

# ANNUAL

REPORT & FINANCIAL  
STATEMENTS 2012

*GlobalCapital plc*

GLOBALCAPITAL p.l.c.

Annual Report and Financial  
Statements

31 December 2012

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## Directors' Report

The Directors present their report and the audited financial statements for the year ended 31 December 2012.

### Principal activities

GlobalCapital p.l.c. (the "Company") together with its subsidiaries (the "Subsidiaries" and together with the Company the "Group") is involved in:

- the carrying on of long term business of insurance under the Insurance Business Act (Cap. 403 of the Laws of Malta);
- acting as an agent for sickness and accident insurance in terms of the Insurance Intermediaries Act (Cap. 487 of the Laws of Malta);
- insurance broking activities in terms of the Insurance Intermediaries Act (Cap. 487 of the Laws of Malta);
- the provision of investment services and advice in terms of the Investment Services Act (Cap. 370 of the Laws of Malta);
- money broking and trading in foreign exchange in terms of the Financial Institutions Act (Cap. 376 of the Laws of Malta); and
- the provision on behalf of Group undertakings of property management and consultancy services, including property acquisitions, disposals and development projects.

### Review of business

GlobalCapital p.l.c. (the "Group") registered a loss after tax for the year ended 31 December 2012 of €2,406,685 compared to a loss after tax of €4,193,670 for the year ended 31 December 2011.

The improvement in operational performance was due to better quality revenues, reduced operating costs and more favourable financial markets. However, certain investment holdings underperformed the market and the results were also impacted by non-recurring provisions.

The Group registered net unrealised fair value gains on its investment portfolio of €285,079 compared to net unrealised fair value losses of €780,893 in the prior year. The Group also registered impairment charges on its property holdings of €352,680 (2011 - €736,070).

The 2012 reported loss is also inclusive of other non-cash items, including goodwill impairment and depreciation and amortisation charges, totalling €602,483 (2011 - €703,268).

The life insurance business registered sustained growth in new regular premium, the mainstay line of long-term business of the company. Overall life insurance premium income was lower than in 2011 due to reduced levels of single premium business. The health insurance income grew by 10% over the prior year in a very competitive market. Revenues from other lines of business were flat.

The Group achieved operational cost savings of some €0.8 million, and cost management will continue to be an area of focus in 2013.

Within the Group's core segments of activity, life insurance registered a loss for 2012 of €276,272 (2011 - €1,146,135). The bottom line for this segment continues to be impacted by new business strain as the company builds its portfolio. The net increment in the value of in-force business was €626,154 (2011 - €15,385). The investment and advisory services segment registered a profit of €90,596 (2011 - loss of €449,981). The agency and brokerage segment generated a combined profit of €735,199 (2011 - €320,494).

Going forward the Group's priority is to attain substantial growth in revenues, particularly from the insurance segment, to manage operating efficiency and expenses, and to create value for shareholders.

## Directors' Report (continued)

### Results and dividends

The statements of comprehensive income are set out on pages 12 and 13. In view of the results for 2012, the Directors do not recommend the declaration of a dividend (2011 - Nil) as the company did not have any distributable reserves at 31 December 2012.

### Directors

The Directors of the Company who held office during the period were:

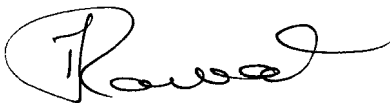
Dawood A. Rawat	- Chairman
Nicholas Ashford-Hodges	- Deputy Chairman
Muni Krishna T. Reddy, GOSK	- Deputy Chairman
Thomas St. John Neville Bates	
Joseph R. Aquilina	
Joseph M. Zrinzo	
Andrew Borg Cardona LL.D.	- Appointed 14 <sup>th</sup> June 2012
Christopher J. Pace	- Resigned 14 <sup>th</sup> June 2012

The Directors are required in terms of the Company's Articles of Association to retire at the forthcoming Annual General Meeting, unless they have been appointed for a shorter or longer term, and may offer themselves for re-appointment or re-election.


### Auditors

A resolution to reappoint Deloitte Audit Limited as auditor of the company will be proposed at the forthcoming annual general meeting.

Approved by the Board of Directors and signed on its behalf by:



Dawood A. Rawat  
Chairman



Nicholas Ashford-Hodges  
Deputy Chairman

Registered office:  
Testaferrata Street  
Ta' Xbiex  
Malta

24 April 2013

## **Corporate Governance – statement of compliance**

In accordance with the Listing Rules issued by the Listing Authority of the Malta Financial Services Authority (“MFSA”), GlobalCapital p.l.c. (the “Company”) reports on the extent of its adoption of the Code of Principles of Good Corporate Governance (the “Principles”), and the relevant measures undertaken.

### **1. Adoption of the principles**

The responsibility for ensuring good corporate governance vests in the Board of Directors. The Board of Directors of GlobalCapital p.l.c. remains committed to the adoption of the Principles and best practices established by international codes on corporate governance. The Board of Directors also believes strongly in the importance of appropriate disclosures to ensure transparency and protection of the Company’s stakeholders.

### **2. Board of Directors**

The Board of Directors consists of seven non-executive Directors, who bring to the Company a wide range of expertise. The appointment of Directors is made at an Annual General Meeting in accordance with the Company’s Memorandum & Articles of Association. Any member holding at least fourteen per cent (14%) of all voting rights of the Company shall have the right to appoint a Director for each and every complete fourteen per cent (14%) thereof. Also, any voting rights, or part thereof, remaining unused by such member in the appointment of a Director, may be aggregated to form the percentage required to appoint a Director directly. The process by which a Director may be appointed on the Board is set out in the Company’s Articles of Association. Details of the attendance of Board Members will be available for inspection at the forthcoming Annual General Meeting.

The Board of Directors meets in accordance with a regular schedule of meetings and reviews and evaluates the Group’s strategy, major operational and financial plans, as well as new material initiatives to be undertaken by the Group. The Board meets at least once every quarter. During the period under review the Board of Directors met five (5) times.

Under the direction of the Chairman, the Company Secretary’s responsibilities include ensuring good information flows between the Board and its committees and between senior management and the Directors as well as ensuring that the Board’s procedures are followed. In addition, the Directors may also seek external professional advice on their duties and responsibilities, at the Company’s expense. The Company’s Articles of Association also provide for adequate controls and procedures in so far as the treatment of conflicts of interest during Board Meetings are concerned.

The Company’s organisational structure includes the position of Chief Executive Officer, currently held by Mr. Bashar Khatib. The roles of Chief Executive Officer and Chairman are separate and distinct. The Board has delegated specific authorities to the Chief Executive Officer to manage the Group’s activities within the strategy and parameters set by it.

## **Corporate Governance – statement of compliance** (continued)

### **3. Committees**

**3.1** The Board of Directors delegates a number of specific duties to the following Board Committees:

- Audit Committee
- Nominations Committee
- Remuneration Committee
- Investment Committee
- Ethics Committee

#### **3.1.1. Audit Committee**

The Audit Committee is composed entirely of non-executive Directors and assists the Board in monitoring and reviewing the Group's financial statements, accounting policies and internal control mechanisms in accordance with the Committee's terms of reference. The responsibilities of the Audit Committee also include the review of the Group's risk management processes and the review and approval of related party transactions in accordance with the Listing Rules.

The Audit Committee also approves and reviews the Group's Compliance Plan, Internal Audit Plan and Risk Management Plan prior to the commencement of every financial year and monitors the implementation of these plans. During the financial year under review, the Audit Committee met five (5) times and is composed of Mr. Muni Krishna T. Reddy, GOSK as Chairman, and Mr. Joseph M. Zrinzo and Professor Thomas St. John Neville Bates as members.

Mr. Muni Krishna T. Reddy, GOSK is a non-executive director, who the board considers as independent and having the necessary competence in financial and accounting matters for the purposes of the Listing Rules.

The Group's Internal Auditors, the Company's External Auditors and Chief Financial Officer are invited to attend Audit Committee Meetings on a regular basis, as deemed appropriate.

#### **3.1.2. Nominations Committee**

The Nominations Committee is responsible for recommending Directors for election by shareholders at the Annual General Meeting, for planning the structure, size, performance and composition of the Group's subsidiary boards, for the appointment of senior executives and management and for the development of a succession plan for senior executives and management.

During the financial year under review, the Nominations Committee met three (3) times and is composed of Mr. Nicholas Ashford-Hodges as Chairman, Professor Thomas St. John Neville Bates and Mr. Dawood A. Rawat as members. The Chief Executive Officer is invited to attend meetings of the Nominations Committee, as deemed appropriate.

## **Corporate Governance – statement of compliance** (continued)

### **3. Committees - continued**

#### **3.1.3. Remuneration Committee**

The Remuneration Committee monitors, reviews and advises on the Group's remuneration policy as well as approves the remuneration packages of senior executives and management. At the end of every financial year, the Remuneration Committee draws up a report which is included in the Group's Annual Report. A performance management system has been implemented across the Group. This system is intended to:

- (a) enhance the existing systems used to define key performance indicators; and
- (b) improve the assessment of performance for all the Group's employees including senior management and members of the Executive Committee.

During 2012, the Remuneration Committee met five (5) times and is composed of Professor Thomas St. John Neville Bates as Chairman and Mr. Nicholas Ashford-Hodges and Mr. Joseph R. Aquilina as members.

#### **3.1.4. Investment Committee**

The Investment Committee is responsible for developing investment strategies and policies with respect to investments that may be made by the Group. It is also responsible for the formulation, monitoring and review of Group's Investment processes.

The Investment Committee met two (2) times during 2012 and is composed of Mr. Nicholas Ashford-Hodges as Chairman, Mr. Dawood A. Rawat and Mr. Muni Krishna T. Reddy as members.

#### **3.1.5. Ethics Committee**

In 2007, the Board of Directors approved the introduction of a Code of Ethics and Anti-Fraud Policy for all its employees. This has also led to the establishment of an Ethics Committee which meets as necessary. Following the Annual General Meeting held in 2012, the Board appointed four members to the Committee, with Professor Thomas St. John N. Bates as Chairman and Mr. Joseph R. Aquilina, Mr. Joseph M. Zrinzo and Dr Andrew Borg Cardona as members. In 2012, the Ethics Committee revised and updated the Code of Ethics of the Group, with the updated Code becoming effective on the 01 October 2012. During 2012, the Ethics Committee met two (2) times during 2012.

### **3.2 Executive Committee**

The Executive Committee manages the Group's day-to-day business and the implementation of the strategy established by the Board of Directors. The Executive Committee meets at least once every month and is chaired by Mr. Bashar Khatib, the Chief Executive Officer. The members of the Executive Committee are:

- Mr. Bashar Khatib - Chief Executive Officer and Chairman of the Executive Committee
- Mr. James Blake - Chief Operating Officer
- Mr. Reuben Zammit - Chief Financial Officer



## **Corporate Governance – statement of compliance** (continued)

### **4. Directors' dealings**

The Directors are informed of their obligations on dealing in GlobalCapital p.l.c. shares in accordance with the parameters, procedures and reporting requirements established in terms of applicable law and the Group's Dealing Rules.

During the financial year ended 31 December 2012, none of the directors, directly or indirectly traded any ordinary shares of GlobalCapital p.l.c.

No other material transactions in the Company's shares were effected in which any director had a beneficial or non-beneficial interest.

### **5. Internal controls**

GlobalCapital p.l.c. encompasses different licensed activities regulated by the Malta Financial Services Authority. These activities include investment services business under the Investment Services Act, business of insurance under the Insurance Business Act and insurance intermediaries' activities under the Insurance Intermediaries Act, as well as business of a financial institution under the Financial Institutions Act. The Board of Directors has continued to ensure that effective internal controls and processes are maintained to support sound operations.

The Internal Audit department monitors and reviews the Group's compliance with policies, standards and best practice in accordance with an internal audit plan approved by the Audit Committee. KPMG fulfil the functions of internal auditors of the Company.

### **6. Annual General Meeting and communication with Shareholders**

Business at the Company's Annual General Meeting to be held on 28 June 2013, will cover the approval of the Annual Report and Audited Financial Statements for the year ended 31 December 2012, the election/re-election of Directors, the determination of the maximum aggregate emoluments that may be paid to Directors, the appointment of auditors and the authorisation of the Directors to set the auditors' remuneration.

Apart from the Annual General Meeting, the Group communicates with its shareholders through the Annual Report and Financial Statements, the publication of preliminary statements of interim and annual results, the Interim Directors' Statements issued bi-annually, updates and articles on the Group's website, the publication of Group announcements and press releases.

### **7. Corporate social responsibility**

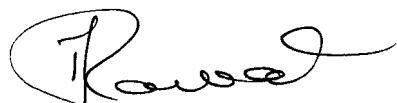
During the financial year under review, the Group pursued its corporate social responsibility by supporting and contributing to a number of charitable causes.

**Corporate Governance – statement of compliance** (continued)

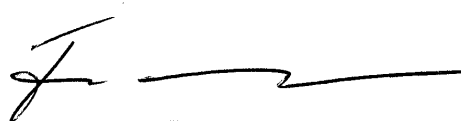
**8. Statement of going concern as required by Listing Rule 5.62**

As further described in the Basis of Preparation on page 18, the Directors are satisfied that, having taken into account the Group's statement of financial position, solvency margins and profitability, it is reasonable to assume that the Company and the Group have adequate resources to continue operating for the foreseeable future. Accordingly, the Directors have adopted the going concern basis in preparing the financial statements.

Approved by the Board of Directors on 24 April 2013 and signed on its behalf by:



Dawood A. Rawat  
Chairman



Nicholas Ashford-Hodges  
Deputy Chairman

### Remuneration Committee Report

The composition and terms of reference of the GlobalCapital p.l.c. Remuneration Committee are in accordance with the recommendations set out in the Malta Financial Services Authority Listing Rules.

The Committee is chaired by Professor Thomas St. John Neville Bates. The other members are Mr. Nicholas Ashford-Hodges and Mr. Joseph R. Aquilina. All of the members are non-executive Directors. During the financial year under review, five (5) meetings of the Remuneration Committee were held. The attendance at the meetings was as follows:

Remuneration Committee Member	Committee meetings attended
Professor Thomas St. John Neville Bates – Chairman	5
Mr. Nicholas Ashford-Hodges	5
Mr. Joseph R. Aquilina	5

The main activities of the Remuneration Committee include devising of appropriate policies and remuneration packages to attract, retain and motivate Directors and senior management of a high calibre in order to well position the Group within the financial services market and its areas of business;

### Remuneration Statement

Senior management remuneration packages consist of basic salary and benefits.

In accordance with the Company's Articles of Association, the total emoluments payable to Directors, whether as fees and/or salaries by virtue of holding employment with the Company, shall be subject to Shareholder approval in General Meetings. The following is the total of the Directors' emoluments for the financial year under review (2012):

Fees	€300,504
Remuneration	€57,880
<b>Total emoluments</b>	<b>€358,384</b>

Directors' remuneration and fees are disclosed in aggregate.

## **Independent Auditor's Report on the Corporate Governance Statement of Compliance**

To the Shareholders of GlobalCapital p.l.c. pursuant to Listing Rule 5.98 issued by the Listing Authority.

Listing Rule 5.97 issued by the Listing Authority requires the Company's Directors to include in their Annual Report a Statement of Compliance to the extent to which they have adopted the Code of Principles of Good Corporate Governance and the effective measures that they have taken to ensure compliance with those Principles.

Our responsibility, as auditors of the Company, is laid down by Listing Rule 5.98 which requires us to include a report on the Statement of Compliance.

We read the Statement of Compliance and consider the implications for our report if we become aware of any apparent misstatements or material inconsistencies with these financial statements. Our responsibilities do not extend to considering whether this Statement is consistent with any other information included in the Annual Report.

We are not required to, and we do not, consider whether the Board's statements on internal control included in the Statement of Compliance cover all risks and controls, or form an opinion on the effectiveness of the Company's Corporate Governance procedures or its risk and control procedures.

In our opinion, the Statement of Compliance set out on pages 3 to 7 has been properly prepared in accordance with the requirements of Listing Rule 5.97 issued by the Listing Authority.



Sarah Curmi as Director  
in the name and on behalf of  
**Deloitte Audit Limited**  
Registered auditor

24 April 2013

## **Statement of Directors' responsibilities**

The Directors are required by the Companies Act (Chap. 386) to prepare financial statements in accordance with International Financial Reporting Standards as adopted by the EU which give a true and fair view of the state of affairs of the Company and the Group at the end of each financial year and of the profit or loss of the Company and the Group for the year then ended. In preparing the financial statements, the Directors should:

- select suitable accounting policies and apply them consistently;
- make judgments and estimates that are reasonable; and
- prepare the financial statements on a going concern basis, unless it is inappropriate to presume that the Company and the Group will continue in business as a going concern.

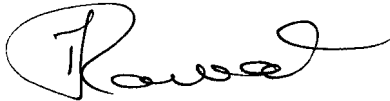
The Directors are responsible for ensuring that proper accounting records are kept which disclose with reasonable accuracy at any time the financial position of the Company and the Group and which enable the Directors to ensure that the financial statements comply with the Companies Act (Chap. 386). This responsibility includes designing, implementing and maintaining such internal control as the Directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error. The Directors are also responsible for safeguarding the assets of the Company and the Group, and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

## Statement of the Directors pursuant to Listing Rule 5.68

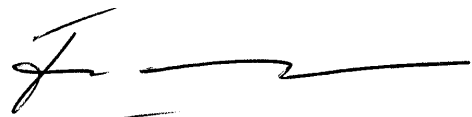
We confirm that to the best of our knowledge:

1. the financial statements, prepared in accordance with International Financial Reporting Standards as adopted by the EU and in accordance with the requirements of the Companies Act (Chap. 386), give a true and fair view of the assets, liabilities, financial position and profit or loss of the Company and the undertakings included in the consolidation taken as a whole; and
2. the Directors' report includes a fair review of the performance of the business and the position of the Company and the undertakings included in the consolidation taken as a whole, together with a description of the principal risks and uncertainties that they face.

