

# Notes to the financial statements

## 1 Principal activities

“INGO ARMENIA” ICJSC (the “Company”) is a closed joint-stock Insurance company, which was incorporated in the Republic of Armenia in 1997 under the name “Efes” ICJSC. The Company is regulated by the legislation of RA and conducts its business under license number N0014, granted on 02.09.1997 by the Central Bank of Armenia (the “CBA”). In 2003 the Company was renamed to “INGO ARMENIA” ICJSC. The Company was relicensed by the RA CB in 28.03.2008, licence number is N0005.

The Company primarily is involved in general insurance business in the territory of the Republic of Armenia. The main types of insurance contracts issued by the Company are accident, health, motor, cargo, fire and natural disasters, motor liability, financial losses, general liability and travel insurance. Moreover, the Company realizes air and water transportation insurance, as well as related liability insurance. Starting from 2010 Company is member of compulsory motor third party liability insurance bureau and from October 2010 it issues compulsory motor third party liability insurance (CMTPLI) contracts.

Its main office and the six branches are in Yerevan and in different regions of Armenia. The registered office is located at: 51, 53 Hanrapetutyun Str., Areas 47, 48, 50, Yerevan 0010, RA.

## 2 Armenian business environment

Armenia continues to undergo political and economic changes. The stability and development of the Armenian economy largely depends on these changes, as well as developments in the Eurasian Economic Union with which the integration of the Armenian economy continues.

Management of the Company believes that in the current conditions appropriate measures are implemented in order to ensure economic stability of the Company.

## 3 Basis of preparation

### 3.1 Statement of compliance

The financial statements of the Company have been prepared in accordance with International Financial Reporting Standards (“IFRS”) as developed and published by the International Accounting Standards Board (IASB), and Interpretations issued by the International Financial Reporting Interpretations Committee (“IFRIC”).

The Company prepares statements for regulatory purposes in accordance with legislative requirements of the Republic of Armenia. These financial statements are based on the Company’s books and records as adjusted and reclassified in order to comply with IFRS.

### 3.2 Basis of measurement

The financial statements have been prepared on a fair value basis for financial assets and liabilities at fair value through profit or loss and available for sale assets, except those for which a reliable measure of fair value is not available. Other financial assets and liabilities are stated at amortized cost and non-financial assets and liabilities are stated at historical cost, with the exception of land and buildings, which are stated at revalued amount.

### 3.3 Functional and presentation currency

Functional currency of the Company is the currency of the primary economic environment in which the Company operates. The Company’s functional currency and the Company’s presentation currency is Armenian Dram (“AMD”), since this currency best reflects the economic substance of the underlying events and transactions of the Company. The financial statements are presented in thousands of AMD, unless otherwise stated, which is not convertible outside Armenia.

### 3.4 Changes in accounting policies

The Company applied for the first time certain standards and amendments, which are effective for annual periods beginning on or after 1 January 2017. The Company has not early adopted any other standard, interpretation or amendment that has been issued but is not yet effective. Although the new standards and amendments described below and applied for the first time in 2017, did not have a material impact on the annual financial statements of the Company.

- *Disclosure Initiative (Amendments to IAS 7)*
- *Recognition of Deferred Tax Assets for Unrealised Losses (Amendments to IAS 12)*
- *Annual Improvements to IFRSs 2014-2016 Cycle –(Amendments to IFRS 12)*

### 3.5 Standards and interpretations not yet applied by the Company

At the date of authorization of these financial statements, certain new standards, amendments and interpretations to the existing Standards have been published but are not yet effective. The Company has not early adopted any of these pronouncements.

Management anticipates that all of the pronouncements will be adopted in the Company's accounting policy for the first period beginning after the effective date of the pronouncement.

Management does not anticipate a material impact on the Company's financial statements from these Amendments, they are presented below.

#### **Amendments to IFRS 4 Insurance Contracts**

Amendments to IFRS 4 "Insurance Contracts" were issued in September 2016, which will be effective for annual periods beginning on or after 1 January 2018. The amendments introduce two approaches to address the concerns about the differing effective dates of IFRS 9 "Financial Instruments" and the forthcoming new insurance contracts standard: the overlay approach and the deferral approach. The overlay approach provides an option for all issuers of insurance contracts to adjust profit or loss for eligible financial assets by removing any additional accounting volatility that may arise from applying IFRS 9 before the new insurance contracts standard. The deferral approach provides companies whose activities are predominantly related to insurance an optional temporary exemption from applying IFRS 9 until 1 January 2021. The Company expects to defer IFRS 9 until 1 January 2021.

#### **IFRS 9 Financial Instruments**

In July 2014, the IASB issued the final version of IFRS 9 Financial Instruments. IFRS 9 is effective for annual periods beginning on or after 1 January 2018, with early adoption permitted. It replaces IAS 39 Financial Instruments: Recognition and Measurement.

In October 2017, the IASB issued Prepayment Features with negative Compensation (Amendments to IFRS 9), The amendments are effective for annual periods beginning on or after 1 January 2019, with early adoption permitted.

The Company will apply the standard from 1 January 2021 in accordance with the above-mentioned *Amendments to IFRS 4 "Insurance Contracts"*.

#### **IFRS 17 Insurance contracts**

IFRS 17 *Insurance contracts* was published on May 18, 2017 with the effective date of 1 January 2021 (retrospective application). IFRS 17 provides comprehensive guidance on accounting for insurance contracts and investment contracts with discretionary participation features. For non-life insurance contracts IFRS 17 introduces mandatory discounting of loss reserves as well as a risk adjustment for non-financial risk, for which confidence level equivalent disclosure will be required. Further, IFRS 17 will change the presentation of insurance contract revenue, as gross written premium will no longer be presented in the statement of comprehensive income. For long duration life insurance contracts IFRS 17 is expected to have a significant impact on actuarial modelling as granular cash flow projections and regular update of all assumptions will be required either resulting in P&L volatility or impacting 'contractual service margin', a separate component of the insurance liability representing unearned profits from in-force contracts. Further, IFRS 17 introduces different

measurement approaches for the insurance contract liabilities reflecting different extent of policyholder participation in investment or insurance entity performance (non-participating, indirect participating, direct participating).

The Company is currently assessing the impact of the application of both IFRS 17 and IFRS 9. As at the date of the publication of these financial statements it is not practicable to quantify the potential effect on the Company's financial statements at the time when these standards are adopted.

### **IFRS 15 Revenue from Contracts with Customers**

IFRS 15 presents new requirements for the recognition of revenue, replacing *IAS 18 Revenue*, *IAS 11 Construction Contracts*, and several revenue-related Interpretations. The new standard establishes a control-based revenue recognition model and provides additional guidance in many areas not covered in detail under existing IFRSs, including how to account for arrangements with multiple performance obligations, variable pricing, customer refund rights, supplier repurchase options, and other common complexities.

IFRS 15 is effective for reporting periods beginning on or after 1 January 2018. The Company's management has not yet assessed the impact of IFRS 15 on these financial statements.

### **IFRS 16 Leases**

IFRS 16 presents new requirements and amendments to the accounting of leases. IFRS 16 will require lessees to account for leases 'on-balance sheet' by recognizing a 'right-of-use' asset and a lease liability.

IFRS 16 also:

- changes the definition of a lease;
- sets requirements on how to account for the asset and liability, including complexities such as non-lease elements, variable lease payments and option periods;
- provides exemptions for short-term leases and leases of low value assets;
- changes the accounting for sale and leaseback arrangements;
- largely retains IAS 17's approach to lessor accounting;
- introduces new disclosure requirements.

IFRS 16 is effective for annual periods beginning on or after 1 January 2019. Early application is permitted provided IFRS 15 Revenue from Contracts with Customers is also applied. The Company's management have not yet assessed the impact of IFRS 16 on these financial statements.

### **Other standards**

The following amended standards and interpretations are not expected to have significant impact on the Company's financial statements.

- Annual Improvements to IFRSs 2014-2016 Cycle – Amendments to IFRS 1 and IAS 28 (effective from 1 January 2018).
- IFRIC 22 Foreign Currency Transactions and Advance Consideration (effective from 1 January 2018).
- IFRIC 23 Uncertainty over Income Tax Treatments (effective from 1 January 2019).

## **4 Summary of significant accounting policies**

The following significant accounting policies have been applied in the preparation of the financial statements. The accounting policies have been consistently applied.

### **4.1 Insurance contracts**

Insurance contracts are those contracts under which the Company accepts significant insurance risk from another party (the policyholder) by agreeing to compensate the policyholders if a specified uncertain future event (the insured event) adversely affects the policyholders. Insurance risk is significant if, and only if, an insured event could cause an insurer to pay significant additional benefits in any scenario, excluding scenarios

that lack commercial substance. The additional benefits stated above refer to amounts that exceed those that would be payable if no insured event occurred.

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

Once the contract has been classified as an insurance contract, it remains an insurance contract for the remainder of its lifetime, even if the insurance risk reduces significantly during this period, unless all rights and obligations are extinguished or expire.

## 4.2 Recognition and measurement

### *Gross premiums written*

Gross premiums written comprise the total premiums receivable for the whole period of cover provided by contracts entered into during the accounting period and are recognised on the date on which the policy commences.

Written premiums are stated gross of commissions payable to intermediaries and net of taxes and duties levied on premiums.

### *Provision for unearned premiums*

Unearned premiums are those proportions of premiums written in a year that relate to periods of risk after the balance sheet date. The proportion attributable to subsequent periods is deferred as a provision for unearned premiums.

### *Written premiums ceded to reinsurers*

Written premiums ceded to reinsurers comprise the total premiums payable for the whole cover provided by contracts entered into the period and are recognised on the date on which the policy is effective.

Unearned reinsurance premiums are those proportions of premiums written in a year that relate to periods of risk after the balance sheet date. The proportion attributable to subsequent periods is deferred as a reinsurers' share of change in the gross provision for unearned premiums.

### *Claims incurred*

Claims incurred consist of claims paid to policyholders, changes in the valuation of the liabilities arising on policyholder contacts and internal and external claims handling expenses. Claims are recognized upon notification.

### *Reinsurer's share of claims incurred*

Reinsurance claims are recognised when the related gross insurance claim is recognised according to the terms of the relevant contract.

### *Reinsurance commission income*

Reinsurance commissions received or receivable which do not require the Company to render further service are recognised as revenue by the Company on the effective commencement or renewal dates of the related policies. However, when it is probable that the Company will be required to render further services during the life of the policy, the commission, or part thereof, is deferred and recognised as revenue over the period during which the services are provided.

### *Acquisition costs*

Costs incurred in acquiring general insurance contracts are recognised in the period in which they are incurred. Acquisition costs include direct costs such as commission fees. A proportion of acquisition costs are deferred to a subsequent accounting period to match the deferral to a subsequent accounting period of the proportion of

the written premiums to which the acquisition costs relate. The deferral of acquisition costs is calculated by applying the ratio of unearned premiums to written premiums.

#### *Insurance contract liabilities*

Insurance contract liabilities are recognised when contracts are entered into. These liabilities are known as the outstanding claims provision, which are based on the estimated ultimate cost of all claims incurred but not settled at the balance sheet date, whether reported or not, together with related claims handling costs and reduction for the expected value of subrogation and other recoveries. Delays can be experienced in the notification and settlement of certain types of claims, therefore the ultimate cost of these cannot be known with certainty at the balance sheet date. The liability is calculated at the reporting date using a range of standard actuarial claim projection techniques, based on empirical data and current assumptions that may include a margin for adverse deviation. The liability is not discounted for the time value of money. No provision for equalisation or catastrophe reserves is recognised. The liabilities are derecognised when the contractual obligations are fulfilled or when the contract is cancelled.

The provision for unearned premiums represents that parts of written premiums, that is estimated to be earned in subsequent periods.

Generally the reserve is released over the term of the contract and is recognised as premium income.

The Company assesses at the end of each reporting period whether its recognised insurance liabilities are adequate, using current estimates of future cash flows under its insurance contracts. If that assessment shows that the carrying amount of its insurance liabilities (less related deferred acquisition costs) is inadequate in the light of the estimated future cash flows, the entire deficiency shall be recognised in profit or loss.

#### *Reinsurance*

The Company cedes insurance risk in the normal course of business for all of its businesses. Reinsurance assets represent balances due from reinsurance companies.

Reinsurance assets are reviewed for impairment at each reporting date or more frequently when an indication of impairment arises during the reporting year. Impairment occurs when there is objective evidence as a result of an event that occurred after initial recognition of the reinsurance asset that the Company may not receive all outstanding amounts due under the terms of the contract and the event has a reliably measurable impact on the amounts that the Company will receive from the reinsurer. The impairment loss is recorded in statement of comprehensive income.

Reinsurance liabilities represent balances due to reinsurance companies. Amounts payable are estimated in a manner consistent with the related reinsurance contract. Premiums and claims are presented on a gross basis for both ceded and assumed reinsurance.

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

#### *Insurance receivables and payables*

The accounting for insurance receivables and payables is the same as the one for the financial instruments, described in the notes 4.8, 4.9 and 4.10.

### **4.3 Recognition of income and expenses**

The recognition criteria for income and expenses other than those related to insurance contracts are presented below:

#### *Investment income*

Investment income consists of dividends, interest income, movements in amortised cost on debt securities and other loans and receivables.

Interest income is recognised in the statement of comprehensive income as it accrues and is calculated by using the effective interest rate method.

### *Gains less losses on investments*

Net gains and losses on investments recorded in the statement of comprehensive income include gains and losses on financial assets and investment properties. Gains and losses on the sale of investments are calculated as the difference between net sales proceeds and the original or amortised cost and are recorded on occurrence of the sale transaction.

