this risk.

#### Valuation for Solvency Purposes Summary

Assets in Acorn Life comprising investments and amounts due from debtors are valued in accordance with Solvency II valuation requirements.

The Acorn Life liabilities consist of technical provisions which represent the value of future claims and expenses less the value of future income. This is the amount of money that Acorn Life sets aside to ensure it is able to cover its liabilities to policyholders. Acorn Life also has other liabilities representing payments due to creditors.

All other assets and liabilities for other Group companies are consolidated based on the financial statements at the year end.

More information on the valuation of assets and liabilities can be found in section D below.

#### Capital Management Summary

As at 31 December 2016, the Group has a solvency coverage ratio of 157% meaning it holds over 1.5 times the capital requirements calculated in line with Solvency II regulations. This is the equivalent to €15.0 million of excess assets over the Solvency Capital Requirement. The minimum consolidated group MCR for the Group is €7.1 million and the Group currently holds €34.2 million of excess assets over the Minimum Capital Requirement, meaning that it holds more than 5 times the minimum capital requirements calculated in line with Solvency II regulations.

A primary responsibility of the Board of Acorn Life is to ensure that the Company's capital is adequate to cover the required solvency capital requirements for the nature and scale of the business, and the expected operational requirements of the business. A number of mechanisms are in place to evaluate capital adequacy and those evaluations indicate that the Company's capital is adequate at this time. The Group uses the Solvency II 'standard formula' for the purposes of calculating the Group SCR. The Solvency Ratio is continuously monitored and also assessed as part of planning activities and in the event of large transactions. The future development of the Solvency and Minimum Capital Requirements are forecast at regular intervals as part of the planning process.

Own funds in the Solvency II balance sheet comprise the excess of assets over liabilities. 100% of all own funds available to cover our capital requirements are assigned to the highest quality level (tier 1).

More information on the Group's capital can be found in section E below.

## A. BUSINESS AND PERFORMANCE

#### A.1 Business

Acorn Life is a regulated life assurance private company limited by shares, based in Ireland and authorised by the Central Bank of Ireland (CBI) to conduct business in the Republic of Ireland. Acorn Brokerage Limited trading as Acorn Insurance ("Acorn Insurance") is a private company limited by shares, based in Ireland and authorised by the Central Bank of Ireland (CBI) to conduct business in the Republic of Ireland The ultimate parent undertaking of the group to which Acorn Life and Acorn Insurance belongs is Acorn Life Group Limited, a private company limited by shares. The Central Bank of Ireland is the Group Supervisor of the Acorn Group

The Group consists of the following companies:

Acorn Life Group Limited: A holding company which is the parent to the Group companies.

Tanis Limited: A holding company of Acorn Life.

Acorn Life DAC: A regulated insurance company conducting life protection, pensions

and single premium investments business.

Acorn Brokerage Limited: A regulated insurance intermediary predominantly distributing home,

motor and commercial insurance policies and mortgages.

Orcan Limited: A company set up to facilitate the operation of a Revenue Approved

Employee Share Ownership Scheme.

The Registered address is:

Acorn Life Group Limited

NZI Plaza

St Augustine Street

Galway

The CBI is responsible for the financial supervision of the Acorn Group:

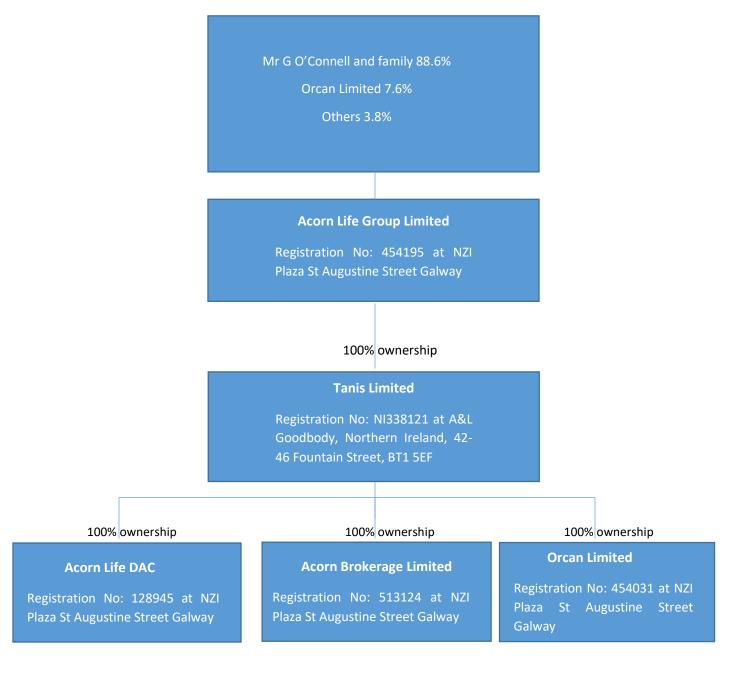
Central Bank of Ireland New Wapping Street North Wall Quay PO Box 559 Dublin 1

Acorn Life Group Limited external auditor is:

**KPMG** 

Chartered Accountants 1 Harbourmaster Place Dublin 1

#### Acorn Life Group Limited Shareholders and Group Companies are:



Acorn Life Group Limited is a 100% Irish owned Company. Acorn Life is Life Assurance Company providing life assurance products to the Irish public. The company's material lines of business are the distribution of unit-linked and non-linked protection, savings, investments and pensions contracts distributed in Ireland through a nationwide team of tied financial advisors who operate out of the Acorn Life branch network. Acorn Life does not have any related undertakings (subsidiaries).

Acorn Life is satisfied with the development of the business in the 2016 financial year. During the year Acorn Life saw a 9% increase in New Annualised Premiums and generated a profit of €2.3 million.

Acorn Life had policyholders' assets under management of €667million at the end of 2016, increasing on the previous year due to investment growth and net premium income growth.

Acorn insurance continues to develop its business and saw commission and fee income increase by 88% during the year and losses decrease by 21% since 2015. Acorn Brokerage has a clear strategy for 2017 and is moving forward as an integral part of the Acorn Life Group and is aiming to develop and consolidate the brand in line with Group objectives.

There are no material differences between the scope used for the group consolidated financial statements and that used for determining the consolidated data used in the calculation of group solvency.

## A.2 Underwriting Performance

The underwriting performance (premium income, claims payments and expenses) provided in this section is on an Irish GAAP basis as Acorn Life Group Limited prepares its Consolidated Financial Statements in accordance with Irish GAAP accounting rules. Acorn Life uses reinsurance (with global insurers SCOR and Munich Re) to limit its overall risk exposure as well as to reduce the volatility of its claims and hence underwriting performance. Acorn Life did not enter into any new reinsurance arrangement during the year ended 31 December 2016.

The table below sets out the Group's income, claims and expenses for the period ended 31 December 2016, as reported in its Consolidated Financial Statements. The main difference in income when compared with the previous period relates to differences in investment income and gains in Acorn Life. Most of this difference relates to policyholder investments and does not impact the Company's profits as it is offset by changes in unit reserves (which also fell between 2015 and 2016). See section A3 for more information on investment income. Insurance Claims incurred during 2016 were over €1m higher than the corresponding outgo during 2015. The Prudential Non-Unit reserve was also increased during 2016 as Acorn Life set aside more funds to cover future claims and future expenses. Finally, net operating expenses increased by more than €1m in 2016, primarily due to the significant investment in the development of a new point of sales system in Acorn Life.

Differences in premiums, claims and expenses between this table and the Solvency II table below (and in QRT S.05.01.02 of Appendix A) relate to the fact that the Consolidated Financial Statements only show premiums and claims in respect of business that is classified as insurance business (i.e. business with a significant sum assured) while the Solvency II returns also include premiums and claims in respect of business that is classified as investment business. The Consolidated Financial Statements also include deferred income liabilities and deferred acquisition costs which are not included within Solvency II reporting.

Year-ended 31 December	2016	2015
Income	€'000	€'000
Earned premiums, net of reinsurance		
Gross insurance premiums written	38,459	37,358
Outward Reinsurance premiums	(8,937)	(8,271)
Net insurance premiums	29,522	29,087
Fee and Charges Income		
Investment Policy Charges	7,816	7,497
Change in Deferred Income Liability	(2,005)	(424)
Total Fund management based fees	5,811	7,073
Investment Income		
Income from investments	1,313	1,736
Gains/(loss) on the realisation of investments	(483)	1,905
Total investment income	830	3,641
Unrealised gains/(loss) on investments	4,422	7,670
Total Income	40,585	47,471

Year-ended 31 December	2016	2015	
Expenses	€'000	€'000	
Claims incurred, net of reinsurance			
Insurance Claims paid			
Gross amount	(25,041)	(24,395)	
Reinsurance share	6,923	6,062	
Change in the provision for claims	(91)	(1,147)	
Reinsurance share	(916)	199	
	(19,125)	(19,281)	
Changes in insurance liabilities	(3,673)	(6,719)	
Net operating expenses			
Acquisition costs	(9,927)	(13,627)	
Changes in insurance deferred acquition cost	949	2,380	
Changes in investment deferred acquition cost	2,488	1,127	
Administrative expenses	(9,000)	(4,029)	
Total Outgo	(38,288)	(40,149)	

The table below (which is a summary of QRT S.05.01.02 in Appendix A) sets out the Group's premiums, claims and expenses split by Solvency II lines of business for the period ended 31 December 2016, as reported in the Group's Solvency II returns. All business was written in Ireland. As this is the first SFCR, a comparison with prior year figures is not provided.

			Line of Business for: life insurance obligations				Life reinsurance obligations		Total	
		Health insurance	Insurance with profit participation	Index-linked and unit-linked insurance	Other life insurance	relating to health insurance	Annuities stemming from non-life insurance contracts and relating to insurance obligations other than health insurance obligations	Health reinsurance	Life reinsurance	
	1	C0210	C0220	C0230	C0240	C0250	C0260	C0270	C0280	C0300
Premiums written		_					Τ .			
Gross	R1410	0	0	122,128	841	0	0	0	0	122,969
Reinsurers' share	R1420	0	0	8,737	360	0	0	0	0	9,097
Net	R1500	0	0	113,391	480	0	0	0	0	113,872
Premiums earned										
Gross	R1510	0	0	122,128	841	0	0	0	0	122,969
Reinsurers' share	R1520	0	0	8,737	360	0	0	0	0	9,097
Net	R1600	0	0	113,391	480	0	0	0	0	113,872
Claims incurred										
Gross	R1610	0	0	73,295	0	0	0	0	0	73,295
Reinsurers' share	R1620	0	0	6,008	0	0	0	0	0	6,008
Net	R1700	0	0	67,287	0	0	0	0	0	67,287
Changes in other technical provisions										_
Gross	R1710	0	0	0	0	0	0	0	0	0
Reinsurers' share	R1720	0	0	0	0	0	0	0	0	0
Net	R1800	0	0	0	0	0	0	0	0	0
Expenses incurred	R1900	0	0	14,123	140	0	0	0	0	14,263
Other expenses	R2500	$\supset \subset$	> <	> <	$\supset \subset$	> <	$\nearrow$	> <	$\supset \subset$	3,967
Total expenses	R2600	$>\!\!<$	$>\!\!<$	> <	$\geq <$	$>\!\!<$		$\nearrow$	><	18,230

## A.3 Investment Performance

The assets invested by Acorn Life Group Limited and Acorn Life fall into the following asset classes:

- Cash and deposits
- Government Bonds
- Corporate Bonds
- Equity (primarily within unit-linked funds)
- Investment Funds (primarily within unit-linked funds)
- Structured Notes (primarily within unit-linked funds)

Investment income as reported in the Consolidated Financial Statements can be seen in the table in section A2 above. The following table which is based on information contained in Acorn Life Group Limited Solvency II returns summarises income (interest and dividends) and gains (realised and unrealised) by asset class. It differs to the income in the Financial Statements because the Financial Statements only show income in respect of insurance contracts and shareholder's funds while the Solvency II returns (as summarised below) show income and gains on all policies and on shareholders' funds.

In terms of investment performance, there was a loss on direct equity holdings of €7 million. Investment fund performance over 2016 was generally favourable due to market growth, particularly during the second half of the year. The continued low interest rate environment has meant that gains on bond investments and income on cash deposits were not material. As this is the first SFCR, a comparison with previous figures is not provided. Such a comparison will be included in future reports.

#### **Investment Income, Gains and Losses**

	Income €'000s	Gains and losses €'000s
Government bonds	115	14
Corporate bonds	4	2
Equity	1,856	- 6,927
Investment funds	6,133	26,246
Structured notes	ı	- 222
Cash and deposits	18	-
Total	8,127	19,112

The above table describes the Investment Income, Gains and Losses as reported within Acorn Life Group Limited Solvency II Quantitative Reporting Templates (QRTs) for year-end 2016. Note that the Investment Income reported within the Financial Statements (Page 12 of this report) records investment income and gains in respect of insurance contracts and shareholders' investments only. The Solvency II QRTs record investment income and gains in respect of insurance contracts, investment contracts and shareholders' investments.

Looking at shareholder investments in isolation, gains were ca. €0.57 million. These figures are included within the figures in the previous table (which also shows the performance of policyholder funds).

### A.4 Performance of other activities

#### Other income

Acorn Life unit-linked business is classified as either investment business or insurance business in its Financial Statements, depending on the nature of the contract. The Financial Statements of Acorn Life record premiums and claims in respect of insurance business only (see section A.2 Underwriting Performance). 'Fee and charges income' generated on investment contracts are recorded as such in the Consolidated Financial Statements.