Approved by the Board of Directors on 24 April 2013 and signed on its behalf by:



Dawood A. Rawat  
Chairman



Nicholas Ashford-Hodges  
Deputy Chairman

## Statements of comprehensive income

		Year ended 31 December			
		Group		Company	
Notes	2012	2011	2012	2011	
	€	€	€	€	
Commission and fees receivable	3	3,165,014	2,951,837	-	-
Commission payable and direct marketing costs	4	(176,635)	(215,583)	-	-
Balance on the long term business of insurance technical account before tax (page 13)		(1,040,636)	(1,666,144)	-	-
Increment in the value of in-force business	7,11	626,154	15,385	-	-
Staff costs	4	(1,493,300)	(1,635,065)	(100,141)	(30,000)
Other administrative expenses	4	(1,714,708)	(2,026,617)	(488,569)	(458,704)
Net investment return, net of allocation to the insurance technical account	6	(56,310)	(410,864)	(240,046)	792,487
Finance costs, net of allocation to the insurance technical account	6	(983,459)	(1,088,064)	(1,084,571)	(1,069,957)
Impairment of goodwill on consolidation	11	(107,717)	(232,938)	-	-
Other provisions	4	(446,000)	-	-	-
Impairment of intercompany receivables	4	-	-	(1,563,385)	-
Impairment of investment in subsidiary	15	-	-	(2,500,000)	(4,200,000)
<b>Loss before tax</b>		<b>(2,227,597)</b>	(4,308,053)	<b>(5,976,712)</b>	(4,966,174)
Tax (expense)/credit	7	(179,088)	114,383	(31,546)	17,529
<b>Loss for the financial year</b>		<b>(2,406,685)</b>	(4,193,670)	<b>(6,008,258)</b>	(4,948,645)
<b>Other comprehensive income</b>					
Net loss on available-for-sale financial assets		(2,119)	(33,177)	-	-
<b>Total comprehensive loss for the year, net of tax</b>		<b>(2,408,804)</b>	(4,226,847)	<b>(6,008,258)</b>	(4,948,645)
Loss per share (cents)	9	(18c2)	(32c0)		

## Technical account – long term business of insurance

		<b>Year ended 31 December</b>	
		<b>Group</b>	
	<i>Notes</i>	<b>2012</b>	<b>2011</b>
		<b>€</b>	<b>€</b>
Earned premiums, net of reinsurance			
Gross premiums written		7,142,174	8,827,318
Outward reinsurance premiums		<b>(605,852)</b>	(538,257)
Earned premiums, net of reinsurance		<b>6,536,322</b>	8,289,061
Investment income	6	2,205,806	2,210,042
Fair value gains on investments	6	845,949	22,979
Investment contract fee income		135,670	84,870
<b>Total technical income</b>		<b>9,723,747</b>	10,606,952
Claims incurred, net of reinsurance			
Claims paid			
- gross amount		7,764,139	8,419,064
- reinsurers' share		<b>(59,978)</b>	(165,590)
		<b>7,704,161</b>	8,253,474
Change in the provision for claims			
- gross amount		19,666	111,950
- reinsurers' share		<b>(5,967)</b>	(45,279)
	17	<b>13,699</b>	66,671
Claims incurred, net of reinsurance		<b>7,717,860</b>	8,320,145
Change in other technical provisions, net of reinsurance			
Insurance contracts			
- gross amount		4,364,020	3,036,036
- reinsurers' share		<b>(360,851)</b>	(4,512)
		<b>4,003,169</b>	3,031,524
Investment contracts with DPF - gross		<b>(3,194,360)</b>	(2,258,646)
Change in other technical provisions, net of reinsurance	17	<b>808,809</b>	772,878
Claims incurred and change in other technical provisions, net of reinsurance		<b>8,526,669</b>	9,093,023
Net operating expenses	4	2,142,553	2,505,988
Unrealised loss on investments	6	55,093	637,867
Other investment charges and expenses	6	40,068	36,218
<b>Total technical charges</b>		<b>10,764,383</b>	12,273,096
<b>Balance on the long term business of insurance technical account before tax</b>		<b>(1,040,636)</b>	(1,666,144)

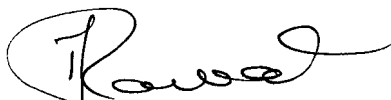


## Statements of financial position

As at 31 December

	Notes	Group		Company	
		2012	2011	2012	2011
		€	€	€	€
<b>ASSETS</b>					
Intangible assets	11	3,610,066	3,304,955	9,492	6,712
Property, plant & equipment	13	3,768,866	3,966,672	66,176	23,244
Investment property	14	23,833,231	24,226,776	491,725	508,906
Investment in group undertakings	15	-	-	6,451,553	8,951,553
Deferred tax asset	12	82,548	48,165	-	-
Other investments	16	49,658,425	50,864,949	11,625,151	13,464,906
Reinsurers' share of technical provisions	17	1,583,721	1,216,903	-	-
Taxation receivable		566,629	688,106	108,204	55,667
Stock-property held for development	18	1,242,797	1,455,048	-	-
Trade and other receivables	19	3,309,328	2,929,728	123,492	113,524
Cash and cash equivalents	26	4,051,077	4,620,988	879,979	402,594
Non-current assets held-for-sale	14	-	704,984	-	704,984
<b>Total assets</b>		<b>91,706,688</b>	<b>94,027,274</b>	<b>19,755,772</b>	<b>24,232,090</b>
<b>EQUITY AND LIABILITIES</b>					
<b>Capital and reserves attributable to the company's shareholders</b>					
Share capital	20	3,845,668	3,845,668	3,845,668	3,845,668
Share premium account	21	16,970,641	16,970,641	16,970,641	16,970,641
Other reserves	22	2,318,216	1,913,335	-	-
Profit and loss account		(16,684,408)	(13,870,723)	(22,126,120)	(16,117,862)
<b>Total equity</b>		<b>6,450,117</b>	<b>8,858,921</b>	<b>(1,309,811)</b>	<b>4,698,447</b>
Technical provisions	17	61,974,279	60,921,263	-	-
Interest bearing borrowings	23	17,185,552	18,538,073	17,185,552	16,859,045
Deferred tax liability	12	2,351,315	2,353,458	59,835	76,615
Trade and other payables	24	3,505,296	3,115,430	3,820,196	2,597,983
Current tax liabilities		240,129	240,129	-	-
<b>Total liabilities</b>		<b>85,256,571</b>	<b>85,168,353</b>	<b>21,065,583</b>	<b>19,533,643</b>
<b>Total equity and liabilities</b>		<b>91,706,688</b>	<b>94,027,274</b>	<b>19,755,772</b>	<b>24,232,090</b>

The financial statements on pages 12 to 78 were authorised for issue by the Board on 24 April 2013 and were signed on its behalf by:



Dawood A. Rawat  
Chairman



Nicholas Ashford-Hodges  
Deputy Chairman

## Statements of changes in equity

### Group

	Attributable to the company's shareholders				Total €
	Share capital €	Share premium account €	Other reserves €	Accumulated losses €	
<b>Balance at 1 January 2011</b>	3,845,668	16,970,641	1,936,512	(9,667,053)	13,085,768
Loss for the financial year	-	-	-	(4,193,670)	(4,193,670)
Other comprehensive loss for the year	-	-	(33,177)	-	(33,177)
Total comprehensive loss for the year	-	-	(33,177)	(4,193,670)	(4,226,847)
Increase in value of in-force business, transferred to other reserves	-	-	10,000	(10,000)	-
	-	-	10,000	(10,000)	-
<b>Balance at 31 December 2011</b>	<b>3,845,668</b>	<b>16,970,641</b>	<b>1,913,335</b>	<b>(13,870,723)</b>	<b>8,858,921</b>
<b>Balance at 1 January 2012</b>	3,845,668	16,970,641	1,913,335	(13,870,723)	8,858,921
Loss for the financial year	-	-	-	(2,406,685)	(2,406,685)
Other comprehensive loss for the year	-	-	(2,119)	-	(2,119)
Total comprehensive loss for the year	-	-	(2,119)	(2,406,685)	(2,408,804)
Increment in value of in-force business, transferred to other reserves	-	-	407,000	(407,000)	-
	-	-	407,000	(407,000)	-
<b>Balance at 31 December 2012</b>	<b>3,845,668</b>	<b>16,970,641</b>	<b>2,318,216</b>	<b>(16,684,408)</b>	<b>6,450,117</b>

**Statements of changes in equity** – continued

**Company**

	<b>Share capital €</b>	<b>Share premium account €</b>	<b>Accumulated losses €</b>	<b>Total €</b>
<b>Balance at 1 January 2011</b>	3,845,668	16,970,641	(11,169,217)	9,647,092
Loss for the financial year/total comprehensive loss for the year	-	-	(4,948,645)	(4,948,645)
Balance at 31 December 2011	<u>3,845,668</u>	<u>16,970,641</u>	<u>(16,117,862)</u>	<u>4,698,447</u>
<b>Balance at 1 January 2012</b>	3,845,668	16,970,641	(16,117,862)	4,698,447
Loss for the financial year/total comprehensive loss for the year	-	-	(6,008,258)	(6,008,258)
<b>Balance at 31 December 2012</b>	<u><u>3,845,668</u></u>	<u><u>16,970,641</u></u>	<u><u>(22,126,120)</u></u>	<u><u>(1,309,811)</u></u>

## Statements of cash flows

Year ended 31 December

	Notes	Group		Company	
		2012 €	2011 €	2012 €	2011 €
Cash (used in)/generated from operations	25	<b>(2,177,383)</b>	(709,974)	<b>(2,110,997)</b>	(2,107,030)
Dividends received		<b>531,755</b>	462,045	<b>156,906</b>	145,814
Interest received		<b>1,605,518</b>	1,675,228	<b>657,099</b>	778,610
Interest paid		<b>(983,459)</b>	(1,049,725)	<b>(1,084,571)</b>	(1,069,957)
Net tax (paid)/refund		<b>(94,137)</b>	1,155,748	<b>(100,863)</b>	(46,518)
<b>Net cash (used in)/from operating activities</b>		<b>(1,117,706)</b>	1,533,322	<b>(2,482,426)</b>	(2,299,081)
<b>Cash flows generated from/(used in) investing activities</b>					
Purchase of intangible assets	11	<b>(26,837)</b>	(8,390)	<b>(5,582)</b>	(8,390)
Purchase of property, plant and equipment	13	<b>(84,292)</b>	(824,493)	<b>(60,990)</b>	(29,055)
Purchase of investment property	14	<b>(7,725)</b>	(175,958)	-	-
Purchase of financial assets at fair value through profit or loss		<b>(928,518)</b>	(3,508,212)	<b>(404,000)</b>	(300)
Purchase of held-to-maturity financial assets	16	-	(4,555,843)	-	-
Purchase of available-for-sale financial assets	16	-	(666,143)	-	-
Proceeds from disposal of investments at fair value through profit or loss		<b>1,132,916</b>	1,488,590	-	-
Proceeds from disposal of investment property		<b>704,984</b>	-	<b>704,984</b>	-
Purchase of cash instrument		-	(745,649)	-	-
Proceeds on maturity of cash instruments		<b>1,153,632</b>	-	-	-
Net movement on other investments -loans and receivables		<b>6,541</b>	7,901	-	-
<b>Net cash generated from/(used in) investing activities</b>		<b>1,950,701</b>	(8,988,197)	<b>234,412</b>	(37,745)
<b>Cash flows used in financing activities</b>					
Repayment of bank loans in connection with investment properties		<b>(1,522,741)</b>	(303,636)	-	-
Movement in shareholder's loan		-	-	<b>2,449,277</b>	(1,332,354)
<b>Net cash used in financing activities</b>		<b>(1,522,741)</b>	(303,636)	<b>2,449,277</b>	(1,332,354)
<b>Movement in cash and cash equivalents</b>		<b>(689,746)</b>	(7,758,511)	<b>201,263</b>	(3,669,180)
<b>Cash and cash equivalents at the beginning of year</b>		<b>4,464,701</b>	12,223,212	<b>402,594</b>	4,071,774
<b>Cash and cash equivalents at the end of year</b>	26	<b>3,774,955</b>	4,464,701	<b>603,857</b>	402,594

## Accounting policies

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

### 1. Basis of preparation

During 2012 the Group reported a loss before tax of €2,227,597 (2011 - loss of €4,308,053), an improvement of €2,080,456. The Group's net assets at 31 December 2012 amounted to €6,450,117 (2011 – €8,858,921). Whilst the global and local economic landscape continued to present a challenging environment for turning around the financial performance of the Group, the Board of Directors has remained committed to its transformation strategy focused on aggressive cost reduction and revenue enhancement. The improved performance in 2012 reflects better operating results following significant cost containment and retargeting of revenue sources – however the net financial results for the year continued to be hampered by finance costs and adverse fair value movements in the Group's property portfolio.

The Directors have approved business plans and budgets which target further reductions in the fixed cost base as well as an improved revenue trend, particularly in the life insurance business. Growth in revenue is to be driven through the expansion of the direct sales force and the diversification of distribution channels. Together these are expected to offer a robust platform for the launch of new insurance products such as 'Real Life' launched in the third quarter of 2012. The five-year budgets indicate a return to profitability primarily through projected growth in the value of the life insurance in-force business. No estimate of future fair value movements on FVTPL investments or investment properties has been taken into account in the preparation of the budgets as these cannot be forecast accurately, though sentiment in relation to the financial markets has improved since the previous years.

In 2011 the Directors initiated a process to dispose of the Group's overseas investment properties as well as certain local properties and engaged reputable global estate agents to assist in this process. The Group's forecast cash flows, prepared in line with the budgeted operating performance and taking into account the receipt of funds from anticipated asset realisations, indicate that the Group will have sufficient funds to meet its obligations in the near term. The budgets and cash flow forecasts have been prepared on the basis of planned strategies and initiatives, however, as with all forward looking estimates they are inherently uncertain and actual results may be different from those estimated due to external influences which are beyond the Group's control.

In the medium term, the Company's bond is due for repayment at the latest by 2 June 2016, as further described in Note 23. Funds required for the bond redemption will be generated from property and investment realisations. The Company is also expected to have various re-financing options available to it, should the need arise, including the possibility of raising additional capital.

The Directors regularly monitor the projected outlook and are satisfied that, having taken into account the Group's current and forecast statement of financial position, its capital adequacy (as detailed in Note 20), its forecast cash flows, and scenarios for raising additional debt or equity, it is reasonable to assume that the Company and the Group have adequate resources to continue operating for the foreseeable future. Accordingly the Directors continue to adopt the going concern basis in preparing the financial statements.

## 1. Basis of preparation (continued)

These financial statements are prepared in accordance with International Financial Reporting Standards as adopted by the EU (EU IFRSs), and with the Companies Act (Chap. 386). The consolidated financial statements include the financial statements of GlobalCapital p.l.c. and its subsidiary undertakings. They also consider the requirements of the Insurance Business Act (Chap. 403) in consolidating the results of GlobalCapital Life Insurance Limited, where appropriate. The financial statements are prepared under the historical cost convention, as modified by the fair valuation of investment property, financial assets and financial liabilities at fair value through profit or loss, available for sale investments and the value of in-force business.

The preparation of financial statements in conformity with EU IFRSs requires the use of certain critical accounting estimates. It also requires management to exercise their judgement in the process of applying the Group's and the company's accounting policies. The areas involving a higher degree of judgement and estimates or complexity are disclosed in Note 1 to these financial statements.

The statements of financial position are presented in increasing order of liquidity, with additional disclosures on the current or non-current nature of the assets and liabilities provided within the notes to the financial statements.

### *International Financial Reporting Standards in issue but not yet effective*

Certain new standards and amendments, revisions and interpretations to existing standards have been published by the date of authorisation for issue of these financial statements but are not mandatory for the current accounting period.

The Company and the Group have not early adopted these new standards or these amendments, revisions and interpretations to existing standards. The directors are assessing the impact that these standards will have on the Company and the Group financial statements.

### *IFRS 9 – Financial Instruments*

IFRS 9 - Financial Instruments issued in November 2009 and amended in October 2010 introduces new requirements for the classification and measurement of financial assets and financial liabilities.

- IFRS 9 requires all recognised financial assets that are within the scope of IAS 39 Financial Instruments: Recognition and Measurement to be subsequently measured at amortised cost or fair value. Under IFRS 9, financial assets that are held within a business model whose objective is to collect the contractual cash flows, and that have contractual cash flows that give rise on specified dates to cash flows that are solely payments of principal and interest on the principal outstanding are generally measured at amortised cost unless the entity applies the fair value option. All other financial assets, including equity investments are measured at their fair values at the end of subsequent accounting periods.
- Under IFRS 9, for financial liabilities that are designated as at fair value through profit or loss, the amount of change in the fair value of the financial liability that is attributable to changes in the credit risk of that liability is recognised in other comprehensive income, unless the recognition of the effects of changes in the liability's credit risk in other comprehensive income would create or increase an accounting mismatch in profit or loss. Changes in the fair value attributable to a financial liability's credit risk are not subsequently reclassified to profit or loss.

Following an amendment in December 2011, IFRS 9 is effective for annual periods beginning on or after 1 January 2015, with earlier application permitted. This Standard had not yet been endorsed by the EU at the date of authorisation of these financial statements.

**1. Basis of preparation** (continued)

*International Financial Reporting Standards in issue but not yet effective (continued)*

*IFRS 10 – Consolidated Financial Statements*

IFRS 10 Consolidated Financial Statements builds on existing principles by identifying the concept of control as the determining factor in whether an entity should be included within the consolidated financial statements of the parent company. The standard provides additional guidance to assist in the determination of control where this is difficult to assess. IFRS 10 introduces a single consolidation model for all entities based on control, irrespective of the nature of the investee (that is, whether an entity is controlled through voting rights of the investors or otherwise). IFRS 10 supersedes SIC-12 Consolidation—Special Purpose Entities and parts of IAS 27 Consolidated and Separate Financial Statements.

IFRS 10 is effective for annual periods beginning on or after 1 January 2014, with earlier application permitted.

*IAS 27 – Separate Financial Statements*

The revised IAS 27 was issued concurrently with IFRS 10. Together, the two IFRSs supersede IAS 27 Consolidated and Separate Financial Statements (as amended in 2008).

*IFRS 12 – Disclosure of Interests in Other Entities*

IFRS 12 Disclosure of Interests in Other Entities addresses disclosure requirements for certain interests in other entities, including joint arrangements, associates, subsidiaries and unconsolidated structured entities. The objective of IFRS 12 is to require an entity to disclose information that enables users of its financial statements to evaluate

- the nature of, and risks associated with, its interests in other entities; and
- the effects of those interests on its financial position, financial performance and cash flows.

IFRS 12 is effective for annual periods beginning on or after 1 January 2014, with earlier application permitted.

*IFRS 13 – Fair Value Measurement*

This Standard defines fair value, sets out in a single IFRS a framework for measuring fair value and requires disclosures about fair value measurements. IFRS 13 does not require fair value measurements in addition to those already required or permitted by other IFRSs.

IFRS 13 is effective for annual periods beginning on or after 1 January 2013, with earlier application permitted.

*Amendments to IAS 1 – Presentation of Items of Other Comprehensive Income*

The amendments retain the option to present profit or loss and other comprehensive income in either a single comprehensive continuous statement or in two separate but consecutive statements. However, items of other comprehensive income are required to be grouped into those that will and will not subsequently be reclassified to profit or loss with tax on items of other comprehensive income required to be allocated on the same basis.

The amendments are effective from 1 July 2012 and are to be applied on a full retrospective basis.

## 1. Basis of preparation (continued)

### *International Financial Reporting Standards in issue but not yet effective (continued)*

#### *Amendments to IAS 12 – Income Taxes*

The amendments provide an exception to the general principles of IAS 12 for investment property measured using the fair value model in IAS 40 Investment Property. For the purposes of measuring deferred tax, the amendments introduce a rebuttable presumption that the carrying amount of the investment property will be recovered entirely through sale. The presumption can be rebutted if the investment property is depreciable and is held within a business model whose objective is to consume substantially all of the economic benefits over time, rather than through sale.

The amendments are effective as from 1 January 2013.

#### *Amendments to IAS 32 and IFRS 7 - Offsetting Financial Assets and Financial Liabilities*

These Amendments are intended to help investors and other financial statement users to better assess the effect or potential effect of offsetting arrangements on a company's financial position. The disclosure requirements also improve transparency in the reporting of how companies mitigate credit risk, including disclosure of related collateral pledged or received. The amendments to IAS 32 and IFRS 7 are applicable on 1 January 2014 and 1 January 2013 respectively.

## 2. Consolidation

### *Subsidiaries*

Subsidiaries are all entities over which the Group has the power to govern the financial and operating policies generally accompanying a shareholding of more than one half of the voting rights so as to obtain benefits from the entities' activities. The existence and effect of potential voting rights that are currently exercisable or convertible are considered when assessing whether the Group controls another entity. Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are de-consolidated from the date that control ceases.

The acquisition method of accounting is used to account for the acquisition of subsidiaries by the Group. The consideration is measured as the fair value of the assets given, equity instruments issued and liabilities incurred or assumed at the date of exchange. Identifiable assets acquired and liabilities assumed in a business combination are measured initially at their fair values at the acquisition date. Acquisition related costs are recognised in the profit and loss as incurred, except for costs to issue debt or equity securities.