### *Net trading income*

Net trading income comprises gains less losses related to trading assets and liabilities, and includes all realized and unrealized fair value changes, interest, dividends and foreign exchange differences related to trading assets and liabilities. Net trading income also includes gains less losses from trading in foreign currencies.

### *Finance cost*

Interest paid is recognised in the statement of comprehensive income as it accrues and is calculated by using the effective interest rate method. Accrued interest is included within the carrying value of the interest bearing financial liability.

## 4.4 Foreign currency translation

Transactions in foreign currencies are initially recorded in the functional currency rate ruling at the date of the transactions. Gains and losses resulting from the translation of trading assets are recognised in the statement of comprehensive income in net trading income, while gains less losses resulting from translation of non-trading assets are recognized in the statement of comprehensive income in other income or other expense. Monetary assets and liabilities denominated in foreign currencies are retranslated at the functional currency rate of exchange ruling at the balance sheet date.

Changes in the fair value of monetary securities denominated in foreign currency classified as available for sale are analysed between translation differences resulting from changes in the amortised cost of the security and other changes in the carrying amount of the security. Translation differences related to changes in the amortised cost are recognised in profit or loss, and other changes in the carrying amount are recognised in equity.

Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates as the dates of the initial transactions. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was determined. Translation differences on non-monetary items, such as equities held at fair value through profit or loss, are reported as part of the fair value gain or loss. Translation differences on non-monetary items, such as equities classified as available-for-sale financial assets, are included in the fair value reserve in equity.

Differences between the contractual exchange rate of a certain transaction and the prevailing average exchange rate on the date of the transaction are included in gains less losses from trading in foreign currencies in net trading income.

The exchange rates at year-end used by the Company in the preparation of the financial statements are as follows

	<u>31 December 2017</u>	<u>December 31 2016</u>
AMD/1 US Dollar	484.10	483.94
AMD/1 EUR	580.10	512.20

## 4.5 Taxation

Income tax on the profit for the year comprises current and deferred tax. Income tax is recognized in the statement of profit or loss and other comprehensive income except to the extent that it relates to items recognized directly in equity, in which case it is recognized in equity.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantially enacted at the balance sheet date, and any adjustment to tax payable in respect of previous years. In the case when financial statements are authorized for issue before appropriate tax returns are

submitted, taxable profits or losses are based on estimates. Tax authorities might have more stringent position in interpreting tax legislation and in reviewing tax calculations. As a result tax authorities might claim additional taxes for those transactions, for which they did not claim previously. As a result significant additional taxes, fines and penalties could arise. Tax review can include 3 calendar years immediately preceding the year of a review. In certain circumstances tax review can include even more periods.

Deferred tax assets and liabilities are calculated in respect of temporary differences using the liability method. Deferred income taxes are provided for all temporary differences arising between the tax bases of assets and liabilities and their carrying values for financial reporting purposes, except where the deferred income tax arises from the initial recognition of goodwill or of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss.

A deferred tax asset is recorded only to the extent that it is probable that taxable profit will be available against which the deductible temporary differences can be utilized. Deferred tax assets and liabilities are measured at tax rates that are expected to apply to the period when the asset is realized or the liability is settled, based on tax rates that have been enacted or substantively enacted at the balance sheet date.

Deferred income tax is provided on temporary differences arising on investments in subsidiaries, associates and joint ventures, except where the timing of the reversal of the temporary difference can be controlled and it is probable that the temporary difference will not reverse in the foreseeable future.

The Republic of Armenia also has various operating taxes, which are assessed on the Company's activities. These taxes are included as a component of other expenses in the statement of profit or loss and other comprehensive income.

## 4.6 Cash and cash equivalents

Cash and cash equivalents comprise cash on hand and on demand or less than 90 days amounts due from financial institutions.

Cash and cash equivalents are carried at amortised cost.

## 4.7 Amounts due from other financial institutions

In the normal course of business, the Company maintains advances or deposits for various periods of time with banks. Those that do not have fixed maturities are carried at amortized cost based on maturities estimated by management. Amounts due from other financial institutions are carried net of any allowance for impairment losses.

## 4.8 Financial instruments

The Company recognizes financial assets and liabilities on its balance sheet when it becomes a party to the contractual obligation of the instrument. Regular way purchases and sales of financial assets and liabilities are recognised using settlement date accounting. Regular way purchases of financial instruments that will be subsequently measured at fair value between trade date and settlement date are accounted for in the same way as for acquired instruments.

When financial assets and liabilities are recognised initially, they are measured at fair value, plus, in the case of investments not at fair value through profit or loss, directly attributable transaction costs.

After initial recognition all financial liabilities, other than liabilities at fair value through profit or loss (including held for trading) are measured at amortized cost using effective interest method. After initial recognition financial liabilities at fair value through profit or loss are measured at fair value.

The Company classified its financial assets into the following categories:

- held-to-maturity investments,
- loans and receivables,
- available-for-sale financial instruments.

The classification of investments between the categories is determined at acquisition based on the guidelines established by the management. The Company determines the classification of its financial assets after initial recognition and, where allowed and appropriate, re-evaluates this designation after each financial year-end.

#### *Held-to-maturity investments*

Held-to-maturity investments are financial assets with fixed or determinable payments and fixed maturities that the Company's management has the positive intention and ability to hold to maturity. Were the Company to sell other than insignificant amount of held-to-maturity assets not close to their maturity, the entire category would be reclassified as available-for-sale. Held-to-maturity investments are carried at amortized cost using the effective interest rate method, less any allowance for impairment.

#### *Loans and receivables*

Loans and receivables are financial assets with fixed or determinable payments, which arise when the Company provides money directly to a debtor with no intention of trading the receivable.

Loans granted by the Company with fixed maturities are initially recognized at fair value plus related transaction costs. Where the fair value of consideration given does not equal the fair value of the loan, for example where the loan is issued at lower than market rates, the difference between the fair value of consideration given and the fair value of the loan is recognized as a loss on initial recognition of the loan and included in the statement of profit or loss and other comprehensive income as losses on origination of assets. Subsequently, the loan carrying value is measured using the effective interest method. Loans to customers that do not have fixed maturities are accounted for under the effective interest method based on expected maturity. Loans are carried net of any allowance for impairment losses.

#### *Available-for-sale financial instruments*

Investments available for sale represent debt and equity investments that are intended to be held for an indefinite period of time, which may be sold in response to needs for liquidity or changes in interest rates, exchange rates or equity prices. After initial recognition available-for sale financial assets are measured at fair value with gains or losses being recognised as a separate component of equity until the investment is derecognised or until the investment is determined to be impaired at which time the cumulative gain or loss previously reported in equity is included in the statement of income. However, interest calculated using the effective interest method is recognised in the statement of income. Dividends on available-for-sale equity instruments are recognised in profit or loss when the Company's right to receive payment is established.

The fair value of investments that are actively traded in organised financial markets is determined by reference to quoted market bid prices at the close of business on the balance sheet date. For investments where there is no active market, fair value is determined using valuation techniques. Such techniques include using recent arm's length market transactions, reference to the current market value of another instrument, which is substantially the same, and discounted cash flow analysis. Otherwise the investments are stated at cost less any allowance for impairment.

## 4.9 Impairment of financial assets

The Company assesses at each balance sheet date whether a financial asset or group of financial assets is impaired.

#### *Assets carried at amortized cost*

A financial asset or a 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 occurred after the initial recognition of the asset ("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.

The Company first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant, and individually or collectively for financial assets that are not individually significant. If it is determined that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, the asset is included in a group of financial assets with similar credit risk characteristics and that group of financial assets is collectively assessed 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 on financial assets carried at amortised cost has been incurred, 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 (excluding future credit losses that have not been incurred) discounted at the financial asset's original effective interest rate (i.e. the effective interest rate computed at initial recognition). The carrying amount of the asset shall be reduced through use of an allowance account. The amount of the loss shall be recognised in the statement of income.

If, in subsequent period, the amount of the impairment loss decreases and that decrease can be related objectively to an event occurring after the impairment was recognized, the previously recognized impairment loss is reversed. Any subsequent reversal of an impairment loss is recognized in the statement of comprehensive income, to the extent that the carrying value of the asset does not exceed its amortised cost at the reversal date.

Impairment allowances of financial assets have been established in the financial statements on the basis of existing economic conditions. The Company is not able to predict how conditions may change in Armenia, and what impact these changes may have on the adequacy of the impairment allowance of financial assets in future periods.

#### *Available-for-sale financial assets*

If an available-for-sale asset is impaired, an amount comprising the difference between its cost (net of any principal payment and amortization) and its current fair value, less any impairment loss previously recognised in the statement of income, is transferred from equity to the statement of income.

Reversals of impairment in respect of equity instruments classified as available-for-sale are not recognised in the statement of income but accounted for in other comprehensive income in a separate component of equity. Reversals of impairment losses on debt instruments are reversed through the statement of profit or loss and other comprehensive income if the increase in fair value of the instrument can be objectively related to an event occurring after the impairment loss was recognised in profit or loss.

## 4.10 Derecognition of financial assets and liabilities

### *Financial assets*

A financial asset (or, where applicable a part of a financial asset or part of a group of similar financial assets) is derecognised where:

- the rights to receive cash flows from the asset have expired;
- the Company has transferred its rights to receive cash flows from the asset, or retained the right to receive cash flows from the asset, but has assumed an obligation to pay them in full without material delay to a third party under a 'pass-through' arrangement; and
- the Company either (a) has transferred substantially all the risks and rewards of the asset, or (b) has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

Where the Company has transferred its rights to receive cash flows from an asset and has neither transferred nor retained substantially all the risks and rewards of the asset nor transferred control of the asset, the asset is recognised to the extent of the Company's continuing involvement in the asset. Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that the Company could be required to repay.

Where continuing involvement takes the form of a written and/or purchased option (including a cash-settled option or similar provision) on the transferred asset, the extent of the Company's continuing involvement is the amount of the transferred asset that the Company may repurchase, except that in the case of a written put option (including a cash-settled option or similar provision) on an asset measured at fair value, the extent of the Company's continuing involvement is limited to the lower of the fair value of the transferred asset and the option exercise price.

## Financial liabilities

A financial liability is derecognised when the obligation under the liability is discharged or cancelled or expires.

Where an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a derecognition of the original liability and the recognition of a new liability, and the difference in the respective carrying amounts is recognised in the statement of profit or loss and other comprehensive income.

### 4.11 Repurchase and reverse repurchase agreements

Sale and repurchase agreements (“repos”) are treated as secured financing transactions. Securities sold under sale and repurchase agreements are retained in the statement of financial position and, in case the transferee has the right by contract or custom to sell or repledge them, reclassified as securities pledged under sale and repurchase agreements and faced as the separate balance sheet item. The corresponding liability is presented within amounts due to financial institutions or customers.

Securities purchased under agreements to resell (“reverse repo”) are recorded as amounts due from other financial institutions or loans and advances to customers as appropriate and are not recognized in the statement of financial position. The difference between sale and repurchase price is treated as interest and accrued over the life of repo agreements using the effective yield method.

If assets purchased under an agreement to resell are sold to third parties, the obligation to return the securities is recorded as a trading liability and measured at fair value.

### 4.12 Property, plant and equipment

Property, plant and equipment (“PPE”) are recorded at historical cost less accumulated depreciation. The Company’s buildings are stated at fair value less accumulated depreciation. The Company’s land is stated at fair value. If the recoverable value of PPE is lower than its carrying amount, due to circumstances not considered to be temporary, the respective asset is written down to its recoverable value. The land is accounted at fair value and has infinite useful life, and therefore is not depreciated. Depreciation is calculated using the straight-line method based on the estimated useful life of the asset. The following depreciation rates have been applied:

	<b>Useful life (years)</b>	<b>Rate (%)</b>
Buildings	50	2
Computers	5	20
Vehicles	5	20
Other fixed assets	5	20

Leasehold improvements are capitalized and depreciated over the shorter of the lease term and their useful lives on a straight-line basis. Assets under the course of construction are accounted based on actual expenditures less any impairment losses. Upon completion of construction assets are transferred to property plant and equipment and accounted at their carrying amounts. Assets under the course of construction are not depreciated until they are ready for usage.

Repairs and maintenance are charged to the statement of profit or loss and other comprehensive income during the period in which they are incurred. The cost of major renovations is included in the carrying amount of the asset when it is incurred and when it satisfies the criteria for asset recognition. Major renovations are depreciated over the remaining useful life of the related asset.

Gains and losses on disposals are determined by comparing proceeds with carrying amount and are included in operating profit.

Land and buildings are revalued on a regular basis approximately after 1-2 years. The frequency of revaluation depends on changes in fair value of assets. In case of significant divergences between fair value of revalued assets and their carrying amounts further revaluation is conducted. Revaluation is conducted for the whole class of property, plant and equipment.

Any revaluation surplus is credited to the revaluation reserve for property and equipment included in the revaluation reserve for property and equipment in equity section of the balance sheet, except to the extent that it reverses a revaluation decrease of the same asset previously recognised in the statement of income, in which case the increase is recognised in the statement of income. A revaluation deficit is recognised in the statement of income, except that a deficit directly offsetting a previous surplus on the same asset is directly offset against the surplus in the revaluation reserve for property and equipment.

In case of sale or write-off of fixed assets the balance relating to revaluation reserve of that fixed assets is totally transferred to retained earnings.

#### 4.13 Intangible assets

Intangible assets include computer software, licences and other (add or delete if necessary).