Fee and charges income relates to fees charged to investment contracts for contract administration services, investment management services, payment of benefits and other services related to the administration of investment-linked contracts. Fees are recognised as revenue for the services provided. The fees charged for the current and previous years are shown in the Consolidated Financial Statements table in section A.2 above.

#### Other expenses

Other expenses referred to in the table on page 13 above are those expenses incurred during 2016 which do not fall into the following categories: Administrative Expenses, Investment Management Expenses, Claims Expenses, Acquisition Expenses and Overhead Expenses.

The Group does not have any material leasing arrangements.

## A.5 Any other information

The Group is satisfied that there is no other material information that needs to be disclosed.

## B. SYSTEM OF GOVERNANCE

## B.1 General Information on the system of governance

#### **B.1.1** Group Overview

As an insurance undertaking, Acorn Life is subject to the Corporate Governance Requirements 2015 issued by the CBI and is classified as Medium Low impact under the CBI's risk-based framework of supervision (PRISM).

Acorn Insurance is classified as a Low impact under the CBI's risk-based framework of supervision (PRISM). A system of proportionate controls and procedures are in place within Acorn Insurance which are deemed appropriate for the nature, scale and complexity of the business

The governance structure in place in the Group includes clear allocation and appropriate segregation of duties. The Board of each group entity retains primary responsibility for corporate governance within Acorn Life at all times. The Senior Management team plays an important part in ensuring effective governance and is therefore responsible for operating effective oversight consistent with Board policies. Acorn Life is governed through a structure of Committees. The responsibilities and authorities of the Board, Chairman, Board Committees, Chief Executive and Management Committees of Acorn Life are outlined below.

Effective governance is achieved through the integration of the Corporate Governance Framework, the Risk Management Framework, and key functions.

#### **B.1.2 Governance Structure**

The governance structure in Acorn Life comprises the Board of Directors who are responsible for organising and directing the affairs of the Company, the Chief Executive and sub-committees. Each of these Committees operates within well-defined Terms of Reference.



The Board of Directors as at year end is comprised of:

- 1. Mr Anthony Johnstone, Chairman (Independent Non-Executive)
- 2. Mr Gerry O'Connell, (Non-Executive)
- 3. Mr Patrick Byrne, CEO
- 4. Mr Paul Shelly (Independent Non-Executive)
- 5. Mr James Kehoe (Independent Non-Executive)
- 6. Mr John Gibson (Independent Non-Executive)
- 7. Mr John Lyons (Independent Non-Executive)

The Company Secretary is Mr Sean Harte.

Mr John Gibson and Mr John Lyons joined the Board during 2016.

Board meetings are held at least quarterly in Ireland. The Board is collectively responsible for determining the overall strategic objectives of Acorn Life (in line with the Company's Constitution), and ensuring that it has the appropriate human and financial resources in place to meet those objectives.

As required by Solvency II, the Board has established robust key functions across Risk Management, Compliance, Actuarial and Internal Audit and is satisfied that all such key functions are appropriately independent of business units, have adequate resources and authority to operate effectively.

The Chairman leads the Board, encourages open and challenging discussions and promotes effective communication between executive and non-executive directors.

The Board has established a Board Risk Committee and a Board Audit Committee, in line with the CBI's governance requirements for insurance companies, each chaired by an Independent Non-Executive Director.

The governance structure in Acorn Life Group Limited comprises the Board of Directors who are responsible for organising and directing the affairs of the Company.

The Board of Directors of ALGL as at year end is comprised of:

- 1. Mr Gerry O'Connell, (Non-Executive)
- 2. Mr Patrick Byrne, CEO
- 3. Mr John Gibson (Independent Non-Executive)

The Company Secretary is Mr Sean Harte.

#### Acorn Life Board Risk Committee (Chaired by Mr James Kehoe)

The purpose of the Committee is to ensure that all potential business risks are identified, evaluated, mitigated and controlled. The Committee provides oversight and advice to the Board on the current risk exposures, risk appetite, risk policies and future risk strategy of the Company. The committee oversees the risk management function of the Company. The Committee oversees the implementation of the ORSA policy, reviews and approves the methodology for the ORSA process, and reviews and provides initial challenge to the results of the ORSA, reviews the ORSA report and ORSA Supervisory reports and recommends them to the Board for approval. It also considers Risk Appetite and Solvency II policy reviews before recommendation to the Board for approval. During 2016, a change was made to the governance structure so that the Compliance Function now reports to the Board via the Board Risk Committee whereas previously it reported directly to the Board.

#### Acorn Life Board Audit Committee (Chaired by Mr Paul Shelly)

The purpose of the Board Audit Committee is to ensure that the inherent risks within the business are subject to an appropriate level of independent review and to give comfort to the Board that the assets of Acorn Life are being safeguarded and that integrity of data is not being compromised. It reviews with external auditors, the scope and subsequently the result of the annual external audit, assesses auditor independence and the effectiveness of the audit process, reviews the preliminary Financial Statements and annual accounts of Acorn Life before recommending to the Board for approval

#### **B.1.3 Key Functions**

As required by Solvency II, Risk Management, Actuarial, Compliance and Internal Audit are considered key functions with governance responsibilities to ensure the sound and prudent management of the business.

#### **B.1.3.1** Risk Management

Acorn Life has a Risk Function, responsible for the oversight and management of risk within the organisation. The Chief Risk Officer (CRO) leads the Risk Management Function. The CRO reports to the CEO and has a direct line of responsibility to the Board Risk Committee and to the Board. The Risk Management Function is

responsible for providing direction, guidance and support to the business with regard to the Company's risk management systems, and for ensuring that a consistent process is applied across Acorn Life for managing risk. It has the primary responsibility for designing the framework that is applied by Acorn Life in identifying, assessing, measuring, mitigating and monitoring risks. The Risk Management Function also undertakes independent monitoring of risk management systems and processes to assist the Company, and the Board of Directors, in assessing the robustness of the Company's risk management processes.

More information on the Risk Function can be found in section B.3 below.

#### **B.1.3.2** Compliance

Acorn Life has an independent Compliance Function with responsibility for the oversight of compliance within the business. The Compliance Function reports to the Board Risk Committee. More information on the Compliance Function can be found in section B.4 below.

Acorn Insurance has an independent Compliance Function with responsibility for the oversight of compliance within the business. The Compliance Function reports to the Board. More information on the Compliance Function can be found in section B.4 below.

#### **B.1.3.3 Internal Audit**

The Internal Audit Function's role is to support the Board and the management of the Acorn Life in achieving its strategic and operational objectives and in discharging its control and corporate governance responsibilities.

It satisfies this purpose by providing the Audit Committee and the Chief Executive Officer with independent assurance as to whether adequate and effective risk management, governance and internal control procedures are in place and are functioning effectively. The Head of Internal Audit reports to the Board through the Audit Committee Chairman.

The Internal Audit Function is outsourced to PwC. The Head of Internal Audit prepares an annual Audit Plan and individual Terms of Reference for each audit. More information on the Internal Audit Function is included in section B.5 below.

#### **B.1.3.4** Actuarial

Acorn Life has an Actuarial Function headed by the Head of Actuarial Function (HoAF). More information in the Actuarial function can be found in section B.6 below.

#### **B.1.4 Remuneration Policy**

#### **Principles**

The Acorn Life Remuneration Policy is designed to support key business strategies and create a strong, performance-orientated environment. It is designed to attract, motivate and retain talented individuals who will contribute to the success of Acorn Life and to provide clarity on the overall remuneration approach and structure within Acorn Life.

The policy is also cognisant and reflective of obligations of all regulatory codes including but not limited to:

- Consumer Protection Code
- Solvency II
- CBI's guidelines on variable remuneration.

Acorn Life seeks at all times to provide competitive salaries and to reward employees fairly. The duties and responsibilities of each role determine the salary for the position along with the skills and experience of the person appointed to the position.

Acorn Life's remuneration policy is:

- Established, implemented and maintained in line with the undertaking's business and risk management strategy as approved by the Board of Directors
- Consistent with its risk profile, objectives, risk management practices
- Reflective of the long-term interests and performance of the undertaking as a whole and shall incorporate measures aimed at avoiding conflicts of interest
- Designed not to promote excessive risk taking which is not aligned with the tolerable risks as per the risk appetite statement.

Permanent Acorn Life and Acorn Insurance employees are encouraged to join the Acorn Life Defined Contribution Pension Scheme, however it is optional; it is also optional for fixed term contract employees. Only basic salary is pensionable. Acorn Life and Acorn insurance also contribute to the scheme, subject to relevant upper limits. Death in service entitlements also apply.

Acorn Life generally operates an annual Staff Bonus Scheme for designated categories of staff. The scheme aims to reward staff for achieving key company-wide success metrics.

The Staff Bonus Scheme is submitted to the Board annually for approval. Should the Board approve the Bonus Scheme, the criteria and employees entitled thereto will be identified. At present, bonus levels are generally based on targets for persistency, expenses and production across the Company. All qualifying employees receive the bonus as a percentage of their basic salary unless their contract states otherwise.

Independent Non-Executive Directors remuneration consists entirely of a fixed fee. All other Directors participate in the Staff Bonus Scheme.

Dividends of €2 million were paid in 2016 by Acorn Life to Tanis Limited. Acorn Life Group Limited is not considering a dividend in 2017. There were no material transactions between any of the group companies and members of the Boards during 2016.

## B.2 Fit and proper requirements

#### **B.2.1 Fitness & Probity Policy**

The Central Bank Reform Act 2010 provides that any person performing a pre-approval controlled function (a "PCF") or a controlled function (a "CF") must have a level of fitness and probity appropriate to the performance of that particular function. These Fitness and Probity standards require that such individuals must be:

- Competent and capable
- Honest, Ethical and act with Integrity
- Financially sound.

Acorn Life and Acorn Insurance operates a Fitness and Probity Policy which documents the due diligence checks that must be performed for those operating in key roles, including Board directors. Key roles are referred to within the policy as PCFs and approval from the CBI is required to be received prior to the appointment of any person to any such role.

For PCF roles, Acorn Life carries out an assessment of competency that includes the following, where relevant to the role in question:

- Professional qualifications and proof of same
- Experience and personal competency of the individual to carry out the role
- Individual's skill set, including educational and professional background
- Records of previous employments
- References as appropriate
- Concurrent responsibilities
- Individual Questionnaire
- CPD
- Proof of compliance with the Minimum Competency Code where relevant

The Compliance Function of both Acorn Life and Acorn Insurance is responsible for carrying out the assessment in line with the policy, which is then considered by the Board prior to approval.

# B.3 Risk management system including the own risk and solvency assessment

#### **B.3.1 Risk Management Framework**

Acorn Life's risk management system includes the interaction of a number of key components, which operate together as an integrated whole. The key components of the risk management system are as follows:

#### **Risk Universe**

The Risk Universe is Acorn Life's categorisation and definition of the risks facing the business. It provides a common risk language, which is used across the Company. The Company's material risk categories are outlined within the Risk Management Policy.

#### **Risk Appetite**

Risk appetite is the aggregate level and types of risk Acorn Life is willing to assume within its risk capacity to achieve its strategic objectives and business plan. It reflects the Company's risk objectives and influences its culture and operating style. The Company's appetite is determined by its business strategy, risk management competencies and core values.

Acorn Life risk appetite is proposed by the Risk Management Function and is reviewed, challenged and approved by the Risk Committee and the Board of Directors on, at least, an annual basis. The risk management process is designed to manage risk within the appetite. Risk Appetite, limits and trigger levels are integral to the Company's strategic decision-making process, its day-to-day business and risk management.

Acorn Life's Risk Appetite consists of a focused number of key measures which are used by the Board and Senior Management to steer the business from a risk perspective. The parameters used to describe the Risk Appetite are not expected to change significantly year-to-year. However, some parameters may change occasionally to reflect changes in strategy, business volumes and external environment.

Acorn Life uses trigger levels to anticipate breaches of appetite and to initiate management action in advance of the breach occurring. These actions may include avoiding, controlling, transferring or accepting the risk.

A well-articulated Risk Appetite provides Acorn Life with:

- A firm basis for risk input to strategic decisions
- Clear guidance to Senior Management
- Strengthened confidence of external stakeholders
- More efficient use of scarce risk-related resources (e.g. capital and liquidity)
- A basis to apply a holistic enterprise approach to risk management.

#### **Risk Policies**

Risk management processes and requirements of the risk management system are set out for Acorn Life in the Risk Management Policy and other polices which govern the material risks facing the business. Each material risk in the Risk Universe is covered by one of the Company's risk policies. These have been written to provide clear guidance to all levels of staff in Acorn Life on the way it manages material risks.

Policies are ultimately owned at Board level but are owned executively at Senior Management level and there is no appetite for discretion to diverge from policy. Risk Policies set out the principles to be followed to manage the risk within acceptable limits, or bring those risk exposures that are outside limit back within limit. They establish monitoring and reporting requirements and describe consequences and escalation requirements of breaches. They drive risk management actions and address how Acorn Life manages its business and the impact its actions may have on the business. The policies also link directly to the governance requirements of Acorn Life.

Certain policies may be supported by more detailed procedures and documented methodologies, where required. These provide operational guidance at a process level and their application is reviewed by the Internal Audit Function of Acorn Life.

#### **Risk Identification**

The risks that Acorn Life faces are identified at company and departmental levels and logged on the Risk Register. The risk identification process is carried out by individual risk owners within the business, facilitated by the Risk Management Function. The Risk Management Function ensures that the risk identification process is refreshed by the business on a regular basis. The business is also required to report all risk incidents, and any emerging risk identified, to the Risk Management Function.