Goodwill arising in a business combination is recognised as an asset at the date that control is acquired. Goodwill is measured as the excess of:

- a. The aggregate of:
  - i. the consideration transferred;
  - ii. the amount of any non-controlling interest in the acquiree; and
  - iii. in a business combination achieved in stages, the acquisition date fair value of the acquirer's previously held equity interest in the acquiree.
- b. The net of the acquisition date amounts of the identifiable assets acquired and the liabilities assumed.



## 2. Consolidation (continued)

### *Subsidiaries (continued)*

Any gain on a bargain purchase, after reassessment, is recognised immediately in profit or loss.

Inter-company transactions, balances and unrealised gains on transactions between group companies are eliminated. Unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group. A listing of the Group's principal subsidiaries is set out in note 15.

## 3. Intangible assets

### (a) *Goodwill*

Goodwill on acquisition of group undertakings is included in intangible assets. Goodwill is tested at least annually for impairment and carried at cost less accumulated impairment losses. Goodwill is allocated to cash-generating units for the purpose of impairment testing.

### (b) *Value of in-force business*

On acquisition of a portfolio of long term contracts, the net present value of the Shareholders' interest in the expected after-tax cash flows of the in-force business is capitalised in the statement of financial position as an asset. The value of in-force business is subsequently determined by the Directors on an annual basis, based on the advice of the approved actuary. The valuation represents the discounted value of projected future transfers to Shareholders from policies in force at the year-end, after making provision for taxation. In determining this valuation, assumptions relating to future mortality, persistence and levels of expenses are based on experience of the type of business concerned. Gross investment returns assumed vary depending on the mix of investments held and expected market conditions. All movements in the in-force business valuation are credited or debited to the profit or loss. They are subsequently transferred out of retained earnings to other reserves.

### (c) *Computer software*

Acquired computer software licences are capitalised on the basis of the costs incurred to acquire and bring to use the specific software. These costs are amortised using the straight-line method over their estimated useful lives (five years). Costs associated with maintaining computer software programmes are recognised as an expense as incurred.

## 4. Deferred income tax

Deferred income tax is provided using the balance sheet liability method for temporary differences arising between the tax bases of assets and liabilities and their carrying values for financial reporting purposes. Currently enacted tax rates or those that are substantively enacted by the end of the reporting period are used in the determination of deferred income tax.

Deferred income tax related to the fair value re-measurement of investments is allocated between the technical and non-technical account depending on whether the temporary differences are attributed to policyholders or shareholders respectively.

Deferred tax assets are recognised only to the extent that future taxable profit will be available such that realisation of the related tax benefit is probable.

## 5. Property, plant and equipment

Property, plant and equipment, comprising land and buildings, office furniture, fittings and equipment and motor vehicles, are initially recorded at cost and are subsequently shown at cost less depreciation and impairment losses. Historical cost includes expenditure that is directly attributable to the acquisition of the items. Subsequent costs are included in the asset's carrying amount, or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group, and the cost of the item can be measured reliably. All other repairs and maintenance are charged to the profit or loss during the financial period in which they are incurred.

Depreciation is calculated using the straight-line method to allocate the cost of the assets to their residual values over their estimated useful lives as follows:

	%
Buildings	2
Office furniture, fittings and equipment	20 - 25
Motor vehicles	20

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at the end of each reporting period.

Gains and losses on disposal of property, plant and equipment are determined by comparing proceeds with the carrying amount, and are taken into account in determining operating profit.

## 6. Non-current assets and disposal groups held for sale

Non-current assets and disposal groups are classified as held for sale if their carrying amount will be recovered principally through a sale transaction rather than through continuing use. This condition is regarded as met only when the sale is highly probable and the asset or disposal group is available for immediate sale in its present condition. Management must be committed to the sale, which should be expected to qualify for recognition as a completed sale within one year from the date of classification. Non-current assets and disposal groups classified as held for sale are measured at the lower of the assets' previous carrying amount and fair value less costs to sell. An impairment loss is recognised in profit or loss. Non-current assets are not depreciated (or amortised) while they are classified as held for sale or while they are part of a disposal group classified as held for sale.

## 7. Investment properties

Freehold and leasehold properties treated as investments principally comprise buildings that are held for long term rental yields or capital appreciation or both, and that are not occupied by the Group. Investment properties are initially measured at cost including related transaction costs. Investment properties are subsequently carried at fair value, representing open market value determined annually by external valuers, or by virtue of a Directors' valuation. Fair value is based on active market prices, adjusted, if necessary, for any difference in the nature, location or condition of the specific asset. If this information is not available, the Group uses alternative valuation methods such as recent prices on less active markets or discounted cash flow projections. The fair value of investment properties reflects, among other things, rental income from current leases and assumptions about rental income from future leases in the light of current market conditions.

Subsequent expenditure is charged to the asset's carrying amount only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other repairs and maintenance costs are charged to the profit or loss during the financial period in which they are incurred.

Unrealised gains and losses arising from changes in fair value (net of deferred taxation) are recognised in the profit or loss.

## 8. Investment in group undertakings

In the Company's financial statements, shares in group undertakings are accounted for by the cost method of accounting, net of impairment loss. The Company gathers objective evidence that an investment is impaired using the same process adopted for financial assets held at amortised cost and available for sale assets. These processes include but are not limited to those disclosed in accounting policy 10(a). The impairment loss is measured in accordance with accounting policy 10(b). On disposal of an investment, the difference between the net disposal proceeds and the carrying amount is charged or credited to the profit or loss.

The dividend income from such investments is included in profit or loss in the accounting year in which the Company's right to receive payment of any dividend is established.

## 9. Other financial assets

The Group classifies its other financial assets in the following categories: financial assets at fair value through profit or loss, held-to-maturity investments, loans and receivables and available-for-sale financial assets. The classification depends on the purpose for which the financial assets were acquired. The Directors determine the appropriate classification of the Group's financial assets at initial recognition, and re-evaluate such designation at every reporting date.

### (a) *Financial assets at fair value through profit or loss*

This category has two sub-categories: financial assets held for trading and those designated at fair value through profit or loss at inception. A non-derivative financial asset is classified into this category at inception if acquired principally for the purpose of selling in the near-term, if it forms part of a portfolio of financial assets that are managed together and for which there is evidence of short term profit-taking, if the financial asset is part of a group of financial assets that is managed on a portfolio basis and whose performance is evaluated and reported internally to the Group's key management personnel on a fair value basis in accordance with a documented financial assets strategy or if this designation eliminates an accounting mismatch that would otherwise arise from measuring assets or liabilities or recognising the gains and losses on them on different bases.

### (b) *Held-to-maturity investments*

Non-derivative financial assets with fixed or determinable payments and fixed maturity that the Group has the positive intention and ability to hold to maturity other than those that upon initial recognition are designated as at fair value through profit or loss, those that are designated as available-for-sale financial assets and those that meet the definition of loans and receivables are classified as held-to-maturity investments.

### (c) *Loans and receivables*

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market, other than those that are held for trading or that are designated as at fair value through profit or loss or as available for sale or those for which the Group may not recover substantially all of its investment other than because of credit deterioration. They include, inter alia, debtors, interest bearing deposits and advances.

### (d) *Available-for-sale financial assets*

Available-for-sale financial assets are those non-derivative financial assets that are either designated in this category by the Group or not classified as loans and receivables, held-to-maturity investments or financial assets at fair value through profit or loss.

**9. Other financial assets (continued)**

All purchases and sales of financial assets are recognised on the trade date, which is the date that the Group commits to purchase or sell the assets. All financial assets are initially recognised at fair value, plus in the case of financial assets not carried at fair value through profit or loss, transaction costs that are directly attributable to their acquisition. Financial assets are derecognised when the rights to receive cash flows from the financial assets have expired or where they have been transferred and the transfer qualifies for de-recognition.

Financial assets at fair value through profit or loss are subsequently re-measured at fair value. Held-to-maturity investments and loans and receivables are carried at amortised cost using the effective interest method unless the effect of discounting is immaterial, less any provision for impairment.

Gains or losses arising from changes in the fair value of the 'financial assets at fair value through profit or loss' category are presented in profit or loss.

Available-for-sale financial assets are measured at their fair value. Gains and losses arising from a change in fair value are recognised in other comprehensive income, except for impairment losses and foreign exchange gains and losses on monetary assets, until the financial asset is derecognised, at which time the cumulative gain or loss previously recognised in other comprehensive income is reclassified from equity to profit or loss as a reclassification adjustment. Interest calculated using the effective interest method is recognised in profit or loss.

The fair value of quoted financial assets is based on quoted market prices at the end of the reporting period. If the market for a financial asset is not active (and for unlisted securities), the Group establishes fair value by using valuation techniques. These include the use of recent arm's length transactions, reference to other instruments that are substantially the same and discounted cash flow analysis.

**10. Impairment of assets**

*(a) Impairment of financial assets at amortised cost and available-for-sale investments*

The Group assesses at the end of each reporting period whether there is objective evidence that a financial asset or group of financial assets is impaired. A financial asset or group of financial assets is impaired and impairment losses are incurred only if there is objective evidence of impairment as a result of one or more events that have occurred after the initial recognition of the asset ("a loss event") and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated.

Objective evidence that a financial asset or group of assets is impaired includes observable data that comes to the attention of the Group about the following events:

- (i) significant financial difficulty of the issuer or debtor;
- (ii) a breach of contract, such as a default or delinquency in payments;
- (iii) it becoming probable that the issuer or debtor will enter bankruptcy or other financial reorganisation;
- (iv) observable data indicating that there is a measurable decrease in the estimated future cash flow from a group of financial assets since the initial recognition of those assets, although the decrease cannot yet be identified with the individual financial assets in the group.

In addition to the above loss events, objective evidence of impairment for an investment in an equity instrument includes information about significant changes with an adverse effect that have taken place in the technological, market, economic or legal environment in which the issuer operates, and indicates that the cost of the investment in the equity instrument may not be recovered and/or a significant or prolonged decline in the fair value of an investment in an equity instrument below its cost.

**10. Impairment of assets** (continued)

*(a) Impairment of financial assets at amortised cost and available-for-sale investments (continued)*

For financial assets at amortised cost, the Group first assesses whether objective evidence of impairment exists for financial assets that are individually significant. If the Group determines that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, it includes the asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is or continues to be recognised are not included in a collective assessment of impairment.

If there is objective evidence that an impairment loss has been incurred on financial assets carried at amortised cost, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows discounted at the financial asset's original effective interest rate. The carrying amount of the asset is reduced through the use of an allowance account and the amount of the loss is recognised in the profit or loss.

If in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised (such as improved credit rating), the previously recognised impairment loss is reversed by adjusting the allowance account. The amount of the reversal is recognised in the profit or loss.

When a decline in the fair value of an available-for-sale financial asset has been recognised in other comprehensive income and there is objective evidence that the asset is impaired, the cumulative impairment loss that had been recognised in other comprehensive income is reclassified from equity to profit or loss as a reclassification adjustment and is measured as the difference between the acquisition cost and current fair value, less any impairment loss on that financial asset previously recognised in profit or loss.

Impairment losses recognised in profit or loss for an available-for-sale investment in an equity instrument are not reversed through profit or loss. Impairment losses recognised in profit or loss for an available-for-sale investment in a debt instrument are reversed through profit or loss if an increase in the fair value of the instrument can be objectively related to an event occurring after the recognition of the impairment loss.

*(b) Impairment of other financial assets*

At each end of the reporting period, the carrying amount of other financial assets is reviewed to determine whether there is an indication of impairment and if any such indication exists, the recoverable amount of the asset is estimated. An impairment loss is the amount by which the amount of the asset exceeds its recoverable amount. The recoverable amount is the higher of fair value less the costs to sell and value in use. Impairment losses and reversals are recognised in profit or loss.

*(c) Impairment of non-financial assets*

Assets that are subject to amortisation or depreciation, are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable, principally comprise property, plant and equipment and computer software. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units). An impairment loss recognised in a prior year is reversed if there has been a change in the estimates used to determine the asset's recoverable amount since the last impairment loss was recognised. Impairment losses and reversals are recognised in profit or loss.

**10. Impairment of assets** (continued)

*(c) Impairment of non-financial assets (continued)*

Goodwill arising on the acquisition of subsidiaries is tested for impairment at least annually. Goodwill is allocated to each of the Group's cash-generating units expected to benefit from the synergies of the combination. Where the recoverable amount is less than the carrying amount, an impairment loss is recognised. An impairment loss recognised for goodwill is not reversed in a subsequent period.

**11. Offsetting financial instruments**

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

**12. Property held for development**

When the main object of a property project is the development for resale purposes, the asset is classified in the financial statements as property held for development. The development property is carried at the lower of cost and net realisable value. Cost comprises the purchase cost of acquiring the property together with other costs incurred during its subsequent development including:

- (i) The costs incurred on development works, including demolition, site clearance, excavation, construction, etc.
- (ii) The cost of various design and other studies conducted in connection with the project, together with all other expenses incurred in connection therewith.
- (iii) Any borrowing costs attributable to the development phases of the project.

Net realisable value is the estimated selling price in the ordinary course of business, less the costs of completion and selling expenses.

**13. Insurance contracts and investment contracts with DPF**

*(a) Classification*

Insurance contracts are those contracts that transfer significant insurance risk. Such contracts may also transfer financial risk. As a general guideline, the Group defines as significant insurance risk the possibility of having to pay benefits on the occurrence of an insured event that are at least 10% more than the benefits payable if the insured event did not occur. Investment contracts are those contracts that transfer financial risk with no significant insurance risk.

A number of insurance and investment contracts contain a DPF ("Discretionary participation feature"). This feature entitles the holder to receive, as a supplement to guaranteed benefits, additional benefits or bonuses:

- that are likely to be a significant portion of the total contractual benefits;
- whose amount or timing is contractually at the discretion of the Group; and
- that are based on realised and/or unrealised investment returns on underlying assets held by the Group.

Local statutory regulations and the terms and conditions of these contracts set out the bases for the determination of the amounts on which the additional discretionary benefits are based (the DPF eligible surplus), and within which the Group may exercise its discretion as to the quantum and timing of their payment to contract holders, also considering the advice of the approved actuary.

**13. Insurance contracts and investment contracts with DPF (continued)**

*(b) Recognition and measurement*

Insurance contracts and investment contracts with DPF are categorised depending on the duration of risk and whether or not the terms and conditions are fixed.

*(i) Short term insurance contracts*

These contracts are short duration life insurance contracts. They protect the Group's customers from the consequences of events (such as death or disability) that would affect the ability of the customer or his/her dependants to maintain their current level of income. Guaranteed benefits paid on occurrence of the specified insurance event are either fixed or linked to the extent of the economic loss suffered by the policyholder. There are no maturity or surrender benefits.

*(ii) Long term contracts*

Insurance contracts without DPF

These contracts insure events associated with human life (mainly for death) over a long and fixed duration. The guaranteed and fixed element for these contracts relates to the sum assured, i.e. the benefit payable on death.

Insurance contracts with DPF

In addition to the guaranteed amount payable on death, these products combine a savings element whereby a portion of the premium receivable, and declared returns, are accumulated for the benefit of the policyholder. Annual returns may combine a guaranteed rate of return and a discretionary element.

Investment contracts with DPF

These long term contracts are substantially savings products since they do not transfer significant insurance risk. Annual returns may combine a guaranteed rate of return and a discretionary element.

The Group does not recognise the guaranteed element separately from the DPF for any of the contracts that it issues. As permitted by IFRS 4, it continues to apply accounting policies existing prior to this standard in respect of such contracts, further summarised as follows:

- (i) Premiums are recognised as revenue when they become payable by the policyholder. Premiums are shown before deduction of commission, and are inclusive of policy fees receivable.
- (ii) Maturity claims are charged against revenue when due for payment. Surrenders are accounted for when paid or, if earlier, on the date when the policy ceases to be included within the calculation of the liability. Death claims and all other claims are accounted for when notified. Claims payable include related internal and external claims handling costs.
- (iii) Bonuses charged to the long term business technical account in a given year comprise:
  - (a) new reversionary bonuses declared in respect of that year, which are provided within the calculation of the respective liability;
  - (b) terminal bonuses paid out to policyholders on maturity and included within claims paid; and
  - (c) terminal bonuses accrued at the Group's discretion, and included within the respective liability.

**13. Insurance contracts and investment contracts with DPF (continued)**

*(b) Recognition and measurement (continued)*

*(ii) Long term contracts (continued)*

- (iv) A liability for long term contractual benefits that are expected to be incurred in the future is recorded when premiums are recognised. This liability is determined by the approved actuary following his annual investigation of the financial condition of the Group's long term business as required under the Insurance Business Act (Chap. 403). It is calculated in accordance with the relevant legislation governing the determination of liabilities for the purposes of statutory solvency. The calculation uses a prospective valuation method, unless a retrospective calculation results in a higher liability, and makes explicit provision for vested reversionary bonuses. Provision is also made, explicitly or implicitly, for future reversionary bonuses. The prospective method is determined as the sum of the expected discounted value of the benefit payments and the future administration expenses that are directly related to the contract, less the expected discounted value of the theoretical premiums that would be required to meet the benefits and administration expenses based on the valuation assumptions used. The liability is based on assumptions as to mortality, maintenance expenses and investment income that are established at the time the contract is issued, subject to solvency restrictions set out in the Insurance Business Act (Chap. 403). The retrospective method is based on the insurance premium credited to the policyholder's account, together with explicit provision for vested bonuses accruing as at the end of the reporting period, and adjustment for mortality risk and other benefits.

This long term liability is recalculated at the end of each reporting period. The above method of calculation satisfies the minimum liability adequacy test required by IFRS 4. The liability in respect of short term insurance contracts is based on statistical analysis for the claims incurred but not reported, estimates of the expected ultimate cost of more complex claims that may be effected by external factors (such as court decisions), and further includes the portion of premiums received on in-force contracts that relate to unexpired risks at the end of the reporting period.

*(c) Reinsurance contracts held*

Contracts entered into by the Group with reinsurers under which the Group is compensated for losses on one or more contracts issued by the Group and that meet the classification requirements for insurance contracts in accounting policy 13(a) are classified as reinsurance contracts held. Contracts that do not meet the classification requirements are classified as financial assets.

The benefits to which the Group is entitled under its reinsurance contracts held are recognised as reinsurers' share of technical provisions or receivables from reinsurers (unless netted off against amounts payable to reinsurers). These assets consist of short term balances due from reinsurers (classified within receivables), as well as longer term receivables (classified as reinsurers' share of technical provisions) that are dependent on the expected claims and benefits arising under the related reinsured insurance contracts. Reinsurance liabilities are primarily premiums payable for reinsurance contracts and are recognised as an expense when due.

The Group assesses its reinsurance assets for impairment on an annual basis. If there is objective evidence that the reinsurance asset is impaired, the Group reduces the carrying amount of the reinsurance asset to its recoverable amount and recognises that impairment loss in the profit or loss. The Group gathers objective evidence that a reinsurance asset is impaired using the same process adopted for financial assets held at amortised cost. The impairment loss is also calculated following the same method used for these financial assets. These processes are described in accounting policy 10(a).

*(d) Receivables and payables related to insurance contracts*

Receivables and payables are recognised when due. These include amounts due to and from agents, brokers and policyholders. If there is objective evidence that the insurance receivable is impaired, the Group reduces the carrying amount of the insurance receivable accordingly and recognises that impairment loss in the profit or loss in a similar manner to the process described above for reinsurance contracts held (also see accounting policy 10(a)).



#### **14. Investments contracts without DPF**

The Group issues investment contracts without DPF. Premium arising on these contracts is classified as a financial liability – investment contracts without DPF. Investment contracts without fixed terms are financial liabilities whose fair value is dependent on the fair value of underlying financial assets, and are designated at inception as at fair value through profit or loss. The fair value of a unit linked financial liability is determined using the current unit values that reflect the fair values of the financial assets linked to the financial liability multiplied by the number of units attributed to the contract holder at the statement of financial position date. If the investment contract is subject to a surrender option, the fair value of the financial liability is never less than the amount payable on surrender, where applicable. Other benefits payable are also accrued as appropriate.