Intangible assets acquired separately are measured on initial recognition at cost. Following initial recognition, intangible assets are carried at cost less any accumulated amortisation and any accumulated impairment losses. The useful lives of intangible assets are assessed to be either finite or indefinite. Intangible assets with finite lives are amortised on a straight-line basis over the useful economic lives and assessed for impairment whenever there is an indication that the intangible asset may be impaired. Amortisation periods and methods for intangible assets with finite useful lives are reviewed at least at each financial year-end.

Costs associated with maintaining computer software programmes are recorded as an expense as incurred.

#### 4.14 Leases

##### *Operating - Company as lessee*

Leases of assets under which the risks and rewards of ownership are effectively retained by the lessor are classified as operating leases. Lease payments under an operating lease are recognised as expenses in the profit or loss and comprehensive income on a straight-line basis over the lease term and included into other operating expenses.

#### 4.15 Borrowings

Borrowings, which include amounts due to banks are initially recognised at the fair value of the consideration received less directly attributable transaction costs. After initial recognition, borrowings are subsequently measured at amortised cost using the effective interest method. Gains and losses are recognised in the statement of profit or loss and other comprehensive income when the liabilities are derecognised as well as through the amortisation process.

Borrowings that are directly related to the acquisition, construction or production of a qualifying asset are included in the value of these assets, according to the requirements IAS 23 Borrowing Costs.

#### 4.16 Grants

Grants relating to the assets are included in other liabilities and are credited to the income statement on a straight line basis over the expected lives of the related assets.

#### 4.17 Provisions

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

#### 4.18 Equity

##### *Share capital*

Ordinary shares are classified as equity. External costs directly attributable to the issue of new shares, other than on a business combination, are shown as a deduction from the proceeds in equity. Any excess of the fair value of consideration received over the par value of shares issued is recognised as additional paid-in capital.

### *Retained earnings*

Include retained earnings of current and previous periods.

### *Dividends*

Dividends are recognised as a liability and deducted from equity at the balance sheet date only if they are declared before or on the balance sheet date. Dividends are disclosed when they are proposed before the balance sheet date or proposed or declared after the balance sheet date but before the financial statements are authorised for issue.

### *Property revaluation surplus*

The property revaluation surplus is used to record increases in the fair value of land and buildings and decreases to the extent that such decrease relates to an increase on the same asset previously recognised in equity.

### *Revaluation reserve for available-for-sale securities*

This reserve records fair value changes in available-for-sale-investments.

## 4.19 Offsetting

Financial assets and liabilities, and income and expenses, are offset and the net amount reported in the balance sheet when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis, or realise the asset and settle the liability simultaneously.

Income and expenses are presented on a net basis only when permitted under IFRS, or for gains and losses arising from a group of similar transactions such as in the Company's trading activity.

## 5 Critical accounting estimates and judgements

The preparation of financial statements in conformity with IFRS requires management to make judgments, estimates and assumptions that affect the application of policies and the reported amounts of assets and liabilities, income and expense. The estimates and associated assumptions are based on historical experience and various other key actors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgements about carrying values of assets and liabilities that are not readily apparent from other sources. Although these estimates are based on management's best knowledge of current events and actions, actual results ultimately may differ from these estimates.

The most significant areas of judgements and estimates with regards to these financial statements are presented below:

### *Insurance contract liabilities*

For insurance contracts, estimates have to be made both for the expected ultimate cost of claims reported at the balance sheet date and for the expected ultimate cost of claims incurred but not yet reported at the balance sheet date (IBNR). It can take a significant period of time before the ultimate claims cost can be established with certainty and for some type of policies, IBNR claims form the majority of the balance sheet liability.

The main assumption underlying these estimates is that a Company's past claims development experience can be used to project future claims development and hence ultimate claims costs. As such, these methods extrapolate the development of paid and incurred losses, average costs per claim and claim numbers based on the observed development of earlier years and expected loss ratios. Historical claims development is mainly analysed by accident years, but can also be further analysed by geographical area, as well as by significant business lines and claim types. The principal difficulty is that the insurance market in Armenia is relatively new and instable, and it is almost impossible to make any future estimates based on historical data.

The Company assesses its notified claims on the case-by-case basis.

### *Measurement of fair values*

Management uses valuation techniques to determine the fair value of financial instruments (where active market quotes are not available) and non-financial assets. This involves developing estimates and assumptions consistent with how market participants would price the instrument. Management bases its assumptions on observable data as far as possible but this is not always available. In that case management uses the best information available. Estimated fair values may vary from the actual prices that would be achieved in an arm's length transaction at the reporting date (refer to note 33).

### *Classification of investment securities*

Securities owned by the Company comprise Armenian state and corporate bonds. Upon initial recognition, the Company designates securities as available-for-sale financial assets recognition of changes in fair value through equity.

### *Useful Life of PPE*

Useful life evaluation of PPE is the result of judgement, based on the experience with similar assets. Future economic benefits are embodied in assets and mainly consumed along with usage. However, such factors as operational, technical or commercial depreciation often lead to decrease of asset's economic benefit. Management evaluates the remaining useful life according to the asset's current technical condition and estimated period, during which the Company expects to receive benefits. For the evaluation of remaining useful life are considered the following main factors: expectable usage of assets, depending on the operational factors and maintenance program, that is depreciation and technical and commercial depreciation arising from the changes in the market conditions.

### *Related party transactions*

In the normal course of business the Company enters into transactions with its related parties. Judgement is applied in determining if transactions are priced at market or non-market interest rates, where there is no active market for such transactions. The basis for judgement is pricing for similar types of transactions with unrelated parties and effective interest rate analysis (refer to note 32).

### *Allowance for impairment of receivables*

The Company reviews its problem receivables at each reporting date to assess whether an allowance for impairment should be recorded in statement of comprehensive income. In particular, judgement by management is required in the estimation of the amount and timing of future cash flows when determining the level of allowance required. Such estimates are based on assumptions about a number of factors and actual results may differ, resulting in future changes to the allowance.

In addition to specific allowances against individually significant receivables, the Company also makes a collective impairment allowance against exposures which, although not specifically identified as requiring a specific allowance, have a greater risk of default than when originally granted. This take into consideration factors such as any deterioration in country risk, industry, and technological obsolescence, as well as identified structural weaknesses or deterioration in cash flows.

### *Tax legislation*

Armenian tax legislation is subject to varying interpretations (refer to note 31).

The Management of the Company has not reviewed its previous estimations, i.e. has not derecognized previously estimated deferred tax liability related to the fixed assets and continues its tax accounting as before.

## 6 Property, plant and equipment

In thousand Armenian drams

	Land	Buildings	Machinery and equipment	Vehicles	Office equipment	Other PPE	Total
<b>Cost or Revalued amount</b>							
At 1 January 2016	9,200	1,078,700	296,137	109,574	164,337	11,066	1,669,014
Revaluation	(2,200)	19,574	-	-	-	-	17,374
Depreciation adjustment as a result of revaluation	-	(21,574)	-	-	-	-	(21,574)
Additions	-	-	13,741	510	17,918	1,535	33,704
Disposals	-	-	(1,482)	(1,073)	(465)	(1,813)	(4,833)
At 31 December 2016	7,000	1,076,700	308,396	109,011	181,790	10,788	1,693,685
Revaluation	(900)	17,934	-	-	-	-	17,034
Depreciation adjustment as a result of revaluation	-	(21,534)	-	-	-	-	(21,534)
Additions	-	-	34,083	55,089	7,441	-	96,613
Disposals	-	-	(12,429)	(27,313)	(8,110)	(2,778)	(50,630)
At 31 December 2017	6,100	1,073,100	330,050	136,787	181,121	8,010	1,735,168
<b>Accumulated depreciation</b>							
At 1 January 2016	-	-	185,409	74,669	111,362	2,927	374,367
Distributions	-	21,574	48,565	15,333	22,921	815	109,208
Depreciation adjustment as a result of revaluation	-	(21,574)	-	-	-	-	(21,574)
Disposals	-	-	(1,416)	(358)	(403)	(343)	(2,520)
At 31 December 2016	-	-	232,558	89,644	133,880	3,399	459,481
Distributions	-	21,534	46,047	13,949	21,351	842	103,723
Depreciation adjustment in the result of revaluation	-	(21,534)	-	-	-	-	(21,534)
Disposals	-	-	(12,094)	(23,671)	(7,795)	(1,456)	(45,016)
At 31 December 2017	-	-	266,511	79,922	147,436	2,785	496,654
<b>Carrying value</b>							
At 31 December 2016	7,000	1,076,700	75,838	19,367	47,910	7,389	1,234,204
At 31 December 2017	6,100	1,073,100	63,539	56,865	33,685	5,225	1,238,514

### Revaluation of assets

The land and buildings owned by the Company were evaluated by an independent appraiser on 31 December 2017 using a combination of the comparative, income and cost methods. As a result, the amount of the land decreased by AMD 900 thousand, as well as the amount of the real estate increased by the total amount of AMD 17,934 thousand net.

Management has based their estimate of the fair value of the land and building on the results of the independent appraisal.

Management believes that at 31 December 2017 the fair value of the land and buildings does not differ significantly from their market value.

The net book value of buildings that would have been recognized by the difference of the historic cost and accumulated depreciation, the carrying value would be AMD 953,839 thousand, as of 31 December 2017 (2016: AMD 975,369 thousand):

### *Fully depreciated items*

As of 31 December 2017 fixed assets included fully depreciated assets in amount of AMD 90,464 thousand (2016: AMD 93,534 thousand).

### *Restrictions on title of fixed assets*

As of 31 December 2017 the Company does not have property pledged (2016: either).

## 7 Intangible assets

In thousand Armenian drams

	<b>Licenses and certificates</b>	<b>Software</b>	<b>Other intangible assets</b>	<b>Total</b>
<b>Cost</b>				
At 1 January 2016	47,813	84,848	2,774	135,435
Additions	2,535	-	-	2,535
Disposals	(2,402)	-	(755)	(3,157)
Reclassification	(26,048)	26,048	-	-
At 31 December 2016	21,898	110,896	2,019	134,813
Additions	2,036	8,268	-	10,304
Disposals	(2,160)	-	-	(2,160)
At 31 December 2017	21,774	119,164	2,019	142,957
<b>Accumulated amortisation</b>				
At 1 January 2016	29,057	27,805	1,248	58,110
Amortization charge	2,261	14,654	230	17,145
Disposals	(2,402)	-	(755)	(3,157)
Reclassification	(7,814)	7,814	-	-
At 31 December 2016	21,102	50,273	723	72,098
Amortization charge	2,243	15,409	202	17,854
Disposals	(2,160)	-	-	(2,160)
At 31 December 2017	21,185	65,682	925	87,792
<b>Carrying value</b>				
At 31 December 2016	796	60,623	1,296	62,715
At 31 December 2017	589	53,482	1,094	55,165

As of 31 December 2017, the Company does not possess any intangible assets pledged as security for liabilities or whose title is otherwise restricted.

## 8 Other assets

In thousand Armenian drams	<u>2017</u>	<u>2016</u>
Prepayments and other debtors	114,619	280,514
Allowance in respect of doubtful receivables	-	(101)
	<u>114,619</u>	<u>280,413</u>
Settlements with employees	333	3,794
Blanks	-	152
Other	1,378	1,461
Total other assets	<u>116,330</u>	<u>285,820</u>

Reconciliation of allowance account for losses on other assets is as follows:

In thousand Armenian drams	<u>Total</u>
At 1 January 2016	<u>639</u>
Reversal for the year	(640)
Amounts written off	(568)
Recoveries	670
At 31 December 2016	<u>101</u>
Reversal for the year	(171)
Amounts written off	(37)
Recoveries	107
At 31 December 2017	<u>-</u>

## 9 Deferred acquisition costs

The following table demonstrates the reconciliation of acquisition costs deferred during the period:

In thousand Armenian drams	<u>Total</u>
At 1 January 2016	<u>579,724</u>
Acquisition costs deferred	1,068,667
Recognition of expense (Note 25)	(1,205,286)
At 31 December 2016	<u>443,105</u>
Acquisition costs deferred	1,184,155
Recognition of expense (Note 25)	(1,191,112)
At 31 December 2017	<u>436,148</u>



## 10 Insurance receivables

In thousand Armenian drams	<u>2017</u>	<u>2016</u>
Amounts due from policyholders	1,680,544	1,185,705
Amounts due from reinsurers	120,189	35,920
Amounts due from intermediaries	430,786	287,631
Subrogation	85,744	84,554
Less allowance for impairment	(203,046)	(194,560)
Total insurance receivables	<u>2,114,218</u>	<u>1,399,250</u>

Reconciliation allowance for impairment in respect of insurance receivables during the year is as follows:

In thousand Armenian drams	<u>Total</u>
At 1 January 2016	<u>209,416</u>
Charge for the year	110,580
Amounts written off	(146,710)
Recoveries	21,274
At 31 December 2016	<u>194,560</u>
Charge for the year	69,522
Amounts written off	(98,015)
Recoveries	36,979
At 31 December 2017	<u>203,046</u>

## 11 Borrowings to other parties

In thousand Armenian drams	<u>2017</u>	<u>2016</u>
Borrowings to legal entities	1,350	22,101
Total borrowings to other parties	<u>1,350</u>	<u>22,101</u>

The movement in allowance for impairment losses on borrowings to other parties was as follows:

In thousand Armenian drams	<u>Total</u>
At 1 January 2016	<u>-</u>
Charge for the year	500
Write-off	(500)
At 31 December 2016	<u>-</u>
Reversal for the year	(500)
Recovery	500
At 31 December 2017	<u>-</u>

## 12 Amounts due from other financial institutions

In thousand Armenian drams	<u>2017</u>	<u>2016</u>
Deposits	2,114,492	1,764,931
Total amounts due from other financial institutions	<u>2,114,492</u>	<u>1,764,931</u>

Deposits are not impaired or overdue.