Acorn Life appreciates that planned changes to products and business processes may affect the risk profile of the Company. Consequently, the business is required to analyse the risk of all proposed changes to products and business processes to ensure that any new risks are identified in a timely manner.

There are a number of processes by which risks are identified and brought to the attention of the Risk Management Function:

- Quarterly Risk Reporting
- Annual Risk Appetite Review
- Clear Risk Reporting Lines
- The Annual ORSA Process
- Risk Event Reporting

#### **The Annual ORSA process**

Each year the risk function in Acorn Life interacts with Senior Management and the heads of all departments of Acorn Life as part of the Own Solvency Needs (OSN) assessment. This assessment encourages department heads to identify all significant risks to which their area is exposed including emerging and evolving risks. These risks are documented as part of the ORSA Report. Stress testing and scenario analysis, used as part of the ORSA process, are also used as risk management tools. The Board reviews and approves the ORSA report annually.

The aggregate impact of risks is assessed on an annual basis by way of the ORSA process that is facilitated by the Risk Management Function. The ORSA provides the Senior Management Committee and the Board with detailed information on the risks of the business, the cost of assuming or mitigating the risk, and how it compares to the Company's risk appetite and solvency position.

The Group ORSA for 2016 was prepared in accordance with the requirements of the Central Bank of Ireland.

#### **Risk Assessment and Measurement**

Robust risk assessment and measurement is necessary to generate appropriate management information that enables informed decision-making. Acorn Life risk assessment and measurement methodologies are based on industry practice and form a key part of the Company's policy and procedures. Each methodology explains how the measurement process works from the identification of a risk, through to the assessment of the risk, its quantification (if appropriate), and the assessment of the capital (or other risk mitigant) that Acorn Life should set aside to mitigate the risk.

Key Risk Indicators (KRIs) and Key Risk Controls (KRCs) are monitored on a regular basis by the Risk Management Function. If there are significant movements in the values of the parameters used for measuring risk, the Risk Management Function instigates appropriate action by the business, and the Senior Management Committee, within a fixed timeline. Risk management action may also be required if there is a significant business change proposal (e.g. revised business plan / strategy) or material new information emerges regarding the business environment.

#### **Risk Control**

Acorn Life implements a number of controls to manage risks (e.g. investment mandates, reinsurance, liquidity buffers and process requirements). Relevant risk mitigants may reduce the likelihood and/or the impact of the risk. Control effectiveness is required to be taken into consideration while assessing and aggregating risks.

The regular review and measurement of the Company's risk profile contributes to the assessment of the amount of own solvency capital the business needs and/or the need for additional risk controls.

The process of implementing control improvements is owned by the business, reviewed by the Risk Function and overseen and directed by the Board.

Any business change (as opposed to a process change) proposal requires that a risk analysis be performed. This analysis identifies control improvements that are necessary to manage any increase in risk that might result from the change.

#### **Risk Monitoring and Reporting**

In Acorn Life each business unit has responsibility for operating the risk management system and reporting information on adherence to the prescribed system to the Risk Management Function. The Risk Management Function reviews and challenges the information provided and reports to the Board (via the Board Risk Committee) on the level of risk, the risks to new initiatives, the status of the control framework and the effectiveness of the risk management system. The Internal Audit Function tests key controls and provides assurance over the control environment within the business, including its risk management processes, as relevant.

Acorn Life has developed a suite of risk metrics and management information to facilitate and support effective risk management and decision-making at all levels of the Company. The management information contains a mix of financial, risk and operational indicators to ensure that reporting is clear, consistent and efficient. Reports aim to provide information that is appropriately balanced between predictive and historic data, and includes commentary and explanations where relevant. Overall, there is an emphasis on analysis of forward-looking information as opposed to mere production of risk data. Acorn Life monitors and reports a comprehensive range of KRIs and KRCs which are outlined in the Risk Management Policy.

#### **Risk Management Function**

The Chief Risk Officer (CRO) leads the Risk Management Function which maintains and monitors the effectiveness of the risk management policy and framework in Acorn Life. The CRO has a direct line of responsibility to the Board Risk Committee and to the Board. The CRO also provides input, via the Senior Management Committee, into ongoing business decisions, ensuring consistency with risk policies and any Board escalation protocols.

#### The Risk Management Function:

- Assists the Board, and its Risk Committee, in the effective operation of the Company's risk management system.
- Facilitates, and provides inputs into, the process of setting the risk strategy and appetite of the Company.
- Facilitates the process by which the business identifies and assesses the risks it faces (including emerging risks) and maintains a central repository of all risks facing the business along with the corresponding controls and mitigation measures in place.
- Supports the business in developing and implementing risk policies, risk identification, monitoring and reporting.
- Ensures that risk policies and procedures are communicated throughout the business in order to foster the risk culture set out by the Board.

- Monitors that the risk policies, procedures and the risk governance framework are up to date and fit for purpose.
- Monitors the effectiveness of the risk management system by utilising Key Risk Indicators ("KRIs") and Key Risk Controls ("KRCs").
- Monitors the overall risk profile of Acorn Life and reports to the Board Risk Committee, on a quarterly basis, on the Company's risk exposures against its risk appetite, key risk events and also on emerging risks facing the Company.
- Advises the Board, and its Risk Committee, on risk management matters including in relation to strategy, investment and change projects.
- Fulfils a stewardship role with respect to embedding the Company's risk culture, and the policies and processes that support it, within the business.

## B.4 Internal control system

#### **B.4.1 Internal Control Framework**

Acorn Life's internal control framework consists of a combination of elements as described below.

#### **B.4.1.1** Governance and Internal Control structures:

- a) The Board of Acorn Life is ultimately responsible for setting and overseeing the Internal Control Framework
- b) The Board has delegated the responsibility for the establishment, review and maintenance of the system of internal control to its Risk and Audit Committees
- c) A number of key control functions within Acorn Life (Risk, Compliance and Internal Audit), provide guidance, set relevant policies and provide assurance on the internal control environment.

#### **B.4.1.2** Three Lines of defence:

Acorn Life has adopted the 3 lines of defence approach to internal control as follows:

- The first line of defence encompasses the business functions which carry out the day-to-day operations of the organisation.
- The second line of defence sets control policies and undertakes monitoring and surveillance of business operations.
- The third line of defence undertakes independent monitoring and assurance activities. Internal Audit provides independent assurance in relation to the various frameworks and controls in the 1st and 2nd lines of defence.

#### **B.4.1.3** Policies

A suite of supporting policies is in place, approved by the Board, implemented and maintained by the business functions. The policies set out the minimum standards with which Acorn Life must comply. The policies are implemented throughout Acorn Life via processes, procedures and controls. Policies are reviewed annually by the Board.

#### **B.4.1.4 Training:**

Acorn Life provides relevant internal control training to all staff, the content of this training will include but is not limited to:

- The importance of an adequate system of internal control for Acorn Life
- The roles and responsibility toward internal control, tailored for the level of staff being trained
- Reporting lines for potential control deficiencies/failures.

#### **B.4.1.5 General Accounting Controls**

Acorn Life and Acorn insurance developed and maintain an appropriate internal accounting control system including internal controls at different levels and operational structures, for different time periods and with different levels of detail, as needed. Acorn Life and Acorn Insurance also make use of appropriate manual and IT controls.

General Accounting Control activities include but are not limited to:

- Approvals, authorisations, verifications, reconciliations, management reviews, and other appropriate measures applicable to each business area and unit;
- Development of accounting policies and procedures to ensure accounting records provide a true and accurate view of the financial position (this is reviewed by external audit on an annual basis and by internal audit as and when required) of Acorn Life
- Physical controls to the premises and assets
- Access control to key financial data
- Checks on agreed exposure limits (e.g. deposit limits) and operating principles
- Appropriate segregation of duties.

#### **B.4.1.6 Communication**

A formal line of communication is developed to ensure all staff report on:

- Control breaches
- Control deficiencies
- Fraudulent activities

Acorn Life and Acorn Insurance ensure quality, timely, accurate and complete reporting and will encourage suggestions for improvements.

Acorn Life's reporting lines are designed to enable functional managers to inform the risk management function, internal audit, compliance and actuarial functions of facts relevant to the performance of their duties.

#### **B.4.1.7 Monitoring and Reporting**

Monitoring and reporting mechanisms are implemented and take place on an on-going basis in order to:

- Provide timely and relevant information relating to the internal control framework to assist management in decision-making processes, this includes financial and non-financial data
- Report annually on the overall state on Acorn Life's internal control (Risk Management Committee);
- Identify deficiencies in the system of internal control and to rectify them in a timely manner.
- Regular internal audits are conducted as required over the process of internal control by the Internal Audit department, in addition to the internal audits reviews will be performed by the Compliance Function to ensure compliance with all relevant codes, policies and regulatory requirements. The results of these reviews will be reported to relevant areas.

In addition to the above, Acorn Life shall ensure that the mechanisms within internal control provide information for decision making processes in a timely manner for reporting to the Board.

#### **B.4.1.8 Compliance Function**

The Compliance Function of Acorn Life and Acorn Insurance undertakes the following key roles and responsibilities:

- Ensures compliance with all relevant legislation
- Establishes a Compliance Plan an Annual Compliance Plan will be approved by the Compliance Committee, Senior Management and the Board of Directors
- Promotes a Culture of Compliance
- Identifies External Requirements and Trends
- Advises the Board and management of new and upcoming regulations and assists in making submissions on behalf of Acorn Life to both the CBI and industry bodies
- Issues Policies and provides Guidance
- Acts as a business partner by providing strategic, transactional and day to day compliance advice and direction. This includes providing interpretation and judgement in respect of business practices and applicable rules
- Establishes a compliance universe of applicable legislation, regulation, codes and guidance and identifies
  areas within the business responsible for the operation of compliant processes and controls relevant to
  each requirement
- Undertakes an annual programme of independent risk based compliance monitoring and reporting

- Maintains a log of breaches and errors and will identify compliance risks and issues ongoing remediation recommendations to the respective departments and management
- Organises the Compliance Committee and ensures it meets regularly
- Ensures the Compliance Committee meets regularly and acts in accordance with this System of Governance Policy document and its terms of reference
- Ensures that all directors, staff and agents are trained on their obligations under relevant codes and regulations and ensures AML monitoring is reported to the Board and Compliance Committees.

This is a non-exhaustive list of items that are conducted by the Compliance Function. From time to time the Compliance Function may also be involved in certain first line of defence projects. During the tenure of these projects, the Compliance Function will always ensure that its independence will never be undermined. Furthermore, the Compliance Function will not be involved in any activities where the performance of tasks gives rise to potential conflicts of interest.

### **B.5 Internal Audit Function**

Acorn Life third line of defence against risk is comprised of the Internal Audit Function and the Audit Committee.

The role of Head of Internal Audit is outsourced to PWC, thus ensuring the role is independent from other operational functions within the Company. The outsourcing allows Acorn Life to have access to areas of technical expertise in Finance, Actuarial, Systems, Compliance and Risk which given the size of the organisation would otherwise prove very difficult to afford.

The responsibilities of Internal Audit are defined by the Board in its term of reference which are approved by the Board. Internal Audit examines and evaluates the functioning of the Company's internal controls and other elements of the Company's system of governance, as well as the adequacy of and compliance with regulatory obligations, internal strategies, policies, processes and reporting procedures. Internal Audit exists to provide Acorn Life with independent assessments of the quality of internal controls and administrative process and provide recommendations and suggestions for continuous improvement.

The Internal Audit Function reports on the relevant audit items to the Audit Committee, including audit findings from completed reviews, audits in progress and any notable issues including overdue actions.

A standing item on Board meetings in Acorn Life is an update from the Chairman of the Audit Committee of issues raised at Audit Committee and recommendations arising from the Audit Committee.

Acorn Insurance may require Internal Audit to carry specific audits if and when deemed necessary. These reports are reported directly to the board of Acorn Insurance.

## **B.6 Actuarial Function**

Acorn Life has an Actuarial Function headed by the Head of Actuarial Function (HoAF). A brief summary of responsibilities of the Actuarial Function are:

- Coordinating the calculation of Technical Provisions, Reinsurance Recoverables and Solvency Capital Requirement on a quarterly basis
- Reporting to the Board and the CBI in line with requirements under both Solvency II and the CBI's
   "Domestic Actuarial Regime and Related Governance Requirements" (e.g. the Actuarial Function Report,
   Actuarial Opinion on Technical Provisions (AOTPs), Actuarial Report on Technical Provisions (ARTPs)
- Ensuring that the calculation of Technical Provisions is appropriately controlled and reporting any deficiencies in the control environment to the Board
- Providing an annual opinion on the ORSA, Underwriting and Reinsurance arrangements of the organisation
- Completing cash-flow and capital modelling, stress and scenario modelling for input to the ORSA process.
- Assisting with production of SFCR and RSR reports annually
- Embedded value calculations
- Experience analyses
- Pricing
- Considering PRE (Policyholder Reasonable Expectations)
- Providing recommendations on dividends

## **B.7** Outsourcing

Acorn Life has a Board approved outsourcing policy which documents the requirements for the management of outsourcing contracts and service providers. It sets out requirements to identify and justify outsourcing risks and costs, and to implement outsourcing arrangements for the Company. Outsourcing involves transferring responsibility for carrying out an activity to an outsourcing provider for an agreed charge. The outsourcer provides services to Acorn Life based on an agreed contract.