#### **15. Stock-property held for development**

When the main object of a property project is the development for resale purposes, the asset is classified in the statement of financial position as stock-property held for development. The development property is carried at the lower of cost and net realisable value. Cost comprises the purchase cost of acquiring the property together with other costs incurred during its subsequent development including:

- (i) The costs incurred on development works, including demolition, site clearance, excavation, construction, etc.
- (ii) The cost of various design and other studies conducted in connection with the project, together with all other expenses incurred in connection therewith.
- (iii) Any borrowing costs attributable to the development phases of the project.

Net realisable value is the estimated selling price in the ordinary course of business, less the costs of completion and selling expenses.

#### **16. Cash and cash equivalents**

For the purposes of the statements of cash flows, cash and cash equivalents comprise cash in hand, deposits held at call with banks and time deposits maturing within three months (unless these are held specifically for investment purposes). They are net of the bank overdraft, which is included with liabilities.

#### **17. Borrowings and trade payables**

Borrowings are recognised initially at fair value, net of transaction costs incurred. Borrowings are subsequently stated at amortised cost; any difference between the proceeds (net of transaction costs) and the redemption value is recognised in profit or loss over the period of the borrowings using the effective interest method. Trade payables are stated at their nominal value unless the effect of discounting is material.

Borrowing costs are capitalised within property held for development in so far as they relate to the specific external financing of assets under development. Such borrowing costs are capitalised during the development phase of the project. Other borrowing costs are recognised as an expense in the year to which they relate.

#### **18. Share capital**

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of new shares are shown in equity as a deduction, net of tax, from the proceeds.

**19. Dividend distribution**

Dividend distribution to the Company's Shareholders is recognised as a liability in the Company's financial statements in the period in which the dividends are declared.

**20. Fiduciary activities**

Client monies are held by the Group as a result of clients' trades that have not yet been fulfilled. They are not included in the financial statements as these assets are held in a fiduciary capacity.

**21. Provisions**

Provisions are recognised when the Group has a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources will be required to settle the obligation, and a reliable estimate of the amount of the obligation can be made.

**22. Revenue recognition**

Revenue comprises the fair value of the consideration received or receivable for goods sold and services provided in the normal course of business, net of value added tax and discounts, where applicable. Revenue is recognised to the extent that it is probable that future economic benefits will flow to the company and these can be measured reliably. Revenue also includes interest, dividend and rental income. The following specific recognition criteria must also be met before revenue is recognised:

*(a) Rendering of services*

Premium recognition dealing with insurance contracts and investments contracts with DPF is described in accounting policy 13. Revenue arising from the issue of investment contracts without DPF is recognised in the accounting period in which the services are rendered.

Other turnover arising on rendering of services represents commission, consultancy and advisory fees receivable in respect of the Group's activities in providing insurance agency, brokerage or investment services. Performance fees are recognised in the financial statements on the date when the advisor's entitlement to the income is established.

*(b) Sale of property held for development*

Revenue from the sale of property held for development is recognised when the significant risks and rewards of ownership of property being sold are effectively transferred to the buyer. This is generally considered to occur at the later of the date of contract of sale and the date when all the Company's obligations relating to the property are completed and the possession of the property can be transferred in the manner stipulated by the contract of sale. Amounts received in respect of sales that have not yet been recognised in the financial statements, due to the fact that the significant risks and rewards of ownership still rest with the Company, are treated as deposits on contracts and are included with payables.

*(c) Dividend income*

Dividend income is recognised when the right to receive payment is established.

*(d) Interest income*

Interest income from financial assets not classified as fair value through profit or loss is recognised using the effective interest method.

*(e) Rent receivable*

Rent receivable from investment property is accounted for on an accruals basis in accordance with the substance of the relevant lease agreements.

## **23. Foreign currencies**

### *(a) Functional and presentation currency*

Items included in the financial statements of each of the Group's entities are measured using the currency of the primary economic environment in which the entity operates ("the functional currency"). The consolidated financial statements are presented in Euro, which is the Company's functional and presentation currency.

### *(b) Transactions and balances*

Foreign currency transactions are translated into functional currency using the exchange rates prevailing at the date of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the profit or loss. Translation differences on non-monetary items that are measured at fair value, such as equities held at fair value through profit or loss, are reported as part of the fair value gain or loss.

## **24. Investment return**

The total investment return in the notes includes dividend income, net fair value movements on financial assets at fair value through profit or loss (including interest income from financial assets classified as fair value through profit or loss), interest income from financial assets not classified as fair value through profit or loss, rental receivable and net fair value movements on investment property and is net of investment expenses, charges and interest.

The investment return is allocated between the insurance technical account and the non-technical account on the basis of the investment return as recommended by the approved actuary.

## **25. Leases**

Rentals payable under operating leases are charged to the profit or loss as incurred over the lease term. Group assets leased out under operating leases are included in investment property. Rental income is recognised in the profit or loss over the period of the lease to which it relates.

## **26. Employee benefits**

The Company and the Group contribute towards the state pension in accordance with local legislation. The only obligation is to make the required contributions. Costs are expensed in the period in which they are incurred.

## **27. Current tax**

Current tax is charged or credited to profit or loss except when it relates to items recognised in other comprehensive income or directly in equity. The charge/credit for current tax is based on the taxable result for the period. The taxable result for the period differs from the result as reported in profit or loss because it excludes items which are non-assessable or disallowed and it further excludes items which are taxable or deductible in other periods. It is calculated using tax rates that have been enacted or substantively enacted by the end of the reporting period.

## Notes to the financial statements

### 1. Critical accounting estimates and judgements

The Group makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. Estimates and judgements are continually evaluated and based on historical experience and other factors including expectations of future events that are believed to be reasonable under the circumstances.

In the opinion of the Directors, the accounting estimates and judgements made in the course of preparing these financial statements are not difficult, subjective or complex to a degree which would warrant their description as critical in terms of the requirements of IAS 1, unless further described below.

#### (a) *Fair valuation of investment properties*

The determination of the fair value of investment properties at the end of the reporting period requires the use of significant management estimates.

##### Fair valuation of Baronial Castle in Italy

The Group's investment property includes a Baronial Castle situated outside of Rome. Given the specialised nature of this property the uncertainties in the estimation of its fair value are inherently more significant than for the remaining portfolio of investment property. Details of the valuation methodology and key assumptions are disclosed in Note 14 to the financial statements.

##### Fair valuation of an investment property

Included in the investment property is property valued at €1.7 million which is currently the subject of discussion with MEPA with regards to status. The directors are confident that the outcome of these discussions will be positive and this is the basis on which the property has been valued.

#### (b) *Impairment assessment of goodwill*

The Group tests at least annually whether goodwill has suffered any impairment, in accordance with accounting policy 3(a). The assessment of the recoverable amount is based on estimates of future cash flow projections. A summary of the key estimates applied in making this assessment, and the degree of sensitivity, is provided in Note 11 to the financial statements.

#### (c) *Value of in-force business*

The value of in-force business is a projection of future Shareholders' profit expected from insurance policies in force at the year-end, appropriately discounted and adjusted for the effect of taxation. This valuation requires the use of assumptions relating to future mortality, persistence, levels of expenses and investment returns over the longer term (see accounting policy 3(b)). Details of key assumptions and sensitivity for this intangible asset are provided in Note 11 to the financial statements.

#### (d) *Technical provisions*

The Group's technical provisions at year-end are determined in accordance with accounting policy 13. Details of key assumptions and sensitivities to the valuation are disclosed in Note 17 to the financial statements.

**1. Critical accounting estimates and judgements** (continued)

*(e) Recognition of deferred tax asset*

Deferred tax assets are recognised for unused tax losses, unused tax credits and deductible temporary differences to the extent that it is probable that taxable profit will be available against which these deferred tax assets can be utilised. Significant management judgment is required to determine the amount of deferred tax assets that can be recognised, based upon the likely timing and level of future taxable profits together with future tax planning strategies. The carrying value of recognised and unrecognised deferred tax assets is disclosed in Note 12.

**2. Management of insurance and financial risk**

The Group holds or issues contracts that transfer insurance risk or financial risk or both. This section summarises these risks and the way the Group manages them. The Group's risk management strategy has remained unchanged from the prior year.

*Insurance risk*

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

For a portfolio of insurance contracts where the theory of probability is applied to pricing and provisioning, the principal risk that the Group faces under its insurance contracts is that the actual claims and benefit payments exceed the carrying amount of the insurance liabilities. This could occur because the frequency or severity of claims and benefits are greater than estimated. Insurance events are random and the actual number and amount of claims and benefits will vary from year to year from the estimate established using statistical techniques.

Experience shows that the larger the portfolio of similar insurance contracts, the smaller the relative variability about the expected outcome will be. In addition, a more diversified portfolio is less likely to be affected across the board by a change in any subset of the portfolio. The Group has developed its insurance underwriting strategy to diversify the type of insurance risk accepted and within each of these categories to achieve a sufficiently large population of risks to reduce the variability of the expected outcome.

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

*(a) Frequency and severity of claims*

For contracts where death is the insured risk, the most significant factors that could increase the overall frequency of claims are epidemics or wide spread changes in lifestyle, resulting in earlier or more claims than expected.

At present, these risks do not vary significantly in relation to the location of the risk insured by the Group. However, undue concentration by amounts could have an impact on the severity of benefit payments on a portfolio basis.

For contracts with fixed and guaranteed benefits and fixed future premiums, there are no mitigating terms and conditions that reduce the insurance risk accepted. Investment contracts with DPF ("Discretionary participation feature") carry negligible insurance risk.

The Group manages these risks through its underwriting strategy and reinsurance agreements. The underwriting strategy is intended to ensure that the risks underwritten are well diversified in terms of type of risk and the level of insured benefits. Medical selection is also included in the Group's underwriting procedures with premiums varied to reflect the health condition and lifestyle of the applicants.

## 2. Management of insurance and financial risk (continued)

### *Insurance risk (continued)*

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

The Group has retention limits on any single life assured for term business or risk premium business. The Group reinsures the excess of the insured benefits over approved retention limits under a treaty reinsurance arrangement. Facultative reinsurance is selectively sought for non-standard risks that are not covered by the treaty reinsurance arrangement where the Group has decided to accept the insurance risk. Short term insurance contracts are also protected through a combination of selective quota share and surplus reinsurance. Further, the Group has a “CAT XL” reinsurance arrangement to cover its exposure in the case of an event affecting more than three lives.

In general, all large sums assured are facultatively reinsured on terms that substantially limit the Group’s maximum net exposure. The Directors consider that all other business is adequately protected through treaty reinsurance with a reasonable spread of benefits payable according to the age of the insured, and the size of the sum assured. The Group is largely exposed to insurance risk in one geographical area, Malta. Single event exposure is capped through the “CAT XL” reinsurance arrangement as referred above.

#### *(b) Sources of uncertainty in the estimation of future benefit payments and premium receipts*

Uncertainty in the estimation of future benefit payments and premium receipts for long term insurance contracts arises from the unpredictability of long term changes in overall levels of mortality and the variability in contract holder behaviour. The Group uses appropriate base tables of standard mortality according to the type of contract being written. The Group does not take credit for future lapses in determining the liability for long term contracts in accordance with the insurance rules regulating its calculation.

### *Financial risk*

The Group is exposed to financial risk through its financial assets and liabilities, reinsurance assets, and insurance liabilities. In particular, the key financial risk is that the proceeds from its financial assets are not sufficient to fund the obligations arising from its insurance and investment contracts with DPF. The Group is also exposed to significant liquidity risk in relation to obligations arising on the bonds issued in 2006. The most important components of financial risk are market risk (including currency risk, cash flow, fair value interest rate risk and price risk), credit risk and liquidity risk.

These risks partly arise from open positions in interest rate, currency and equity products, all of which are exposed to general and specific market movements. The Group manages these positions through adherence to an investment policy. The policy adopted is modelled to take into account actuarial recommendations, and is developed to achieve long term investment returns in excess of its obligations under insurance and investment contracts with DPF. The principal technique underlying the Group’s framework is to broadly match assets to the liabilities arising from insurance and investment contracts with DPF by reference to the type of benefits payable to contract holders, and the recommended portfolio mix as advised by the approved actuary.

The Group’s investment policy is formally approved by the Board of Directors. Portfolio review processes and investment decisions are generally delegated to a dedicated Sub-Investment Committee or the Chief Executive Officer. Transactions in excess of pre-established parameters are subject to Board approval. The procedures consider, inter alia, a recommended portfolio structure, authorisation parameters, asset and counterparty limits and currency restrictions. Management reports to the Investment Committee on a regular basis. The Committee meets to consider, inter alia, investment prospects, liquidity, the performance of the portfolio and the overall framework of the Group’s investment strategy. Solvency considerations as regulated by the relevant Authority are also taken into account as appropriate.

## 2. Management of insurance and financial risk (continued)

### *Financial risk (continued)*

#### Market risk

##### *(a) Cash flow and fair value interest rate risk*

The Group and the Company are exposed to the risk of fluctuating market interest rate. Assets/liabilities with variable rates expose the Group and the Company to cash flow interest risk. Assets/liabilities with fixed rates expose the Group and the Company to fair value interest rate risk to the extent that they are measured at fair value.

The total assets and liabilities subject to interest rate risk are the following:

	<b>Group</b>		<b>Company</b>	
	<b>2012</b>	<b>2011</b>	<b>2012</b>	<b>2011</b>
	<b>€</b>	<b>€</b>	<b>€</b>	<b>€</b>
<b>Assets attributable to policyholders</b>				
Assets at floating interest rates	<b>1,973,321</b>	5,877,096	-	-
Assets at fixed interest rates	<b>35,720,207</b>	36,739,353	-	-
	<b>37,693,528</b>	42,616,449	-	-
<b>Assets attributable to shareholders</b>				
Assets at floating interest rates	<b>2,077,756</b>	863,918	<b>879,979</b>	402,594
Assets at fixed interest rates	<b>893,435</b>	-	<b>420,440</b>	-
	<b>2,971,191</b>	863,918	<b>1,300,419</b>	402,594
	<b>40,664,719</b>	43,480,367	<b>1,300,419</b>	402,594
<b>Liabilities</b>				
Liabilities at floating interest rates	<b>276,122</b>	1,679,027	<b>276,122</b>	-
Technical provisions	<b>59,534,135</b>	58,344,809	-	-
	<b>59,810,257</b>	60,023,836	<b>276,122</b>	-

As disclosed in Note 23 the Company issued a bond with a nominal value of €17,000,000 at a fixed rate of interest. As further disclosed in Note 16 the Company is exposed to loans to group undertakings that are subject to a fixed rate of interest. This exposure does not give rise to fair value interest rate risk since the bond and loans to group undertakings are carried at amortised cost in the financial statements.

Interest rate risk is monitored by the Board on an ongoing basis. This risk is mitigated through the distribution of fixed interest investments over a range of maturity dates, and the definition of an investment policy as described earlier, which limits the amount of investment in any one interest earning asset or towards any one counterparty. Management monitors the movement in interest rates and, where possible, reacts to material movements in such rates by adjusting or restructuring its investment or financing structure and by maintaining an appropriate mix between fixed and floating rate instruments. As at the end of the reporting period, the Directors considered that no hedging arrangements were necessary to address interest rate risk.

**2. Management of insurance and financial risk (continued)**

*Financial risk (continued)*

Market risk (continued)

(a) *Cash flow and fair value interest rate risk (continued)*

Insurance and investment contracts with DPF have benefit payments that are fixed and guaranteed at the inception of the contract (for example, sum assured), or as bonuses are declared. The financial component of these benefits is usually a guaranteed fixed interest rate set at the inception of the contract, or the supplemental benefits payable. The Group's primary financial risk on these contracts is the risk that interest income and capital redemptions from the financial assets backing the liabilities are insufficient to fund the guaranteed benefits payable.

The supplemental benefits payable to holders of such contracts are based substantially on historic and current rates of return on fixed income securities held as well as the Group's expectations for future investment returns. The impact of interest rate risk is mitigated by the presence of the DPF. Guaranteed benefits increase as supplemental benefits are declared and allocated to contract holders.

All insurance and investment contracts with a DPF feature can be surrendered before maturity for a cash surrender value specified in the contractual terms and conditions. This surrender value is either lower than or at least equal to the carrying amount of the contract liabilities as a result of the application of surrender penalties set out in the contracts. The Group is not required to, and does not, measure this embedded derivative at fair value.

The sensitivity for interest rate risk illustrates how changes in the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates at the reporting date. The Group's interest rate risk arises primarily on fixed-income and floating rate financial assets held to cover policyholder liabilities. Interest-bearing assets or liabilities attributable to the shareholders are not significant, or they mainly mature in the short term, and as a result the Group's income and operating cash flows are substantially independent of changes in market interest rates in this regard. An indication of the sensitivity of insurance results to a variation of investment return on policyholders' assets is provided in Note 11 to the financial statements in relation to the value of in-force business. Further sensitivity to investment return variations in relation to technical provisions is provided in Note 17 to the financial statements.

(b) *Price risk*

The Group and the Company are exposed to market price risk arising from the uncertainty about the future prices of investments held that are classified in the statement of financial position as at fair value through profit or loss or as available for sale. This risk is mitigated through the adherence to an investment policy geared towards diversification as described earlier. The Group is exposed to price risk in respect of listed equity investment. A significant holding accounted for 4.4% of the Group's total assets as at 31 December 2012 (2011 – 6.2%).

The total assets subject to equity price risk are the following:

	<b>Group</b>		<b>Company</b>	
	<b>2012</b>	2011	<b>2012</b>	2011
	€	€	€	€
Assets attributable to policyholders	<b>7,289,571</b>	7,668,969	-	-
Assets attributable to shareholders	<b>3,172,381</b>	3,979,989	<b>2,434,618</b>	3,481,658
	<b><u>10,461,952</u></b>	<u>11,648,958</u>	<b><u>2,434,618</u></b>	<u>3,481,658</u>



## 2. Management of insurance and financial risk (continued)

### *Financial risk (continued)*

#### Market risk (continued)

##### *(b) Price risk (continued)*

The sensitivity analysis for price risk illustrates how changes in the fair value of equity securities will fluctuate because of changes in market prices, whether these changes are caused by factors specific to the individual equity issuer, or factors affecting all similar equity securities traded in the market.

The sensitivity analysis measures the change in the fair value of the instruments for a hypothetical change of 10% in the market price of financial assets at fair value through profit or loss. The amounts generated from the sensitivity analysis are forward-looking estimates of market risk assuming certain market conditions. Actual results in the future may differ materially from those projected results due to the inherent uncertainty of global financial markets. Should market prices at the end of the reporting period increase/decrease by 10%, with all other variables held constant, the impact on the Group's pre-tax profit would be +/- €1,046,000 in 2012 (2011 - +/-€1,165,000) and the impact on the Company's pre-tax profit would be +/- €243,462 in 2012 (2011 - €348,165). This sensitivity analysis is based on a change in an assumption while holding all assumptions constant and does not consider, for example, the mitigating impact of the DPF element on policyholder liabilities for contracts with a DPF.

##### *(c) Currency risk*

The Group's and the Company's exposure to foreign exchange risk arises primarily from investments that are denominated in currencies other than the Euro. As at 31 December 2012, the Group's exposure to foreign currency investments (principally comprising a mix of US Dollar and UK Pound) represented 8% of the Group's total investments in Note 16 (2011 - 7%).