All deposits in banks have more than 90 days of maturity (or they are shorter-term, but the maturities are regularly reconsidered and prolonged).

As of 31 December 2017 deposits in other financial institutions in amount of AMD 1,393,221 thousand (64%) were due from 3 banks (2016: AMD 1,332,257 thousand (75%) were due from 3 banks).

## 13 Investments available for sale

In thousand Armenian drams	<u>2017</u>	<u>2016</u>
Unquoted investments		
RA state bonds	2,613,052	3,113,009
Shares in RA organizations	50,000	-
Total investments	<u>2,663,052</u>	<u>3,113,009</u>

All debt securities have fixed coupons.

The fair value of unquoted available-for-sale debt securities is measured using a valuation technique, which uses current market rates to discount future cash flows of the financial instruments.

Available for sale debt securities by effective interest rates and maturity dates comprise:

In thousand Armenian drams	<u>2017</u>		<u>2016</u>	
	%	Maturity	%	Maturity
RA state bonds	7.03-12.24	2020-2047	8.19-12.58	2018-2036

Debt securities available for sale at fair value of AMD 852,793 thousand (2016: AMD 1,545,353 thousand) were pledged under repurchase agreements with other banks, with no right to sell or re-pledge by the counterparty. These have been reclassified as securities pledged under repurchase agreements on the face of the balance sheet (Note 18).

## 14 Cash and cash equivalents

In thousand Armenian drams	<u>2017</u>	<u>2016</u>
Cash on hand	1,287	1,216
Bank accounts	63,283	102,034
Total cash and cash equivalents	<u>64,570</u>	<u>103,250</u>

As of 31 December 2017 the bank accounts in amount of AMD 46,114 thousand (73%) is due from 3 banks (2016: AMD 78,031 thousand (76%) due from 5 banks).

## 15 Share capital

As of 31 December 2017 the Company's registered and paid-in share capital was AMD 2,536,260 thousand. In accordance with the Company's statutes, the share capital consists of 4,124 shares, all of which have a nominal value of AMD 615,000 each. The respective shareholding as of 31 December 2017 and 2016 may be specified as follows:

In thousand Armenian drams	2017		2016	
	Paid-in share capital	% of total paid-in capital	Paid-in share capital	% of total paid-in capital
Levon Altunyan	634,065	25	634,065	25
"Invest Polis" CJSC	1,902,195	75	1,902,195	75
	<u>2,536,260</u>	<u>100</u>	<u>2,536,260</u>	<u>100</u>

As of 31 December 2017, the Company did not possess any of its own shares.

The holders of ordinary shares are entitled to receive dividends as declared and are entitled to one vote per share at annual and general meetings of the Company.

At the Shareholders' Meeting in April 2017, the Company declared dividends in respect of the year ended 31 December 2016, totaling AMD 750,000 thousand on 4,124 of ordinary shares (AMD 182 thousand per share).

Distributable among shareholders reserves equal the amount of retained earnings, determined according to the Armenian legislation. Non-distributable reserves are represented by a reserve fund, which is created as required by the statutory regulations, in respect of general insurance risks, including future losses and other unforeseen risks or contingencies. The reserve has been created in accordance with the Company's statutes that provide for the creation of a reserve for these purposes of not less than 15% of the Company's share capital reported in statutory books. In 2017 the Company increased its general reserve by AMD 46,973 thousand (2016: AMD 24,253 thousand) using the retained earnings.

## 16 Insurance contract liabilities

In thousand Armenian drams	2017			2016		
	Insurance contract liabilities	Reinsurance assets	Net liabilities	Insurance contract liabilities	Reinsurance assets	Net liabilities
Unearned premiums	4,169,634	(1,570,330)	2,599,304	4,002,132	(1,577,914)	2,424,218
Claims incurred but not reported	285,424	(44,512)	240,912	210,724	(28,217)	182,507
Notified claims	959,228	(566,038)	393,190	625,114	(279,081)	346,033
At 31 December	<u>5,414,286</u>	<u>(2,180,880)</u>	<u>3,233,406</u>	<u>4,837,970</u>	<u>(1,885,212)</u>	<u>2,952,758</u>

The following tables show the changes in the insurance liabilities and related reinsurance assets during the period:

### Unearned premium

In thousand Armenian drams

	<b>Insurance contract liabilities</b>	<b>Reinsurance assets</b>	<b>Net liabilities</b>
At 1 January 2016	3,437,492	(1,065,660)	2,371,832
Premiums written during the year	8,647,769	(2,414,184)	6,233,585
Premiums earned during the year	(8,083,129)	1,901,930	(6,181,199)
At 31 December 2016	4,002,132	(1,577,914)	2,424,218
Premiums written during the year	9,261,066	(2,271,542)	6,989,524
Premiums earned during the year	(9,093,564)	2,279,125	(6,814,439)
At 31 December 2017	4,169,634	(1,570,331)	2,599,303

### Claims provision

In thousand Armenian drams

	<b>Insurance contract liabilities</b>	<b>Reinsurance assets</b>	<b>Net liabilities</b>
Claims incurred but not reported	262,002	(57,602)	204,400
Notified claims	488,954	(195,232)	293,722
At 1 January 2016	750,956	(252,834)	498,122
Total change in provision for claims notified and IBNR	3,494,781	(246,602)	3,248,179
Claims paid	(3,409,899)	192,138	(3,217,761)
At 31 December 2016	835,838	(307,298)	528,540
Claims incurred but not reported	210,724	(28,217)	182,507
Notified claims	625,114	(279,081)	346,033
At 31 December 2016	835,838	(307,298)	528,540
Total change in provision for claims notified and IBNR	4,788,929	(533,948)	4,254,981
Claims paid	(4,380,115)	230,696	(4,149,419)
At 31 December 2017	1,244,652	(610,550)	634,102
Claims incurred but not reported	285,424	(44,512)	240,912
Notified claims	959,228	(566,038)	393,190
At 31 December 2017	1,244,652	(610,550)	634,102

## 17 Insurance payables

In thousand Armenian drams	<u>2017</u>	<u>2016</u>
Amounts payable to policyholders	17,779	10,807
Amounts payable to reinsurers	1,061,000	661,274
Amounts payable to agents, brokers and intermediaries	117,883	91,245
Total insurance payables	<u>1,196,662</u>	<u>763,326</u>

## 18 Securities pledged under repurchase agreements

In thousand Armenian drams	<u>Asset</u>		<u>Liability</u>	
	<u>2017</u>	<u>2016</u>	<u>2017</u>	<u>2016</u>
Investments available for sale (note 13)	852,793	1,545,353	800,824	1,432,615
	<u>852,793</u>	<u>1,545,353</u>	<u>800,824</u>	<u>1,432,615</u>

The movement of cash flows due to the Company's financial activity is as follows:

In thousand Armenian drams	<u>As of 31 December 2017</u>	
	<u>Loans under repurchase agreements</u>	<u>Total</u>
At 1 January 2017	1,432,615	1,432,615
Cash-flows	(720,614)	(720,614)
Repayments	(37,442,126)	(37,442,126)
Proceeds	36,721,512	36,721,512
Non cash	88,823	88,823
Interest accrues	88,823	88,823
At 31 December 2017	<u>800,824</u>	<u>800,824</u>

## 19 Revenues of future periods

Revenues of future periods relate to deferred reinsurance commissions, the reconciliation of which is presented below:

In thousand Armenian drams	<u>Total</u>
At 1 January 2016	<u>117,634</u>
Deferred reinsurance commissions	235,321
Recognition of income (Note 22)	(216,631)
At 31 December 2016	<u>136,324</u>
Deferred reinsurance commissions	255,400
Recognition of income (Note 22)	(234,732)
At 31 December 2017	<u>156,992</u>

## 20 Other liabilities

In thousand Armenian drams	<u>2017</u>	<u>2016</u>
<i>Other liabilities (financial)</i>		
Accounts payables	36,507	27,659
Accounts payables to Armenian Motor Insurers' Bureau	35,197	14,569
Staff related liabilities	133,154	130,134
Other accounts payables	31,470	15,868
	<u>236,328</u>	<u>188,230</u>
<i>Other liabilities (non-financial)</i>		
Tax payable, other than income tax	42,164	59,490
Total other liabilities	<u>278,492</u>	<u>247,720</u>

## 21 Premiums written

2017

	<b>Gross premiums written</b>	<b>Change in the gross provision for unearned premiums</b>	<b>Gross insurance premium revenue</b>	<b>Insurance premium impairment charge</b>	<b>Gross insurance premium revenue after impairment</b>	<b>Written premiums ceded to reinsurers</b>	<b>Reinsurers' share of change in the gross provision for unearned premiums</b>	<b>Ceded earned premiums</b>	<b>Net insurance premium revenue</b>
Accident	348,012	(49,911)	298,101	(864)	297,237	(192,589)	41,219	(151,370)	145,867
Health	2,233,257	(99,465)	2,133,792	(1,921)	2,131,871	(210,675)	46,367	(164,308)	1,967,563
Motor	533,128	(64,028)	469,100	3,587	472,687	(126,660)	29,763	(96,897)	375,790
Aircrafts	36,174	23,480	59,654	515	60,169	(14,558)	(25,266)	(39,824)	20,345
Cargo	213,677	(64,015)	149,662	(50)	149,612	(188,104)	63,692	(124,412)	25,200
Fire and natural diseases	1,433,159	247,377	1,680,536	(3,055)	1,677,481	(1,218,865)	(182,109)	(1,400,974)	276,507
Voluntary motor liability	20,259	1,846	22,105	-	22,105	(5,596)	(920)	(6,516)	15,589
Aircraft liability	24,788	26,756	51,544	-	51,544	(13,360)	(26,317)	(39,677)	11,867
General liability	163,450	22,516	185,966	(63)	185,903	(96,715)	(25,491)	(122,206)	63,697
Financial losses	148,673	(59,342)	89,331	(423)	88,908	(143,963)	57,571	(86,392)	2,516
Travel	230,448	(17,947)	212,501	(222)	212,279	(60,457)	13,908	(46,549)	165,730
CMTPL	3,876,041	(134,770)	3,741,271	(41,998)	3,699,273	-	-	-	3,699,273
As of December 31	<u>9,261,066</u>	<u>(167,503)</u>	<u>9,093,563</u>	<u>(44,494)</u>	<u>9,049,069</u>	<u>(2,271,542)</u>	<u>(7,583)</u>	<u>(2,279,125)</u>	<u>6,769,944</u>

In thousand Armenian drams	Gross premiums written	Change in the gross provision for unearned premiums	Gross insurance premium revenue	Insurance premium impairment charge	Gross insurance premium revenue after impairment	Written premiums ceded to reinsurers	Reinsurers' share of change in the gross provision for unearned premiums	Ceded earned premiums	Net insurance premium revenue
Accident	211,723	(47,624)	164,099	(92)	164,007	(76,567)	59,747	(16,820)	147,187
Health	1,728,866	(78,923)	1,649,943	1,528	1,651,471	(182,370)	88,521	(93,849)	1,557,622
Motor	435,078	(58,608)	493,686	(1,733)	491,953	(83,142)	(11,100)	(94,242)	397,711
Aircrafts	86,847	(34,136)	52,711	(771)	51,940	(67,980)	30,841	(37,139)	14,801
Cargo	81,363	1,178	82,541	264	82,805	(45,974)	(716)	(46,690)	36,115
Fire and natural diseases	1,832,148	(205,886)	1,626,262	2,215	1,628,477	(1,601,246)	247,243	(1,354,003)	274,474
Voluntary motor liability	30,256	2,708	32,964	-	32,964	(9,488)	(165)	(9,653)	23,311
Aircraft liability	84,139	(44,147)	39,992	-	39,992	(72,451)	40,628	(31,823)	8,169
General liability	210,297	(18,562)	191,735	58	191,793	(163,294)	36,558	(126,736)	65,057
Financial losses	55,929	(18,327)	37,602	(107)	37,495	(55,291)	19,346	(35,945)	1,550
Travel	214,577	(1,298)	213,279	(13)	213,266	(56,381)	1,351	(55,030)	158,236
CMTPL	3,676,546	(178,230)	3,498,316	(43,596)	3,454,720	-	-	-	3,454,720
As of December 31	8,647,769	(564,639)	8,083,130	(42,247)	8,040,883	(2,414,184)	512,254	(1,901,930)	6,138,953



## 22 Net reinsurance commission income

In thousand Armenian drams	2017			2016		
	Reinsurance commission	Reinsurance commission refund as per cancellations	Net reinsurance commission	Reinsurance commission	Reinsurance commission refund as per cancellations	Net reinsurance commission
Accident	14,976	(1,554)	13,422	2,672	(45)	2,627
Health	36,270	(3,238)	33,032	13,320	(5,010)	8,310
Motor	25,839	(918)	24,921	30,530	(1,197)	29,333
Cargo	11,692	(42)	11,650	11,089	(16)	11,073
Fire and natural diseases	132,671	(10,571)	122,100	143,457	(1,665)	141,792
Voluntary motor liability	2,201	(189)	2,012	3,335	(273)	3,062
General liability	20,736	(386)	20,350	16,837	(310)	16,527
Financial losses	8,944	(2,410)	6,534	3,229	-	3,229
Travel	711	-	711	685	(7)	678
<b>Total</b>	<b>254,040</b>	<b>(19,308)</b>	<b>234,732</b>	<b>225,154</b>	<b>(8,523)</b>	<b>216,631</b>