The policy specifies the contractual controls Acorn Life is to have in place with the outsourcing providers to address day to day operations and potential risks involved.

The benefits of outsourcing must be balanced against the risks. This policy assists in choosing the right outsourcing provider ensuring that the Solvency II requirements on outsourcing are complied with, including prior notification to the CBI (where applicable), assessing the risks and ensuring risk appetite alignment, identifying the benefits, carrying out appropriate due diligence, setting service level agreements and forming a contract so that a successful partnership will prevail.

When Acorn Life contracts a third party to process personal information on its behalf, it remains responsible for the personal information processed. The Board of Directors and Senior Management are responsible for ensuring that the outsourcing policy and agreed outsourcing contracts are followed.

Critical or important outsourcing arrangements are defined in the policy as follows:

- The outsourced function or activity is essential to the operation of Acorn Life;
- Acorn Life would be unable to deliver its services to policyholders without the function or activity;
- Responsibility for the performance of a business function is discharged fully to the outsourced company but Acorn Life retains ultimate responsibility for discharging its obligations.

The policy also covers Inter-Group Outsourcing arrangements, Business Continuity Management and ongoing monitoring and management of outsourcing relationships.

A report on the performance of the Company's outsourcing arrangements is provided at least annually to the Board and a monitoring schedule is in place for all critical and important outsourcing contracts.

Acorn Life has put in place the following critical and important outsourcing arrangements including details of the jurisdiction of the service provider and the internal owner of the relationship with the service provider:

Outsourced Activity	Jurisdiction of Outsourcing Provider	Internal Owner
Fund management services	United Kingdom	Head of Investment
Unit Trust administration services and Pensioner Trustee services for Self-Directed Pension contracts	Ireland	CFO
Tele Interviewing	United Kingdom	Head of Underwriting
Internal Audit	Ireland	CFO

Acorn Insurance does not have any critical and important outsourcing arrangements. In addition, there are no material intra-group outsourcing arrangements.

## B.8 Assessment of governance and any other disclosures

Acorn Life commissioned an independent review of the Company's compliance with Corporate Governance Requirements for Insurance Undertakings during 2016 and has concluded that it effectively provides for the

sound and prudent management of the business, which the operations of the Company.	ch is proportionate to the nature, scale and complexity of

## C. RISK PROFILE

The following is a summary of the Gross Group SCR (before tax relief & diversification):

	SCR Amount	SCR %
Underwriting Risk	€20.1m	50.5%
Market Risk	€12.7m	31.9%
Counterparty Risk	€5.9m	14.8%
Operational Risk	€1.1m	2.8%
Solvency Capital Requirement (before tax relief & diversification)	€39.8m	100%

## C.1 Underwriting risk

#### **C.1.1 RISK EXPOSURE**

The group's exposure to underwriting risks arise from the underwriting activities of Acorn Life. Underwriting Risks relates to the uncertainty regarding the occurrence, amount or timing of insurance claims, income, payments or liabilities.

Acorn Life is in the business of accepting mortality and morbidity risk in order to generate profits for shareholders. Acorn Life takes a generally prudent approach to managing underwriting risk and has a framework for underwriting new business and managing claims in a manner that is consistent with the pricing basis and reinsurance agreements currently in place.

The material product lines and the risks associated with them which Acorn Life is willing to accept are summarised in the table below:

Product	Risk Exposure
Protection Life Plan including:	
Life cover benefit	Mortality risk
Critical illness benefit	Morbidity risk
Hospital cash benefit	Expense risk
Surgical cash benefit	Lapse risk
Accidental Injury benefit	Market risk
Accidental death benefit	Children's mortality risk
<ul> <li>Personal accident benefit</li> </ul>	Children's critical illness risk
<ul> <li>Premium protection benefit</li> </ul>	Children's hospital cash benefit

		Unit pricing
•	Direct sales force business Also sold through Hello.ie  Insions including: Single premium personal pension plan Personal pension plan Executive pension plan Personal retirement bond Approved retirement funds Approved minimum retirement fund Self-Directed pension plan	<ul> <li>Mortality risk</li> <li>Lapse risk</li> <li>Expense risk</li> <li>Lapse risk</li> <li>Market risk</li> <li>Unit pricing</li> </ul>
Sav	rings and investments including:	
•	Savings plan Investment bond	<ul> <li>Expense risk</li> <li>Lapse risk</li> <li>Market risk</li> <li>Unit pricing</li> </ul>

#### **Mortality Risk**

Acorn Life is exposed to the risk of mortality being higher than expected which can arise through adverse experience trends, mis-priced charges, anti-selection, catastrophe or risk concentrations.

Given Acorn Life's relatively small book of business, especially for clients at older ages, mortality experience has experienced natural fluctuations year on year. However, over the course of time, the long term average has been shown to be stable.

#### **Morbidity Risk**

Acorn Life is exposed to the risk that illness experience is worse than expected on the following benefits:

- Critical Illness Cover
- Hospital Cash Cover
- Surgical Cash Cover
- Accidental Injury Cover
- Personal Accident Cover
- Waiver of Premium Benefit

Acorn Life's experience in recent years has seen year on year volatility in morbidity claims. However the long term trend has remained steady.

#### **Lapse Risk**

Acorn Life is exposed to a risk of lapses being higher or lower than expected, as well as the possibility of a once off lapse event.

It is important that, in the long term, the business base continues to expand. High lapses do not significantly affect solvency in the short term however reduced profits emerging as a result over the longer term will subsequently have an adverse impact on solvency in the medium to long term.

Lapse rates can be driven by the wider economy and therefore management have little control over movements in a given year.

#### **Expense Risk**

Expense risk is very relevant to Acorn Life. The charges deducted from both new and in-force policies aim to cover expenses incurred in running the business. Much of the cost base is relatively fixed and therefore covering costs depends on having sufficient numbers of policies on the books.

#### **Risk Monitoring**

It is the responsibility of the HoAF, with support from other areas of the business such as Sales and Marketing, Underwriting and Finance to monitor the principal risk factors influencing the profitability of business to be written during the next year.

The HoAF maintains appropriate processes to monitor these factors on a regular basis.

This includes at least the following:

- Quarterly monitoring of new business volumes and mix versus the business plan.
- Regular monitoring of business mix by gender to ensure the basis for gender-neutral pricing remains appropriate.
- Monthly analysis of change in embedded value including value of new business sold and experience variance impacts.
- Monthly monitoring of lapse, claim and expense experience compared with both the business plan and adverse ORSA scenarios for each of these risks.

The HoAF's assessment of these risk factors, their likely impact on future profitability and any need to re-price must be included in the annual opinion on underwriting which is part of the Actuarial Function Report.

Profitability is monitored regularly at a high level through monthly experience investigations and Embedded Value analysis.

Acorn Life does not use special purpose vehicles as described under Article 211 of Solvency II Directive.

#### **C.1.2 RISK CONCENTRATION**

Acorn Life as an insurer that sells a range of products mainly through its agency distribution within the domestic market only, accepts that its preferred strategy incorporates some element of concentration risk. However, the HoAF monitors concentrations of risk on a regular basis and is currently satisfied that Acorn Life is not currently exposed to excessive concentrations of risk. Any potential future excessive concentrations of risk would be managed through reinsurance and/or other appropriate mitigation techniques.

There is no significant risk concentration at the level of the group.

#### **C.1.3 RISK MITIGATION**

### **C.1.3.1.** The Underwriting Process

The Underwriting process is the primary method by which mortality and morbidity risks are mitigated.

- It is Acorn Life's policy to follow SCOR's underwriting philosophy to underwrite all new policies and ancillary benefits that are covered by existing reinsurance contracts.
- The Head of Underwriting is responsible for ensuring that sufficient training is in place for Underwriters on the use of the reinsurer's underwriting manual.
- The Head of Underwriting is responsible for ensuring that the underwriting manual sufficiently mitigates the risk of anti-selection through appropriate medical and financial underwriting.
- All Underwriters must be members of an appropriate professional body, to be designated by the Head of Underwriting, and must engage in continuing professional development activities

#### **C.1.3.2 The Claims Process**

- Acorn Life maintain a Claims Management manual at all times which sets out the claims management process in detail.
- It is the responsibility of the Head of Claims to ensure that all claims handlers have sufficient training around using the claims manual.
- Any changes in the Claims Management manual must be approved by the Head of Claims.
- Any changes to the Claims philosophy must be agreed with our reinsurers.

#### C.1.3.3. Reinsurance

Reinsurance arrangements are in place to cover a proportion of sums assured on death, critical illness and accidental death benefits

Reinsurance is a key risk management tool which reduces the volatility of cash flows, transfers risk to a third party that is independent of Acorn Life and reduces Acorn Life's SCR. The primary objectives of Acorn Life's reinsurance strategy are as follows:

- Reduce the volatility of cash flows
- Cap exposure to individual lives
- Raise capital/increase capacity to write new business
- Reduce the volatility of own funds
- Reduce the size and volatility of the SCR
- Support the pricing of new business

- Support the underwriting and claims management processes
- Support the product design process

Acorn Life currently reinsures sums at risk with two reinsurers, Munich Re and SCOR.

- Both reinsurers have a current (as at 5 May 2017) credit-rating of AA3 (with Moody's) which means there is no breach of Acorn Life's Risk Appetite.
- Credit risk associated with both reinsurers is considered to be currently very low.

Acorn Life also has two reinsurance financing arrangements currently in place.

#### **C.1.4 RISK SENSITIVITY**

As part of the ORSA process in 2016, a number of underwriting stresses were tested. These included expense, claims and lapse stresses as well as increases in reinsurance costs. In addition, several scenarios which looked at a combination of stresses, including underwriting stresses, were analysed. These stresses involved the recalculation of the projected Solvency II own funds and capital requirements (SCR) to determine if Acorn Life would have sufficient own funds to cover the SCR at each future point in time. In terms of standalone stresses the underwriting stress which was most onerous was the mass lapse stress where Acorn Life is assumed to lose a large proportion of its portfolio immediately. Even in this extreme stress the Company's free assets remained positive i.e. solvency coverage remained above 100% with own funds continuing to exceed solvency capital requirements over the business planning horizon.

### C.2 Market risk

### **C.2.1 RISK EXPOSURE**

Market Risk in Acorn Life arises from the level or volatility of market prices of financial instruments. Exposure to market risk is measured by the impact of movements in the level of financial variables such as stock prices, interest rates, immovable property prices and exchange rates.

The overall Market Risk SCR calculated at 31<sup>st</sup> December was €12.7m made up of Interest Rate, Equity, Spread, Currency and Property Risk SCRs.

Acorn Life pursues a policy of full matching in terms of policyholder liabilities (except for daily mismatching that occurs naturally due to facilitation of daily transactions, limits are set out in the ALM policy) and has no appetite for other mismatching of policyholder unit liabilities in any way as reflected in the policy.

Shareholder funds are invested in highly liquid assets (cash, gilts, bank deposits, trackers, bonds) and in the Head Office property and these are exposed to a number of financial risks. Acorn Life is comfortable to hold the Head Office building as its only direct property investment and has no additional appetite for direct property investment of shareholder funds at this time. This is subject to Board review. Overall investment policy for shareholder funds is covered in the Investment Policy.

Interest rate risk exposure is not material for Acorn Life. Acorn Life is exposed to an element of interest rate risk through shareholder gilt and corporate bond holdings, DB scheme assets, shareholder tracker holdings and indirectly through policyholder funds.

Equity Risk SCR is calculated in respect of DB scheme assets, shareholder tracker holdings and indirectly through management charges on policyholder funds; it comprises over 60% of total Market SCR. A successful ETV process over the year reduced the Market Risk SCR materially as the assets in the scheme were significantly reduced. The income generated through unit related charges on policyholder funds makes this SCR significant for Acorn Life. However the net impact of the Equity SCR on free assets is not material due to the presence of a corresponding asset (a negative Technical Provision representing the present value of future profits including charges levied on policyholders' equity exposures) permissible for solvency purposes.

The Property Risk SCR generated in respect of the Head Office property is not material.

The Spread Risk SCR is calculated in respect of Shareholders' Corporate Bond Holding, Shareholders' Tracker Holding, Policyholder Funds (and hence future management charges generated) and is about 15% of overall Market SCR

Investments are made in accordance with the Prudent Person Principle giving due regard to the security, quality, liquidity and profitability of individual investments and the portfolio as a whole. Investment is limited to certain asset classes and internal risk limits. Tolerance levels have been calibrated to ensure Acorn Life achieves the desired portfolio profile.

#### **C.2.2 RISK CONCENTRATION**

Acorn Life is exposed to Concentration Risk via its fixed term bank deposits. The exposure to any single bank is limited however as set out in the Company's Treasury Policy. Deposits are therefore well diversified which reduces the Concentration Risk exposure.

#### **C.2.3 RISK MITIGATION**

As per above, Acorn Life has in place board approved policies for:

- Investment and Market Risk Management
- Asset and Liability Management (ALM) Policy, and
- Liquidity Risk Management Policy

Acorn Life has also established market risk limits with respect to the investment portfolio.

Interest rate risk – The Shareholder's appetite for interest rate risk is defined by the Investment policy in respect of Government Bonds, Corporate Bonds, Tracker holdings and unit fund mismatches. It is accepted that the shareholder is also exposed to interest rate risk indirectly through management charge margins generated on policyholder assets

Equity risk – Acorn Life has no appetite to invest Shareholders' assets directly in equities. Acorn Life policy in respect of exposure to equity risk through Tracker holdings and unit fund mismatches are set out in the Investment Policy. It is accepted that the shareholder is exposed to equity risk indirectly through management charge margins generated on policyholder assets.