17% (2011 - 17%) of the Group's cash and cash equivalents, at 31 December 2012, are denominated in foreign currency (principally comprising a mix of US Dollar and UK Pound).

The risk arising from foreign currency transactions is managed by regular monitoring of the relevant exchange rates and management's reaction to material movements thereto. In addition, currency exposure is regulated by the Regulations underlying the Insurance Business Act (Chap. 403), in so far as life assurance business is concerned.

For financial instruments held, a sensitivity analysis technique that measures the change in the fair value and the cash flows of the Group's financial instruments at the reporting date for hypothetical changes in exchange rates has been used. The amounts generated from the sensitivity analysis are forward-looking estimates of market risk assuming certain market conditions. Actual results in the future may differ materially from those projected results due to the inherent uncertainty of global financial markets. The sensitivity analysis is for illustrative purposes only, as in practice market rates rarely change in isolation and are likely to be interdependent.

Should exchange rates at the statement of financial position date differ by +/-10%, with all other variables held constant, the impact on the Group's pre-tax profit would be +/-€471,000 in 2012 (2011 - +/-€342,000).

## 2. Management of insurance and financial risk (continued)

### *Financial risk (continued)*

#### Credit risk

The Group and the Company have exposure to credit risk, which is the risk that a counterparty will be unable to pay amounts in full when due. Financial assets that potentially subject the Group to concentrations of credit risk consist principally of:

- investments (including counterparty risk);
- reinsurers' share of technical provisions;
- trade and other receivables; and
- cash and cash equivalents.

The Company is exposed to credit risk as at the financial year-end in respect of amounts due from subsidiary undertakings, debt securities and cash at bank balances, which are placed with reliable financial institutions.

The Group structures the levels of credit risk it accepts by placing limits on its exposure to a single counterparty, or groups of counterparties. Limits on the level of credit risk by category are defined within the Group's investment policy as described earlier. This policy also considers regulatory restrictions on asset and counterparty exposures. Further detail on the content of the Group's investment portfolio is provided in Note 16 to these financial statements.

Credit risk in respect of trade and other receivables is not deemed to be significant after considering the range of underlying debtors, and their creditworthiness. Receivables are stated net of impairment. Further detail in this regard is provided in Note 19 to the financial statements.

Reinsurance is used to manage insurance risk. This does not, however, discharge the Group's liability as primary insurer. If a reinsurer fails to pay a claim for any reason, the Group remains liable for payment to the policyholder. The creditworthiness of reinsurers is considered on an ongoing basis and by reviewing their financial strength prior to finalisation of any contract. The Group's reinsurer retained its Standard and Poor's rating of AA- as at 31 December 2012 (2011 – AA-).

The credit risk in respect of cash at bank is mitigated by placing such balances with reliable financial institutions.

Credit risk in respect of the amounts due from subsidiary undertakings to the Company is closely monitored by the Group and is tested for impairment as disclosed in Note 16.

The following table illustrates the assets that expose the Group to credit risk as at the end of the reporting period and includes the Bloomberg's composite rating for debt securities at fair value through profit or loss, when available, and the Fitch long term issuer default rating for deposits with banks and cash and cash equivalents, when available.

**2. Management of insurance and financial risk (continued)**

*Financial risk (continued)*

Credit risk (continued)

Assets bearing credit risk at the statement of financial position date are analysed as follows:

<b>As at 31 December 2012</b>						
	AAA to AA €	A+ to A €	A- €	BBB+ to B- €	Unrated €	Total €
<b>Investments</b>						
Debt securities at fair value through profit or loss	597,386	-	2,430,548	20,344,929	2,504,515	25,877,378
Debt securities held-to-maturity	-	1,117,039	1,144,308	5,327,047	521,271	8,109,665
	597,386	1,117,039	3,574,856	25,671,976	3,025,786	33,987,043
<b>Loans and receivables</b>						
Loans secured on policies	-	-	-	-	143,707	143,707
Term deposits held for investment purposes	-	-	-	1,038,065	1,588,535	2,626,600
Trade and other receivables	-	-	-	-	3,309,328	3,309,328
Cash and cash equivalents	1,650,819	-	1,577,191	-	823,067	4,051,077
	1,650,819	-	1,577,191	1,038,065	5,864,637	10,130,712
Reinsurance share of technical provisions	1,583,721	-	-	-	-	1,583,721
<b>Total assets bearing credit risk</b>	<b>3,831,926</b>	<b>1,117,039</b>	<b>5,152,047</b>	<b>26,710,041</b>	<b>8,890,423</b>	<b>45,701,476</b>
<b>As at 31 December 2011</b>						
	AAA to AA €	A+ to A €	A- €	BBB+ to B- €	Unrated €	Total €
<b>Investments</b>						
Debt securities at fair value through profit or loss	657,653	15,795,656	1,814,174	3,725,897	2,588,095	24,581,475
Debt securities held-to-maturity	-	7,606,267	-	-	521,305	8,127,572
	657,653	23,401,923	1,814,174	3,725,897	3,109,400	32,709,047
<b>Loans and receivables</b>						
Loans secured on policies	-	-	-	-	150,248	150,248
Term deposits held for investment purposes	-	-	-	2,000,000	1,780,232	3,780,232
Trade and other receivables	-	-	-	-	2,407,261	2,407,261
Cash and cash equivalents	729,430	-	3,359,241	-	495,203	4,583,874
	729,430	-	3,359,241	2,000,000	4,832,944	10,921,615
Reinsurance share of technical provisions	1,216,903	-	-	-	-	1,216,903
<b>Total assets bearing credit risk</b>	<b>2,603,986</b>	<b>23,401,923</b>	<b>5,173,415</b>	<b>5,725,897</b>	<b>7,942,344</b>	<b>44,847,565</b>

## 2. Management of insurance and financial risk (continued)

### *Financial risk (continued)*

#### Credit risk (continued)

Unrated financial assets principally comprise locally traded bonds on the Malta Stock Exchange, receivables and certain deposits with local bank institutions for which no international rating is available.

As at 31 December 2012 and 2011 the Group had significant exposure with the Government of Malta through investments in debt securities. In 2012 these were equivalent to 23% (2011 - 21%) of the Group's total assets.

Debt securities held by the Company relate to debt issued by the Government of Malta.

#### Liquidity risk

Liquidity is the risk that cash may not be available to pay obligations when due at a reasonable cost. The Group adopts a prudent liquidity risk management approach by maintaining a sufficient proportion of its assets in cash and marketable securities through the availability of an adequate amount of committed credit facilities and the ability to close out market positions. Senior management is updated on a regular basis on the cash position of the Group illustrating, inter alia, actual cash balance net of operational commitments falling due in the short term as well as investment commitments falling due in the medium and long term. Detailed cash flow projections covering the medium term have been prepared by management and approved by the Board, as further detailed in Note 1.

The Group is exposed to daily calls on its available cash resources in order to meet its obligations, including claims arising from contracts in issue by the Group. Other financial liabilities which expose the Group and the Company to liquidity risk mainly comprise the borrowings disclosed in Note 23 and trade and other payables disclosed in Note 24.

The tables below analyse the Group's financial liabilities into relevant maturity groupings based on the remaining period between the end of the reporting period and the maturity date. The expected cash outflows for insurance and investment contracts do not consider the impact of early surrenders. Expected cash outflows on unit linked liabilities have been excluded since they are matched by expected inflows on backing assets.

**2. Management of insurance and financial risk (continued)**

*Financial risk (continued)*

Liquidity risk (continued)

**Group**

<b>As at 31 December 2012</b>	<b>Contracted undiscounted cash outflows</b>					<b>Carrying amount</b>
	Less than one year €	Between one and two years €	Between two and five years €	Over five years €	Total €	€
Borrowings						
Bank overdraft	276,122	-	-	-	276,122	276,122
5.6% bonds 2014/2016	952,000	952,000	17,952,000	-	19,856,000	16,909,430
Trade and other payables	3,505,296	-	-	-	3,505,296	3,505,296
	<b>4,733,418</b>	<b>952,000</b>	<b>17,952,000</b>	<b>-</b>	<b>23,637,418</b>	<b>20,690,848</b>

**Expected cash outflows**

	Less than five year €	Between five and ten years €	Between ten and twenty years €	Over twenty years €	Total €	Carrying amount €
Technical provisions	19,465,441	7,434,564	18,388,610	16,291,579	61,580,194	61,580,194

<b>As at 31 December 2011</b>	<b>Contracted undiscounted cash outflows</b>					<b>Carrying amount</b>
	Less than one year €	Between one and two years €	Between two and five years €	Over five years €	Total €	€
Borrowings						
Bank loans	380,932	380,932	760,877	-	1,522,741	1,522,741
Bank overdraft	156,287	-	-	-	156,287	156,287
5.6% bonds 2014/2016	952,000	952,000	17,952,000	-	19,856,000	16,859,045
Trade and other payables	3,115,430	-	-	-	3,115,430	3,115,430
	<b>4,604,649</b>	<b>1,332,932</b>	<b>18,712,877</b>	<b>-</b>	<b>24,650,458</b>	<b>21,653,503</b>

## 2. Management of insurance and financial risk (continued)

*Financial risk (continued)*

Liquidity risk (continued)

	<b>Expected cash outflows</b>					Carrying amount €
	Less than five year €	Between five and ten years €	Between ten and twenty years €	Over twenty years €	Total €	
Technical provisions	20,199,000	7,757,000	15,747,000	14,343,000	58,046,000	58,046,000

### Company

The tables below analyse the Company's financial liabilities into relevant maturity groupings based on the remaining period between the end of the reporting period and the maturity date.

	<b>Contracted undiscounted cash outflows</b>					Carrying amount €
	Less than one year €	Between one and two years €	Between two and five years €	Over five years €	Total €	
Borrowings						
5.6% bonds						
2014/2016	952,000	952,000	17,476,000	-	19,380,000	16,909,430
Bank overdraft	276,122	-	-	-	276,122	276,122
Trade and other payables	3,820,196	-	-	-	3,820,196	3,820,196
	<b>5,048,318</b>	<b>952,000</b>	<b>17,476,000</b>	<b>-</b>	<b>23,476,318</b>	<b>21,005,748</b>

	<b>Contracted undiscounted cash outflows</b>					Carrying amount €
	Less than one year €	Between one and two years €	Between two and five years €	Over five years €	Total €	
Borrowings						
5.6% bonds						
2014/2016	952,000	952,000	17,476,000	-	19,380,000	16,859,045
Trade and other payables	2,597,983	-	-	-	2,597,983	2,597,983
	<b>3,549,983</b>	<b>952,000</b>	<b>17,476,000</b>	<b>-</b>	<b>21,977,983</b>	<b>19,457,028</b>

**3. Segmental analysis**

The following is an analysis of the Group's revenue and result by reportable segment, assets, liabilities and other information for 2012.

	Investment and advisory services €	Business of insurance €	Agency and brokerage services €	Property services €	Other €	Eliminations €	Group €
<b>Year ended 31 December 2012</b>							
<b>Segment income</b>							
Earned premiums, net of reinsurance	-	6,536,322	-	-	-	-	6,536,322
Commission and other fees receivable	984,517	-	2,176,803	18,331	-	(14,637)	3,165,014
Disposal of property held for development	-	28,767	-	-	-	-	28,767
Investment income	173,778	3,069,385	15,447	228,164	688,372	(387,358)	3,787,788
Unrealised gains on investments at fair value through profit and loss	257,834	1,045,749	-	-	-	-	1,303,583
Unrealised gains on investment property	-	-	-	-	25,146	-	25,146
<b>Total revenue</b>	<b>1,416,129</b>	<b>10,680,223</b>	<b>2,192,250</b>	<b>246,495</b>	<b>713,518</b>	<b>(401,995)</b>	<b>14,846,620</b>
Revenue from external customers	962,379	7,142,174	2,144,165	228,164	-	-	10,476,882
Intersegment revenues	128,255	338,435	25,221	-	461,804	-	953,715
<b>Segment expenses</b>							
Net claims incurred	-	7,717,860	-	-	-	-	7,717,860
Net change in technical provisions	-	808,809	-	-	-	-	808,809
Net operating expenses	1,286,357	2,313,175	1,454,167	448,117	593,613	(148,854)	5,946,575
Net losses on investments at fair value through profit and loss	-	55,000	-	280,499	1,030,600	-	1,366,099
Unrealised losses on investment property	-	-	-	-	17,181	-	17,181
Investment expenses	39,176	61,651	2,884	829,856	99,080	(881,593)	151,054
<b>Total expenses</b>	<b>1,325,533</b>	<b>10,956,495</b>	<b>1,457,051</b>	<b>1,558,472</b>	<b>1,740,474</b>	<b>(1,030,447)</b>	<b>16,007,578</b>

**3. Segmental analysis (continued)**

	Investment and advisory services €	Business of insurance €	Agency and brokerage services €	Property services €	Other €	Eliminations €	Group €
<b>Year ended 31 December 2012</b>							
Segment profit/(loss)	90,596	(276,272)	735,199	(1,311,977)	(1,026,956)	628,452	(1,160,958)
<b>Unallocated items</b>							
Finance costs	-	-	-	-	-	-	(958,922)
Impairment of goodwill	-	-	-	-	-	-	(107,717)
Total unallocated items	-	-	-	-	-	-	(1,066,639)
<b>Group loss</b>							(2,227,597)
Tax expense							(179,088)
Loss after tax							(2,406,685)
Segment assets	566,171	72,146,832	1,983,162	13,993,382	18,509,435	(41,373,477)	65,825,505
Unallocated assets							25,881,183
							91,706,688
Segment liabilities	621,571	63,858,859	237,563	1,697,691	1,349,720	(25,628,808)	42,136,596
Unallocated liabilities							43,119,975
							85,256,571
<b>Other segment items</b>							
Impairment of receivables	-	83,346	11,886	-	-	-	
Capital expenditure	-	35,184	-	-	-	-	
Amortisation	3,599	14,608	-	-	51,999	-	
Depreciation	1,485	304,578	5,205	-	18,058	-	



**3. Segmental analysis** (continued)

The following is an analysis of the Group's revenue and result by reportable segment, assets, liabilities and other information for 2011.

	<b>Investment and advisory services</b> €	<b>Business of insurance</b> €	<b>Agency and brokerage services</b> €	<b>Property services</b> €	<b>Other</b> €	<b>Eliminations</b> €	<b>Group</b> €
<b>Year ended 31 December 2011</b>							
<b>Segment income</b>							
Earned premiums, net of reinsurance	-	8,289,061	-	-	-	-	8,289,061
Commission and other fees receivable	915,953	-	2,044,487	839	-	(9,442)	2,951,837
Disposal of property held for development	-	149,456	-	-	-	-	149,456
Investment income	218,922	3,180,536	4,013	280,663	830,252	(1,365,875)	3,148,511
Unrealised gains on investments at fair value through profit and loss	55,438	-	-	-	-	-	55,438
	<u>1,190,313</u>	<u>11,619,053</u>	<u>2,048,500</u>	<u>281,502</u>	<u>830,252</u>	<u>(1,375,317)</u>	<u>14,594,303</u>
<b>Total revenue</b>							
Revenue from external customers	903,241	8,827,318	2,029,254	280,662	-	-	12,040,475
Intersegment revenues	161,241	521,715	33,203	32,500	665,804	-	1,414,463
	<u>1,190,313</u>	<u>11,619,053</u>	<u>2,048,500</u>	<u>281,502</u>	<u>830,252</u>	<u>(1,375,317)</u>	<u>14,594,303</u>
<b>Segment expenses</b>							
Net claims incurred	-	8,320,145	-	-	-	-	8,320,145
Net change in technical provisions	-	772,878	-	-	-	-	772,878
Net operating expenses	1,302,829	2,725,439	1,715,332	337,540	493,182	(191,080)	6,383,242
Unrealised losses on investments at fair value through profit and loss	263,440	797,333	-	-	133,005	-	1,193,778
Realised losses on investments at fair value through profit and loss	-	94,007	-	-	-	-	94,007
Unrealised losses on investment property	-	-	-	736,070	-	-	736,070
Investment expenses	74,025	55,386	12,674	985,697	79,680	(999,634)	207,828
	<u>1,640,294</u>	<u>12,765,188</u>	<u>1,728,006</u>	<u>2,059,307</u>	<u>705,867</u>	<u>(1,190,714)</u>	<u>17,707,948</u>
<b>Total expenses</b>							

**3. Segmental analysis (continued)**

	Investment and advisory services €	Business of insurance €	Agency and brokerage services €	Property services €	Other €	Eliminations €	Group €
<b>Year ended 31 December 2011</b>							
Segment profit/(loss)	(449,981)	(1,146,135)	320,494	(1,777,805)	124,385	(184,603)	(3,113,645)
<b>Unallocated items</b>							
Finance costs	-	-	-	-	-	-	(961,470)
Impairment of goodwill	-	-	-	-	-	-	(232,938)
Total unallocated items	-	-	-	-	-	-	(1,194,408)
<b>Group loss</b>							(4,308,053)
Tax credit							114,383
Loss after tax							(4,193,670)
Segment assets	369,856	71,819,921	1,554,160	14,361,650	21,770,702	(42,567,939)	67,308,350
Unallocated assets							26,718,924
							94,027,274
Segment liabilities	353,384	62,718,236	316,026	1,650,283	1,384,284	(21,528,496)	44,893,717
Unallocated liabilities							40,274,636
							85,168,353
<b>Other segment items</b>							
Impairment of receivables	-	-	81,605	-	-		
Capital expenditure	-	217,019	-	62,654	-		
Amortisation	16,058	10,328	-	-	50,875		
Depreciation	1,505	338,501	5,596	-	5,811		

### 3. Segmental analysis (continued)

The Group's reportable segments under IFRS 8 are identified as follows:

- Investment and advisory services – the provision of services in terms of the Investment Services Act (Chap. 370);
- Business of insurance - to carry on long term business of insurance under the Insurance Business Act (Chap. 403);
- Agency and brokerage services - provision of agency or brokerage services for health or other general insurance in terms of the Insurance Intermediaries Act (Chap.487) and money broking and trading in foreign exchange in terms of the Financial Institutions Act (Chap. 387);
- Property services – to handle property acquisitions, disposals and development projects both long and short term; and
- Other.

The other operating segment includes corporate expenses and other activities not related to the core business segments and which are not reportable segments due to their immateriality. Certain expenses, finance costs and taxes are not allocated across the segments.

The accounting policies of the reportable segments are the same as the Group's accounting policies. Segment profit or loss represents the results generated by each segment without the allocation of certain finance costs, impairment of goodwill and taxation. This is the measure reported to the Group's chief executive officer for the purpose of resource allocation and assessment of segment performance.

All the Group's turnover is primarily generated in and from Malta. The above turnover includes inter segment sales amounting to €953,715 (2011 - €1,414,463).

Segment assets consist primarily of investments, receivables, intangible assets, property, plant and equipment and operating cash. Segment liabilities comprise insurance technical provisions and other operating liabilities. Capital expenditure comprises additions to computer software and to property, plant and equipment. Unallocated assets comprise investments that are not allocated to policyholders, taxation and intra group receivables. Unallocated liabilities mainly comprise borrowings, taxation and intra group payables.

All non-current assets (other than financial instruments, deferred tax assets and rights under insurance contracts) are held in Malta with the exception of investment property located in Italy amounting to €7,787,539 (2011 - €7,787,539) and other countries amounting to €1,784,815 (2011 - €2,596,980).