## 23 Investment income

In thousand Armenian drams	2017	2016
Interest income from amounts due from financial institutions	225,857	149,081
Interest income from available-for-sale securities	399,531	476,985
Other investment income	1,147	11,164
<b>Total investment income</b>	<b>626,535</b>	<b>637,230</b>

## 24 Insurance claims

2017

In thousand Armenian drams

	Accident	Health	Motor	Aircraft liability	Cargo	Fire and natural diseases	Motor liability	General liability	Financial losses	Travel	CMTPL	Total
Current year claims	24,176	1,477,973	238,518	-	10,208	44,979	1,980	2,481	91,684	34,802	2,453,314	4,380,115
Change in provisions for incurred but not reported claims	(3,805)	16,891	3,857	(273)	(751)	30,052	(113)	(1,457)	4,303	(2,278)	28,274	74,700
Change in provisions for reported but not settled claims	(1,773)	100,851	(16,135)	-	(304)	289,752	(1,850)	(10,113)	13,577	1,969	(41,860)	334,114
Claims incurred	18,598	1,595,715	226,240	(273)	9,153	364,783	17	(9,089)	109,564	34,493	2,439,728	4,788,929
Reinsurers' share in current year claims	-	(8,899)	(98,558)	-	(9,079)	(21,147)	(305)	(1,021)	(91,687)	-	-	(230,696)
Change in reinsurers' share in incurred but not reported provisions	-	1,976	(3,640)	274	561	(13,003)	(10)	1,609	(4,062)	-	-	(16,295)
Change in reinsurers' share in reported but not settled claims	-	(157)	(1,488)	-	273	(281,890)	-	9,020	(12,715)	-	-	(286,957)
Reinsurance share in claims incurred	-	(7,080)	(103,686)	274	(8,245)	(316,040)	(315)	9,608	(108,464)	-	-	(533,948)
Net insurance claims incurred	18,598	1,588,635	122,554	1	908	48,743	(298)	519	1,100	34,493	2,439,728	4,254,981

In thousand Armenian drams

	<b>Accident</b>	<b>Health</b>	<b>Motor</b>	<b>Aircraft liability</b>	<b>Cargo</b>	<b>Fire and natural diseases</b>	<b>Motor liability</b>	<b>General liability</b>	<b>Financial losses</b>	<b>Travel</b>	<b>CMTPL</b>	<b>Total</b>
Current year claims	49,341	1,241,006	200,310	5,468	24,928	51,697	2,385	4,289	19,204	23,465	1,787,806	3,409,899
Change in provisions for incurred but not reported claims	(6,398)	10,901	(7,617)	273	873	(3,017)	(14)	(37,559)	2,923	(5,206)	(6,437)	(51,278)
Change in provisions for reported but not settled claims	(1,038)	22,659	(1,748)	-	(690)	6,781	532	9,861	86,964	(5,995)	18,834	136,160
Claims incurred	<u>(41,905)</u>	<u>1,274,566</u>	<u>190,945</u>	<u>5,741</u>	<u>25,111</u>	<u>55,461</u>	<u>2,903</u>	<u>(23,409)</u>	<u>109,091</u>	<u>12,264</u>	<u>1,800,203</u>	<u>3,494,781</u>
Reinsurers' share in current year claims	-	(48,577)	(49,174)	(5,477)	(20,016)	(42,978)	(105)	(2,636)	(23,175)	-	-	(192,138)
Change in reinsurers' share in incurred but not reported provisions	50	(2,429)	4,932	(274)	(721)	1,178	42	26,839	(2,920)	2,688	-	29,385
Change in reinsurers' share in reported but not settled claims	-	-	(4,162)	-	(371)	10,577	38	(8,756)	(83,792)	2,617	-	(83,849)
Reinsurance share in claims incurred	<u>50</u>	<u>(51,006)</u>	<u>(48,404)</u>	<u>(5,751)</u>	<u>(21,108)</u>	<u>(31,223)</u>	<u>(25)</u>	<u>15,447</u>	<u>(109,887)</u>	<u>5,305</u>	<u>-</u>	<u>(246,602)</u>
Net insurance claims incurred	<u>41,955</u>	<u>1,223,560</u>	<u>142,541</u>	<u>(10)</u>	<u>4,003</u>	<u>24,238</u>	<u>2,878</u>	<u>(7,962)</u>	<u>(796)</u>	<u>17,569</u>	<u>1,800,203</u>	<u>3,248,179</u>

## 25 Acquisition costs

In thousand Armenian drams

	<u>2017</u>	<u>2016</u>
Commission to agents		
Accident	45,450	43,954
Health	214,297	241,399
Motor	85,788	95,422
Fire and natural diseases	107,325	145,864
Travel	55,372	52,673
CMTPL	550,677	516,835
Other	57,626	60,675
	<u>1,116,535</u>	<u>1,156,822</u>
Commission to brokers		
Motor	3,217	681
Cargo	907	4,670
Fire and natural diseases	25,257	24,520
Voluntary motor liability	29	17
General liability	5,285	6,119
Other	28,214	8,574
	<u>62,909</u>	<u>44,581</u>
Medical check-up and other acquisition costs	11,668	3,883
Total acquisition costs	<u>1,191,112</u>	<u>1,205,286</u>

## 26 Financial expenses

In thousand Armenian drams

	<u>2017</u>	<u>2016</u>
Interest expenses from loans under repurchase agreements	88,823	123,617
Total financial expenses	<u>88,823</u>	<u>123,617</u>

## 27 Impairment charge

In thousand Armenian drams	<u>2017</u>	<u>2016</u>
<i>Insurance receivables impairment charge (Note 10), including</i>		
- Insurance premium impairment charge (Note 21)	44,494	42,247
- Subrogation impairment charge	25,028	68,333
	<u>69,522</u>	<u>110,580</u>
<i>Other assets and other receivables impairment reversal including</i>		
- Borrowings to other parties (Note 11)	(500)	500
- Other assets (Note 8)	(171)	(640)
	<u>(671)</u>	<u>(140)</u>
Total impairment charge	<u>68,851</u>	<u>110,440</u>

## 28 Staff costs

In thousand Armenian drams	<u>2017</u>	<u>2016</u>
Compensations of employees, related taxes included	967,680	946,080
Total staff costs	<u>967,680</u>	<u>946,080</u>

## 29 Other operating and administrative expenses

In thousand Armenian drams	<u>2017</u>	<u>2016</u>
Fixed and intangible assets maintenance	32,734	27,394
Advertising costs	76,533	54,740
Business trip expenses	12,131	11,863
Communications	25,698	28,075
Operating lease	132,997	119,216
Taxes, other than income tax, duties	51,677	32,881
Consulting and other services	66,230	73,780
Security	5,436	5,366
Representative expenses	48,029	15,572
Bank services	22,346	9,794
Office supplies	50,013	55,454
Penalties paid	-	2,694
Losses from sale of PPE	900	2,200
Membership fee	1,480	1,560
Payments to Armenian Motor Insurers' Bureau	16,091	77,867
Assets given on gratis basis	8,048	4,887
Service of single system of CMTPLI	195,334	-
Other expenses	19,635	41,015
Total other operating and administrative expenses	<u>765,312</u>	<u>564,358</u>

## 30 Income tax expense

In thousand Armenian drams	<u>2017</u>	<u>2016</u>
Current tax expense	183,907	281,352
Deferred tax	(28,134)	(25,077)
Total income tax expense	<u>155,773</u>	<u>256,275</u>

The corporate income tax within the Republic of Armenia is levied at the rate of 20% (2016: 20%). Differences between IFRS and RA statutory tax regulations give rise to certain temporary differences between the carrying value of certain assets and liabilities for financial reporting purposes and for profit tax purposes. Deferred income tax is calculated using the principal tax rate of 20%.

As of date of auditor's report Company has not submitted the corporate income tax report to tax service yet, therefore current tax amount may vary.

Numerical reconciliation between the tax expenses and accounting profit is provided below:

In thousand Armenian drams	<u>2017</u>	<u>Effective rate (%)</u>	<u>2016</u>	<u>Effective rate (%)</u>
Profit before tax	656,844		1,195,740	
Income tax at the rate of 20%	131,369	20	239,148	20
Other taxable income	-	-	1,968	-
Non-deductible expenses	23,649	4	11,586	1
Foreign exchange losses	755	-	3,573	-
Total income tax expense	<u>155,773</u>	<u>24</u>	<u>256,275</u>	<u>21</u>

Deferred tax calculation in respect of temporary differences:

In thousand Armenian drams	<u>2016</u>	<u>Recognized in profit or loss</u>	<u>Recognized in other comprehensive income</u>	<u>2017</u>
Other liabilities	26,914	583	-	27,497
Insurance receivables	32,917	-	-	32,917
Insurance payables	1,698	31,796	-	33,494
Revenues of future periods	27,264	4,134	-	31,398
Leasehold improvements	1,426	(93)	-	1,333
Total deferred tax assets	<u>90,219</u>	<u>36,420</u>	<u>-</u>	<u>126,639</u>

In thousand Armenian drams	Recognized in other comprehensive income			2017
	2016	Recognized in profit or loss		
Property, plant and equipment	(26,661)	(6,729)	(3,587)	(36,977)
Available for sale investments	(12,300)	-	(4,531)	(16,831)
Other assets	(482)	474	-	(8)
Insurance receivables	(4,006)	(1,352)	-	(5,358)
Amounts due to financial institutions	(3,569)	(664)	-	(4,233)
Cash and cash equivalents	(204)	78	-	(126)
Other insurance reserves	(13,864)	(2,221)	-	(16,085)
Deferred acquisition costs	(88,460)	2,128	-	(86,332)
Total deferred tax liability	(149,546)	(8,286)	(8,118)	(165,950)
Net deferred tax liability	(59,327)	28,134	(8,118)	(39,311)

In thousand Armenian drams	Recognized in other comprehensive income			2016
	2015	Recognized in profit or loss		
Other liabilities	25,630	1,284	-	26,914
Insurance receivables	32,917	-	-	32,917
Insurance payables	1,850	(152)	-	1,698
Revenues of future periods	23,526	3,738	-	27,264
Leasehold improvements	1,519	(93)	-	1,426
Investments available-for-sale	66,195	-	(66,195)	-
Total deferred tax assets	151,637	4,777	(66,195)	90,219
Property, plant and equipment	(21,347)	(1,399)	(3,915)	(26,661)
Available for sale investments	-	-	(12,300)	(12,300)
Other assets	(226)	(256)	-	(482)
Insurance receivables	(3,263)	(743)	-	(4,006)
Amounts due to financial institutions	(933)	(2,636)	-	(3,569)
Cash and cash equivalents	(150)	(54)	-	(204)
Other insurance reserves	(11,858)	(2,006)	-	(13,864)
Deferred acquisition costs	(115,854)	27,394	-	(88,460)
Total deferred tax liability	(153,631)	20,300	(16,215)	(149,546)
Net deferred tax liability	(1,994)	25,077	(82,410)	(59,327)

## 31 Contingent liabilities and commitments

### *Tax and legal matters*

The taxation system in Armenia is relatively new and is characterized by frequently changing legislation, official announcements and court decisions, which are often unclear, contradictory and subject to interpretation. Taxes are due to examinations and interpretations by tax authorities, which are liable to present fines and

penalties. In case of breach of tax legislation, the tax authorities could not apply additional tax liabilities, fines and penalties related to more than 3 calendar years preceding the year of a review.

These circumstances in Armenia could rise tax risks, which are more significant than in other countries. Management believes that the Company has completely settled all its tax liabilities, based on tax legislation, official announcements and court decisions and comments applied in Armenia. Nevertheless, the interpretations of corresponding authorities could differ and if management will succeed to force their recommendations, then the influence on these financial statements could be significant.

Management believes that the Company has complied with all regulations and has completely settled all its tax liabilities.

The Company has formed provisions in the notified claims reserves for legal actions regarding the claims.

Management also believes that the ultimate liability, if any, arising from other legal actions and complaints taken against the Company, will not have a material adverse impact on the financial condition or results of future operations of the Company.

Therefore, the Company has not made any respective provision related to such tax and legal matters.

### *Operating lease commitments – Company as a lessee*

In the normal course of business the Company enters into commercial lease agreements for office premises.

The future aggregate minimum lease payments under operating leases are as follows:

<i>In thousand Armenian drams</i>	<u>2017</u>	<u>2016</u>
Not later than 1 year	120,254	96,030
1 - 5 years	242,668	215,259
Later than 5 years	964,546	897,467
Total operating lease commitments	<u>1,327,468</u>	<u>1,208,756</u>

### *Insurance*

The insurance industry in Armenia is in a developing state and many forms of insurance protection common in other parts of the world are not yet generally available. However, as of 31 December 2017 the Company's transportation is insured. Until the Company obtains adequate insurance coverage, there is a risk that the loss or destruction of certain assets could have a material adverse effect on the Company's operations and financial position.

Starting from 2010 the Company is member of Armenian compulsory motor insurance bureau (hereinafter «the Bureau»). The purpose of the Bureau is to protect injured parties and contribute to the development and stability of the Compulsory motor insurance. The Bureau's member insurance companies perform single, periodic or supplementary payments. The Bureau compensates injured parties through the guarantee fund, if:

- The damaged vehicle or the party having signed a Compulsory motor insurance contract on the mentioned vehicle is unknown ( in this case only the damage to injured parties is compensated),
- A damage has been caused as a result of use of a vehicle, on which a Compulsory motor insurance contract has not been signed,
- The damage has been caused through a stolen vehicle or illegally owned vehicle without no stealing purposes,
- The insurance company having written an insurance contract on the damaged vehicle has been recognized insolvable, if the latter was obliged to compensate the damage, as well as in other cases set by the law.