Credit spread risk –The shareholder's appetite for credit spread risk is defined by the Investment Policy in respect of Government Bonds, Corporate Bonds and Tracker holdings and unit fund mismatches. It is accepted that the shareholder is exposed to credit spread risk indirectly through management charge margins generated by policyholder assets.

Currency risk - Acorn Life has no appetite to invest Shareholders' assets directly in foreign currency. Acorn Life policy in respect of exposure to currency risk through unit fund mismatches is set out in the 'Investment Policy. It is accepted that the shareholder is exposed to currency risk indirectly through management charge margins generated on policyholder assets

### **Valuation Policy**

Shareholder assets are not invested in complex products that are difficult to value and has a valuation source for each asset class in the investment portfolio.

The procedure for the valuation of investment assets (excluding bank placements) and other assets giving rise to market risk is as follows:

- Monthly valuations for bond and gilt investments are provided by the Company's brokers.
- Tracker deposit/bond values are provided by the investment bank on a monthly basis.
- The freehold property is revalued by an independent valuation specialist on an annual basis.

#### **C.2.4 RISK SENSITIVITY**

Market Risk stresses and sensitivity tests are carried out annually through the ORSA process and Actuarial Function Report. As part of the ORSA process in 2016, a number of market stresses were tested. These included an equity shock leading to a reduction in unit-linked fund values and changes in interest rates and fund growth rates. In addition, several scenarios looked at a combination of stresses, including market stresses. In terms of standalone stresses, Acorn Life was able to comfortably withstand adverse changes in market values.

### C.3 Credit risk

### **C.3.1 RISK EXPOSURE**

Credit (Counterparty) Risk is the risk of financial loss arising from an obligator, borrower, issuer, surety, guarantor or counterparty who fails to meet its obligations in accordance with agreed terms. Exposure to this risk occurs any time funds are extended, committed or invested though actual or implied contractual agreements. The Group as a very low appetite for credit risk. The Group manages this risk carefully by applying a strict set of criteria to investments, confining its dealings to institutions of high creditworthiness and monitoring relevant exposures to counterparties.

The Group has some credit risk exposures to banks via its overnight cash deposits although there is a limit in terms of exposure to a single bank. Acorn Insurance operates a credit facility in relation to the funding of premiums which results in an exposure to counterparty default risk.

Acorn Life currently avails of reinsurance through two reinsurers, Munich Re and SCOR. In line with the Company's Risk Appetite Statement, both reinsurers have a current Moody's credit-rating of greater than A (both are rated "AA3" as at 5 May 2017) and an SCR coverage in excess of 125%. The credit risk associated with both reinsurers is thus currently very low. Acorn Life's current regulatory free asset position (excess of Own Funds over the Solvency Capital Requirement) is more than sufficient to absorb an immediate default of either/both reinsurers.

In compliance with the Solvency II Prudent Person Principle, it is Acorn Life's policy to match policyholder unit linked liabilities fully with unit-linked assets.

#### **C.3.2 RISK CONCENTRATION**

While Pre-1998 Sums at Risk are reinsured by Munich Re, all other Sums at Risk in force, including new business, are reinsured by SCOR. Acorn Life currently reinsures approximately 47% of total sums insured, the majority of which are reinsured by SCOR. This position represents a concentration risk in terms of significant exposure to one reinsurer. Acorn Life is however confident that alternative cover would be available if SCOR were to withdraw from the market or increase prices. If a particular type of reinsurance became too expensive, Acorn Life have the option to cease or reduce the level of reinsurance cover, subject to an analysis of the impact of a such a decision on the current and future solvency position of the Company.

The investment policy and Risk Appetite policy sets out clear limits with respect to concentrations of deposits/investments with individual institutions.

#### **C.3.3 RISK MITIGATION**

The Risk Appetite Statement sets out limits on reinsurers' credit ratings to limit credit risk.

There are limits on the amount that can be deposited with a single bank and on the ratings of banks that Acorn Life will deal with.

Acorn Life is permitted to invest in Government and Corporate bonds but there are limits on credit ratings and Board Risk Committee approval is needed before the purchase of bonds above a certain duration/size.

Bond investments are to be admitted for trading on a regulated financial market.

### **C.3.4 RISK SENSITIVITY**

The ORSA report considers the impact of a full default of one of Acorn Life's counterparties (c€6m impact on free assets). Applying this stress, the solvency coverage ratio fell but remained well above 100%.

### C.4 Liquidity risk

### **C.4.1 RISK EXPOSURE**

Liquidity risk is defined as the risk that Acorn Life either does not have sufficient financial resources to meet obligations as they fall due or can only secure such financial resources at excessive cost.

At 31 December 2016, the Company held assets of €705m on its Solvency II Balance Sheet in order to meet the Company's liabilities and Solvency Capital Requirement (SCR). €700m of these assets were held in liquid investments. The HoAF has also performed an assessment of the liquidity position of assets representing Own Funds in particular. At 31 December 2016, Acorn Life held Own Funds of €12.9m over and above the Solvency Capital Requirement. The entire €12.9m was held in highly liquid investments. The HoAF is very satisfied with the Company's current liquidity position.

Acorn Life is exposed to liquidity risk as a result of its business operations including cash flow timing mismatches between policyholder obligations and claims and re-insurance recoveries as well as cash flow obligations arising on operating expenses, taxation, dividends and other liabilities.

Acorn Insurance is exposed to liquidity risk as a result of its business operations including cash flow timing mismatches between the transfer of premiums to underwriters and receipt of premium payments from clients and the obligations arising on operating expenses, taxation and other liabilities.

Acorn Life has a limited appetite for liquidity risk and seeks to mitigate it, including via:

- the maintenance of a portfolio of liquid assets and short term/on demand bank placements to ensure that sufficient financial resources are available at all times to allow for settlement of obligations as they fall due;
- active management of re-insurance arrangements to recover claims paid; and
- access to funds from committed borrowing facilities from its bankers.

Acorn Life is exposed to a general Liquidity Risk due to the administrative delay between payment of claims and recovery of reinsurance. Balances due from reinsurers are tracked quarterly by the Finance Function and reported to the Risk Management Function. This allows us to identify any unreasonable delays in the recovery of reinsurance and to address the issue with the reinsurer. Acorn Life is satisfied that reinsurance balances are currently settled in a timely fashion and that current balances outstanding are in line with the Risk Appetite Statement. The delay between the payment of a particularly large claim and recovery of the reinsured portion poses a particular Liquidity Risk however. Any such large claims are flagged through the Risk Management System as soon as they become pending and sufficient cash is set aside in advance of payment such that the Liquidity Risk is minimised.

#### C.4.2 RISK CONCENTRATION

Acorn Life does not believe that there are any material liquidity risk concentrations.

#### **C.4.3 RISK MITIGATION**

Free Assets (defined as Own Funds in excess of those required to meet the Solvency Capital Requirement) are backed entirely by Qualifying Liquid Assets as defined in the Liquidity Risk Management Policy.

An amount of at least €1 million is maintained in a callable deposit account at all times. The terms of the Company's call account entitles it to access the funds immediately if required.

Additional term deposits are maintained in maturities of less than one year duration. The maturity profile is actively managed to take account of known and/or expected cash outflows. Acorn Life also has the potential to encash term deposits early subject to breakage penalties.

In managing and/or mitigating liquidity risk the Company:

- Invests in, and maintains a portfolio of, liquid assets in accordance with permissions and limits as defined in this Policy and in the Investment & Market Risk Management Policy;
- Matches unit-linked policies with investment in linked assets with identical duration and cash flow profile subject to minor mismatch limits as set out in the Asset and Liability Management Policy;
- Funds the redemption of client investment contracts by the redemption of the linked assets supporting the contract liability;
- Redeems client trackers only following the receipt of cash flow from the investment bank providing the hedge;
- Notifies the relevant reinsurer for claims in excess of €0.5 million on the day a claim notification is received in order to minimise the timeframe within which cash on reinsurance recoveries is received. These large claims are negotiated on a case-by-case basis;

### Liquidity risk monitoring and reporting

- Cash flow forecasting is performed to determine shortages/excesses in cash. An analysis by Finance of the inflows and outflows is performed on a monthly basis and this determines the Company's future cash requirements.
- Expected Cash flows are back tested on a monthly basis against actual flows to analyse any deviations from the forecast.
- The maturity profile of bank deposits (the Company's primary source of liquidity) and the composition of the Company's liquid asset portfolio is monitored quarterly at the Finance Committee.
  - An assessment of the liquidity position of Acorn Life's Own Funds is performed on a quarterly basis and reported to the Finance Committee and Board Risk Committee. The projected liquidity position of Acorn Life's assets in excess of liabilities under each scenario examined in the ORSA is highlighted within the annual ORSA report.

### **Expected Profits in Future Premiums ("EPIFP")**

EPIFP is the amount of profit arising from including future premiums in the calculation of Acorn Life's technical provisions. The EPIFP for Acorn Life at 31 December 2016 was €0.82 million.

### **C.4.4 RISK SENSITIVITY**

A meaningful liquidity stress is difficult to apply to a balance sheet with very healthy liquidity; Acorn Life has therefore looked at the level of liquid assets available as a % of total Own funds in excess of the SCR under each ORSA stress scenario. Acorn Life is expected to retain a healthy liquid asset balance in all such scenarios.

### C.5 Operational risk

### **C.5.1 RISK EXPOSURE**

Operational risk is the risk associated with a loss resulting from failed internal processes, human and system errors, fraud or from external events as well as through the direct and indirect consequences of natural or manmade disasters such as terrorist attacks, fire, flood, earthquake and pandemics. Operational risk includes legal risk but excludes strategic and reputational risk. In addition, Acorn Life considers Cyber Security Risk, Outsourcing Risk (see section B.7) and Business Continuity Risk as other key operational risks. Mitigation of operational risk is considered in section C.5.3 below.

### **C.5.2 RISK CONCENTRATION**

Operational risks can occur in a number of different areas. There is no obvious concentration in a particular area.

#### **C.5.3 RISK MITIGATION**

Operational risks are mitigated to a large extent via the use of internal controls and detailed processes and procedures. Acorn Life considers additional risks in its analysis that it feels are necessary for the nature of its business. Based on this, Acorn Life considers it appropriate to hold additional own solvency needs capital of €0.5m over and above that calculated in the SCR for Operational Risks.

### **C.5.4 RISK SENSITIVITY**

Operational risks exposures are considered as part of the ORSA. As explained above this has led to extra capital being set aside to cover such risks.

### C.6 Other material risks

### **Combined Stresses**

In addition to stressing each of the risks discussed in sections C.1 to C.6 above individually. Acorn Life also examined a number of scenarios in which several different stresses were combined. The only scenario that lead to solvency coverage falling below 100% was a severe recession stress which combined falling sales, with market stresses and higher lapses. Even in this scenario solvency coverage only fell below 100% after 5 years and there was no allowance for expense reductions or contingency plans that might lessen the effect of such a stress.

### **Special Purpose Vehicles**

Acorn Life does not use Special Purpose Vehicles.

### **Upstream Regulatory Change**

In the wake of implementation of the new Solvency II regime, the International Association of Insurance Supervisors (IAIS) and regulators across the globe, including European and Irish regulators, are shifting their focus to address the root causes of poor outcomes for insurance customers and are placing greater emphasis on insurer conduct and the consumer protection agenda. Various guidelines and legislation in the space include:

- Product Oversight & Governance requirements (effective from January 2017)
- PRIIPs disclosure requirements (effective January 2018)
- The Insurance Distribution Directive (expected to come into force in February 2018)

Over the coming business planning horizon there are also various other keys areas on which management will focus in the coming years:

- Financial Reporting: A revised international financial reporting standard (IFRS) for insurance contracts was issued in May 2017. The changes involved are broad and complex and will include changes to the way insurance liabilities are measured. The date by which it will become effective is likely to be 1st January 2020.
- Data Protection: The General Data Protection Regulation will come into effect in 2018 and there are impacts for Acorn Life which it is currently analysing.
- 4th EU AML Directive: Must be transposed by June 2017.
- Insurance Product Information Document a standardised presentation format for non-life insurance products.

Regulatory change is constant and Acorn Life monitors upstream regulatory developments through its risk management framework and Compliance Function to ensure that it is prepared for all legislative developments to be assessed and implemented as required within its business.

### Cybersecurity

The risks associated with IT and Cybersecurity are a key area of focus for us given their potential to have serious implications for the consumer protection, financial stability and the overall reputation of the Irish financial system.

In September 2016, the CBI published its Cross Industry Guidance in respect of Information Technology and Cybersecurity Risks and is expecting Boards and Senior Management of regulated firms to fully recognise their responsibilities in relation to IT and cybersecurity governance and risk management and place these among their top priorities.

Acorn Life's Strategy sets out management of Cybersecurity risk as a key focus over the business planning horizon and it is in the process of reviewing the CBI guidelines in order to ensure that it is well placed to withstand such risks in the ever changing world of technology.

### C.7 Any Other Disclosure

The Group does not believe that there is any other information that needs to be disclosed.

### D. VALUATION FOR SOLVENCY PURPOSES

### D.1 Assets

With a few exceptions as described below, the Group recognised and valued its assets for solvency purposes based on the valuation methods it used to prepare its Group Financial Statements, as provided for by Article 9 of Delegated Regulation (EU) 2015/35. Those methods are consistent with the Solvency II valuation rules which require that assets are valued at the amount for which they could be exchanged between knowledgeable and willing parties at an arm's length transaction.