#### 4. Expenses by nature

	<b>Group</b>		<b>Company</b>	
	<b>2012</b>	2011	<b>2012</b>	2011
	€	€	€	€
Staff cost (Note 5)	<b>2,235,411</b>	2,453,009	<b>100,141</b>	30,000
Commission payable and direct marketing costs	<b>447,156</b>	434,553	-	-
Amortisation of computer software (Note 11)	<b>21,009</b>	28,064	<b>2,802</b>	1,678
Depreciation of property, plant and machinery (Note 13)	<b>329,326</b>	351,413	<b>18,058</b>	5,811
Operating lease rentals payable	<b>204,284</b>	185,566	-	-
Amortisation of bond issue costs	<b>49,197</b>	49,197	<b>49,197</b>	49,197
Other provisions	<b>446,000</b>	-	-	-
Impairment of intercompany receivables	-	-	<b>1,563,385</b>	-
Other expenses	<b>2,429,843</b>	3,089,045	<b>418,512</b>	402,018
	<b><u>6,162,226</u></b>	<u>6,590,847</u>	<b><u>2,152,095</u></b>	<u>488,704</u>
Allocated as follows:				
Long term business technical account				
- claims incurred	<b>189,030</b>	207,594	-	-
- staff costs	<b>742,111</b>	817,944	-	-
- net operating expenses	<b>1,400,442</b>	1,688,044	-	-
Non-technical account				
- staff costs	<b>1,493,300</b>	1,635,065	<b>100,141</b>	30,000
- commission payable and direct marketing costs	<b>176,635</b>	215,583	-	-
- other provisions	<b>446,000</b>	-	-	-
- impairment of intercompany receivables	-	-	<b>1,563,385</b>	-
- other administrative expenses	<b>1,714,708</b>	2,026,617	<b>488,569</b>	458,704
	<b><u>6,162,226</u></b>	<u>6,590,847</u>	<b><u>2,152,095</u></b>	<u>488,704</u>

Actuarial valuation fees for the current financial year amounted to €115,322 (2011 - €148,864) for the Group.

Auditor's remuneration for the current financial year amounted to €122,800 (2011 - €147,391) for the Group and €60,800 (2011 - €65,490) for the Company. Other fees payable to the auditor comprise €8,000 (2011 - €17,700) for other assurance services, €10,030 (2011 - €10,030) for tax advisory service and €3,500 (2011 - €6,136) for other non-audit services.

Other provisions include an estimate of goodwill type payments which may be made by GlobalCapital Financial Management Ltd on an ex gratia basis in relation to an investment fund managed by it.

**5. Staff costs**

	<b>Group</b>		<b>Company</b>	
	<b>2012</b>	2011	<b>2012</b>	2011
	<b>€</b>	<b>€</b>	<b>€</b>	<b>€</b>
<i>Staff costs:</i>				
Wages and salaries	<b>2,108,271</b>	2,315,378	<b>2,108,271</b>	2,315,378
Social security costs	<b>127,140</b>	137,631	<b>127,140</b>	137,631
	<u><b>2,235,411</b></u>	<u>2,453,009</u>	<u><b>2,235,411</b></u>	<u>2,453,009</u>
Recharged to group undertakings	-	-	<b>(2,135,270)</b>	<b>(2,423,009)</b>
	<u><b>2,235,411</b></u>	<u>2,453,009</u>	<u><b>100,141</b></u>	<u>30,000</u>

The average number of persons employed by both the Group and the Company during the year are analysed below:

	<b>2012</b>	2011
	<b>Number</b>	Number
Managerial	<b>18</b>	18
Sales	<b>5</b>	5
Administrative	<b>61</b>	75
	<u><b>84</b></u>	<u>98</u>

The table above represents salaried staff and does not include self-employed Tied Insurance Intermediaries.

**6. Investment return**

	<b>Group</b>		<b>Company</b>	
	<b>2012</b>	2011	<b>2012</b>	2011
	<b>€</b>	€	<b>€</b>	€
<b>Investment income</b>				
Rental income from investment property	<b>633,837</b>	632,673	-	-
Dividends received from investments at fair value through profit or loss	<b>469,301</b>	440,101	<b>156,906</b>	145,814
Dividends received from available-for-sale investments	<b>62,454</b>	21,944	-	-
Interest receivable from				
- investments at fair value through profit or loss	<b>1,374,151</b>	1,281,247	-	-
- held-to-maturity investments	<b>308,123</b>	281,074	-	-
- group undertakings	-	-	<b>655,117</b>	774,291
- other loans and receivables	<b>165,979</b>	232,439	<b>1,982</b>	4,319
Net exchange gains	-	45,534	-	1,068
Net gains on investment property	<b>25,146</b>	-	<b>25,146</b>	-
Gain on sale of property held for development	<b>28,767</b>	149,456	-	-
Net gains on financial investments at fair value through profit or loss	<b>262,866</b>	-	-	-
Other income	<b>19,320</b>	37,540	-	-
	<b>3,349,944</b>	3,122,008	<b>839,151</b>	925,492
<b>Investment charges and expenses</b>				
Net losses on financial investments at fair value through profit or loss	-	1,156,632	<b>1,030,600</b>	133,005
Net fair value losses on investment property	<b>352,680</b>	736,070	<b>17,181</b>	-
Investment management charges	<b>45,838</b>	67,476	<b>1,544</b>	-
Net exchange losses	<b>33,233</b>	-	<b>29,872</b>	-
Interest payable on:				
- Group undertakings	-	-	<b>125,649</b>	108,487
- Interest-bearing borrowings	<b>983,459</b>	1,088,064	<b>958,922</b>	961,470
Amortisation charge on held-to-maturity investments	<b>17,909</b>	13,758	-	-
	<b>1,433,119</b>	3,062,000	<b>2,163,768</b>	1,202,962
<b>Total investment return/(loss)</b>	<b>1,916,825</b>	60,008	<b>(1,324,617)</b>	(277,470)
Allocated as follows:				
Long term business technical account	<b>2,956,594</b>	1,558,936	-	-
Statement of comprehensive income	<b>(1,039,769)</b>	(1,498,928)	<b>(1,324,617)</b>	(277,470)
	<b>1,916,825</b>	60,008	<b>(1,324,617)</b>	(277,470)

**7. Income tax**

	<b>Group</b>		<b>Company</b>	
	<b>2012</b>	2011	<b>2012</b>	2011
	€	€	€	€
Current tax (credit)/expense	<b>(3,540)</b>	(16,239)	<b>48,326</b>	(310)
Deferred tax credit (Note 12)	<b>(36,526)</b>	(103,529)	<b>(16,780)</b>	(17,219)
Tax relating to value of in-force business	<b>219,154</b>	5,385	-	-
<b>Tax charge/(credit)</b>	<b>179,088</b>	(114,383)	<b>31,546</b>	(17,529)

The tax on the Group's and the Company's profit before tax differs from the theoretical amount that would arise using the basic tax rate as follows:

	<b>Group</b>		<b>Company</b>	
	<b>2012</b>	2011	<b>2012</b>	2011
	€	€	€	€
Loss before tax	<b>(2,227,597)</b>	(4,308,053)	<b>(5,976,712)</b>	(4,966,174)
Tax on loss at 35%	<b>(779,659)</b>	(1,507,819)	<b>(2,091,849)</b>	(1,738,161)
<i>Tax effect of:</i>				
Non-deductible expenditure	<b>1,493,596</b>	730,035	<b>623,673</b>	268,068
Impairment on investment in subsidiary	-	-	<b>875,000</b>	1,470,000
Impairment of intercompany receivables	-	-	<b>547,185</b>	-
Exempt income and income subject to a reduced rate of tax	-	-	-	(217)
Deferred tax asset not recognised	<b>(213,880)</b>	374,521	-	-
Effect of deferred tax asset not recognised in prior years	<b>(403,235)</b>	-	-	-
Deferred tax asset written off	-	132,627	-	-
Impairment of goodwill	<b>37,701</b>	81,528	-	-
Other differences	<b>44,565</b>	74,725	<b>77,537</b>	(17,219)
<b>Tax charge/(credit)</b>	<b>179,088</b>	(114,383)	<b>31,546</b>	(17,529)

**8. Directors' emoluments**

	<b>Group</b>		<b>Company</b>	
	<b>2012</b>	2011	<b>2012</b>	2011
	€	€	€	€
Fees	<b>300,504</b>	287,032	<b>300,504</b>	287,032
Salaries	<b>57,880</b>	102,502	<b>57,880</b>	102,502
	<b>358,384</b>	389,534	<b>358,384</b>	389,534
Recharged to group undertakings	-	-	<b>(266,134)</b>	(320,014)
	<b>358,384</b>	389,534	<b>92,250</b>	69,520

During the year under review, no directors (2011 – one) availed of the use of a company car and the estimated value of these benefits has been included within Directors' remuneration.

The above information for the Company for 2012 and 2011 includes salaries and emoluments amounting to €266,134 (2011 - €320,014) that were recharged to group undertakings.

The charge for professional indemnity insurance acquired on behalf of the Directors and Officers of the Group amounted to €126,225 (2011 - €125,950). These amounts are included with professional fees.

**9. Loss per share**

Loss per share is based on the net loss for the year divided by the weighted average number of ordinary shares in issue during the year.

	<b>Group</b>	
	<b>2012</b>	2011
	€	€
Net loss attributable to shareholders	<b>2,408,804</b>	4,226,847
Weighted average number of ordinary shares in issue	<b>13,207,548</b>	13,207,548
Loss per share (cents)	<b>(18c2)</b>	(32c0)

There is no difference between basic and diluted earnings per share as the Company has no potential dilutive ordinary shares.

**10. Dividends**

The Directors do not recommend the payment of a dividend for 2012 as the Company had no distributable reserves at the end of the reporting period. No dividend was paid in 2011.



**11. Intangible assets**

**Group**

	<b>Goodwill</b>	<b>Value of in-force business</b>	<b>Computer Software</b>	<b>Total</b>
	€	€	€	€
<b>At 1 January 2011</b>				
Cost or valuation	687,602	2,848,000	530,191	4,065,793
Accumulated amortisation	-	-	(482,820)	(482,820)
Carrying amount	<u>687,602</u>	<u>2,848,000</u>	<u>47,371</u>	<u>3,582,973</u>
<b>Year ended 31 December 2011</b>				
Opening carrying amount	687,602	2,848,000	47,371	3,582,973
Additions	-	-	8,390	8,390
Increment in value in force business	-	10,000	-	10,000
Amortisation charge	-	-	(28,064)	(28,064)
Impairment charge	(268,344)	-	-	(268,344)
Closing carrying amount	<u>419,258</u>	<u>2,858,000</u>	<u>27,697</u>	<u>3,304,955</u>
<b>At 1 January 2012</b>				
Cost or valuation	419,258	2,858,000	538,581	3,815,839
Accumulated amortisation	-	-	(510,884)	(510,884)
Carrying amount	<u>419,258</u>	<u>2,858,000</u>	<u>27,697</u>	<u>3,304,955</u>
<b>Year ended 31 December 2012</b>				
Opening carrying amount	419,258	2,858,000	27,697	3,304,955
Additions	-	-	26,837	26,837
Increment in value in force business	-	407,000	-	407,000
Amortisation charge	-	-	(21,009)	(21,009)
Impairment charge	(107,717)	-	-	(107,717)
Closing carrying amount	<u>311,541</u>	<u>3,265,000</u>	<u>33,525</u>	<u>3,610,066</u>
<b>At 31 December 2012</b>				
Cost or valuation	311,541	3,265,000	565,418	4,141,959
Accumulated amortisation	-	-	(531,893)	(531,893)
<b>Carrying amount</b>	<u><b>311,541</b></u>	<u><b>3,265,000</b></u>	<u><b>33,525</b></u>	<u><b>3,610,066</b></u>

Amortisation of computer software amounting to €21,009 (2011 - €28,064) is included in administrative expenses (Note 4).

## 11. Intangible assets (continued)

### *Impairment tests for goodwill*

The goodwill arising on consolidation relates to the merger by acquisition of the local operations of BAI Co (Mtius) Ltd in 2004.

In part, goodwill relates to synergies and specific investment opportunities which were created as a result of the merger. These elements of goodwill are not expected to have an indefinite life. The significance and measurability of business synergies is diluted as a business evolves. The remaining goodwill on this component was written-off during the year under review.

The goodwill component at the end of the reporting period relates to the Group's health insurance agency that was acquired as a result of the merger. An impairment assessment was carried out in which the recoverable amount of the goodwill was determined based on its value in use. The value in use was determined by estimating the discounted future cash flows the Group expects to derive from this component. From such assessment there was no indication of impairment on the remaining goodwill.

### *Value of in-force business – assumptions, changes in assumptions and sensitivity*

The value of in-force business ("VOIFB") represents the net present value of projected future transfers to Shareholders from policies in force at the year-end, after making provision for taxation. The value of in-force business is determined by the Directors on an annual basis, based on the advice of the approved actuary.

The valuation assumes a margin of 1% (2011 - 3.8%) between the weighted average projected investment return and the discount factor applied. The calculation also assumes lapse rates varying from 5% to 15%, and expenses are implicitly inflated.

Sensitivity of the main assumptions underlying the valuation is applied as follows:

- a 10% increase in the assumption for policy maintenance expenses reduces the VOIFB by €140,000 (2011 - €108,000);
- a decrease in the projected investment return by 10% reduces the VOIFB by €716,000 (2011 - €490,000); and
- an increase in the discount factor by 10% reduces the VOIFB by €102,000 (2011 - €90,000).

The above sensitivity analysis is based on a change in an assumption while holding all other assumptions constant

**11. Intangible assets (continued)**

<b>Company</b>	<b>Computer Software €</b>
<b>At 1 January 2011</b>	
Cost	-
Accumulated depreciation	-
Carrying amount	-
<b>Year ended 31 December 2011</b>	
Opening carrying amount	-
Additions	8,390
Amortisation charge	(1,678)
Closing carrying amount	6,712
<b>At 1 January 2012</b>	
Cost	8,390
Accumulated amortisation	(1,678)
Carrying amount	6,712
<b>Year ended 31 December 2012</b>	
Opening carrying amount	6,712
Additions	5,582
Amortisation charge	(2,802)
Closing carrying amount	9,492
<b>At 31 December 2012</b>	
Cost	13,972
Accumulated amortisation	(4,480)
<b>Carrying amount</b>	<b>9,492</b>

**12. Deferred tax**

Deferred taxes are calculated on temporary differences under the balance sheet liability method using a principal tax rate ranging between 12% and 35% (2011 - 12%-35%). In particular temporary differences on investment properties situated in Malta that have been owned by the Group for more than seven years are calculated under the liability method using a principal tax rate of 12% (2011 - 12%) of the carrying amount. Deferred tax on temporary differences on investment properties situated outside Malta has been calculated based on tax rates that have been enacted or substantively enacted at the end of the reporting period.

The movement on the deferred tax account is as follows:

	<b>Group</b>		<b>Company</b>	
	<b>2012</b>	<b>2011</b>	<b>2012</b>	<b>2011</b>
	€	€	€	€
<b>Year ended 31 December</b>				
At beginning of year	<b>(2,305,293)</b>	(2,408,822)	<b>(76,615)</b>	(93,834)
Charged to profit and loss (Note 7)	<b>36,526</b>	103,529	<b>16,780</b>	17,219
At end of year	<b>(2,268,767)</b>	(2,305,293)	<b>(59,835)</b>	(76,615)

**12. Deferred tax (continued)**

Deferred taxation at the year-end is in respect of the following temporary differences:

	<b>Group</b>		<b>Company</b>	
	<b>2012</b>	2011	<b>2012</b>	2011
	€	€	€	€
<i>Arising on:</i>				
Accelerated tax depreciation	625	2,155	-	-
Unabsorbed tax credits	493,608	97,946	-	-
Capitalisation of bond issue costs	(59,835)	(76,615)	(59,835)	(76,615)
Fair value adjustments	(2,703,165)	(2,328,779)	-	-
	<u>(2,268,767)</u>	<u>(2,305,293)</u>	<u>(59,835)</u>	<u>(76,615)</u>

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to set off a current tax asset against a current tax liability and the deferred tax assets and liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities which intend either to settle current tax liabilities and assets on a net basis, or to realise the assets and settle the liabilities simultaneously, in each future period in which significant amounts of deferred tax liabilities or assets are expected to be settled or recovered. The following amounts, determined after appropriate offsetting, are shown in the statement of financial position:

	<b>Group</b>		<b>Company</b>	
	<b>2012</b>	2011	<b>2012</b>	2011
	€	€	€	€
Deferred tax asset	82,548	48,165	-	-
Deferred tax liability	(2,351,315)	(2,353,458)	(59,835)	(76,615)
	<u>(2,268,767)</u>	<u>(2,305,293)</u>	<u>(59,835)</u>	<u>(76,615)</u>

The Directors consider that the above temporary differences are substantially non-current in nature.

The deferred tax asset has been recognised to the extent that realisation of the related tax benefit through future taxable income is probable. In making this assessment the Directors have taken into account projected taxable income based on approved budgets as well as the nature of the temporary differences giving rise to the deferred tax asset. As at 31 December 2012 the Group had unutilised tax credits amounting to €5,901,723 (2011 - €6,548,926) available for relief against future taxable income. These losses give rise to a further deferred tax asset of €2,065,603 (2011 - €2,292,124) that has not been recognised in these financial statements.

**13. Property, plant and equipment**

	Land and buildings €	Office furniture, fittings and equipment €	Motor vehicles €	Total €
<b>At 1 January 2011</b>				
Cost	3,226,611	1,031,227	234,784	4,492,622
Accumulated depreciation	(210,059)	(796,994)	(199,340)	(1,206,393)
Carrying amount	<u>3,016,552</u>	<u>234,233</u>	<u>35,444</u>	<u>3,286,229</u>
<b>Year ended 31 December 2011</b>				
Opening carrying amount	3,016,552	234,233	35,444	3,286,229
Additions	5,199	819,294	-	824,493
Transferred from investment property (Note 14)	-	227,717	-	227,717
Reclassification of property, plant and equipment	(240,496)	240,496	-	-
Disposals	-	(92,526)	-	(92,526)
Fixed asset write-off	-	(315)	(41,928)	(42,243)
Depreciation charge	(25,466)	(312,404)	(13,543)	(351,413)
Accumulated depreciation released on disposals	-	72,172	-	72,172
Accumulated depreciation released on fixed asset write-off	-	315	41,928	42,243
Closing carrying amount	<u>2,755,789</u>	<u>1,188,982</u>	<u>21,901</u>	<u>3,966,672</u>
<b>At 1 January 2012</b>				
Cost	2,991,314	2,225,893	192,856	5,410,063
Accumulated depreciation	(235,525)	(1,036,911)	(170,955)	(1,443,391)
Carrying amount	<u>2,755,789</u>	<u>1,188,982</u>	<u>21,901</u>	<u>3,966,672</u>
<b>Year ended 31 December 2012</b>				
Opening carrying amount	2,755,789	1,188,982	21,901	3,966,672
Additions	13,530	70,762	-	84,292
Transferred from investment property (Note 14)	48,590	-	-	48,590
Disposals	-	(5,172)	-	(5,172)
Fixed asset write-off	-	(107)	-	(107)
Depreciation charge	(26,782)	(295,224)	(7,320)	(329,326)
Accumulated depreciation released on disposal	-	3,810	-	3,810
Accumulated depreciation released on fixed asset write-off	-	107	-	107
Closing carrying amount	<u>2,791,127</u>	<u>963,158</u>	<u>14,581</u>	<u>3,768,866</u>
<b>At 31 December 2012</b>				
Cost	3,053,434	2,291,376	192,856	5,537,666
Accumulated depreciation	(262,307)	(1,328,218)	(178,275)	(1,768,800)
Carrying amount	<u>2,791,127</u>	<u>963,158</u>	<u>14,581</u>	<u>3,768,866</u>

**13. Property, plant and equipment (continued)**

<b>Company</b>	<b>Office furniture, fittings and equipment €</b>
<b>At 1 January 2011</b>	
Cost	-
Accumulated depreciation	-
Carrying amount	<u>-</u>
<b>Year ended 31 December 2011</b>	
Opening carrying amount	-
Additions	29,055
Depreciation charge	(5,811)
Closing carrying amount	<u>23,244</u>
<b>At 1 January 2012</b>	
Cost	29,055
Accumulated depreciation	(5,811)
Carrying amount	<u>23,244</u>
<b>Year ended 31 December 2012</b>	
Opening carrying amount	23,244
Additions	60,990
Depreciation charge	(18,058)
Closing carrying amount	<u>66,176</u>
<b>At 31 December 2012</b>	
Cost	90,045
Accumulated depreciation	(23,869)
<b>Carrying amount</b>	<b><u>66,176</u></b>

**14. Investment property**

	<b>Group</b>		<b>Company</b>	
	<b>2012</b>	2011	<b>2012</b>	2011
	€	€	€	€
<b>Year ended 31 December</b>				
At beginning of year	<b>24,226,776</b>	25,719,589	<b>508,906</b>	1,213,890
Additions	<b>7,725</b>	175,958	-	-
Property reclassified as property, plant and equipment (Note 13)	<b>(48,590)</b>	(227,717)	-	-
Property reclassified as non-current asset held-for-sale	-	(704,984)	-	(704,984)
Fair value losses	<b>(352,680)</b>	(736,070)	<b>(17,181)</b>	-
	<u><b>23,833,231</b></u>	<u>24,226,776</u>	<u><b>491,725</b></u>	<u>508,906</u>
<b>At 31 December</b>				
Cost	<b>18,159,772</b>	18,200,637	<b>508,906</b>	508,906
Accumulated fair value gains/(losses)	<b>5,673,459</b>	6,026,139	<b>(17,181)</b>	-
	<u><b>23,833,231</b></u>	<u>24,226,776</u>	<u><b>491,725</b></u>	<u>508,906</u>
Net book amount	<b>23,833,231</b>	24,226,776	<b>491,725</b>	508,906

The additions to investment properties in 2012 related to additional costs incurred on properties held by the Group.