## 32 Transactions with related parties

In accordance with IAS 24 Related Party Disclosures, parties are considered to be related if one party has ability to control the other party or exercise significant influence over the other party in making financial or operational decisions. For the purpose of the present financial statements, related parties include shareholders, members of Company's Management as well as other persons and enterprises related with and controlled by them respectively.

The ultimate controlling party of the Company is "INGOSTRAKH" IOJSC, registered in Russian Federation, who possesses 100% of voting shares of "Invest-Polis" CJSC who is a 75% shareholder of the Company.

The Company enters into transactions with related parties in the normal course of business. Details of significant transactions carried out during the year with related parties are as follows.

In thousand Armenian drams	<b>2017</b>		<b>2016</b>	
	<b>Shareholders and associates</b>	<b>Key management personnel</b>	<b>Shareholders and associates</b>	<b>Key management personnel</b>
<i>Statement of financial position</i>				
<i>Amounts due from policyholders</i>				
Balance outstanding at January 1	84	323	94	294
Increase during the year	748	2,326	852	1,261
Decrease during the year	(711)	(2,311)	(862)	(1,232)
Balance outstanding at December 31	<u>121</u>	<u>338</u>	<u>84</u>	<u>323</u>
<i>Amounts due from reinsurers</i>				
Balance outstanding at January 1	-	-	-	-
Increase during the year	34,933	-	24,959	-
Decrease during the year	(34,933)	-	(24,959)	-
Balance outstanding at December 31	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
<i>Borrowings issued</i>				
Balance outstanding at January 1	19,400	-	105,758	-
Increase during the year	1,148	-	11,164	-
Decrease during the year	(20,548)	-	(97,522)	-
Balance outstanding at December 31	<u>-</u>	<u>-</u>	<u>19,400</u>	<u>-</u>
<i>Prepayments and other receivables</i>				
Balance outstanding at January 1	-	-	-	-
Increase during the year	-	-	-	32,260
Decrease during the year	-	-	-	(32,260)
Balance outstanding at December 31	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
<i>Amounts due to policyholders</i>				
Balance outstanding at January 1	-	-	-	-
Increase during the year	-	567	-	517
Decrease during the year	-	(567)	-	(517)
Balance outstanding at December 31	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>

In thousand Armenian drams	2017		2016	
	Shareholders and associates	Key management personnel	Shareholders and associates	Key management personnel
<i>Amounts due to reinsurers</i>				
Balance outstanding at January 1	114,321	-	10,839	-
Increase during the year	216,473	-	264,235	-
Decrease during the year	(278,970)	-	(160,753)	-
Balance outstanding at December 31	<u>51,824</u>	<u>-</u>	<u>114,321</u>	<u>-</u>

*Statement of profit or loss and other comprehensive income*

Gross written premiums	748	2,326	852	1,151
Gross claims	-	567	-	517
Premiums written to reinsurers	181,272	-	246,745	-
Compensation received from reinsurers	-	-	5,477	-
<i>Other amounts</i>				
Dividends	750,000	-	400,000	-
(Purchase)/sale of property and equipment	37	-	-	(1,917)
Other income	-	11,240	-	-

Compensation of key management personnel was comprised of the following:

In thousand Armenian drams	2017	2016
Salaries and other benefits	158,236	205,883
Total key management compensation	<u>158,236</u>	<u>205,883</u>

### 33 Fair value measurement

The Company's Management determines the policies and procedures for unquoted available-for-sale securities and buildings.

External valuers are involved for valuation of significant assets, such as properties, involvement of external valuers is decided upon annually by the Company's Management.

At each reporting date, the Company's Management analyses the movements in the values of assets and liabilities which are required to be re-assessed as per the Company's accounting policies. For this analysis are verified the major inputs applied in the latest valuation by agreeing the information in the valuation computation to contracts and other relevant documents. The Company in conjunction with the external valuers, also compares each the changes in the fair value of each asset and liability with relevant external sources to determine whether the change is reasonable.

Financial and non-financial assets and liabilities measured at fair value in the statement of financial position are presented below. This hierarchy groups financial and non-financial assets and liabilities into three levels based on the significance of inputs used in measuring the fair value of the financial assets and liabilities. The fair value hierarchy has the following levels:

- Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities

- Level 2: inputs other than quoted prices included within Level 1 that are observable for the asset and liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices)
- Level 3: inputs for the asset or liability that are not based on observable market data (unobservable inputs).

### 33.1 Financial instruments that are not measured at fair value

The table below presents the fair value of financial assets and liabilities not measured at their fair value in the statement of financial position and analyses them by the level in the fair value hierarchy into which each fair value measurement is categorised. Unearned insurance premiums and reinsurers' share in unearned premiums have been removed from analysis as those are not considered contractual obligations.

In thousand Armenian drams As of 31 December 2017

	Level 1	Level 2	Level 3	Total fair values	Total carrying amount
<b>Financial assets</b>					
Insurance receivables	-	2,114,218	-	2,114,218	2,114,218
Loans to other parties	-	1,350	-	1,350	1,350
Amounts due from other financial institutions	-	2,114,492	-	2,114,492	2,114,492
Cash and cash equivalents	-	64,570	-	64,570	64,570
<b>Financial liabilities</b>					
Insurance contract liabilities	-	1,244,652	-	1,244,652	1,244,652
Loans under repurchase agreements	-	800,824	-	800,824	800,824
Insurance payables	-	1,196,662	-	1,196,662	1,196,662
Other liabilities	-	236,328	-	236,328	236,328

In thousand Armenian drams As of 31 December 2016

	Level 1	Level 2	Level 3	Total fair values	Total carrying amount
<b>Financial assets</b>					
Insurance receivables	-	1,399,250	-	1,399,250	1,399,250
Loans to other parties	-	22,101	-	22,101	22,101
Reinsurance assets	-	307,298	-	307,298	307,298
Amounts due from other financial institutions	-	1,764,931	-	1,764,931	1,764,931
Cash and cash equivalents	-	103,250	-	103,250	103,250
<b>Financial liabilities</b>					
Insurance contract liabilities	-	835,838	-	835,838	835,838
Loans under repurchase agreements	-	1,432,615	-	1,432,615	1,432,615
Insurance payables	-	763,326	-	763,326	763,326
Other liabilities	-	188,230	-	188,230	188,230

### Assets for which fair value approximates carrying value

For financial assets and financial liabilities that have a short-term maturity (less than three months), it is assumed that the carrying amounts approximate to their fair value. This assumption is also applied to demand deposits, and savings accounts without a specific maturity.

### Fixed rate financial instruments

The fair value of fixed rate financial assets and liabilities carried at amortised cost are estimated by comparing market interest rates when they were first recognised with current market rates for similar financial instruments. The estimated fair value of fixed interest bearing deposits is based on discounted cash flows using prevailing money-market interest rates for debts with similar credit risk and maturity. The fair value of those instruments does not differ from their carrying amounts at reporting date.

## 33.2 Financial instruments that are measured at fair value

In thousand Armenian drams				2017
	Level 1	Level 2	Level 3	Total
Financial assets				
Unlisted equity investments (Note 13, 18)	-	3,515,845	-	3,515,845
Total		3,515,845		3,515,845

In thousand Armenian drams				2016
	Level 1	Level 2	Level 3	Total
Financial assets				
Unlisted equity investments (Note 13, 18)	-	4,658,362	-	4,658,362
Total		4,658,362		4,658,362

The methods and valuation techniques used for the purpose of measuring fair value are unchanged compared to the previous reporting period.

## 33.3 Fair value measurements of non-financial assets and liabilities

In thousand Armenian drams				2017
	Level 1	Level 2	Level 3	Total
Non-financial assets				
Property, plant and equipment				
Land	-	-	6,100	6,100
Buildings	-	-	1,073,100	1,073,100
Total	-	-	1,079,200	1,079,200
Non-financial liabilities				
Total	-	-	-	-
Net fair value	-	-	1,079,200	1,079,200

In thousand Armenian drams				2016
	Level 1	Level 2	Level 3	Total
Non-financial assets				
Property, plant and equipment				
<i>Land</i>	-	-	7,000	7,000
<i>Buildings</i>	-	-	1,076,700	1,076,700
Total	-	-	1,083,700	1,083,700
Non-financial liabilities				
Total	-	-	-	-
Net fair value	-	-	1,083,700	1,083,700

### *Fair value measurements in Level 3*

The Company's financial assets and liabilities classified in Level 3 uses valuation techniques based on significant inputs that are not based on observable market data. The non-financial assets and non-financial obligations within this level can be reconciled from beginning to ending balance as follows:

In thousand Armenian drams	2017	
	PPE	Total
Non-financial assets		
Balance as of 1 January 2017	1,083,700	1,083,700
Losses recognised in profit or loss	(900)	(900)
Depreciation adjustment as a result of revaluation	(21,534)	(21,534)
Gains recognised in other comprehensive income	17,934	17,934
Balance as of 31 December 2017	1,079,200	1,079,200

In thousand Armenian drams	2016	
	PPE	Total
Non-financial assets		
Balance as of 1 January 2016	1,087,900	1,087,900
Losses recognised in profit or loss	(2,200)	(2,200)
Depreciation adjustment as a result of revaluation	(21,574)	(21,574)
Gains recognised in other comprehensive income	19,574	19,574
Balance as of 31 December 2016	1,083,700	1,083,700

Fair value of the Company's main property assets is estimated based on appraisals performed by independent, professionally-qualified property valuers. The significant inputs and assumptions are developed in close consultation with management. The valuation processes and fair value changes are reviewed by the board of directors at each reporting date.

The appraisal of the land and buildings owned by the Company was carried out by independent appraisers on 31 December 2017 using a combination of the comparative, income and cost methods. Management has based their estimate of the fair value of the land and building on the results of the independent appraisal.

### 34 Offsetting of financial assets and financial liabilities

In the ordinary course of business, the Company performs different operations with financial instruments which may be presented in net amounts when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis, or realise the asset and settle the liability simultaneously.

The table below presents financial assets and financial liabilities that are offset in the statement of financial position or are subject to an enforceable master netting arrangement or similar agreement that covers similar financial instruments, irrespective of whether they are offset in the statement of financial position.

In thousand Armenian  
drams

As of 31 December 2017

	Gross amount of recognised financial liabilities	Gross amount of recognised financial assets/ liabilities in the statement of financial position	Net amount of financial liabilities in the statement of financial position	Related amounts that are not offset in the statement of financial position		
				Financial instruments	Cash collateral received	Net
Financial liabilities						
Loans under repurchase agreements (Note 18)	800,824	-	800,824	(852,793)	-	(51,969)
	<u>800,824</u>	<u>-</u>	<u>800,824</u>	<u>(852,793)</u>	<u>-</u>	<u>(51,969)</u>

In thousand Armenian  
drams

As of 31 December 2016

	Gross amount of recognised financial liabilities	Gross amount of recognised financial assets/ liabilities in the statement of financial position	Net amount of financial liabilities in the statement of financial position	Related amounts that are not offset in the statement of financial position		
				Financial instruments	Cash collateral received	Net
Financial liabilities						
Loans under repurchase agreements (Note 18)	1,432,615	-	1,432,615	(1,545,353)	-	(112,738)
	<u>1,432,615</u>	<u>-</u>	<u>1,432,615</u>	<u>(1,545,353)</u>	<u>-</u>	<u>(112,738)</u>

## 35 Maturity analysis of assets and liabilities

The table below summarises the maturity profile of assets and liabilities of the Company based to when they are expected to be recovered or settled. See Note 36.4 for the Company's contractual undiscounted repayment obligations. For insurance contract liabilities and reinsurance assets, maturity profiles are determined based on estimated timing of net cash outflows from the recognised insurance liabilities. Unearned premiums and the reinsurers' share of unearned premiums have been excluded from the analysis as they are not contractual obligations.