	Statutory accounts value	Valuation Adjustments	Reclassification Adjustments	Solvency II value
Assets	value			
Goodwill	69.500	- 69.500		0
Deferred acquisition costs	21,889,395	- 21,889,395		
Intangible assets	21,669,393	21,000,000		
Deferred tax assets				
Pension benefit surplus	728,000		_	728,000
Property, plant & equipment held for own use	2,639,198		_	2,639,198
Investments (other than assets held for index-linked and unit-linked contracts)	6,299,684		87.780	6,387,464
Property (other than for own use)	0,299,004		01,100	0,307,404
Holdings in related undertakings, including participations				
Equities				
Equities - listed				
Equities - unlisted	-			
Bonds	6,299,684		87,780	6,387,464
Government Bonds	2,889,449		84,308	2,973,757
Corporate Bonds	145,134		3,472	148,606
Structured notes	3,265,101	_	5,472	3,265,101
Collateralised securities	3,265,101	_	_	3,265,101
Collective Investments Undertakings	_			
Derivatives		_	_	
	-			
Deposits other than cash equivalents Other investments	-			
Assets held for index-linked and unit-linked contracts		-	-	
	666,552,472			666,552,472
Loans and mortgages	2,072,719	-	-	2,072,719
Loans on policies	-	-	-	-
Loans and mortgages to individuals	2,072,719	-	-	2,072,719
Other loans and mortgages	-	0.057.044		
Reinsurance recoverables from:	-	- 2,357,911		- 2,357,911
Non-life and health similar to non-life	-	-		-
Non-life excluding health	-	-		-
Health similar to non-life	-			-
Life and health similar to life, excluding health and index-linked and unit-linked	-	52,443		52,443
Health similar to life	-			-
Life excluding health and index-linked and unit-linked	-	52,443		52,443
Life index-linked and unit-linked	-	- 2,410,354		- 2,410,354
Deposits to cedants	-			-
Insurance and intermediaries receivables	203,430	-	-	203,430
Reinsurance receivables	3,063,707		- 2,855,112	208,595
Receivables (trade, not insurance)	679,411	-	-	679,411
Own shares (held directly)	-	-	_	<u>-</u>
Amounts due in respect of own fund items or initial fund called up but not yet pa	-	-	-	-
Cash and cash equivalents	31,169,135			31,169,135
Any other assets, not elsewhere shown	87,780		- 87,780	-
Total assets	735,454,431	- 24,316,806	- 2,855,112	708,282,512

The differences in valuation between GAAP accounting and Solvency II accounting primarily relate to the following:

- Deferred Acquisition Costs: which are not recognised as an asset for the purposes of Solvency II.
- Reinsurance Recoverable: which relates to the present value, net reinsurance cash-flows, calculated in accordance with Solvency II Best Estimate Liability (BEL) rules are show as negative assets for the purposes of Solvency II accounts.
- Goodwill is not recognised as an asset for the purposes of Solvency II.

Remaining adjustments relate to the fact that accrued interest is not included in the market value of assets under the Statutory Accounts but is included in the market value of assets under the Solvency II accounts.

Acorn Life Group Limited does not currently have a deferred tax asset on its Solvency II balance sheet nor has it provided any guarantees.

### D.2 Technical Provisions

### **Technical Provisions by material line of business**

The technical provisions comprise the Best Estimate of the Liabilities ("BEL"), the Risk Margin, Unit-Linked liabilities and other technical provisions relating to policyholders. Technical Provisions are valued for solvency purposes in accordance with the Solvency II valuation rules which require liabilities to be valued at the amount for which they could be transferred, or settled, between knowledgeable and willing parties in an arm's length transaction.

The table below shows the technical provisions at 31 December 2016 by material line of business (in €'000s):

Line of Business	Gross Best Estimate Liability	Risk Margin	Gross Technical Provisions (calculated as a whole)	Recoverables from Reinsurance contracts and SPVs	Total Technical Provisions net of Recoverables
Unit-Linked Life	-29,443	<i>8,27</i> 5	666,507	2,410	647,749
Non-Linked Life	-769	116	0	-52	- <i>70</i> 5
Total	-30,212	8,391	666,507	2,358	647,044

### A. Gross Best Estimate Liability

Acorn Life's BEL is calculated using a gross premium valuation (as required by Solvency II) for all policies in-force and on risk at the valuation date. The BEL is thus calculated as the prospective value of future expected cashflows on a policy-by-policy basis. Future premium income is projected for Decreasing Term Assurance business only. Future premiums are not projected on regular premium Unit-Linked business. This approach is in line with

Solvency II rules regarding contract boundaries. Future claims, investment growth, expenses and lapses are projected consistently with contract boundaries. Negative reserves are permitted.

The BEL is calculated gross of reinsurance, although the cash flow projections include both gross of reinsurance and reinsurance-related cash flows in order to allow separate calculation of the reinsurance recoverables. The BEL calculation allows for future management actions as approved by the Board of Acorn Life.

### Main assumptions

### Claims assumptions

Claims rate assumptions take account of relevant reinsurance information and, where credible, internal experience over the period from 2012 to 2016 inclusive.

#### Investment Growth Rate

The investment growth rate used to project future investment growth on unit-linked funds is derived from the EUR relevant risk-free structure as specified by the Solvency II regulations. Acorn Life used the rates as provided by European Insurance and Occupational Pensions Authority ("EIOPA").

#### Discount Rate

The risk-free interest rate term structure used for discounting the projected cash flows in the technical provisions calculation is the EUR relevant risk-free structure as specified by the Solvency II regulations. Acorn Life used the rates as provided by EIOPA. Acorn Life did not use the matching adjustment or the volatility adjustment at 31 December 2016.

### **Expenses and Inflation**

The expenses incurred in servicing Acorn Life's insurance obligations consist of administration, claims management/handling and overhead expenses. Acorn Life performs a regular expense analysis in order to allocate the expenses between initial and renewal and by type of expense. The best estimate expense assumptions are based on the results of this regular analysis together with budgeted expenses.

Projected investment management expenses are equal to a percentage of the projected future fund values.

The assumption for expense inflation is based on Acorn Life's current best estimate of future salary inflation and non-salary inflation, taking account of uncertainties around the future inflation rate applicable to regulatory costs and IT costs.

#### Lapse assumptions

Lapse assumptions are set with reference to Acorn Life's actual experience over the five year period from 2012 to 2016 inclusive. Lapse assumptions vary by type of business, distribution channel and policy duration in force.

### **B. Risk Margin**

The Risk Margin is an addition to the Best Estimate Liabilities to ensure that the technical provisions as a whole are equivalent to the amount that insurance undertakings would be expected to require in order to take over and meet the insurance obligations. The risk margin is calculated as the amount of capital needed to support the Solvency Capital Requirement over the lifetime of the business at a prescribed cost of capital rate of 6% per annum.

In the calculation of the risk margin, future Solvency Capital Requirements are estimated using appropriate risk drivers for each individual Solvency Capital Requirement.

### C. Gross Technical Provisions (calculated as a whole)

Gross Technical Provisions (calculated as a whole) consist of the Unit-Linked liability and other reserves relating to policyholders including a reserve for future tax payments. The Unit-Linked liability is equal to the value of policyholder units plus the value of the loyalty bonus units multiplied by the relevant fund valuation price at the valuation date. 99.84% of the Unit-Linked liability was fully matched by unit-linked assets at 31<sup>st</sup> December 2016. The remaining 0.16% of the Unit-Linked Liability was held in cash. Other policyholder reserves are equal to the best estimate of future outgo at the valuation date.

### D. Recoverables from reinsurance contracts and special purpose vehicles

Acorn Life reinsures mortality and morbidity risk on a quota share basis with a maximum retention per life and is split between two reinsurance counterparties depending on the type of cover. Acorn Life also has reinsurance financing arrangements in place which incorporate risk transfer due to repayments being contingent on policyholders' future premium payments. The reinsurance recoverables are the excess of projected future reinsurance recoveries over projected future reinsurance premiums payable.

Total reinsurance recoverables at 31 December 2016 were €(2,358k). The recoverables are negative as the expected reinsurance premiums are greater than the expected claim amounts recoverable. This liability is presented as a negative asset on the Solvency II Balance Sheet.

Acorn Life did not hold any investments in special purpose vehicles at 31st December 2016.

### Uncertainty associated with the value of technical provisions

The key sources of uncertainty for Acorn Life are future lapse rates, mortality rates, morbidity rates, interest rates and expense rates. A robust assumption setting process is followed in order to ensure the uncertainty is well understood.

### Solvency II and IFRS valuation differences of Technical Provisions by material line of business.

The table below compares the Solvency II valuation of Technical Provisions with the Irish GAAP valuation of Technical Provisions, split by line of business, at 31 December 2016.

	Solvency II Balance Sheet € '000	Balance Sheet € '000
Unit-Linked Technical Provisions	645,339	128,986
Non-Linked Technical Provisions	(653)	1,780
Total Technical Provisions	644,686	130,766

The main differences between the Solvency II and Irish GAAP Technical Provisions are as follows:

- Solvency II Technical Provisions include Unit-Linked liabilities in respect of both Insurance and Investment contracts. Irish GAAP Technical Provisions include Unit-Linked liabilities in respect of Insurance contracts only.
- Solvency II uses best estimate assumptions while the IFRS assumptions include margins for adverse deviation.
- The Solvency II technical provision policyholder fund unit-growth rate is specified by regulation (the relevant risk-free interest rate is provided by EIOPA). For IFRS the expected policyholder fund unit-growth rate is based on the expected return on the underlying assets in which our policyholder funds are invested, incorporating a margin for adverse deviation.
- The Solvency II technical provision discount rate is specified by regulation (the relevant risk-free interest rate is provided by EIOPA). For IFRS the discount rate is based on the expected return on the assets backing the technical provisions, incorporating a margin for adverse deviation.
- Solvency II permits negative technical provisions.
- Solvency II technical provisions include the risk margin.

Acorn Life does not apply the matching adjustment referred to in Article 77b of Directive 2009/138/EC.

Acorn Life does not use the volatility adjustment referred to in Article 77d of Directive 2009/138/EC.

Acorn Life does not apply the transitional risk-free interest rate-term structure referred to Article 308c of Directive 2009/138/EC.

Acorn Life does not apply the transitional deduction referred to in Article 308d of Directive 2009/138/EC.

This is the first reporting period so no comment is made on the changes in the relevant assumptions in the calculation of the technical provisions.

### D.3 Other liabilities

The methods used to recognise and value the group's other liabilities are consistent with the Solvency II valuation rules. As at 31 December 2016, the Group recorded the following classes of liabilities for solvency purposes:

Liabilities	Solvency II Value €'000s	Statutory Accounts Value €'000s
Contingent liabilities	-	-
Provisions other than technical provisions	3,380	3,380
Pension benefit obligations	-	-
Deposits from reinsurers	-	-
Deferred tax liabilities	5,229	1,981
Derivatives	-	-
Debts owed to credit institutions	-	-
Financial liabilities other than debts owed to credit institutions	-	-
Insurance & intermediaries payables	7,458	10,314
Reinsurance payables	747	747
Payables (trade, not insurance)	5,388	5,388
Subordinated liabilities	-	-
Subordinated liabilities not in Basic Own Funds	-	-
Subordinated liabilities in Basic Own Funds	-	-
Any other liabilities, not elsewhere shown	-	13,117
Total Other Liabilities	22,202	34,926

Deferred tax liabilities recognised on the Financial Statements relate to historic earned profits, on which the corporation tax liability has not yet fallen due. Deferred tax liabilities are higher under Solvency II reflecting the fact that Company is able to take credit for future profits under Solvency II which are not allowed in the Financial Statements. All prudence in the Financial Statements is also removed in the Solvency II Technical Provisions.

Insurance & intermediaries liabilities under the Solvency II rules include amounts owed from reinsurers in the balance sheet (€2.8m) which are included as an asset in the Financial Statements.

The 'Any other liabilities, not elsewhere shown' figure of €13.1 million relates to a deferred income liability that is included in the Financial Statements but not the Solvency II Balance Sheet.

All other liabilities (excluding the technical provisions) are recognised and valued for Solvency II purposes on the same basis as the annual Consolidated Financial Statements, which are prepared in accordance with FRS 102 and FRS 103.

### D.4 Alternative methods for valuation

Acorn Life does not use any alternative valuation methods.

### D.5 Any other information

The Group does not believe that there is any other information that needs to be disclosed.

There are no material differences between the valuation bases, methods and assumptions applied at group level and those applied at the solo level.

### E. CAPITAL MANAGEMENT

### E.1 Own funds

The Group fulfils the minimum and solvency capital requirements stipulated by Solvency II as at the reporting date 31 December 2016 and in the financial year 2016.

The objective of own funds management is to maintain sufficient own funds to cover the MCR, SCR and Own Solvency Needs requirement at all times. The own funds are required to be of sufficient quality to meet the eligibility requirements in Article 82 of the Delegated Regulation. Responsibility for own funds management ultimately rests with Acorn Life Group Ltd's Board. As part of own funds management, Acorn Life prepares ongoing annual solvency projections and reviews the structure of own funds and future requirements. The annual Group ORSA will contain a five year projection of funding requirements for the Group under a range of scenarios.

An analysis of own funds is set out in the table below:

	Total
	€'000
Ordinary share capital ( gross of own shares)	8,799
Share premium account related to ordinary share capital	62,895
Reconciliation reserve	(30,362)
Own funds items not yet approved by the supervisory authority	
Total basic own funds after deductions	41,333

As this is the first SFCR, a comparison of own funds with the previous reporting period is not provided. Such a comparison will be provided in future reports.