Fair value in relation to those properties which are leased out was determined by reference to rental income earned and recent architects' valuations. Fair value in relation to the remaining investment properties was determined on the basis of market value by reference to recent valuations obtained from independent qualified valuers.

In accordance with the Group's accounting policy, the valuation of investment properties is assessed by the Board of Directors at the end of every reporting period. The Group's investment property portfolio includes a property of an exceptional nature - a Baronial castle situated outside Rome, which accounts for over 8% of the Group's total assets. The specialised nature of this property and the limited market information of similar properties make such an assessment particularly judgmental. During 2011 the property was put on the market for sale and the Group has engaged two reputable international real estate agencies to market the property and identify potential buyers. The carrying value of the property is a reflection of the expected sales value as indicated by the realtors. The Directors are of the view that the carrying value is the best estimation of the fair value of the property as at the end of the reporting period but remain cognisant of the fact that given the nature of this property its fair value is highly sensitive to the demand and offers in a very niche market. The Directors will closely monitor any activity in respect of the sale of the property and reflect any changes in the carrying value based on additional information obtained from this process. Although the book value at year-end is a best estimate of the property's fair value based on the information currently available and taking account of advice received from experts within the market, the final selling price may be materially different from its carrying amount at 31 December 2012. Taking into account the nature of the property and the information currently available, it is considered that the realisable value of this property could vary by as much as 25%.

In 2011, the company entered into a promise of sale agreement for two of its investment properties which had a book value of €704,984 as at the end of the prior year. These had been classified as non-current assets held-for-sale in the prior year's statement of financial position. In the year under review the investment properties were sold.

**15. Investment in group undertakings**

	<b>2012</b>	<b>2011</b>
	<b>€</b>	<b>€</b>
Opening cost and net book amount	<b>8,951,553</b>	13,151,553
Impairment charge	<b>(2,500,000)</b>	(4,200,000)
<b>Closing net book amount</b>	<b><u>6,451,553</u></b>	<b><u>8,951,553</u></b>

During the period, the Company carried out a review of the recoverable amount of its investment in group undertakings in view of the losses incurred by group undertakings during the financial year. This led to the recognition of an impairment loss of €2,500,000 (2011 - €4,200,000).

The recoverable amount of the relevant asset has been determined by reference to either the fair value less costs to sell or the value in use of the group undertakings.

The principal group undertakings at 31 December are shown below:

<b>Group undertakings</b>	<b>Registered Office</b>	<b>Class of shares held</b>	<b>Percentage of shares held</b>	
			<b>2012</b>	<b>2011</b>
Brammer Limited	City of Sofia, Region of Mladost H.E. "Mladost" Bl. 434 Floor 5 App 114 Bulgaria	Ordinary shares	<b>100%</b>	100%
Central Landmark Development Limited	Testaferrata Street, Ta' Xbiex Malta	Ordinary shares	<b>100%</b>	100%
Global Estates Limited	Testaferrata Street, Ta' Xbiex Malta	Ordinary 'A' shares	<b>100%</b>	100%
Global Properties Limited (MEĐUNARODNE NEKRETNINE d.o.o.)	26/A/3 Gunduliceva, Split Croatia	Ordinary shares	<b>100%</b>	100%
GlobalCapital Financial * Management Limited	Testaferrata Street, Ta' Xbiex Malta	Ordinary shares	<b>100%</b>	100%
GlobalCapital Health * Insurance Agency Limited	Testaferrata Street, Ta' Xbiex Malta	Ordinary 'A' shares	<b>100%</b>	100%
GlobalCapital Holdings Limited	Testaferrata Street, Ta' Xbiex Malta	Ordinary shares	<b>100%</b>	100%
GlobalCapital Insurance * Brokers Limited	Testaferrata Street, Ta' Xbiex Malta	Ordinary shares	<b>100%</b>	100%
GlobalCapital Life * Insurance Limited	Testaferrata Street, Ta' Xbiex Malta	Ordinary shares	<b>100%</b>	100%
Quadrant Italia S.R.L.	Via Bruxelles 34 Cap 00100 Rome RM Italy	Ordinary shares	<b>100%</b>	100%

\* The distribution of dividends by these subsidiary undertakings is restricted by the solvency requirements of relevant legislation, mainly the Insurance Business Act (Chap. 403), the Insurance Intermediaries Act (Chap. 487) and the Investment Services Act (Chap. 370).



## 16. Other investments

The Group's and Company's other investments are summarised by measurement category in the table below:

	<b>Group</b>		<b>Company</b>	
	<b>2012</b>	2011	<b>2012</b>	2011
	€	€	€	€
Fair value through profit and loss	<b>37,380,323</b>	37,406,649	<b>2,855,058</b>	3,481,658
Available-for-sale investments	<b>1,398,130</b>	1,400,249	-	-
Held-to-maturity investments	<b>8,109,665</b>	8,127,571	-	-
Loans and receivables	<b>2,770,307</b>	3,930,480	<b>8,770,093</b>	9,983,248
<b>Total Investments</b>	<b><u>49,658,425</u></b>	<u>50,864,949</u>	<b><u>11,625,151</u></b>	<u>13,464,906</u>

Included in the Group total investments are €2,440,144 of assets held to cover linked liabilities (2011 - €2,576,454). These relate to collective investment schemes which are classified as investments at fair value through profit or loss as described in accounting policy number 13.

(a) *Investments at fair value through profit or loss*

	<b>Group</b>		<b>Company</b>	
	<b>2012</b>	2011	<b>2012</b>	2011
	€	€	€	€
Equity securities and collective investments schemes:				
-listed shares	<b>8,226,905</b>	9,438,893	<b>2,434,618</b>	3,481,658
-collective investment schemes	<b>3,276,020</b>	3,386,271	-	-
	<b><u>11,502,925</u></b>	<u>12,825,164</u>	<b><u>2,434,618</u></b>	<u>3,481,658</u>
Debt securities				
- listed	<b>25,877,398</b>	24,581,485	<b>420,440</b>	-
Total investments at fair value through profit or loss	<b><u>37,380,323</u></b>	<u>37,406,649</u>	<b><u>2,855,058</u></b>	<u>3,481,658</u>

**16. Other investments (continued)**

*(a) Investments at fair value through profit or loss (continued)*

Maturity of debt securities classified as fair value through profit or loss.

	<b>Group</b>		<b>Company</b>	
	<b>2012</b>	2011	<b>2012</b>	2011
	€	€	€	€
Within 1 year	1,016,109	501,431	-	-
Between 1 and 2 years	2,257,874	1,551,247	-	-
Between 2 and 5 years	2,752,247	4,780,572	-	-
Over 5 years	19,851,168	17,748,235	420,440	-
	<u>25,877,398</u>	<u>24,581,485</u>	<u>420,440</u>	<u>-</u>
Weighted average effective interest rate at 31 December	<u>5%</u>	<u>5%</u>	<u>5%</u>	<u>-</u>

Group investments amounting to €1,899,581 (2011 - €3,486,310) were pledged in favour of third parties at the financial year-end.

The movements in investments classified at fair value through profit or loss are summarised as follows:

	<b>Group</b>		<b>Company</b>	
	<b>2012</b>	2011	<b>2012</b>	2011
	€	€	€	€
<b>Year ended 31 December</b>				
At beginning of year	37,406,648	36,579,235	3,481,658	3,614,363
Additions	1,427,661	3,982,293	404,000	300
Disposals (sale and redemption)	(1,951,322)	(2,182,307)	-	-
Net fair value gains/(losses)	497,336	(972,572)	(1,030,600)	(133,005)
At end of year	<u>37,380,323</u>	<u>37,406,649</u>	<u>2,855,058</u>	<u>3,481,658</u>
<b>At 31 December</b>				
Cost	36,882,987	38,379,221	4,221,296	3,817,296
Accumulated fair value gains/(losses)	497,336	(972,572)	(1,366,238)	(335,638)
<b>Carrying amount</b>	<u>37,380,323</u>	<u>37,406,649</u>	<u>2,855,058</u>	<u>3,481,658</u>

*(b) Held-to-maturity investments*

<b>Group</b>	<b>2012</b>	2011
	€	€
Debt securities		
Government bonds	5,327,046	5,336,335
Listed corporate bonds	2,782,619	2,791,236
	<u>8,109,665</u>	<u>8,127,571</u>

**16. Other investments (continued)**

*(b) Held-to-maturity investments (continued)*

Maturity of debt securities classified as held-to-maturity.

	<b>2012</b>	<b>2011</b>
	€	€
Between 2 and 5 years	<b>1,864,827</b>	1,242,499
Over 5 years	<b>6,244,838</b>	6,885,072
	<b><u>8,109,665</u></b>	<b><u>8,127,571</u></b>
Weighted average effective interest rate at the balance sheet date	<b><u>5%</u></b>	<b><u>5%</u></b>

The movements in investments classified as held-to-maturity are summarised as follows:

	<b>2012</b>	<b>2011</b>
	€	€
<b>Year ended 31 December</b>		
At beginning of year	<b>8,127,571</b>	3,585,486
Additions	-	4,555,843
Amortised cost	<b>(17,906)</b>	(13,758)
At end of year	<b><u>8,109,665</u></b>	<b><u>8,127,571</u></b>
<b>At 31 December</b>		
Cost	<b>8,146,755</b>	8,146,755
Accumulated amortisation	<b>(37,090)</b>	(19,184)
Carrying amount	<b><u>8,109,665</u></b>	<b><u>8,127,571</u></b>

*(c) Available-for-sale investments*

	<b>2012</b>	<b>2011</b>
	€	€
Equity securities:		
- listed shares	<b><u>1,398,130</u></b>	<b><u>1,400,249</u></b>

**16. Other investments (continued)**

*(c) Available-for-sale investments (continued)*

The movements in investments classified as available-for-sale are summarised as follows:

	<b>2012</b>	<b>2011</b>
	€	€
<b>Year ended 31 December</b>		
At beginning of year	1,400,249	767,283
Additions	-	666,143
Net fair value gains	<b>(2,119)</b>	<b>(33,177)</b>
	<u>1,398,130</u>	<u>1,400,249</u>
<b>At 31 December</b>		
Cost	1,365,422	1,365,422
Accumulated fair value gains	<b>32,708</b>	34,827
	<u>1,398,130</u>	<u>1,400,249</u>

*(d) Loans and receivables*

	<b>Group</b>		<b>Company</b>	
	2012	2011	2012	2011
	€	€	€	€
Loans to group undertakings	-	-	<b>8,770,093</b>	9,983,248
Loans secured on policies	<b>143,707</b>	150,248	-	-
Term deposits held for investment purposes	<b>2,626,600</b>	3,780,232	-	-
	<u>2,770,307</u>	<u>3,930,480</u>	<u>8,770,093</u>	<u>9,983,248</u>

*Group*

Loans secured on policies are substantially non-current in nature. They are charged interest at the rate of 8% (2011 - 8%) per annum.

The term deposits mature within 3 to 7 months from the end of the reporting period and have an effective interest rate of 3.75% per annum (2011 – 2.17%).

*Company*

Loans to group undertakings are unsecured, bear interest of 6.5% per annum (2011 - 8%) and are repayable on demand but are not expected to be realised within twelve months after the end of the reporting period.

The provision for impairment of loans to group undertakings amounted to €1,550,998 (2011 – Nil). This was determined following an assessment by the Company of the ability of the group undertakings to fulfil their obligations.

**17. Technical provisions – insurance contracts and investment contracts**

	<b>2012</b>	<b>2011</b>
	<b>€</b>	<b>€</b>
Insurance contracts (net of reinsurance)	<b>37,547,675</b>	33,546,875
Investment contracts with DPF	<b>20,402,739</b>	23,581,031
	<u><b>57,950,414</b></u>	<u>57,127,906</u>
Investment contracts without DPF	<u><b>2,440,144</b></u>	<u>2,576,454</u>
<b>Total technical provisions</b>	<u><b>60,390,558</b></u>	<u>59,704,360</u>

The movements in technical provisions relating to insurance contracts and investment contracts with DPF net of reinsurance are analysed below:

	<b>Insurance contracts</b>	<b>Investment contracts with DPF</b>	<b>Total</b>
	<b>€</b>	<b>€</b>	<b>€</b>
<b>Year ended 31 December 2011</b>			
At beginning of year	30,537,404	25,750,953	56,288,357
Charged to technical account			
-change in the provision for claims	(22,053)	88,724	66,671
-change in other technical provisions	3,031,524	(2,258,646)	772,878
	<u>33,546,875</u>	<u>23,581,031</u>	<u>57,127,906</u>
<b>Year ended 31 December 2012</b>			
At beginning of year			
Charged to technical account			
-change in the provision for claims	(2,369)	16,068	13,699
-change in other technical provisions	4,003,169	(3,194,360)	808,809
	<u>37,547,675</u>	<u>20,402,739</u>	<u>57,950,414</u>

**17. Technical provisions** (continued)

Insurance contracts are further analysed as follows:

	2012 €	2011 €
<b>Gross technical provisions</b> - insurance contracts		
<i>Short term insurance contracts</i>		
claims outstanding	46,069	79,896
other provisions	136,424	121,911
<i>Long term insurance contracts</i>		
claims outstanding	185,271	147,846
long term business provision	38,763,632	34,414,125
	<b>39,131,396</b>	<b>34,763,778</b>
	<b>39,131,396</b>	<b>34,763,778</b>
<b>Reinsurers' share of technical provisions</b> - insurance contracts		
<i>Short term insurance contracts</i>		
claims outstanding	(25,094)	(29,627)
other provisions	(60,963)	(41,123)
<i>Long term insurance contracts</i>		
claims outstanding	(51,264)	(40,764)
long term business provision	(1,446,400)	(1,105,389)
	<b>(1,583,721)</b>	<b>(1,216,903)</b>
	<b>(1,583,721)</b>	<b>(1,216,903)</b>
<b>Net technical provisions</b> - insurance contracts		
<i>Short term insurance contracts</i>		
claims outstanding	20,975	50,269
other provisions	75,461	80,788
<i>Long term insurance contracts</i>		
claims outstanding	134,007	107,082
long term business provision	37,317,232	33,308,736
	<b>37,547,675</b>	<b>33,546,875</b>
	<b>37,547,675</b>	<b>33,546,875</b>

*Long term contracts – assumptions, changes in assumptions and sensitivity*

(a) Assumptions

For long term contracts, estimates are determined by reference to expected future deaths, investment return and policy maintenance expenses. Mortality estimates are based on standard mortality tables that reflect recent historical mortality experience, adjusted where appropriate to reflect the Company's own experience. A weighted average rate of investment return is applied in accordance with the Insurance Business (Insurers' Assets and Liabilities) Regulations, 2007, reflecting current investment yields, adjusted by a margin of contingency. Allowance is made for policy maintenance expenses at a rate determined by reference to the insurance Company's cost base. The calculation assumes the continuation of existing tax legislation and rates.

**17. Technical provisions** (continued)

(b) Changes in assumptions

During the year, there were no changes in mortality assumptions for permanent assurance, interest-sensitive and unit linked business.

*Sensitivity analysis*

The following table presents the sensitivity of the value of liabilities variable that will trigger an adjustment and the liability disclosed in this note to movements in the assumptions used in the estimation of liabilities for long term contracts. The table below indicates the level of the respective adjustment that would be required.

	<b>Increase in liability</b>	
	<b>2012</b>	<b>2011</b>
	<b>€</b>	<b>€</b>
10% loading applied to mortality assumptions	<b>157,721</b>	134,000
Lowering of investment return by 25 basis points	<b>1,139,517</b>	1,240,000
	<u><u>1,139,517</u></u>	<u><u>1,240,000</u></u>

The above analysis is based on a change in an assumption while holding all other assumptions constant. In practice, this is unlikely to occur, and changes in some of the assumptions may be correlated.

**18. Property held for development**

	<b>Group</b>	
	<b>2012</b>	<b>2011</b>
	<b>€</b>	<b>€</b>
<b>At cost</b>		
<b>Year ended 31 December</b>		
At beginning of year	<b>1,455,048</b>	2,469,554
Additions	<b>1,114</b>	102,298
Disposals	<b>(213,365)</b>	(1,116,804)
At end of year	<b>1,242,797</b>	1,455,048
	<u><u>1,242,797</u></u>	<u><u>1,455,048</u></u>

**19. Trade and other receivables**

	<b>Group</b>		<b>Company</b>	
	<b>2012</b>	2011	<b>2012</b>	2011
	€	€	€	€
Trade receivables - third parties	<b>1,127,364</b>	1,162,010	-	-
Less: impairment of receivables	<b>(105,697)</b>	(22,351)	-	-
	<hr/>	<hr/>	<hr/>	<hr/>
Trade receivables - net	<b>1,021,667</b>	1,139,659	-	-
<i>Other loans and receivables:</i>				
receivables from group undertakings	-	-	<b>23,195</b>	12,591
receivables from related parties	<b>91,829</b>	92,170	<b>29,794</b>	19,050
other taxation receivable	<b>370,925</b>	370,925	-	-
prepayments	<b>471,700</b>	286,344	<b>19,720</b>	6,524
accrued investment income	<b>728,133</b>	750,090	-	-
other accrued income	-	115,073	-	-
other receivables	<b>625,074</b>	175,467	<b>50,783</b>	75,359
	<hr/>	<hr/>	<hr/>	<hr/>
	<b>3,309,328</b>	2,929,728	<b>123,492</b>	113,524
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

Movement in the Group provision for impairment of trade receivables is as follows:

	<b>Group</b>	
	<b>2012</b>	2011
	€	€
<b>Year ended 31 December</b>		
At the beginning of year	<b>22,351</b>	28,600
Increase/(decrease) in provision	<b>83,346</b>	(6,249)
	<hr/>	<hr/>
At end of year	<b>105,697</b>	22,351
	<hr/> <hr/>	<hr/> <hr/>

The movement in the provision for impairment of trade receivables is included in 'administrative expenses' in the statement of comprehensive income. Amounts charged to the allowance account are generally written off when there is no expectation of recovering additional cash. The Group holds a bank guarantee of €4,000 as collateral in respect of receivables (2011 - Nil). No trade receivables were written off as bad debts in 2012 and 2011.