In thousand Armenian  
drams

2017

	On demand and less than 1 month	From 1 to 3 months	From 3 to 12 months	Subtotal less than 12 months	From 1 to 5 years	More than 5 years	Subtotal over 12 months	Total
<b>Assets</b>								
Insurance receivables	1,114	5,244	1,823,126	1,829,484	280,045	4,689	284,734	2,114,218
Loans to other parties	-	-	1,350	1,350	-	-	-	1,350
Amounts due from financial institutions	-	362,666	1,577,185	1,919,851	194,641	-	194,641	2,114,492
Reinsurance assets	-	-	610,549	610,549	-	-	-	610,549
Securities pledged under repurchase agreements	-	-	12,429	12,429	840,364	-	840,364	852,793
Investments available-for-sale	-	22,748	29,885	52,633	1,771,451	838,968	2,610,419	2,663,052
Cash and cash equivalents	64,570	-	-	64,570	-	-	-	64,570
	<u>65,684</u>	<u>390,658</u>	<u>4,034,524</u>	<u>4,490,866</u>	<u>3,086,501</u>	<u>843,657</u>	<u>3,930,158</u>	<u>8,421,024</u>
<b>Liabilities</b>								
Insurance contract liabilities	-	-	1,244,652	1,244,652	-	-	-	1,244,652
Insurance payables	440,642	664,963	88,568	1,194,173	494	1,995	2,489	1,196,662
Loans under repurchase agreements	800,824	-	-	800,824	-	-	-	800,824
Other liabilities	66,667	36,507	133,154	236,328	-	-	-	236,328
	<u>1,308,133</u>	<u>701,470</u>	<u>1,466,374</u>	<u>3,475,977</u>	<u>494</u>	<u>1,995</u>	<u>2,489</u>	<u>3,478,466</u>
Net position	<u>(1,242,449)</u>	<u>(310,812)</u>	<u>2,568,150</u>	<u>1,014,889</u>	<u>3,086,007</u>	<u>841,662</u>	<u>3,927,669</u>	<u>4,942,558</u>
Accumulated gap	<u>(1,242,449)</u>	<u>(1,553,261)</u>	<u>1,014,889</u>		<u>4,100,896</u>	<u>4,942,558</u>		

	On demand and less than 1 month	From 1 to 3 months	From 3 to 12 months	Subtotal less than 12 months	From 1 to 5 years	More than 5 years	Subtotal over 12 months	Total
<b>Assets</b>								
Insurance receivables	2,365	3,788	1,092,741	1,098,894	300,123	233	300,356	1,399,250
Loans to other parties	-	9,460	11,291	20,751	1,350	-	1,350	22,101
Amounts due from financial institutions	-	313,892	1,451,039	1,764,931	-	-	-	1,764,931
Reinsurance assets	-	-	307,298	307,298	-	-	-	307,298
Securities pledged under repurchase agreements	-	16,601	18,273	34,874	1,243,811	266,668	1,510,479	1,545,353
Investments available-for-sale	-	32,865	36,884	69,749	2,373,320	669,940	3,043,260	3,113,009
Cash and cash equivalents	103,250	-	-	103,250	-	-	-	103,250
	<u>105,615</u>	<u>376,606</u>	<u>2,917,526</u>	<u>3,399,747</u>	<u>3,918,604</u>	<u>936,841</u>	<u>4,855,445</u>	<u>8,255,192</u>
<b>Liabilities</b>								
Insurance contract liabilities	-	-	835,838	835,838	-	-	-	835,838
Insurance payables	262,860	56,551	441,258	760,669	591	2,066	2,657	763,326
Loans under repurchase agreements	1,432,615	-	-	1,432,615	-	-	-	1,432,615
Other liabilities	15,765	42,331	130,134	188,230	-	-	-	188,230
	<u>1,711,240</u>	<u>98,882</u>	<u>1,407,230</u>	<u>3,217,352</u>	<u>591</u>	<u>2,066</u>	<u>2,657</u>	<u>3,220,009</u>
Net position	<u>(1,605,625)</u>	<u>277,724</u>	<u>1,510,296</u>	<u>182,395</u>	<u>3,918,013</u>	<u>934,775</u>	<u>4,852,788</u>	<u>5,035,183</u>
Accumulated gap	<u>(1,605,625)</u>	<u>(1,327,901)</u>	<u>182,395</u>		<u>4,100,408</u>	<u>5,035,183</u>		

## 36 Insurance and financial risk management

The Company's activities expose it to a variety of risks and those activities involve the analysis, evaluation, acceptance and management of some degree of risk or combination of risks. Taking risk is core to the financial business, and the operational risks are an inevitable consequence of being in business. The Company's aim is therefore to achieve an appropriate balance between risk and return and minimise potential adverse effects on the Company's financial performance.

The most important types of risk are insurance risk and financial risk, which includes liquidity risk, market risk and credit risk.

### 36.1 Insurance risk

The principal risk the Company faces under insurance contracts is that the actual claims and benefit payments or the timing thereof, differ from expectations. This is influenced by the frequency of claims, severity of claims, actual benefits paid and subsequent development of long-term claims. Therefore, the objective of the Company is to ensure that sufficient reserves are available to cover these liabilities. The above risk exposure is mitigated by diversification across a large portfolio of insurance contracts. The variability of risks is also improved by careful selection and implementation of underwriting strategy guidelines, as well as the use of reinsurance arrangements.



The Company purchases both facultative and obligatory reinsurance as part of its risks mitigation programme. Reinsurance ceded is placed on a proportional basis. The majority of proportional reinsurance is quota-share reinsurance which is taken out to reduce the overall exposure of the Company to certain classes of business

Amounts recoverable from reinsurers are estimated in a manner consistent with the outstanding claims provision and are in accordance with the reinsurance contracts. Although the Company has reinsurance arrangements, it is not relieved of its direct obligations to its policyholders and thus a credit exposure exists with respect to ceded insurance, to the extent that any reinsurer is unable to meet its obligations assumed under such reinsurance agreements. The Company's placement of reinsurance is diversified such that it is neither dependent on a single reinsurer nor are the operations of the Company substantially dependent upon any single reinsurance contract.

### 36.1.1 Insurance contracts

The Company principally issues the following types of general insurance contracts: motor (including passengers and third party liabilities), health, property, general liabilities, cargo, accident insurance and Compulsory Motor Third-Party Liability Insurance. Risks under general insurance policies usually cover twelve month duration.

The above risk exposure is mitigated by diversification across a large portfolio of insurance contracts. The variability of risks is improved by careful selection and implementation of underwriting strategies, which are designed to ensure that risks are diversified in terms of type of risk and level of insured benefits. This is largely achieved through diversification across industry sectors. Further, strict claim review policies to assess all new and ongoing claims, regular detailed review of claims handling procedures and frequent investigation of possible fraudulent claims are all policies and procedures put in place to reduce the risk exposure of the Company. The Company further enforces a policy of actively managing and promptly pursuing claims, in order to reduce its exposure to unpredictable future developments that can negatively impact the business. Inflation risk is mitigated by taking expected inflation into account when estimating insurance contract liabilities.

The purpose of these underwriting and reinsurance strategies is to limit exposure to catastrophes based on the Company's risk appetite as decided by management. The overall aim is currently to restrict the impact of a single catastrophic event to approximately 10% of shareholders' equity. The Board may decide to increase or decrease the maximum tolerances based on market conditions and other factors.

The table below sets out the concentration of insurance contract liabilities by type of contract.

In thousand Armenian drams	2017			2016		
	Insurance contract liabilities	Reinsuran ce assets	Net liabilities	Insurance contract liabilities	Reinsurance assets	Net liabilities
Accident	157,953	(104,006)	53,947	113,620	(62,788)	50,832
Health	965,497	(135,498)	829,999	748,290	(90,950)	657,340
Motor	309,970	(82,701)	227,269	258,220	(47,811)	210,409
Aircraft	29,275	(14,112)	15,163	53,028	(39,652)	13,376
Cargo	70,750	(67,925)	2,825	7,790	(5,066)	2,724
Fire and natural diseases	1,357,197	(1,245,105)	112,092	1,284,770	(1,132,322)	152,448
Voluntary motor liability	9,195	(2,088)	7,107	13,004	(2,997)	10,007
Aircraft liability	24,253	(17,208)	7,045	51,009	(43,525)	7,484
General liability	125,669	(100,759)	24,910	159,754	(136,879)	22,875
Financial losses	366,005	(363,569)	2,436	288,783	(289,222)	(439)
Travel	104,672	(47,909)	56,763	87,035	(34,000)	53,035
CMTPL	1,893,850	-	1,893,850	1,772,667	-	1,772,667
At December 31	<u>5,414,286</u>	<u>(2,180,880)</u>	<u>3,233,406</u>	<u>4,837,970</u>	<u>(1,885,212)</u>	<u>2,952,758</u>

The Company sets out the total aggregate exposure that it is prepared to accept in relation to general insurance risk concentrations. It monitors these exposures at the time of underwriting a risk.

The maximum loss, net of reinsurance that the Company accepts on each contract is 10% of total capital, in accordance with the regulations of the Central Bank of Armenia.

### *Key assumptions*

The principal assumption underlying the liability estimates is that the Company's future claims development will follow a similar pattern to past claims development experience. This includes assumptions in respect of average claim costs, claim handling costs, expected loss ratios and claim numbers for each accident year. Additional qualitative judgments are used to assess the extent to which past trends may not apply in the future, for example once-off occurrence, changes in market factors such as public attitude to claiming, economic conditions, as well as internal factors such as portfolio mix, policy conditions and claims handling procedures.

Judgment is further used to assess the extent to which external factors such as judicial decisions and government legislation affect the estimates.

Other key circumstances affecting the reliability of assumptions include variation in interest rates, delays in settlement and changes in foreign currency rates.

However, due to relatively new insurance market in Armenia, it difficult to predict with certainty the likely outcome of any particular claim and the ultimate cost of notified claims. The impact of many of the items affecting the ultimate costs of the loss is difficult to estimate. For these reasons the Company's management regularly reviews the statistical data, market changes and other factors for a more prudential provisioning.

### *Sensitivities*

The insurance claim liabilities are sensitive to the key assumptions shown below. It has not been possible to quantify the sensitivity of certain assumptions such as legislative changes or uncertainty in the estimation process.

The analysis below is performed for reasonably possible movements in key assumptions with all other assumptions held constant, showing the impact on profit before tax and equity. The correlation of assumptions will have a significant effect in determining the ultimate claims liabilities, but to demonstrate the impact due to changes in assumptions, assumptions had to be changed on an individual basis.

It should be noted that movements in these assumptions are non-linear.

In thousand Armenian drams	<b>2017</b>		
	<b>Change in assumptions in %</b>	<b>Effect on profit before tax</b>	
		<b>Gross of reinsurance</b>	<b>Net of reinsurance</b>
Average claim cost	+10	(438,012)	(414,942)
	-10	438,012	414,942
Expected loss ratio	+10	(478,893)	(425,498)
	-10	478,893	425,498
In thousand Armenian drams	<b>2016</b>		
	<b>Change in assumptions in %</b>	<b>Effect on profit before tax</b>	
		<b>Gross of reinsurance</b>	<b>Net of reinsurance</b>
Average claim cost	+10	(340,990)	(321,776)
	-10	340,990	321,776
Expected loss ratio	+10	(349,478)	(342,818)
	-10	349,478	324,818

### Claims development table

The following tables show the estimate cumulative incurred claims, including both claims notified and IBNR for each successive accident year at each balance sheet date, together with cumulative payments to date.

Gross insurance contract liabilities for 2017 are developed as follows:

In thousand Armenian drams	2011	2012	2013	2014	2015	2016	2017	Total
Current estimate of cumulative claims incurred								
At end of accident year	1,942,166	3,633,261	3,800,883	3,613,282	3,579,913	3,430,313	4,563,030	24,562,848
One year later	1,950,805	3,870,080	3,684,982	3,505,611	3,491,539	3,344,430		19,847,447
Two years later	1,922,691	3,887,415	3,690,036	3,509,025	3,495,315			16,504,482
Three years later	1,925,640	3,893,376	3,686,628	3,485,695				12,991,339
Four years later	1,929,822	3,892,836	3,689,511					9,512,169
Five years later	1,929,822	3,906,131						5,835,953
Six years later	1,934,579							1,934,579
Current estimate of cumulative claims incurred	1,934,579	3,906,131	3,689,511	3,485,695	3,495,315	3,344,430	4,563,030	24,418,691
<i>Cumulative payments to date</i>								
At end of accident year	(1,566,395)	(3,216,890)	(3,149,624)	(2,953,271)	(2,919,756)	(2,767,597)	(3,459,539)	(20,033,072)
One year later	(1,903,302)	(3,844,383)	(3,656,358)	(3,437,344)	(3,362,036)	(3,333,639)		(19,537,062)
Two years later	(1,922,691)	(3,868,052)	(3,680,554)	(3,478,183)	(3,381,934)			(16,331,414)
Three years later	(1,925,464)	(3,880,451)	(3,684,778)	(3,481,201)				(12,971,894)
Four years later	(1,929,697)	(3,881,909)	(3,688,161)					(9,499,767)
Five years later	(1,929,697)	(3,896,805)						(5,826,502)
Six years later	(1,932,760)							(1,932,760)
Cumulative payments to date	(1,932,760)	(3,896,805)	(3,688,161)	(3,481,201)	(3,381,934)	(3,333,639)	(3,459,539)	(23,174,039)
Total gross insurance contract liabilities per the balance sheet	1,819	9,326	1,350	4,494	113,381	10,791	1,103,491	1,244,652

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Insurance contract liabilities for 2017 net of reinsurance:

In thousand Armenian drams	2011	2012	2013	2014	2015	2016	2017	Total
<i>Current estimate of cumulative claims incurred</i>								
At end of accident year	1,684,612	3,509,751	3,664,909	3,270,827	3,243,156	3,118,520	3,944,604	22,436,379
One year later	1,766,793	3,746,816	3,601,447	3,229,134	3,217,410	3,083,007		18,644,607
Two years later	1,748,964	3,760,285	3,607,327	3,235,113	3,230,282			15,581,971
Three years later	1,735,030	3,766,247	3,603,920	3,236,793				12,341,990
Four years later	1,739,213	3,765,706	3,606,802					9,111,721
Five years later	1,739,213	3,779,002						5,518,215
Six years later	1,743,969							1,743,969
Current estimate of cumulative claims incurred	1,743,969	3,779,002	3,606,802	3,236,793	3,230,282	3,083,007	3,944,604	22,624,459
<i>Cumulative payments to date</i>								
At end of accident year	(1,463,832)	(3,130,965)	(3,085,970)	(2,760,945)	(2,781,237)	(2,620,409)	(3,343,533)	(19,186,891)
One year later	(1,730,057)	(3,724,912)	(3,580,202)	(3,211,714)	(3,201,741)	(3,072,450)		(18,521,076)
Two years later	(1,748,964)	(3,744,672)	(3,597,846)	(3,229,379)	(3,221,047)			(15,541,908)
Three years later	(1,734,854)	(3,757,071)	(3,602,070)	(3,232,299)				(12,326,294)
Four years later	(1,739,087)	(3,758,530)	(3,605,452)					(9,103,069)
Five years later	(1,739,087)	(3,773,426)						(5,512,513)
Six years later	(1,742,150)							(1,742,150)
Cumulative payments to date	(1,742,150)	(3,773,426)	(3,605,452)	(3,232,299)	(3,221,047)	(3,072,450)	(3,343,533)	(21,990,357)
Total gross insurance contract liabilities per the balance sheet	1,819	5,576	1,350	4,494	9,235	10,557	601,071	634,102

## 36.2 Credit risk

The Company takes on exposure to credit risk. Key areas where the Company is exposed to credit risk are:

- Debt securities and bank accounts;
- Amounts to from financial institutions;
- Reinsurers' share of insurance liabilities;
- Amounts due from reinsurers in respect of claims already paid;
- Amounts due from insurance contract holders;
- Amounts due from insurance intermediaries.