The Group's ordinary share capital, share premium arising on ordinary share capital and reconciliation reserve are all available as unrestricted Tier 1 items. The ordinary share capital and share premium arising are immediately available to absorb losses and are fully subordinated to all other claims in the event of winding-up. The reconciliation reserve of (€30.3m) equals the excess of assets over liabilities less other basic own fund items and less the difference between the Defined Benefit surplus and the Defined Benefit SCR¹, as at the reporting date. The Company's Solvency II liabilities include negative technical provisions meaning that the own funds include an amount representing the expected future profits generated from current fund values on unit-linked business and future premiums on DTA business.

Acorn Life Group Ltd is not considering a dividend in 2017.

Acorn Life Group Ltd own funds are Tier 1 unrestricted and available to cover the SCR and MCR.

The difference between equity as shown in the Financial Statements and the Solvency II excess of assets over liabilities comprises differences in the valuation of assets and liabilities, as set out in section D1 and D2 above.

<sup>&</sup>lt;sup>1</sup> This difference cannot be used to cover the SCR that is not related to the Defined Benefit pension scheme.

In particular, the Solvency II technical provisions are much lower than in the Financial Statements due to the use of best estimate rather than prudent assumptions. In fact the Solvency II technical provisions are negative (i.e. an asset). The Financial Statements equity also includes a capital contribution of €0.7m which is not included within Own Funds for Solvency II purposes.

Acorn Life Group Ltd does not make use of ancillary own funds or transitional arrangements.

The only deductions from the own funds relate to part of the Acorn Life defined benefit scheme surplus (€0.06m) The defined benefit scheme is treated as a ring-fenced fund for the purpose of calculating the SCR and as such is only partly available to support the SCR.

The following information regarding group own funds:

- There is no significant restriction to the fungibility and transferability of own funds eligible to cover the group SCR
- There are no own funds items not issued by parent as ALGL is the ultimate parent company.
- There are no own funds issued in an equivalent third country.
- There are no own funds subject to tiering requirements other than under Solvency II
- In the calculation of Group own funds, inter-group balances are eliminated on consolidation.

### E.2 Solvency Capital Requirement and Minimum Capital Requirement

The table below sets out the total Group SCR and MCR at 31 December 2016:

	€'000
SCR	26,335
MCR	7,081

The required capital has been calculated based on the standard formula for Solvency II. The model is subject to close internal quality control and extensive validation. Both solvency and minimum capital requirements were complied with at all times during the reporting under consideration.

The table below sets out the risk modules that make up Acorn Life Group Limited SCR at 31 December 2016:

	€'000
Operational risk	1,052
Market risk	12,646
Life underwriting risk	20,144
Counterparty default risk	5,960
Diversification	(9,705)
Solvency Capital Requirement (Gross of Tax Relief)	30,097
Tax Relief on SCR Stresses	(3,762)
Solvency Capital Requirement (Net of Tax Relief)	26,335

The table below describes the calculation of Acorn Life's Minimum Capital Requirement (MCR) at 31 December 2016:

	€'000
Absolute Floor	3,700
Linear MCR	7,081
SCR	26,335
Combined MCR	7,081
MCR	7,081

### **Approximations**

In order to perform the SCR calculation as efficiently as possible at 31st December 2016, a number of approximations were necessary in the calculation of the Market Risk and Underwriting Risk SCRs at that date. Acorn Life is satisfied that the use approximations at 31st December 2016 did not materially impact the SCR calculation.

As this is the first SFCR, commentary on material movements in MCR and SCR over the reporting period is not provided.

The accounting consolidation-based method has been used to calculate the group SCR

The table below sets out the component parts of the SCR of the fully consolidated entities and their related diversification.

	Notional SCR	Notional Diversification	Contribution of solo SCR to Group SCR	
Acorn Life DAC SCR	24,789	1,256	23,532	
Defined Benefit Pension Scheme SCR	666	34	633	
ALGL	4	0	4	
Acorn Insurance	2,106	107	1,999	
Orcan Ltd	16	1	16	
Tanis Ltd	160	8	152	
Total Group SCR	27,741	1,406	26,335	

The Minimum Consolidated Group SCR is €7.1m

## E.3 Use of the duration-based equity risk submodule in the calculation of the SCR

The Group does not use the duration-based equity risk submodule in the calculation of the SCR so this section is not relevant.

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

The Group does not use an internal model, partial internal model or undertaking specific parameters so this section is not relevant.

# E.5 Non-compliance with the MCR and non-compliance with the SCR

The Group was compliant with the MCR and SCR requirements at all times over 2016.

### E.6 Any other information

The Group does not believe that there is any other information that needs to be disclosed.

## Appendix A: Public QRTs (all figures are in €'000s)

The Public QRTs are included the following pages

S.02.01.02

S.05.01.02

S.23.01.22

S.25.01.22

S.32.01.22

S.02.01.02		
Balance sheet		
		Solvency II value
Assets		C0010
Intangible assets	R0030	0
Deferred tax assets	R0040	0
Pension benefit surplus	R0050	728
Property, plant & equipement held for own use	R0060	2,639
Investments (other than assets held for index-linked and unit-linked contracts)	R0070	6,387
Property (other than for own use)	R0080	0,367
Holdings in related undertakings, including participations	R0090	0
Equities	R0100	0
Equities - listed	R0110	0
Equities - instead Equities - unlisted	R0110	0
Bonds	R0120	6,387
Government Bonds	R0140	2,974
	R0150	149
Corporate Bonds Structured notes	R0160	
Collateralised securities	R0170	3,265
	R0170	0
Collective Investments Undertakings Derivatives	R0190	0
		0
Deposits other than cash equivalents Other investments	R0200 R0210	0
Assets held for index-linked and unit-linked contracts	R0210 R0220	
		666,552
Loans and mortgages	R0230	2,073
Loans on policies	R0240	
Loans and mortgages to individuals	R0250	2,073
Other loans and mortgages	R0260	0
Reinsurance recoverables from:	R0270	-2,358
Non-life and health similar to non-life	R0280	0
Non-life excluding health	R0290	0
Health similar to non-life	R0300	0
Life and health similar to life, excluding health and index-linked and unit-linked	R0310	52
Health similar to life	R0320	0
Life excluding health and index-linked and unit-linked	R0330	52
Life index-linked and unit-linked	R0340	-2,410
Deposits to cedants	R0350	0
Insurance and intermediaries receivables	R0360	203
Reinsurance receivables	R0370	209
Receivables (trade, not insurance)	R0380	679
Own shares (held directly)	R0390	0
Amounts due in respect of own fund items or initial fund called up but not yet	R0400	0
Cash and cash equivalents	R0410	31,169
Any other assets, not elsewhere shown	R0420	0
Total assets	R0500	708,283

		Solvency II value
Liabilities		C0010
Technical provisions – non-life	R0510	0
Technical provisions – non-life (excluding health)	R0520	0
TP calculated as a whole	R0530	0
Best Estimate	R0540	0
Risk margin	R0550	0
Technical provisions - health (similar to non-life)	R0560	0
TP calculated as a whole	R0570	0
Best Estimate	R0580	0
Risk margin	R0590	0
Technical provisions - life (excluding index-linked and unit-linked)	R0600	-653
Technical provisions - health (similar to life)	R0610	0
TP calculated as a whole	R0620	0
Best Estimate	R0630	0
Risk margin	R0640	0
Technical provisions – life (excluding health and index-linked and unit-linked)	R0650	-653
TP calculated as a whole	R0660	0
Best Estimate	R0670	-769
Risk margin	R0680	116
Technical provisions – index-linked and unit-linked	R0690	645,339
TP calculated as a whole	R0700	666,507
Best Estimate	R0710	-29,443
Risk margin	R0720	8,275
Contingent liabilities	R0740	0
Provisions other than technical provisions	R0750	3,380
Pension benefit obligations	R0760	0
Deposits from reinsurers	R0770	0
Deferred tax liabilities	R0780	5,229
Derivatives	R0790	0
Debts owed to credit institutions	R0800	0
Financial liabilities other than debts owed to credit institutions	R0810	0
Insurance & intermediaries payables	R0820	7,458
Reinsurance payables	R0830	747
Payables (trade, not insurance)	R0840	5,388
Subordinated liabilities	R0850	0
Subordinated liabilities not in BOF	R0860	0
Subordinated liabilities in BOF	R0870	0
Any other liabilities, not elsewhere shown	R0880	0
Total liabilities	R0900	666,888
Excess of assets over liabilities	R1000	41,394

Annex I S.05.01.02 Premiums, claims and expenses by line of business Line of Business for: non-life insurance and reinsurance obligations (direct business and accepted proportional reinsurance) Motor Fire and Medical Workers' Credit and Income General vehicle Other motor Marine, aviation and other damage expense protection compensation liability surety ship liability to property insurance transport insurance insurance insurance insurance insurance insurance insuranc insurance C0010 C0020 C0030 C0040 C0050 C0060 C0070 C0080 C0090 Premiums written R0110 Gross - Direct Business Gross - Proportional reinsurance accepted R0120 Gross - Non-proportional reinsurance accepted R0130 Reinsurers' share R0140 Premiums earned Gross - Direct Business R0210 R0220 Gross - Proportional reinsurance accepted R0230 Gross - Non-proportional reinsurance accepted Reinsurers' share R0240 Net R0300 Claims incurred Gross - Direct Business R0310 R0320 Gross - Proportional reinsurance accepted Gross - Non-proportional reinsurance accepted R0330 Reinsurers' share R0340 R0400 Net Changes in other technical provisions R0410 Gross - Direct Business Gross - Proportional reinsurance accepted R0420 Gross - Non- proportional reinsurance accepted R0430 Reinsurers'share R0440 Net R0500 R0550 Expenses incurred R1200 Other expenses R1300 Total expenses

		Line of Business for: non-life insurance and reinsurance obligations (direct business and accepted proportional reinsurance)			Line of business for: accepted non-proportional reinsurance				Total
		Legal expenses insurance	Assistance	M iscellaneous financial loss	Health	Casualty	Marine, aviation, transport	Property	Total
		C0100	C0110	C0120	C0130	C0140	C0150	C0160	C0200
Premiums written									
Gross - Direct Business	R0110	0	0	0	$\times$	$\bigvee$	$\backslash\!$	$\searrow$	0
Gross - Proportional reinsurance accepted	R0120	0	0	0	$>\!<$	$\bigvee$	$\bigvee$	$\searrow$	0
Gross - Non-proportional reinsurance accepted	R0130	$\times$	$\bigvee$	$\Big/ \Big/$	0	0	0	0	0
Reinsurers' share	R0140	0	0	0	0	0	0	0	0
Net	R0200	0	0	0	0	0	0	0	0
Premiums earned									
Gross - Direct Business	R0210	0	0	0	$\times$	$\bigvee$	$\backslash\!$	$\searrow$	0
Gross - Proportional reinsurance accepted	R0220	0	0	0	$>\!<$	$\bigvee$	$\bigvee$	$\searrow$	0
Gross - Non-proportional reinsurance accepted	R0230	$\times$	$\bigvee$	$\bigg / \bigg /$	0	0	0	0	0
Reinsurers' share	R0240	0	0	0	0	0	0	0	0
Net	R0300	0	0	0	0	0	0	0	0
Claims incurred									
Gross - Direct Business	R0310	0	0	0	$\times$	$\bigvee$	$\backslash\!$	$\searrow$	0
Gross - Proportional reinsurance accepted	R0320	0	0	0	$>\!\!<$	M	$\bigvee$	$\searrow$	0
Gross - Non-proportional reinsurance accepted	R0330	> <	$\mathbb{N}$	$\bigvee$	0	0	0	0	0
Reinsurers' share	R0340	0	0	0	0	0	0	0	0
Net	R0400	0	0	0	0	0	0	0	0
Changes in other technical provisions									
Gross - Direct Business	R0410	0	0	0	> <	$\nearrow$	>	$>\!<$	0
Gross - Proportional reinsurance accepted	R0420	0	0	0	> <	$\searrow$	$\sim$	$>\!\!<$	0
Gross - Non- proportional reinsurance accepted	R0430	> <	$\times$	$\backslash\!\!\!/$	0	0	0	0	0
Reinsurers'share	R0440	0	0	0	0	0	0	0	0
Net	R0500	0	0	0	0	0	0	0	0
Expenses incurred	R0550	0	0	0	0	0	0	0	0
Other expenses	R1200	$>\!<$	$>\!\!<$	$\sim$	$>\!<$	> <	> <	$\sim$	0
Total expenses	R1300	> <	$\searrow$	>	><	> <		$\geq \sim$	0

		Line of Business for: life insurance obligations					Life reins obliga	Total		
		Health insurance	Insurance with profit participation	Index-linked and unit-linked insurance	Other life insurance	Annuities stemming from non-life insurance contracts and relating to health insurance obligations	Annuities stemming from non-life insurance contracts and relating to insurance obligations other than health insurance obligations	Health reinsurance	Life reinsurance	
		C0210	C0220	C0230	C0240	C0250	C0260	C0270	C0280	C0300
Premiums written										
Gross	R1410	0	0	122,128	841	0	0	0	0	122,969
Reinsurers' share	R1420	0	0	8,737	360	0	0	0	0	9,097
Net	R1500	0	0	113,391	480	0	0	0	0	113,872
Premiums earned										
Gross	R1510	0	0	122,128	841	0	0	0	0	122,969
Reinsurers' share	R1520	0	0	8,737	360	0	0	0	0	9,097
Net	R1600	0	0	113,391	480	0	0	0	0	113,872
Claims incurred										
Gross	R1610	0	0	73,295	0	0	0	0	0	73,295
Reinsurers' share	R1620	0	0	6,008	0	0	0	0	0	6,008
Net	R1700	0	0	67,287	0	0	0	0	0	67,287
Changes in other technical provisions										
Gross	R1710	0	0	0	0	0	0	0	0	0
Reinsurers' share	R1720	0	0	0	0	0	0	0	0	0
Net	R1800	0	0	0	0	0	0	0	0	0
Expenses incurred	R1900	0	0	14,123	140	0	0	0	0	14,263
Other expenses	R2500	$>\!<$	$\sim$	$\overline{}$	$>\!<$	>		> <	> <	3,967
Total expenses	R2600	> <	$\sim$	$> \sim$	> <	>>		>>	> <	18,230

Please note that QRT S.05.02 showing a split of premiums, claims and expenses by country is not provided as all business is written in Ireland.