As at 31 December 2012, trade receivables amounting to €266,129 (2011 - €350,172) were fully performing and trade receivables amounting to €755,539 (2011 - €789,487) were past due but not impaired. These dues related to a number of independent parties for whom there is no recent history of default. The ageing analysis of the trade receivables that are past due but not impaired is as follows:

	<b>2012</b>	2011
	€	€
Between 3 to 6 months	<b>225,552</b>	184,554
More than 6 months	<b>529,986</b>	604,933
	<hr/>	<hr/>
	<b>755,538</b>	789,487
	<hr/> <hr/>	<hr/> <hr/>

There are no other material past due amounts in trade and other receivables.



**19. Trade and other receivables (continued)**

Amounts owed by related parties are unsecured and interest free. Amounts owed by group undertakings are unsecured and bear interest of 6.5% per annum (2011 - 8%). These balances are payable on demand. The provision for impairment of receivables from group undertakings amounted to €12,387 (2011 – Nil).

Interest-bearing automatic premium loans are classified as investments in Note 16 to the financial statements.

All of the above amounts are current in nature.

**20. Share capital**

	<b>Company</b>	
	<b>2012</b>	<b>2011</b>
	€	€
<b>Authorised</b>		
30,000,000 ordinary shares of €0.291172 each	<b>8,735,160</b>	8,735,160
<b>Issued and fully paid</b>		
13,207,548 ordinary shares of €0.291172 each	<b>3,845,668</b>	3,845,668

The Group's objectives when managing capital are to safeguard the Group's ability to continue as a going concern, in order to provide returns for shareholders and benefits for other stakeholders, and to maintain an optimal capital structure to reduce the cost of capital. In order to maintain or adjust the capital structure, the Group may adjust the amount of dividends paid to shareholders, issue new shares or additional debt or sell assets to reduce debt.

The Directors consider that capital management is of particular relevance in the areas of the Group that are subject to regulatory supervision. GlobalCapital Life Insurance Limited, which is authorised by the Malta Financial Services Authority to carry out long term business of insurance, is required to hold regulatory capital to support its long term insurance business as determined in accordance with the Insurance Business (Assets and Liabilities) Regulations. The capital of GlobalCapital Financial Management Limited is regulated by rules issued under the Investment Services Act and by the Financial Institutions Act. The capital of GlobalCapital Insurance Brokers Limited and GlobalCapital Health Insurance Agency Limited is regulated by rules issued under the Insurance Intermediaries Act.

The above regulations set out the required minimum capital that must be maintained at all times throughout the year. Each company monitors capital on a regular basis at least once a month through detailed reports compiled with management accounts. Such reports are circulated to senior management. Any transactions that may potentially affect a company's regulatory position are immediately reported to the Directors for resolution prior to notifying the Malta Financial Services Authority.

## 20. Share capital (continued)

The table below summarises the minimum own funds required across the Group's regulated subsidiaries and the regulatory capital held against each of them. Non-regulated entities are financed by items presented within equity in the statement of financial position and long-term borrowings.

	<b>2012</b>	<b>2012</b>	<b>2011</b>	<b>2011</b>
	<b>Minimum Own Fund Requirements</b>	<b>Actual Own Funds</b>	<b>Minimum Own Fund Requirements</b>	<b>Actual Own Funds</b>
	€	€	€	€
GlobalCapital Health Insurance Agency Limited	<b>325,817</b>	<b>1,547,404</b>	331,843	986,201
GlobalCapital Insurance Brokers Limited	<b>58,234</b>	<b>85,675</b>	58,234	141,577
GlobalCapital Life Insurance Limited	<b>3,700,000</b>	<b>12,528,687</b>	3,500,000	12,786,068
GlobalCapital Financial Management Limited	<b>1,702,866</b>	<b>2,765,328</b>	2,146,559	3,057,356

At both year-ends, all subsidiaries subject to regulatory supervision satisfied minimum prudential capital requirements. The current year amounts are, in general, estimates that are updated if necessary once statutory submissions are made to the Malta Financial Services Authority.

GlobalCapital Life Insurance Limited's margin of solvency stood at 1.54 times at 31 December 2012 (2011 - 1.82 times cover). The current year amount is an estimate that is updated if necessary once statutory submissions are made to the Malta Financial Services Authority.

In 2011, the Group made capital injections of €1,250,000 and €100,000 in two of its existing components, GlobalCapital Life Insurance Limited and GlobalCapital Insurance Brokers Limited. In 2012 the Group made a further capital injection of €50,000 in GlobalCapital Insurance Brokers Limited. The group's equity interest in these components remained unchanged following these transactions.

In 2006, the Group also raised capital through the issue for subscription to the general public of €17,000,000 bonds, carrying a rate of interest of 5.6% per annum (note 23). Such issue was raised for the general financing requirements of the Group and proceeds have been invested in a number of assets, in line with the strategic requirements of the Group. The conditions outlined in the offering document to the issue contain restrictions as to the amount of secured borrowing which can be entered into by the Group. Management monitors such requirement on a regular basis, at least once a month, to ensure ongoing compliance with these requirements. As at the date of this report, according to management's best estimates, the Group had surplus net assets over the maximum permitted secured borrowing limit of €8,875,516 (31 December 2011 - €8,839,532). Management are continuously monitoring this position to ensure that the bond covenant requirements are complied with.

## 21. Share premium account

	<b>2012</b>	<b>2011</b>
	€	€
Share premium	<b><u>16,970,641</u></b>	<u>16,970,641</u>

## 22. Other reserves

Group	Value of in-force business €	Other unrealised gains €	Investment compensation scheme €	Total €
<b>Year ended 31 December 2011</b>				
At beginning of year	1,860,346	68,004	8,162	1,936,512
Increase in value in-force business, transferred from profit and loss account (Note 11)	10,000	-	-	10,000
Net loss on available-for-sale financial assets	-	(33,177)	-	(33,177)
<b>At end of year</b>	<b>1,870,346</b>	<b>34,827</b>	<b>8,162</b>	<b>1,913,335</b>
<b>Year ended 31 December 2012</b>				
At beginning of year	1,870,346	34,827	8,162	1,913,335
Increase in value in-force business, transferred from profit and loss account (Note 11)	407,000	-	-	407,000
Net loss on available-for-sale financial assets	-	(2,119)	-	(2,119)
<b>At end of year</b>	<b>2,277,346</b>	<b>32,708</b>	<b>8,162</b>	<b>2,318,216</b>

The above reserves are not distributable.

## 23. Interest-bearing borrowings

	Group		Company	
	2012 €	2011 €	2012 €	2011 €
Bank overdraft (Note 26)	276,122	156,287	276,122	-
Bank loans	-	1,522,741	-	-
5.6% bonds 2014/2016	16,909,430	16,859,045	16,909,430	16,859,045
<b>Total borrowings</b>	<b>17,185,552</b>	<b>18,538,073</b>	<b>17,185,552</b>	<b>16,859,045</b>

By virtue of the offering memorandum dated 10 May 2006, the Company issued for subscription to the general public €17,000,000 bonds. The bonds were effectively issued on 26 May 2006 at the bond offer price of €100 per bond.

**23. Interest-bearing borrowings (continued)**

The bonds are subject to a fixed interest rate of 5.6% per annum payable yearly on 2 June.

All bonds are redeemable at par and at the latest are due on 2 June 2016.

The bonds were admitted to the official list of the Malta Stock Exchange. The quoted market price of the bonds at 31 December 2012 was €80.00 (2011 - €79.00).

The bonds are disclosed at the value of the proceeds less the net book amount of the issue costs as follows:

	<b>Group and Company</b>	
	<b>2012</b>	<b>2011</b>
	<b>€</b>	<b>€</b>
<b>Proceeds</b>		
€17,000,000, 5.6% bonds 2014/2016	<b>17,079,199</b>	17,079,199
Less:		
Issue cost	<b>493,326</b>	493,326
Accumulated amortisation	<b>(323,557)</b>	(273,172)
	<b>169,769</b>	220,154
<b>Net proceeds</b>	<b>16,909,430</b>	16,859,045

Restrictions with regards to the bond issue as to the amount of secured borrowing which can be entered into by the Group are disclosed in Note 20.

The bank overdraft facilities of €1,000,000 are secured by a pledge on investments, and bear interest at an average floating interest rate of 5.38% (2011 – 5.5%) per annum.

The bank loans were settled during the year under review. In 2011, the bank loans bore interest at an average rate of 4.71% per annum.

**24. Trade and other payables**

	<b>Group</b>		<b>Company</b>	
	<b>2012</b>	<b>2011</b>	<b>2012</b>	<b>2011</b>
	<b>€</b>	<b>€</b>	<b>€</b>	<b>€</b>
Trade payables	<b>1,459,250</b>	1,292,147	<b>532,453</b>	424,347
Amounts due to group undertakings	-	-	<b>2,474,225</b>	1,216,755
Other taxation	<b>13,200</b>	13,200	-	-
Accruals and deferred income	<b>1,345,687</b>	1,411,379	<b>796,857</b>	740,260
Other payables	<b>687,159</b>	398,704	<b>16,661</b>	216,621
	<b>3,505,296</b>	3,115,430	<b>3,820,196</b>	2,597,983

All of the above amounts are payable within one year.

Amounts owed to group undertakings are unsecured and bear interest of 6.5% per annum (2011 - 8%). These balances are payable on demand.

## 25. Cash used in operations

Reconciliation of operating loss to cash used in operations:

	<b>Group</b>		<b>Company</b>	
	<b>2012</b>	<b>2011</b>	<b>2012</b>	<b>2011</b>
	€	€	€	€
<b>Cash flows used in operating activities</b>				
Loss before tax	<b>(2,227,597)</b>	(4,308,053)	<b>(5,976,712)</b>	(4,966,174)
Adjustments for:				
Net loss on investments	<b>38,298</b>	1,984,185	<b>1,047,781</b>	133,005
Impairment of investment in subsidiary	-	-	<b>2,500,000</b>	4,200,000
Increment in value in-force business	<b>(407,000)</b>	(10,000)	-	-
Impairment/amortisation	<b>197,017</b>	358,110	<b>51,999</b>	50,875
Depreciation (Note 13)	<b>329,326</b>	351,413	<b>18,058</b>	5,811
Net movement in Technical provisions (Note 17)	<b>822,508</b>	839,549	-	-
Impairment of receivables (Note 19)	<b>83,346</b>	(6,249)	-	-
Loss on disposal of fixed assets	<b>1,362</b>	20,354	-	-
Gain on sale of property held for development	<b>(28,767)</b>	(149,956)	-	-
Dividends income	<b>(531,755)</b>	(462,045)	<b>(156,906)</b>	(145,814)
Interest income	<b>(1,848,253)</b>	(1,794,760)	<b>(657,099)</b>	(778,610)
Interest expense	<b>983,459</b>	1,094,289	<b>1,084,571</b>	1,069,957
	<hr/>	<hr/>	<hr/>	<hr/>
Operating loss before working capital movements	<b>(2,588,056)</b>	(2,083,163)	<b>(2,088,308)</b>	(430,950)
Movement of property held for development	<b>241,018</b>	1,164,462	-	-
Movement in trade and other receivables	<b>(220,211)</b>	439,734	<b>12,568</b>	127,900
Movement in trade and other payables	<b>389,866</b>	(231,007)	<b>(35,257)</b>	(1,803,980)
	<hr/>	<hr/>	<hr/>	<hr/>
<i>Nat cash flow used in operating activities</i>	<b>(2,177,383)</b>	(709,974)	<b>(2,110,997)</b>	(2,107,030)
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

## 26. Cash and cash equivalents

For the purposes of the statements of cash flows, the year-end cash and cash equivalents comprise the following:

	2012 €	2011 €	2012 €	2011 €
Cash at bank and on hand	<b>4,051,077</b>	4,620,988	<b>879,979</b>	402,594
Bank overdraft (Note 23)	<b>(276,122)</b>	(156,287)	<b>(276,122)</b>	-
	<b><u>3,774,955</u></b>	<u>4,464,701</u>	<b><u>603,857</u></b>	<u>402,594</u>

Cash at bank earns interest on current and term deposits at fixed and floating rates that range between 0.25% and 3.75% (2011 – 0.25% and 3.6%)

## 27. Fair values

All financial instruments that are measured subsequent to initial recognition at fair value through profit or loss or as available-for-sale are grouped into the following levels:

- Level 1 fair value measurements are those derived from quoted prices (unadjusted) in active markets for identical assets or liabilities.
- Level 2 fair value measurements are those derived from inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).
- Level 3 fair value measurements are those derived from valuation techniques that include inputs for the asset or liability that are not based on observable market data (unobservable inputs).

As at the end of the reporting period, all the group's and the company's financial instruments that are measured subsequent to initial recognition at fair value through profit or loss and all available-for-sale investments were measured using Level 1 inputs with the exception of collective investment schemes that are measured using Level 2 inputs.

The fair value of the bonds issued by the company, carried at amortised cost, is disclosed in Note 23.

At 31 December 2012 and 2011, the carrying amounts of financial assets, other than investment in group undertakings, and financial liabilities approximated their fair values, with the exception of financial liabilities emanating from investment contracts with DPF. It is impracticable to determine the fair value of these contracts due to the lack of a reliable basis to measure the future discretionary return that is a material feature of these contracts.

## 28. Related party transactions

### Group

Transactions during the year with related parties were as follows:

	<b>2012</b>	2011
	€	€
Commission receivable from related parties	<b>71,341</b>	58,028
Commission receivable on investments made by related funds (see note below)	<b>3,070</b>	3,446
Fees receivable in respect of advice provided to related funds (see note below)	<b>73,410</b>	84,554
	<u><u>73,410</u></u>	<u><u>84,554</u></u>

GlobalCapital Financial Management Limited, a group undertaking, acts as Investment Advisor and Fund Manager to Global Funds SICAV p.l.c. The advisory fees earned by this group undertaking from its activity as Investment Advisor and Fund Manager are included in turnover.

In 2012 the Group recovered expenses amounting to €183,406 in liquidation costs in relation to GlobalCapital Fund SICAV p.l.c. which had been written off in 2010.

Interest receivable and payable from and to related parties is disclosed in Note 6. Amounts owed by or to related parties are disclosed in Notes 19 and 24 to these financial statements. No impairment loss has been recognised in 2012 and 2011 in respect of receivables from related parties. The terms and conditions of the related party balances do not specify the nature of the consideration to be provided in settlement. No guarantees have been given or received in relation to these balances.

The following financial assets were held by the Group in related entities as at 31 December:

	<b>2012</b>	2011
	€	€
Global Bond Fund Plus	<b>145,670</b>	128,037
Malta Privatisation & Equity Fund	<b>363,949</b>	397,263
Melita International Equity Fund	<b>67,167</b>	64,982
Other related Funds	<b>979,053</b>	599,542
	<u><u>1,555,839</u></u>	<u><u>1,189,824</u></u>

**28. Related party transactions** (continued)

The above investments as at 31 December 2012 were represented by the following holdings held by the Group directly in each fund:-

	2012 %	2011 %
Global Bond Fund Plus	10	9
Malta Privatisation & Equity Fund	15	13
Melita International Equity Fund	13	11
The Property Fund	16	16
	16	16

The above disclosures do not include investments in related collective investment schemes held to cover linked liabilities.

In addition the Group held the following holdings in each fund in a nominee capacity:-

	2012 %	2011 %
Global Bond Fund Plus	42	49
Malta Privatisation & Equity Fund	18	20
Melita International Equity Fund	26	25
The Property Fund	46	46
	46	46

As at the end of the reporting date, there were €110,000 in bonds held by related parties (2011 - €108,625). The compensation to Directors in 2012 and 2011 is disclosed in Note 8 to the financial statements.

*Other related party transactions*

The agreement entered into in 2011 by one of the group undertakings with a Director of the Group for the provision of real estate brokerage and related consultancy services in respect of the Group's investment properties was still in force during the year under review. Although not a director anymore, such person is still considered to be a related party being a shareholder.

**Company**

All companies forming part of the GlobalCapital Group are considered by the Directors to be related parties as these companies are also ultimately owned by GlobalCapital p.l.c. Related parties that do not form part of the consolidated group include entities related by way of common Directors and ultimate Shareholders.

Dividends and interest receivable from group undertakings are disclosed in Note 6. Amounts owed by or to group undertakings and related parties are disclosed in Notes 16, 19 and 24. The terms and conditions of the related party balances do not specify the nature of the consideration to be provided in settlement. No guarantees have been given or received in relation to these balances. Impairment loss in respect of loans to group undertakings is disclosed in Note 16 and 19.

The single major shareholder is BAI Co (Mtius) Ltd. which directly owns 48.45% of GlobalCapital Plc.



## 29. Commitments

### Operating lease commitments - where the Group is a lessee

Future minimum lease payments due by the Group under non-cancellable operating leases are as follows:

	<b>2012</b>	2011
	€	€
Not later than one year	<b>8,081</b>	8,081
Later than one year and not later than five years	<b>37,170</b>	35,554
	<u><b>45,251</b></u>	<u>43,635</u>

### Operating lease commitments - where the Group is a lessor

Future minimum lease payments due to the Group under non-cancellable operating leases are as follows:

	<b>2012</b>	2011
	€	€
Not later than one year	<b>400,229</b>	289,143
Later than one year and not later than five years	<b>396,231</b>	203,986
	<u><b>796,460</b></u>	<u>493,129</u>

Operating leases relate to the investment properties owned by the company with lease terms of up to 4 years. The lessees do not have an option to purchase the properties at the expiry of the lease period.

### Other commitments

Commitments for capital expenditure not provided for in these financial statements are as follows:

	<b>2012</b>	2011
	€	€
Authorised and contracted:		
-computer software	<b>668,900</b>	-
	<u><b>668,900</b></u>	<u>-</u>
Authorised but not contracted:		
-computer software	-	1,000,000
-property development	<b>300,000</b>	-
	<u><b>300,000</b></u>	<u>1,000,000</u>

## 30. Statutory information

GlobalCapital p.l.c. is a limited liability company and is incorporated in Malta.

## **Independent auditor's report**

to the members of

### **GlobalCapital p.l.c.**

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We have audited the accompanying financial statements of GlobalCapital p.l.c. and its group set out on pages 12 to 78, which comprise the statements of financial position of the company and the group as at 31 December 2012, and the statements of comprehensive income, statements of changes in equity and statements of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

#### ***Directors' responsibility for the financial statements***

As explained more fully in the statement of directors' responsibilities on page 10, the directors of the company are responsible for the preparation of financial statements that give a true and fair view in accordance with International Financial Reporting Standards as adopted by the EU and the requirements of the Companies Act (Chap. 386), and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

#### ***Auditor's responsibility***

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

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

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

## **Independent auditor's report (continued)**

to the members of

### **GlobalCapital p.l.c.**

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#### *Opinion*

In our opinion, the financial statements give a true and fair view of the financial position of GlobalCapital p.l.c. and its group as at 31 December 2012, and of the company's and its group's financial performance and cash flows for the year then ended in accordance with International Financial Reporting Standards as adopted by the EU and have been properly prepared in accordance with the requirements of the Companies Act (Chap. 386).

A handwritten signature in blue ink, appearing to be 'Sarah Curmi', is written over a light grey grid background.

Sarah Curmi as Director  
in the name and on behalf of  
**Deloitte Audit Limited**  
Registered auditor

24 April 2013