In the further credit risk disclosures the reinsurer's part in provision for unearned premiums is excluded from reinsurance assets, as it is not a financial asset.

### 36.2.1 Maximum exposure to credit risk

The carrying amounts of the Company's financial assets best represent the maximum exposure to credit risk related to them, without taking account of any collateral held or other credit enhancements.

## 36.2.2 Risk concentrations of the maximum exposure to credit risk

### Ratings

The table below provides information regarding the credit risk exposure of the Company at 31 December 2017 by classifying assets according to credit ratings of the counterparties set by international rating agencies.

In thousand Armenian drams	A+	AA	AA-	BBB	BBB+	A1	BBB-	A-	A	Not rated	Total
Insurance receivables	310	-	26,837	-	-	-	-	20,096	-	2,066,975	2,114,218
Loans to other parties	-	-	-	-	-	-	-	-	-	1,350	1,350
Reinsurance assets		-	254,249	41,509	-	-	-	29,682	136,521	44,512	610,549
Amounts due from financial institutions	-	-	-	-	-	-	-	-	-	2,114,492	2,114,492
Securities pledged under repurchase agreements	-	-	-	-	-	-	-	-	-	852,793	852,793
Investments available-for- sale	-	-	-	-	-	-	-	-	-	2,663,052	2,663,052
Cash and cash equivalents	-	-	-	-	-	-	-	-	-	64,570	64,570
As of 31 December 2017	310	8,368	29,086	185	-	-	-	23,412	123,415	7,947,296	8,255,192

## 36.2.3 Risk limit control and mitigation policies

The Company has a credit risk policy setting out the assessment and determination of what constitutes credit risk for the Company. The policy is regularly reviewed for pertinence and for changes in the risk environment.

Reinsurance is used to manage insurance risk. This does not, however, discharge the Company's liability as primary insurer. If a reinsurer fails to pay a claim for any reason, the Company remains liable for the payment to the policyholder. Reinsurance is placed with counterparties that have a good credit rating and concentration of risk is avoided by following policy guidelines in respect of counterparties' limits that are set each year by the Board and are subject to regular reviews. The creditworthiness of reinsurers is considered on an annual basis by reviewing their financial strength prior to finalisation of any contract.

## 36.2.4 Impairment and provisioning policies

The main considerations for the financial assets impairment assessment include whether any payments are overdue by more than 90 days or there are any known difficulties in the cash flows of counterparties, credit rating downgrades, or infringement of the original terms of the contract. The Company addresses impairment assessment into areas: individually assessed allowances and collectively assessed allowances.

### Past due but not impaired financial assets

Past due financial assets include those that are only past due by a few days.

As of 31 December 2017 the Company doesn't have any past due but not impaired financial assets (2016: nil)

### Impaired financial assets

At 31 December 2017 there are impaired financial assets of AMD 342,229 thousand (2016: AMD 307,138 thousand).

No collateral is held as security for any past due or impaired assets.

### 36.3 Market risk

Market risk is the risk that the fair value or future cash flows of financial instruments will fluctuate due to changes in market variables such as interest rates and foreign exchange rates. Market risk comprises three types of risk: interest rate risk and currency risk.

Except for the concentrations within foreign currency, the Company has no significant concentration of market risk.

#### 36.3.1 Interest rate risk

Interest rate risk arises from the possibility that changes in interest rates will affect future cash flows or the fair values of financial instruments. The Board has established limits on the interest rate gaps for stipulated periods.

Floating rate instruments expose the Company to cash flow interest risk, whereas fixed interest rate instruments expose the Company to fair value interest risk.

The sensitivity of the statement of comprehensive income is the effect of the assumed changes in interest rates on the net interest income for one year, based on the floating rate non-trading financial assets and financial liabilities held at 31 December 2017 including the effect of hedging instruments. The sensitivity of equity is calculated by revaluing assets available for sale at fixed interest rate, including hedges and formulated as hedges cash-flow swaps, as of 31 December 2017, based on the assumed changes of interest rate.

The sensitivity of equity is analysed by maturity of the asset or swap. The total sensitivity of equity is based on the assumption that there are parallel shifts in the yield curve, while the analysis by maturity band displays the sensitivity to non-parallel changes.

In thousand Armenian drams

							<b>2017</b>	
							<b>Sensitivity of equity</b>	
Currency	Change in basis points	Sensitivity of net interest income	Up to 6 months	6 months to 1 year	1 year to 5 years	More than 5 years	Total	
AMD	1	-	-	-	(67,147)	(54,034)	(121,181)	
AMD	-1	-	-	-	69,538	60,869	130,407	

In thousand Armenian drams

							<b>2016</b>	
							<b>Sensitivity of equity</b>	
Currency	Change in basis points	Sensitivity of net interest income	Up to 6 months	6 months to 1 year	1 year to 5 years	More than 5 years	Total	
AMD	1	-	-	-	(85,888)	(60,110)	(145,998)	
AMD	-1	-	-	-	88,745	66,938	155,683	

#### 36.3.2 Currency risk

Currency risk is the risk that the value of a financial instrument will fluctuate due to changes in foreign exchange rates. The Board of Directors has set limits on positions by currency.

The tables below indicate the currencies to which the Company had significant exposure at 31 December 2017 on its non-trading monetary assets and liabilities and its forecast cash flows. The analysis calculated the effect

of a reasonably possible movement of the currency rate against the Armenian dram, with all other variables held constant on the statement of comprehensive income (due to the fair value of currency sensitive non-trading monetary assets and liabilities) and equity. A negative amount in the table reflects a potential net reduction in the statement of comprehensive income while a positive amount reflects a net potential increase.

In thousand Armenian drams	2017		2016	
	Change in currency rate in %	Effect on profit before tax	Change in currency rate in %	Effect on profit before tax
Currency				
USD	+5	(35,712)	+5	(13,445)
USD	-5	35,712	-5	13,445

The Company's exposure to foreign currency exchange risk is as follow:

In thousand Armenian drams	Armenian Dram	Freely convertible currencies	Non-freely convertible currencies	Total
<b>ASSETS</b>				
Insurance receivables	2,101,931	12,287	-	2,114,218
Loans to other parties	1,350	-	-	1,350
Amounts due from other financial institutions	1,936,585	177,907	-	2,114,492
Reinsurance assets	610,549	-	-	610,549
Securities pledged under repurchase agreements	852,793	-	-	852,793
Investments available-for-sale	2,663,052	-	-	2,663,052
Cash and cash equivalents	64,570	-	-	64,570
Total assets	8,230,830	190,194	-	8,421,024
<b>LIABILITIES</b>				
Insurance contract liabilities	1,244,652	-	-	1,244,652
Insurance payables	324,537	872,125	-	1,196,662
Loans under repurchase agreements	800,824	-	-	800,824
Other liabilities	204,016	32,312	-	236,328
Total liabilities	2,574,029	904,137	-	3,478,466
Net position as of 31 December 2017	5,656,801	(714,243)	-	4,942,558
Total financial assets	8,024,202	230,990	-	8,255,192
Total financial liabilities	2,720,124	499,885	-	3,220,009
Net position as of 31 December 2016	5,304,078	(268,895)	-	5,035,183

Freely convertible currencies represent mainly US dollar amounts, but also include currencies from other OECD countries. Non-freely convertible amounts relate to currencies of CIS countries, excluding Republic of Armenia. The reinsurer's part in provision for unearned premiums is excluded from reinsurance assets, as it is not a financial asset.

## 36.4 Liquidity risk

Liquidity risk is the risk that the Company will be unable to meet its payment obligations when they fall due under normal and stress circumstances. To limit this risk, management has arranged diversified funding sources in addition to its core deposit base, manages assets with liquidity in mind, and monitors future cash flows and liquidity on a daily bases. This incorporates an assessment of expected cash flows and the availability of high grade collateral which could be used to secure additional funding if required.

The Company maintains a portfolio of highly marketable and diverse assets that can be easily liquidated in the event of an unforeseen interruption of cash flow. The Company also has committed lines of credit that it can access to meet liquidity needs. The liquidity position is assessed and managed under a variety of scenarios, giving due consideration to stress factors relating to both the market in general and specifically to the Company.

The liquidity management of the Company requires considering the level of liquid assets necessary to settle obligations as they fall due; maintaining access to a range of funding sources; maintaining funding contingency plans and monitoring balance sheet liquidity ratios against regulatory requirements. The Company calculates the liquidity ratio in accordance with the requirement of the Central Bank of Armenia.

The Company has taken advantage of point d (i) of the paragraph 39 of IFRS 4, by disclosing the information on estimated timing of net undiscounted cash flows from insurance liabilities as of 31 December 2017, instead of the disclosure of maturities required by point a) of 39 paragraph of IFRS 7. See note 35 for the expected maturities of these liabilities.

In thousand Armenian drams

	Carrying amount	Estimated net undiscounted cash flow		
		Up to 1 year	More than 1 year	Total
As of 31 December 2017				
Insurance liabilities	1,244,652	1,244,652	-	1,244,652
Total	<u>1,244,652</u>	<u>1,244,652</u>	<u>-</u>	<u>1,244,652</u>
As of 31 December 2016				
Insurance liabilities	835,838	835,838	-	835,838
Total	<u>835,838</u>	<u>835,838</u>	<u>-</u>	<u>835,838</u>

## 36.5 Operational risk

Operational risk is the risk of direct or indirect loss arising from a wide variety of causes associated with the Company's involvement with financial instruments, including processes, personnel, technology and infrastructure, and from external factors other than credit, market and liquidity risks such as those arising from legal and regulatory requirements and generally accepted standards of corporate behaviour.

The Company's objective is to manage operational risk so as to balance the avoidance of financial losses and damage to the Company's reputation with overall cost effectiveness.

The primary responsibility for the development and implementation of controls to address operational risk is assigned to the Board. This responsibility is supported by the development of overall standards for the management of operational risk in the following areas:

- requirements for appropriate segregation of duties, including the independent authorisation of transactions;
- requirements for the reconciliation and monitoring of transactions;
- compliance with regulatory and other legal requirements, including the minimal requirements of the Central Bank of Armenia on internal control system;
- documentation of controls and procedures;



- requirements for the periodic assessment of operational risks faced, and the adequacy of controls and procedures to address the risks identified;
- requirements for the reporting of operational losses and proposed remedial action;
- development of contingency plans;
- training and professional development;
- ethical and business standards; and
- risk mitigation.

Compliance with Company standards is supported by a programme of periodic reviews undertaken by Internal Audit. The results of Internal Audit reviews are discussed with the management of the Company to which they relate, with summaries submitted to the Board.

## 37 Capital adequacy

The Company maintains an actively managed capital base to cover risks inherent in the business. The Company's capital is monitored using, among other measures, the rules and ratios established by the Central Bank of Armenia in supervising the Company.

The primary objectives of the Company's capital management are to ensure that the Company complies with externally imposed capital requirements and that the Company maintains strong credit ratings and healthy capital ratios in order to support its business and to maximise shareholders' value.

The Company manages its capital structure and makes adjustments to it in the light of changes in economic conditions and the risk characteristics of its activities. In order to maintain or adjust the capital structure, the Company may adjust the amount of dividend payment to shareholders, return capital to shareholders or issue capital securities. No changes were made in the objectives, policies and processes from the previous years.

Regulatory capital consists of Tier 1 capital, which comprises share capital, retained earnings including current year profit, and general reserve. Regulatory capital is calculated in accordance with the requirements of the Central Bank of Armenia. The other component of regulatory capital is Tier 2 capital, which includes revaluation reserves.

The minimum ratio between total capital, required solvency and risk weighted assets required by the Central Bank of Armenia is 100%.

Through the period the Company has breached for several times some of the capital adequacy requirements. However as at the year end the Company has complied with all externally imposed capital requirements.

The Company's total capital, risk weighted assets and required solvency amounts as of December 31 2017 and 2016, calculated in accordance with the CBA requirements, are presented below:

In thousand Armenian drams	<u>2017 (non audited)</u>	<u>2016 (non audited)</u>
Tier 1 capital	3,596,752	3,719,905
Tier 2 capital	172,025	42,384
Total regulatory capital	<u>3,768,777</u>	<u>3,762,289</u>
Risk-weighted assets	976,021	879,196
Required solvency	1,781,452	1,668,919
Capital equivalent norm (regulatory norm N1.2)	<u>137%</u>	<u>148%</u>

As of 31 December 2017 the Central Bank of Armenia has set the minimal required total capital at AMD 1,500,000 thousand.