Sacial Communities before deduction for participations in other financial sector  Continuer share capital grant of town starrs.  Continuer share capital grant of town							
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Default   1,000   1,			C0010	C0020	C0030	C0040	C0050
Dollars   Doll	Pagin own funds before deduction for portisinations in other financial sector						
Some southble culted but not paid a ordinary share capital at group level   100,000   0   0   0   0   0   0   0   0	Basic own funds before deduction for participations in other financial sector					$\backslash\!\!\!/\!$	$\bigvee$
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Sobe-during content and member accounts of group level   1000   100	Share premium account related to ordinary share capital	R0030	62,895	62,895	$\sim$	0	$\times$
Non-available support until member accounts at group level   80060	linitial funds, members' contributions or the equivalent basic own - fund item for mutual and mutual-type undertakings	R0040	0	0	$>\!<$	0	$>\!\!<$
Surplish funds   Surplish funds at group level   R0898	Subordinated mutual member accounts	R0050		$>\!\!<$			0
Non-available surplus funds at group level Non-available preference shares at group level Non-available preference shares at group level Non-available preference shares at group level Non-available premium account related to preference shares at group level Non-available share premium account related to preference shares at group level Non-available share premium account related to preference shares at group level Non-available share premium account related to preference shares at group level Non-available share premium account related to preference shares at group level Non-available shared to the value of not deferred tax assets and available at the group level Non-available shared shared and the shared shared shared s	Non-available subordinated mutual member accounts at group level			> <	0	0	0
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Reconciliation reserve   R0150   30,362   30,3				>			0
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the criteria to be classified as Solvency II own funds  Deductions  Debuctions for participations in other financial undertakings, including non-regulated undertakings carrying out financial activities  Deductions for participations where there is non-availability of information (Article 229)  Deduction for participations where there is non-availability of information (Article 229)  Deductions for participations where there is non-availability of information (Article 229)  Deduction for participations included by using D&A when a combination of methods is used  R0260  Deduction for participations included by using D&A when a combination of methods is used  R0260  Total on-available own fund items  R0270  Total deductions  R0280  R0270  Total do non-available own fund items  R0280  Total dossic own funds after deductions  R0280  R0290  Audillary own funds  Unpaid and uncalled initial funds, members' contributions or the equivalent basic own fund item for mutual and mutual- type undertakings, callable on demand  Letters of credit and guarantees other than under Article 96(2) of the Directive 2009/13&EC  R0350  Supplementary members calls under first subparagraph of Article 96(3) of the Directive 2009/13&EC  R0350  Supplementary members calls under first subparagraph of Article 96(3) of the Directive 2009/13&EC  R0360  R0300  R0300  R0300  R0300  R0300  R0300  R0300  R0400  R0300  R0400  R04100  R0300  R04100	· ·				$\leftarrow$	$\times$	$\times$
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activities   whereof deducted according to art 228 of the Directive 2009/138/EC   R0240   0 0 0 0 0 0 0     Deductions for participations where there is non-availability of information (Article 229)   R0250   0 0 0 0 0 0 0     Deduction for participations included by using D&A when a combination of methods is used   R0260   0 0 0 0 0 0 0 0     Deduction for participations included by using D&A when a combination of methods is used   R0260   0 0 0 0 0 0 0 0     Deduction for participations included by using D&A when a combination of methods is used   R0260   0 0 0 0 0 0 0 0     Deduction for participations included by using D&A when a combination of methods is used   R0260   0 0 0 0 0 0 0 0     Deduction for participations included by using D&A when a combination of methods is used   R0260   0 0 0 0 0 0 0 0     Total documents of the deductions   R0270   0 0 0 0 0 0 0 0 0     Total basic own funds after deductions   R0270   0 0 0 0 0 0 0 0     Unpaid and uncalled ordinary share capital callable on demand   R0300   0 0 0 0 0 0     Unpaid and uncalled ordinary share capital callable on demand   R0300   0 0 0 0 0 0     Unpaid and uncalled preference shares callable on demand   R0310   0 0 0 0 0 0 0     Unpaid and uncalled preference shares callable on demand   R0310   0 0 0 0 0 0 0     Unpaid and uncalled preference shares callable on demand   R0310   0 0 0 0 0 0 0 0 0     Unpaid and uncalled preference shares callable on demand   R0310   0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0							$\langle \cdot \rangle$
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Deductions for participations where there is non-availability of information (Article 229)  Deduction for participations included by using D&A when a combination of methods is used  R0260  Deduction for participations included by using D&A when a combination of methods is used  R0270  Deduction for participations included by using D&A when a combination of methods is used  R0270  D		D0240					0
Deduction for participations included by using D&A when a combination of methods is used  R0260  Total docutions  R0270  R0280  R0290  R0300  R0290  R0300  R0300  R0300  R0300  R0300  R0300  R0300  R0300  R0300  R0310  R0320							0
Total of non-available own fund items  Total deductions  R0289  R0280  R0280  R0280  R0280  R0390  R0310  R0310  R0310  R0310  R0310  R0310  R0320  R							0
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Total-eligible own funds to meet the minimum consolidated group SCR  Minimum consolidated Group S CR (Article 230)  Ratio of Eligible own funds to Minimum Consolidated Group S CR  Robert Robe		R0560	41 333	41 333	n	0	0
Minimum consolidated Group SCR (Article 230) Ratio of Eligible own funds to Minimum Consolidated Group SCR  Total eligible own funds to meet the group SCR (including own funds from other financial sector and from the		R0570					<del>ٽ</del>
Ratio of Eligible own funds to Minimum Consolidated Group S C R  Total eligible own funds to meet the group S C R (including own funds from other financial sector and from the	ž .			71,333	<u> </u>	$\stackrel{\circ}{>}$	$\Leftrightarrow$
Total eligible own funds to meet the group SCR (including own funds from other financial sector and from the				>	$\Leftrightarrow$	$\Leftrightarrow$	$\Leftrightarrow$
Total custing our tangs to meet the group 20 K (including own tangs from other fundings) sector sing from the Dukky	•	10030	JU470				$\overline{}$
undertakings included via D&A ) 41.333 41.333 0 0		R0660	A1 222	A1 222	0	0	0
		D0490		41,333	V V	V V	V V
Group SCR R0680 26,335		K0080	20,535	$\overline{}$		$\leftarrow$	$\longleftarrow$
Ratio of Eligible own funds to group SCR including other financial sectors and the undertakings included via  D&A  157%	· · · · · · · · · · · · · · · · · · ·	R0690	157%		$1 \times$	$1 \times$	$1 \times$

	1	C0060	1		
Reconciliation reserve		$\setminus$	$\nearrow$	$>\!\!<$	$\times$
Excess of assets over liabilities	R0700	41,394	$\bigvee$	$\times$	$\times$
Own shares (included as assets on the balance sheet)	R0710	0	$\setminus$	$\times$	$\times \times$
Forseeable dividends, distributions and charges	R0720	0	$\bigvee$	$\times$	$\times$
Other basic own fund items	R0730	71,695	$\langle$	$\times$	$\times \times$
Adjustment for restricted own fund items in respect of matching adjustment portfolios and ring fenced funds	R0740	62	$\setminus$	><	$\times\!$
Other non available own funds	R0750	0	$\bigvee$	$\times$	$\times$
Reconciliation reserve before deduction for participations in other financial sector	R0760	-30,362	$\langle$	$\times$	$\times \times$
Expected profits		$\bigwedge$	$\setminus$	$>\!<$	$>\!\!<\!\!>$
Expected profits included in future premiums (EPIFP) - Life business	R0770	821	821	$\times$	$\times \times$
Expected profits included in future premiums (EPIFP) - Non- life business	R0780	0	0	$>\!<$	$\times\!$
Total EPIFP	R0790	821	821	> <	$\times$

Annex I				
S.25.01.22				
Solvency Capital Requirement - for groups on Standard Formula				
		Gross solvency capital	USP	Simplificat ions
		requirement	Gaaaa	Googe
Markey dela	D0010	C0110 12,646	C0080	<b>C0090</b> 0
Market risk Counterparty default risk	R0010 R0020	5,960	$\Diamond$	<u> </u>
Life underwriting risk	R0030	20.144	$\overbrace{0}$	0
Health underwriting risk	R0040	0	0	0
Non-life underwriting risk	R0050	0	0	0
Diversification	R0060	-10,004	$\stackrel{\circ}{\smile}$	$\stackrel{\circ}{\smile}$
Intangible asset risk	R0070	0	$\Leftrightarrow$	>
Basic Solvency Capital Requirement	R0100	28.745	$\iff$	>
basic Solvency Capital Requirement	KUIUU	20,743		
Calculation of Solvency Capital Requirement		C0100		
Operational risk	R0130	1,052		
Loss-absorbing capacity of technical provisions	R0140	0		
Loss-absorbing capacity of deferred taxes	R0150	-3,762		
Capital requirement for business operated in accordance with Art. 4 of Directive 2003/41/EC	R0160	0		
Solvency capital requirement excluding capital add-on	R0200	26,335		
Capital add-on already set	R0210	0		
Solvency capital requirement	R0220	26,335		
Other information on SCR		> <		
Capital requirement for duration-based equity risk sub-module	R0400	0		
Total amount of Notional Solvency Capital Requirements for remaining part	R0410	25,669		
Total amount of Notional Solvency Capital Requirements for ring fenced funds	R0420	666		
Total amount of Notional Solvency Capital Requirements for matching adjustment portfolios	R0430	0		
Diversification effects due to RFF nSCR aggregation for article 304	R0440	1- Full recalculation		
Minimum consolidated group solvency capital requirement	R0470	7,082		
Information on other entities		$\searrow$		
Capital requirement for other financial sectors (Non-insurance capital requirements)	R0500	0		
Capital requirement for other financial sectors (Non-insurance capital requirements) - Credit				
institutions, investment firms and financial institutions, alternative investment funds managers, UCITS	R0510			
management companies		0		
Capital requirement for other financial sectors (Non-insurance capital requirements) - Institutions for	R0520			
occupational retirement provisions	KU320	0		
Capital requirement for other financial sectors (Non-insurance capital requirements) - Capital	D0520			
requirement for nonregulated entities carrying out financial activities	R0530	0		
Capital requirement for non-controlled participation requirements	R0540	0		
Capital requirement for residual undertakings	R0550	0		
Overall SCR		>>		
SCR for undertakings included via D and A	R0560	0		
Solvency capital requirement	R0570	26,335		

S.32.01.22 Undertakings in the scope of the group

Country	Identification code of the undertaking	Type of code of the ID of the undertaking	Legal name of the undertaking	Type of undertaking	Legal form	Category (mutual/non mutual)	Supervisory Authority	
C0010	C0020	C0030	C0040	C0050	C0060	C0070	C0080	(cont)
IE	635400NDPDLB7KJWFG98	1 - LEI	ACORN LIFE	1 - Life insurance undertaking	SA	2 - Non-mutual	CBI	
IE	ACORN_BROKERAGE	2 - Specific code	CORN BROKERAC	- Non life insurance undertakin	SA	2 - Non-mutual	CBI	
IE	635400DCLRXC8IP7B175	1 - LEI	CORN LIFE GROU	ny as defined in Article 212(1)	SA	2 - Non-mutual	CBI	
IE	ORCAN	2 - Specific code	ORCAN	99 - Other	SA	2 - Non-mutual	NONE	
GB	TANIS	2 - Specific code	TANIS	99 - Other	SA	2 - Non-mutual	NONE	

		Inclusion in the scop	Group solvency calculation					
% capital share	% used for the establishment of accounting consolidated accounts	% voting rights	Other criteria	Level of influence	Proportional share used for group solvency calculation	214 is applied		Method used and under method 1, treatment of the undertaking
C0180	C0190	C0200	C0210	C0220	C0230	C0240	C0250	C0260
100%	100%	100%	AAA	1 - Dominant	100%	1 - Included in the scope	2014-01-01	1 - Method 1: Full consolidation
100%	100%	100%	AAA	1 - Dominant	100%	1 - Included in the scope	2014-01-01	1 - Method 1: Full consolidation
100%	100%	100%	AAA	2 - Significant	100%	1 - Included in the scope	0%	1 - Method 1: Full consolidation
100%	100%	100%	AAA	1 - Dominant	100%	1 - Included in the scope	0%	1 - Method 1: Full consolidation
100%	100%	100%	AAA	1 - Dominant	100%	1 - Included in the scope	0%	1 - Method 1: Full consolidation